



A goal without a plan is just a wish. We can be *organic* in our growth or *strategic* with a clear direction and development plan.

What would you choose?

Module 3, Excellence in running Practice Development Meetings - A workshop which addresses the significance and structure of this important intervention for developing the careers of members of Chambers.

The development of a career or business is often driven by opportunity and organic growth. The effectiveness of a good strategy and aligning activity to achieve a goal is important but not always addressed. When considering personal or business development activities a strategic development plan is essential in making sure that growth becomes a reality. Being excellent at a PDMs will not only be of great benefit to the member and Chambers but will also drive structure to the operations of the practice team.

This workshop is designed for all Clerks and Practice Managers and will explore the following:

- **PRM best practice** – content of the meeting and frequency.
- **Psychology of the PRM** – expectations of those attending.
- **Strategic development** – setting goals and managing expectations.
- **Planning and pitfalls** – optimising time, being effective and heading off potential problems.

This workshop is designed to be user friendly and provide easy to follow tools for those wanting to develop their own PDM style and drive best practice and business development.

“How is it done?”

All of our workshops are developed with high levels of input from delegates. We professionally coach our delegates rather than tell them what to do. By doing this we achieve maximum learning, high relevance to Chambers and embed change.

Delegates will experience low levels of PowerPoint and high levels of interaction, leaving with all course notes and extended reading material.

“What will I get from attending?”

- Confidence in being able to hold a first class professional PDM
- Understand what is required to be able to build a growth strategy and development plan
- Have an insight into what interpersonal skills can be employed to gain best effect.
- Identify how to give best value to Members and Chambers