

Course Specification for Chambers' Practice Management

BESPOKE TRAINING & PERSONAL DEVELOPMENT SOLUTIONS FOR BARRISTERS' CHAMBERS



Practice
Management
Excellence

Business Development and Building a Professional Network for the Bar

Course Description

This course focuses on equipping barristers, with the skills and strategies needed to develop business opportunities and build a strong professional network in the competitive legal market. Participants will learn how to position members for success, foster relationships with key stakeholders, and drive sustainable growth through strategic business and networking initiatives.

Learning Objectives:

- Understand the fundamentals of business development within the Bar.
- Explore techniques to identify and capitalise on new opportunities.
- Learn how to build and maintain a professional network that supports practice growth.
- Develop strategies for promoting practice services and reputation.
- Enhance confidence in representing yourself at events and meetings.

Key Course Highlights:

- 1. Business Development in the Legal Profession:**
 - Understanding the unique challenges of business development in the Bar.
- 2. Building a Professional Network:**
 - Connecting with key clients in the legal and business communities.
 - Strategies for building meaningful, long-lasting relationships.
 - Leveraging digital platforms (e.g., LinkedIn) for professional networking.
- 3. Promoting Chambers' Expertise:**
 - Articulating members unique value proposition.
- 4. Generating Business Opportunities:**
 - Developing strategies to approach new clients and retain existing ones.
 - Leveraging referrals and word-of-mouth recommendations
- 5. Enhancing Networking Skills:**
 - Engaging effectively at events, conferences, and meetings.
 - Overcoming challenges such as networking anxiety or difficult conversations

Key Outcomes:

- A clear strategy for business development tailored to the Bar.
- Enhanced ability to build and sustain a professional network.
- Increased confidence in representing chambers at events and securing new opportunities.

How is it done?

Our workshops are designed with significant input from delegates, ensuring relevance and tailored content. Rather than instructing, we adopt a professional coaching approach, fostering maximum learning and meaningful engagement. This methodology ensures high relevance to Chambers and supports lasting change. Delegates can expect minimal use of PowerPoint, with an emphasis on interactive, hands-on learning. All participants leave with comprehensive course notes and additional reading materials to support ongoing development.

Contact Us

For more information about our courses and what else we offer, please visit :

www.pmetraining.co.uk

Or to book your place contact :
nicky@pmetraining.co.uk