

EMERGING LEADERS

A one-day, business skills programme for ambitious lawyers wanting to accelerate their career progression

‘Valuable insight for emerging leaders into the business of law. Highly recommended.’



SIMON TUPMAN
HELPING LAW FIRMS THRIVE



It is going to be vital for the next generation of lawyers to have business acumen if they are to become effective leaders, advisors and business owners. This programme is designed to equip them with the know-how to confidently take their careers to the next level.

WHO IS THIS FOR?

- Newly appointed Partners
- Senior Associates
- Associates
- Senior Solicitors

PARTICIPANTS WILL LEARN:

- the strategic issues impacting the legal services industry
- the financial levers of law firm profitability
- the interdependent role of leadership and management
- the risks associated with operating a law firm
- techniques to build your profile and practice
- the core attributes of a lawyer-leader
- the risks, responsibilities and rewards of Partnership

YOUR INVESTMENT

NZ \$750 plus GST per person. (Discounts available: 2 people 10% 3 or more people 15%). Prices includes a signed copy of Simon's new book 'The Heart of Practice' and a workbook. There will also be a follow up group discussion within a month of the workshop to share learnings from the programme.



CPD points: The programme may qualify for 6 hours CPD points, depending on your jurisdiction.

MODULES:

1. The Business of Law

- Trends impacting the legal services industry
- Running and operating a legal business
- Understanding different business models

2. Strategy and planning

- Understanding strategy
- Planning for individual and collective success
- Being clear about your 'why'

3. Self-Leadership

- Influencing and inspiring those around you
- Becoming a better delegator
- Ways to grow, develop and learn

4. Money Matters

- Understanding the critical financial levers
- Managing cash-flow
- Pricing alternatives

5. Business development and marketing

- Understanding your position in the market
- Ideas to grow your profile and generate new business
- Appreciating what clients want

Benefits of attending this programme

Participants will have the opportunity to interact with each other, to share experiences and concerns. The programme is designed to encourage participants to better understand 'the business of law', to increase self-awareness and to be better prepared to step up to Partnership. This is an opportunity for your emerging leaders to take control of their careers, to grow in confidence and become more productive.

WHAT PREVIOUS PARTICIPANTS HAVE SAID

‘Valuable insight for emerging leaders into the business of law. Highly recommended.’

‘Fantastic webinar providing information on what it means to become a partner and the skills needed to get there.’

‘A great resource for anyone considering or in discussions regarding partnership.’

‘I would recommend the workshop to any Associate or Senior Associate who is assessing their next steps and career ambitions.’

‘A thought-provoking and insightful workshop on the business of law in the 21st Century. Worth your while if you are wanting to step into a leadership position at your firm.’



COURSE
LEADER

SIMON TUPMAN

(MBA, Solicitor, England and Wales) is an international business speaker, educator and mentor to law firms and legal professionals. He speaks at industry events, facilitates high-impact workshops and retreats and mentors professionals who are looking to energise their workplaces and put their firms ahead of the curve. One of Australasia's most experienced speakers, he has been called on by clients in 13 countries over a 25-year career. He has helped thousands of professionals leave their mark on the world. Simon is the author of *Why Entrepreneurs Should Eat Bananas*, *Legal Eagles*, *Why Lawyers Should Eat Bananas* and *The Heart of Practice*.



www.simontupman.com



simontupman@gmail.com



+64 27 214 8405