



The Law Society

## Creating growth: innovation in law firms as the springboard for recovery

### Speakers:

Tony Williams, Principal,  
Jomati Consultants LLP

Paul Maher, Chairman,  
Greenberg Traurig Maher LLP

Nick Grant, Head of Legal Services,  
Sainsbury's Supermarkets Ltd



24 September 2009

8.00 am - 10.00 am

legal  
breakfast series

Venue: The Law Society, 113 Chancery Lane, London WC2A 1PL

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## Creating growth: innovation in law firms as the springboard for recovery

This is the seventh in a series of legal breakfasts being held by the Law Society to explore the business of law in the new landscape created by the Legal Services Act.

In its first year, the legal breakfast series established itself as the leading forum for developing new thinking about the regulatory framework in which law firms do business. The events in 2009-10 will examine the opportunities to be found in this post-LSA environment for the creation of business models and strategies that can succeed in a globalised market for legal services.

The event will begin at 8.00am with registration, networking and breakfast until 8.30am. After hearing from the speakers there will be an open debate, under the Chatham House rule, with contributions from delegates.

## Speakers

**Tony Williams** has worked, as principal of Jomati, for a range of international and domestic firms in the UK, US, Europe, Asia and Australia. He also writes and speaks extensively on a range of legal strategic and management issues. Before founding Jomati, Tony was worldwide managing partner of Andersen Legal and head of its UK practice, during which time he developed the international strategy for Andersen Legal.

Prior to joining Andersen Legal Tony was managing partner of Clifford Chance. As managing partner, Tony instigated a major strategic review of the firm's international operations and undertook substantial re-organisation of the firm to enable practice groups to lead at a global level and be accountable for their development. Tony is an independent member of the Standards Committee of the City of London Corporation. He is admitted as a solicitor in England & Wales, Hong Kong and Victoria, Australia.

**Paul Maher** joined US giant Greenberg Traurig in June 2009 to launch its London operation, Greenberg Traurig Maher, of which he is Chairman. Previously, Paul was Senior Partner and then Global Vice-Chairman of Mayer Brown, which he had joined as Head of Corporate Group in 1990 after a six-year stint in-house at Imperial Chemical Industries (ICI).

Paul has considerable experience in cross-border public and private mergers and acquisitions work, advising a wide range of domestic and international clients in many different sectors including chemicals, financial services and communications.

**Nick Grant** is a barrister of 13 years' call. He joined Sainsbury's from independent practice in 1998, starting life with the supermarket as a Commercial Law Adviser. Since then he has taken a number of management and advisory roles before becoming Head of Legal Services in September 2005.

In addition to managing a department of 24 lawyers and support staff Nick assumes special responsibility within the company for its policies on responsible retailing. As part of this, he is Chairman of the Retail of Alcohol Standards Group, a body dedicated to promoting best practice across the retail industry, and a Trustee of an educational charity the Drinkaware Trust. Recently he has become known for his work in establishing a collaborative legal community of Sainsbury's external advisers in place of the traditional panel model.

## Issues

- What are the prospects for law firms and their corporate clients in the next phase of the economic cycle?
- Will innovative firms secure a competitive advantage in the upturn by creating new business models now?
- Are corporate clients looking beyond traditional procurement strategies and relationships with panel firms?
- How does the Legal Services Act open up opportunities for reshaping a 21st century law firm and its services?
- Can the most compelling new business ideas be expected to emerge from the toughest market conditions?
- Where are new markets for legal services to be found and which entities will be best placed to exploit them?

## Who should attend?

- Senior partners, managing partners and practice directors in top 100 law firms
- Banks, venture capital funds and other potential investors
- General Counsel of FTSE100 companies
- Parliamentary spokespeople
- Senior government officials
- Non-lawyer practice managers and senior practitioners in related professions
- Academics
- Others with an interest in the future development of legal business.

## The Law Society's legal breakfast series

This series of discussion events brings together business leaders from the legal profession with potential partners, investors, policy-makers and high-profile speakers to debate the construction of a successful and sustainable legal business sector for the 21st century. The events contribute to an emerging understanding of the public policy and business strategies required for growth in the legal services sector and inform the Law Society's position as the voice of the profession.

The events consider the commercial structures, regulatory environment and global economic framework within which legal business will operate. For more information, e-mail [legalbreakfast@lawsociety.org.uk](mailto:legalbreakfast@lawsociety.org.uk).

After each event, a webcast of the speakers is made available to view at [www.lawsociety.org.uk/legalbreakfast](http://www.lawsociety.org.uk/legalbreakfast). A summary of the proceedings is also posted on the website.

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☐ Please keep me informed about this series of events

**TO BOOK** Please complete this form and return it with payment to:

Event Team (Room 1.01), The Law Society, 113 Chancery Lane, London WC2A 1PL or DX 56 Lon/Chancery Ln

Tel: 020 7316 5700 / Fax: 020 7316 5667.

Firm/Organisation: \_\_\_\_\_

Address: \_\_\_\_\_

Postcode: \_\_\_\_\_

DX address: \_\_\_\_\_

## I would like to attend the Legal Breakfast

If you are booking within two weeks of the seminar, please email to ensure there are places available: [legalbreakfast@lawsociety.org.uk](mailto:legalbreakfast@lawsociety.org.uk)

☐ Thursday 24 September, London, The Law Society, 113 Chancery Lane

## Delegate details

Title: \_\_\_\_\_ First Name: \_\_\_\_\_ Surname: \_\_\_\_\_

Position: \_\_\_\_\_

Email Address: \_\_\_\_\_

Tel No: \_\_\_\_\_ Fax No: \_\_\_\_\_

## Payment

**£95.00 + VAT = £109.25 per delegate**

Delegates

Amount including VAT

£

Handling charge: (@ 1.75%)

(No handling charge if paying by Maestro)

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**Total payable**

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You can also pay by cheque. Please make your cheque payable to **The Law Society**

## Special requirements

Please advise if you have any special requirements: \_\_\_\_\_

## Terms and Conditions

Office Use:

PD13 LB101 PUB003

1. Event documentation will be distributed on the day.
2. The Law Society reserves the right to amend or cancel this event. Should the event be cancelled a full refund of any registration fee will be made. The Law Society does not accept liability for any expenses incurred by the delegate as a result of cancellation.
3. Prices may be subject to change and a supplement may be payable for special dietary requirements.
4. Full invoice payable unless a written notice is received at least 10 working days before the event, in which case the fee will be refunded less a £25 + VAT administration charge; or a written delegate transfer notice is received at least 10 working days before the event. In the event of another transfer request, an administration charge of £25 + VAT will be levied. Substitutions can be made at any time without charge.
5. This booking form constitutes a legally binding contract. The delegate and firm are jointly and severally liable for payment of the fees due.