



The Law Society

Running the law firm of the future: how will the shifting legal services market shape law firm management?

Speakers:

David Harris, Co-Chief Executive Officer,
Hogan Lovells

Sandie Okoro, General Counsel,
Baring Asset Management

David Hawley, Director in Strategy
Consulting, Deloitte

30 November 2010

7.45 am - 10.00 am



legal
breakfast series

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

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This is the twelfth in a series of legal breakfasts being held by the Law Society to explore the business of law in the new legal services landscape.

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 examined the opportunities to be found in this post-Legal Services Act environment for the creation of successful business models and strategies for competitiveness in a globalised market for legal services.

The legal breakfast series in 2010-2011 is examining the challenges facing the law firm of the future, exploring issues such as law firm management, strategy and valuation, legal education and career progression and the global marketplace.

Please note registration for the event will begin at 7:45am with networking and breakfast until 8.15am. After hearing from the speakers there will be an open debate, under the Chatham House rule, with contributions from delegates.

Speakers

David Harris is Co-CEO of Hogan Lovells International, having been Managing Partner of Lovells since 1 May 2005. Prior to being elected Managing Partner of Lovells, and thereby assuming a full time management role, David was a capital markets practitioner specialising in structured finance and securitisation. He advised a range of clients including banks, multi-national corporations and UK corporates in a number of industry sectors.

David also has considerable experience in corporate finance, having focused in that area earlier in his career. David qualified as a solicitor in 1979 and was elected a partner in 1986.

Sandie Okoro is General Counsel at Baring Asset Management Limited, part of the MassMutual Financial Group and a director of Baring International Investment Limited. She manages a team of lawyers based in London, Boston and Hong Kong and is responsible for the management of Barings' legal risk across the globe. Prior to joining Barings in May 2007, Sandie was Head of Legal for Corporate Services at Schroders.

Sandie is also Chair of the Chief Legal Officers Programme and a Trustee of LawWorks, a member of the Women's Leadership Team of the Princes' Trust and an Ambassador for the Law Society Diversity Access Scheme.

David Hawley is a consultant at Deloitte with over twenty years experience of addressing clients' strategic and organisational challenges. He has worked around the world across a wide variety of industries and led many of Deloitte's largest and most complex engagements.

In the past David has led the development of Deloitte's own strategy, both globally and in a number of countries including the UK, and was the firm's first ever Director of Public Policy. He now heads up the firm's consulting capability in professional services and works extensively in the legal sector, both with law firms themselves and with other organisations that participate in the sector.

Issues

- Is the business model of major commercial law firms sufficiently agile to respond adequately to the changing market and client demand?
- How will current market challenges influence the size, shape, structure and location of future firms?
- What alternative governance models should be explored? Should law firms be managed at all?
- What can the legal sector learn from the 'big bang' experiences of other professional services industry sectors?
- How is client demand changing in regard to issues such as hourly billing and fee earner remuneration?
- How can large-scale cultural change within firms be managed effectively?

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 and leaders of in-house teams for FTSE100 companies
- Parliamentary spokespeople and 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.

After each event, a webcast of the speakers is made available to view at 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:

Finance Department, The Law Society, Ipsley Court, Berrington Close, Redditch, Worcestershire B98 0TD or DX 19114 Redditch
Tel: 020 7316 5700 / Fax: 020 7316 5667.

Firm/Organisation: _____

Address: _____

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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

☐ Tuesday 30 November 2010, London, The Law Society, 113 Chancery Lane

Delegate details

Title: _____ First Name: _____ Surname: _____

Position: _____

Email Address: _____

Tel No: _____ Fax No: _____

Payment

£95.00 + VAT = £111.63 per delegate

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Please make your cheque payable to **The Law Society**.

To pay by credit card, please contact the Central Events Team on 020 7316 5700. A handling charge (1.75%) will apply.

Special requirements

Please advise if you have any special requirements: _____

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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.