



The Law Society

The value proposition: what investors see in law firms

Speakers:

Jeremy Hand, Managing Partner,
Lyceum Capital

Leah G. Cooper, Managing Attorney,
Rio Tinto

Mark Jones, Chairman,
Addleshaw Goddard LLP

20 January 2010

8.00 am - 10.00 am



legal
breakfast series

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

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This is the ninth 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 successful business models and strategies which can be competitive 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

Jeremy Hand is co-founder and Managing Partner of Lyceum Capital and is Chairman of its Management Committee. During the past twenty years, he has worked on numerous buy-outs, buy-ins and growth capital situations. Prior to joining Lyceum, Jeremy was a founding shareholder and partner of Duke Street Capital on its spin-out from Hambros plc and is immediate past Chairman of the British Private Equity and Venture Capital Association (BVCA). He qualified as a Chartered Accountant with Coopers & Lybrand and holds a joint degree in computer science and accountancy from Manchester University where he is also an honorary teaching fellow.

Leah G. Cooper is Managing Attorney for Rio Tinto, managing the multinational legal department comprised of over 100 lawyers and serving as General Counsel for EMEA. Prior to this role, she served as Vice President and General Counsel for Rio Tinto Minerals, a subsidiary of Rio Tinto in Denver. Previously, she worked in both the energy and telecommunications sectors at AGL Resources and BellSouth respectively, specialising in technology licensing, intellectual property and privacy and data protection.

Leah was instrumental in founding the Pro Bono Partnership of Atlanta; a non-profit designed to provide free legal services to other charitable non-profit organisations.

Mark Jones is Chairman of Addleshaw Goddard LLP. He leads the firm's Professional Practices Consultancy and advises on contentious matters for clients and on strategy, management and organisational development work for professional services firms. Prior to launching the consultancy in May 2009, Mark was managing partner of the firm for seventeen years, which made him the longest serving managing partner of any Top 20 UK law firm.

In over twenty years of involvement in professional services firm management Mark has dealt extensively with strategic and business planning, mergers, acquisitions, performance management, lateral hiring, profit sharing systems, change management, the entire spectrum of partnership issues and the development and operation of a large professional practice.

Issues

- Where does the value lie for investors in law firms and how can that value be realised?
- What do solicitors stand to gain from non-lawyers' involvement in law firm leadership?
- How will new investment drive growth and reshape the legal services market?
- What will be the characteristics of a successful legal business in the new regulatory regime?
- Which business models will be most attractive to corporate clients in the market for legal services?
- Is there a first mover advantage in setting up an ABS, or should firms wait until the emerging regulatory framework is fully clarified?
- Can the traditional partnership model adapt to meet the competition from new entities?

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.

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

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Central Events 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.

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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

☐ Wednesday 20 January, London, The Law Society, 113 Chancery Lane

Delegate details

Title: _____ First Name: _____ Surname: _____

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Payment

£110 per delegate

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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.