

## Benefits of Lexcel Accreditation

Lexcel is the Law Society's practice management standard (PMS). Unlike other quality standards, Lexcel was written specifically for the legal profession.

### How will my practice benefit?

The legal market is increasingly competitive. Meeting demand for improved client service and ensuring regulatory compliance is a continual challenge. Managing and developing a profitable practice, through economic cycles and as new forms of legal service provider enter the market, is likely to become even more challenging for both established and new practices.

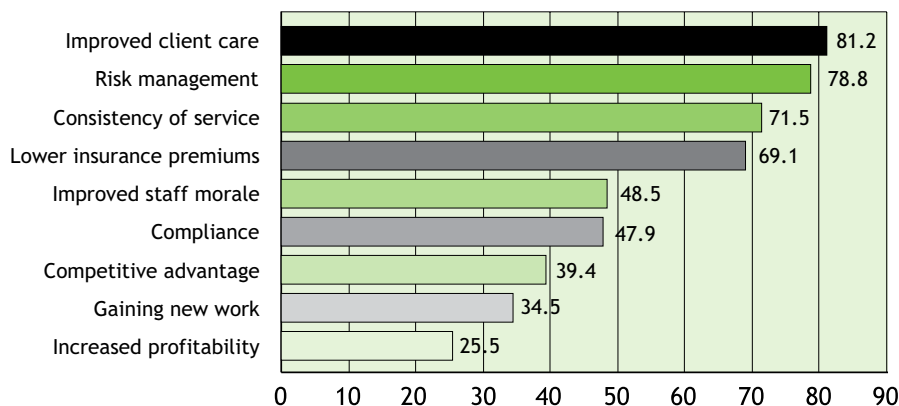
Lexcel is a driver of competitive advantage for your practice.

Independent research has indicated that Lexcel accredited practices typically enjoy the following benefits:

- Lower insurance premiums
- Improved client care
- Increased profitability
- New instructions and clients
- Effective risk management and reduced complaints
- 'Best Value' compliance for local authorities
- Regulatory compliance
- Management efficiency

"We were delighted to hear that our insurer was offering discounts of up to 15% for Lexcel. In our case, we received the full 15% - a saving of some £22,000!"

**Benefits of gaining Lexcel**  
(Percentages of practices recognising benefit)



"Our claims record has improved year on year since we were Lexcel accredited, resulting in a reduction in our insurance bill of approximately 50 to 60%. That should help persuade even the most cynical partner"

"Increasingly, prospective clients are asking what quality standards we have. Lexcel means that our clients can be confident we have a comprehensive quality system which also provides us with a foundation for growth."

Brian Capstick, Capsticks

"The main reason for achieving Lexcel was for our clients. It is essential that we understand their needs, whether they be corporate clients or private individuals. Our clients need as much assurance and peace of mind as possible."

Rodger Pannone, Pannone & Partners

"Quality legal services are crucial to the delivery of modern local government. Lexcel helped us to increase quality, reduce costs and improve productivity."

David Parr, Tameside Legal Services

"It's rather like having an in-house consultant and there is so much practical guidance. Lexcel helps you manage your work, instead of it managing you."

Fiona Bruce, Fiona Bruce & Co.

For further information:

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