

IS YOUR NETWORKING NOT WORKING?

This seminar will show you how to make the most of your networking opportunities. The value of networking is often underestimated by both businesses and individuals, being viewed as a necessary evil in the working world.

This seminar will:

- Encourage participants to approach networking in a more positive light by illustrating how they can tailor their networking opportunities to meet their own personal needs or that of their business.
- Explode some of the common myths about networking; emphasise the importance of knowing your goals and being prepared; and explore how to follow up after each networking event.

Participants will leave this seminar with a better understanding of how they can ensure that networking is not only an enjoyable experience for them but is also a great forum for their own personal development and that of their business.

Who should attend?

All practitioners who want to improve their networking skills.

The Speaker

Melissa Roberts began her career as a solicitor working for Lovells, where she specialised in commercial property litigation. After moving to the United States in 1997, she continued to use her legal skills working as a contracts negotiator for Avaya Inc, a global communications company. She specialised in negotiating cross-border global deals with multinational accounts and spent three years based in the US before returning to continue her role in the UK.

Having decided to make a career change, Melissa left Avaya in 2005 to establish Kaleidoscope Training & Coaching. Her legal and commercial experience is now invaluable in developing and delivering practical, tailored training and personalised coaching. Melissa has a BA (Hons) in American Studies from the University of Birmingham and the University of California at Berkeley. She studied for the Common Professional Examination and the Law Society's Final Examination at the College of Law in London. Whilst Melissa no longer practices as a solicitor, she is still on the roll of solicitors and is a member of The Law Society.

Dates, times and venues:

Mon 16 th April 2007	12 noon to 2.00 pm	Wakefield
Thurs 3 rd May 2007	3.00pm to 5.00 pm	Leicester
Tues 22 nd May 2007	4.30 pm to 6.30 pm	London
Wed 23 rd May 2007	4.30 pm to 6.30 pm	Cambridge

Cost : £75.00 + VAT (total - £88.12)

CPD : 2 Hours

Details: Full joining instructions and a VAT receipt will be sent prior to the event. Registration will take place 30 minutes prior to each seminar start time.

Booking: To register please complete the enclosed booking form and send together with your cheque, made payable to The Law Society.

NUMBERS ARE STRICTLY LIMITED TO 25 PER SEMINAR SO EARLY BOOKING IS ESSENTIAL



The Law Society

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Booking form

To book a place on the above seminar please complete the registration form below and return with a cheque for £75 + VAT (£88.12), made payable to The Law Society, to:-

**The Law Society
South West Regional Office
Newminster House
27-29 Baldwin Street
Bristol
BS1 1LT
or DX 78110 Bristol 1**

I would like to reserve a place on the following seminar (please tick your preferred date/venue):-

- | | | | |
|--------------------------|---------------------------------|--------------------|-----------|
| <input type="checkbox"/> | Mon 16 th April 2007 | 12 noon to 2.00 pm | Wakefield |
| <input type="checkbox"/> | Thurs 3 rd May 2007 | 3.00pm to 5.00 pm | Leicester |
| <input type="checkbox"/> | Tues 22 nd May 2007 | 4.30 pm to 6.30 pm | London |
| <input type="checkbox"/> | Wed 23 rd May 2007 | 4.30 pm to 6.30 pm | Cambridge |

Title:..... First Name:.....Surname:

Position:.....

Firm/Organisation.....

Address:.....

..... Postcode:.....

DX address:.....

Email address:

Tel no: Fax no:

For all booking enquiries please contact Elizabeth Dyer on 0117 929 5170 or email Elizabeth.dyer@lawsociety.org.uk

Terms and Conditions

Seminar documentation is distributed at the time of the event.

The Law Society reserves the right to vary or cancel this seminar where the occasion necessitates.

The Law Society accepts no liability if, for whatever reason, the seminar does not take place.

The fee is non-refundable but you may substitute a colleague.

A VAT receipt and joining instructions will be issued under a separate cover.

Continuing Professional Development hours may be claimed from the Law Society as the accredited course provider.