

This summary highlights some of our achievements during 2017-2018. We are the professional body for solicitors, run by, and for, our members. Our work influencing governments and regulators and promoting our profession is at the heart of what we do. We aim to be members' source of legal news, support practice excellence and be their career companion at all stages of their career.

We promoted our profession

We raised the profile of the profession through our Solicitor Brand and Global Legal Centre campaigns, celebrating the best work in the profession. We celebrated the best work in the profession and encouraged the best people to join it, regardless of their background.

We influenced for impact

We acted as the voice of the profession on the issues that are important to our members. We represented solicitors in Westminster, Cardiff, Brussels and with other governments across the world. We worked for law reform in the interest of the public and the profession.

We kept our members up to date

We provided the latest news, information and research from the profession. Our research provided expert insights, informing the work of our boards and committees and helps influence important issues.

We supported practice excellence

We supported solicitors whether they work for themselves, in-house or at a law firm. We offered helpline support and advice, improved websites, new practice notes, toolkits, events, access to communities and published research on key issues.

We were our members' career companion

We gave members the tools to develop their careers, expertise and businesses. We helped them plan for and take their next career step.

Operational improvements

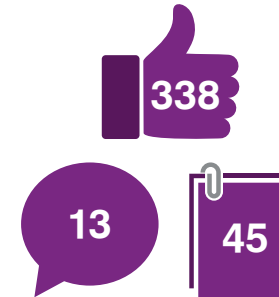
We focused on being more efficient, with better management and understanding of our costs. Improvements in our technology and governance have helped us work more effectively, delivering better value for money for our members.

This is just a small selection of the highlights from our business review. For more information, please visit our [website](http://www.lawsociety.org.uk).

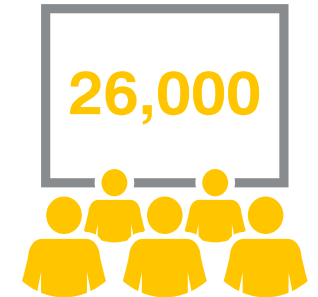
Some examples of what we achieved in 2017-2018



Our women in leadership in law programme held **230 roundtables**, with 15 internationally, seeing approximately 4,000 attendees



We were mentioned positively **338 times** in Parliament, invited **13 times** to give oral evidence and had over **45 parliamentary questions** tabled



Our anti-money laundering conference attracted 420 delegates, and our Legal Sector AML Guidance, approved by HM Treasury has been viewed over **26,000 times**



Our Professional Development Centre produced **94 webinars and podcasts**, viewed by over **9,500 people** to keep members informed and up to date



The Gazette website received **16,914,596 page views** and had a 7% increase in visitors



The Practice Advice Service handled **22,987 enquiries** from members and employees of law firms



What we achieved in 2017-2018

Solicitor brand campaign



76,900,000

Our new solicitor brand campaign was seen over **76.9m times** by passengers* with London Tube advertising and 29.7m times with in-carriage adverts across the country

Accreditation



6,223

accreditations delivered



4,454

organisational accreditations

The Law Society Gazette



The Law Society Gazette offers a useful mirror for those in the profession. So, I am pleased to see that you have revamped your hard copy with a bright new look. This is a good thing as solicitors are often looking forward. We are also a profession of substance and see accountability as essential. That the content has been kept balanced and of high quality is to be praised.

Oliver Price, Partner, Wansbroughs Solicitors

Influencing through the media



105

We expressed the views of our members in broadcast media **105 times**, 383 times in national and regional print outlets, and 2,116 times online across national, regional and trade press

Excellence Awards



638

The Excellence Awards received a record number of **638 nominations** with 870 attendees on the night

Legal aid



584

members writing to their local MP about the campaign



352

members writing to the Lord Chancellor

Risk and compliance



Excellent conference with very interesting topics covered and brilliant speakers.

Maria Udalova-Surkova, partner, McHale & Co

Professional Development Centre



94

webinars and podcasts produced



9,500

people viewed webinars and podcasts



12,500

people undertook the new CQS courses

I think the Excellence Awards are a brilliant initiative. To receive some recognition from the Law Society means a great deal, it certainly does mean a great deal to us, and I have no doubt that it means a great deal to the other award winners and people that were shortlisted.

Rachel Roche, Founder, Roche Legal

* this refers to the number of opportunities passengers had to view the adverts. A passenger refers to one journey, so the same person could see the adverts multiple times.

And much more. See our [website](http://www.lawsociety.org.uk) for more information.