

Business Skills Just for Experts



NEW
Business Skills
Just for Experts!

A one-day course designed to provide all experts with critical skills that they can use to increase the profitability of their business, as well as the quality of service they provide to solicitors and law firms.



National
Training Awards
2004
Highly Commended

BUSINESS SKILLS JUST FOR EXPERTS

WHO AND WHY?

As an expert, you provide opinions to solicitors and other professionals, in areas outside common knowledge. Your qualifications and experience make you specialists in your area. That has to be worth something.

Do you ever ask yourself these questions:

- How much should I charge for my services? How do I get paid?
- Am I making a profit from the work I do, or losing money?
- Am I billing effectively? Do my bills reflect all the work I do for clients?
- How should I manage lawyers? How do I deal with solicitors who won't communicate? With solicitors who don't pay?
- How do lawyers regard and use experts? How do I promote my services to them?

Most experts work hard, without finding answers to these questions. The result is that they are not properly rewarded for the critical work they undertake and that they become less attractive to clients looking to use expert services.

COURSE OUTLINE

This one day course will assist delegates to understand how to make an expert business operate more profitably. They will identify the fundamental drivers of successful expert businesses. The delegates will then focus on how law firms and solicitors work, which will provide real insights into how to communicate and deal with them professionally. They will then be provided with simple, proven techniques that will help them actually profit from their work, allowing them to offer better client service.

Delegates will spend the afternoon testing their new found skills in a simulated business game, developed by Bond Solon specifically for experts.

KEY LEARNING POINTS

- Managing the business relationship with solicitors and law firms
- How to get paid quicker, as well as getting more work
- How to price your services
- How to calculate how much you cost per hour
- Identifying the components of profit and how you can increase it
- How to become more efficient and reliable to clients
- How to decrease costs and increase fees in every job you perform

SPEAKER

Ted Dwyer is a solicitor and financial management trainer, with years of experience dealing with experts. This course will provide practical, effective techniques you can use to take back control of your work with lawyers, to grow your business and to increase the profit from the work you do.

ABOUT BOND SOLON

Bond Solon is the UK's leading legal training consultancy for non-lawyers. We work with a broad range of organisations, training personnel to work to best practice standards. Over the past 12 years over 150,000 delegates have attended our training programmes.

In 2004 Bond Solon was Highly Commended at the National Training Awards.

