



## **“The winds of change....and landscape of tomorrow”**

### **Annual Conference 2022**

*"In this annual series we look at the major changes to the legal profession in the last 24 months and the likely lasting effect these changes will have on the sector".*

The fundamentals in maintaining and developing a law firm involve providing high level services through competent people at appropriate pricing to a stable marketplace with a proportionate level of competition. Over the past 24 months we have seen many of these fundamentals change permanently. The market is changing: there are new entrants, traditional PI litigation will diminish, there is a scarcity of solicitors and support staff, regulation and insurance costs are ever-increasing, and this is all surrounded by increasing expenses and conundrums over whether the market can withstand price increases. Being part of or running an Irish law firm has never been as challenging, and ironically, potentially never as rewarding.

This seminar will look at how the shape of the market is changing, how this is likely to play out, who the winners and losers will be and where there is scope to develop firms of all size.

At the forefront are people related changes, in ownership changes (within partnerships or sales or mergers) or throughout the internal staff. Retention has suddenly become key to operating successfully and firms are having to embrace flexible and hybrid working arrangements.

### **Who will benefit?**

This seminar is suited to any Partner, Solicitor or Practice Manager eager to learn more about market developments, changing work practices, and the requirements to ensure that their firm and the individuals within it continue to grow. Practical advice on making the necessary changes is a core benefit.

### **What to expect?**

A practical, on the ground view on each practice area, its likely prognosis for the coming 12 months, and how firms can maintain profitability in a changing environment. Key topics include:

- The changing shape of the legal market and the likely winners and losers
- The impact of new entrants into the Irish market
- Is it time to change the rewards system? How can this be made self-funding?
- The changing nature of support staff roles and the need to differentiate between these roles.
- Is there an optimum hybrid working policy? Does it differ by firm size and by role?



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- Retirement options – both internal and external and the funding and cashflow implications
- Economic outlook – where is the economy heading? Is there scope to increase pricing and what evidence is there of price increases in the market?
- Where to invest in a negative interest rate environment – Pensions? Property? Stock Markets?
- The imminent changes to the Solicitors Accounts Regulations, what is required – what they entail and current areas of emphasis.
- This year's Professional Indemnity Insurance renewal - have prices peaked and are there new entrants?
- Cyber insurance – is it still worth it after the price increases and the reduced pay-outs? How does this cover interact with the PII policy?

**CPD Hours 4/5:** 3 Management & 1 Regulatory hours available (1 free Solicitors Accounts Regulatory hour available also to all attendees)

## Speakers

- David Rowe - Founder, Outsource
- Donal Maher - Director, Outsource
- O'Leary Insurance Group - Regional PII Director & Cybercrime Expert
- Davy Stockbrokers – Donough Kilmurray (Chief Investment Officer) & Lyndsey Foley (Director)
- Christopher Callan – Partner, Callan Tansey Solicitors (Joint Chair)

## Cost

**(Take advantage of our multiple booking discounts – Cost includes in-person or webinar option)**

- 1 delegate €110
- 2 delegates from the same firm €210
- 3 delegates from the same firm €290
- 4 delegates from the same firm €360

## DATES

This year practitioners will have the choice of attending in person or online.

Wednesday 19<sup>th</sup> October, 9am to 1pm – Hotel Kilkenny

Thursday 20<sup>th</sup> October, 9am to 1pm – online via Zoom

Friday 21<sup>st</sup> October, 1.30pm to 5pm - The Courthouse, Galway

Tuesday 25<sup>th</sup> October, 9am to 1pm – The Radisson Blu Hotel, St. Helens Dublin

Wednesday 26<sup>th</sup> October, 9am to 1pm – Imperial Hotel, Cork

Thursday 27<sup>th</sup> October 9am to 1pm – Savoy Hotel, Limerick

To book please complete the booking form attached:



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### Delegate Details: Please enter name and email address for each attendee

Firm Name: \_\_\_\_\_

Attendee(s): \_\_\_\_\_

\_\_\_\_\_

Email(s): \_\_\_\_\_

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### Payment Methods

Online at the following link [mysplink.com/outsource](https://mysplink.com/outsource) (Splink is powered by Stripe)

By cheque made payable to Outsource RM

You may also transfer the payment to the following account:

Account name: Outsource Consultants Ltd

IBAN: IE91 BOFI 9000 8481 9753 00

Swift Code: BOFIE2D

### Please return this completed booking form with the appropriate fee to:

Outsource, Hambleden House, 19 – 26 Lower Pembroke Street, Dublin 2

Ph: 353 1 6788490 / Fax: 353 1 6788491 / Email: [reception@outsource-finance.com](mailto:reception@outsource-finance.com)



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