

Solicitors Conference 2011

- The New Regulatory Regime - The Legal 'Big Bang'
- ABSs - The Way Forward For Accountants
- Topical Tax Issues
- Accountants Working With Solicitors
- Revisions to Solicitors Accounts Rules
- From Monitoring to Self-Reporting

The Midlands

4 May 2011

Hilton Hotel, Castle Donington

Full Day Conference £265

(including lunch) plus VAT per person

£50 for MembershipPLUS 25% Discount for Members



Enrol online at www.mercia-group.co.uk

Solicitors Conference 2011

4 May 2011

Hilton Hotel, Castle Donington

Our one day solicitors conference has been specifically designed for partners or senior managers with responsibility for a number of solicitor clients or those working with solicitors on behalf of mutual clients. It is a specialist conference looking at a wide range of practical issues which will enable those attending to provide the best possible advice to their clients. It is held on an annual basis.

9.30am

Welcome and Introduction by Conference Chairperson

John Welsford, Mercia Group Limited

9.35am

The New Regulatory Regime - The Legal 'Big Bang'

Matthew Moore, Web4Law

The changes due to take effect in October this year will amount to the most fundamental changes ever to the market for legal services.

Why is 'Tesco-law' seen as desirable by politicians and how should law firms respond to the opening up of their once ring-fenced market?

This session will include:

- Entity regulation – why has this been introduced?
- What are 'recognised bodies'?
- Latest developments in the run-up to the introduction of ABS's
- How will most firms fare in an open market for legal services?

10.40am

ABSs – The Way Forward For Accountants – Or A Pipe Dream?

Peter Scott, Peter Scott Consulting

An opportunity for accountants and solicitors to collaborate and grasp the potential of Alternative Business Structures to create competitive multidisciplinary practices capable of delivering enhanced added value to clients.

- Will accountants and solicitors make a good 'cultural fit'?
- How to structure collaboration – are there alternatives to the ABS?
- How will regulation work?

11.20am

Coffee

11.40am

Topical Tax issues

Andrew Burgess, Mercia Group Limited

This session will focus on the latest direct and capital tax changes which will impact on your clients.

12.45pm

Lunch

1.45pm

Law Firms – Are Accountants Making The Most Of This Under-Developed Market?

Peter Scott, Peter Scott Consulting

11,000 law firms represent a large potential market for the broad range of services which accountants can provide - but are they making the most of it?

Peter will identify the areas where accountants can best and profitably add value to solicitors.

- Are you making the most of your financial and business skills to help law firms run their businesses?
- Understand how accountants can build closer and more profitable relationships with law firms.
- Reciprocity – can it ever work?
- To compete - or be seen not to compete?

2.30pm

Revisions to Solicitors Accounts Rules – Key Changes

John Welsford, Mercia Group Limited

As part of the development of a new outcome focussed code of conduct the SRA will be issuing revised Solicitors' Accounts Rules (SAR) which will be effective from October 2011.

A draft version has been issued and this session will look at the proposed changes and their potential impact.

3.20pm

Tea

3.35pm

From Monitoring to Self-Reporting

Matthew Moore, Web4Law

The recent pattern of routine monitoring of law firms by the Practice Standards Unit is due to be replaced by a much enhanced duty to self-report problems to the SRA.

The two key roles will be the compliance officers for legal practice and finance and administration.

If firms are to be required to report financial hardship what advice should accountants be prepared to offer their clients when problems develop?

This session will explore:

- The SRA Handbook
- A new code of conduct for all providers
- Enhanced management and reporting responsibilities
- The problems with professional indemnity insurance – the latest developments on the assigned risks pool
- A new structure for the SRA

4.35pm

Open Forum

An opportunity to ask questions of our speakers, both of whom have a wealth of practical experience of the legal profession and of issues that affect you and your clients.

4.45pm - 5.00pm

Close of Conference



Mercia is recognised by the ACCA as an approved training provider. All of our courses qualify for CPD hours as required by all UK accountancy bodies.

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Speakers

Andrew Burgess MA

Andrew has now clocked up over 40 years working in tax! He served for 14 years in the Revenue including a period as district inspector of a large PAYE district officer in charge of Solihull Special Office. He joined Neville Russell in 1984 and became a tax partner the following year. In his time in the firm he served as National Tax partner and was responsible for all the firm's tax publications. He joined Mercia in 2003 and has quickly become well respected as a tax lecturer. As well as contributing to regular tax updates, Andrew brings his particular expertise to bear on personal tax issues, capital taxes, investigations, employment tax and charities.

Matthew Moore

Matthew is a solicitor specialising in regulatory issues and a leading practice management adviser. He is a director of management and compliance consultants Web4Law Ltd and is also a consultant solicitor with the regulatory specialists Jayne Willetts & Co. He has advised the Law Society on its last four revisions of the Lexcel standard and was also responsible for training the assessors and consultants in that standard from 1999-2007. His published titles include the last four editions of the Lexcel Office Procedures Manual.

Peter Scott

Peter Scott is a solicitor and was for eight years until 2000 the Managing Partner of Eversheds London and European offices. He acts as an advisor, trainer and coach to many law firms and other professional firms in the UK and abroad.

Peter is Editor of Practice Management Handbook (Law Society Publishing) is a frequent speaker at conferences for lawyers and other professionals and his articles are published in a number of well known legal and other professional journals.

John Welsford FCA

John joined Mercia in 1982 and as Managing Director of the company he built Mercia into one of the leading service providers to the accountancy profession with over 4000 clients and 50 members of staff. Whilst he has now handed over his management responsibilities he continues to lecture extensively on Mercia courses and for other organisations.

Venue & Timings

The Midlands

The Hilton Hotel, Junction 24,
M1, Derby Road, Castle Donington,
Derby DE74 2YW
Tel: 01509 674000

4 May 2011 9.30am-5.00pm

25% discount for Members

A 25% discount on the total price will be given to all firms who pay an annual subscription (based upon the size of their practice) to belong to a Mercia training group. This does not include firms who buy season tickets. For further information please contact Sarah Moore.

£50 for MembershipPLUS

If you have recently enrolled as a MembershipPLUS firm the cost of attending this conference is £50 plus VAT per place.

Booking Form

I would like to book places on the Solicitors Conference in Castle Donington on 4 May 2011 as follows:

A total of _____ places @ £265	£	<input type="text"/>
Less 25% discount for Members*	£	<input type="text"/>
A total of _____ places @ £50 for MembershipPLUS	£	<input type="text"/>
Sub total	£	<input type="text"/>
Plus VAT at 20%	£	<input type="text"/>
TOTAL	£	<input type="text"/>

Contact name	<input type="text"/>
Name of firm	<input type="text"/>
Address	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	Postcode <input type="text"/>
Telephone	<input type="text"/>
Email	<input type="text"/>
Delegate Name(s)	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>

Please invoice my firm. I understand the usual 30 day credit terms apply

I enclose a cheque for £ _____ made payable to Mercia Group Limited

I would like to receive more information about Membership/MembershipPLUS

*CPD members - 25% discount vouchers will be allocated to these bookings, if appropriate, unless you indicate otherwise.

Confirmation: An email confirming your booking will be sent to our enrolment or main contact. Joining instructions will be sent by email 10 days before the date of the event you are booked on to. Cancellations: No refund will be made where cancellation is received less than 14 days before the date of the course. All other cancellations will be subject to a £25 administration charge. All cancellations must be in writing.



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For further details on this
conference please contact
Emily Bailey on 0116 258 1200



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