

Practical Tips on how to approach a Merger or Acquisition Project



Are you thinking of merger or acquisition as a growth mechanism for your firm? If so, you will not be alone.

The pace of change and the need to adapt to ongoing reforms, combined with the cost of innovative technologies and rising PII costs are forcing law firms to reappraise the way they work.

The SRA Risk Outlook 21/22 predicts consolidation trends in the legal profession to continue and indeed accelerate as law firms look for ways to remain competitive. This view is supported by the Law Society Gazette.

Who should attend?

- Law Firm Partners
- Chief Executives
- Practice Managers
- Business Lenders with an interest in merger and acquisition

29th September 2022

The Law Society
HQ Cardiff

2:00 PM – 4:00 PM

2 CPC = to 2 Hours CPD

Free Seminar

In this **FREE** seminar Ian Hopkins, Senior Associate Consultant with cpm21 will provide practical advice and suggestions on how to approach a merger or acquisition project including:

- **Identifying current drivers of merger in the legal sector**
- **The importance of being clear as to the purpose of merger for your firm**
- **The role of merger brokers in the legal sector**
- **Preparing your project team for the merger integration project**
- **Ensuring client confidentiality is protected during merger negotiations**
- **The impact of merger on your people, partners, technology and PII**
- **What a successful merger project looks like**



Ian Hopkins has 30+ years operational and strategic management experience gained as Managing Partner, Chief Executive and Regional Director of 5 award winning law firms across Wales and the South of England.

In addition to being a non-practising solicitor Ian has an MBA, Level 7 ILM in Risk Management and is a Fellow of the Chartered Management Institute and able to give a unique insight into growing law firms of all sizes.

To book your place simply complete the booking section overleaf and email to:

caroline@cpm21.co.uk

Please Reserve

Place(s) on the above course

Course Code: CPM21/29/09/22/1

On: 29th September 2022

Location: The Law Society – HQ CARDIFF

CPD Course Booking Terms & Conditions

1. Course fees must be paid on or before the date of the course. If you fail to attend after booking the course then you remain liable for the fee subject to clause 7 below
2. Confirmation of booking and details of venue will be sent by e-mail only to the e-mail address provided.
3. A receipted VAT invoice will normally be issued to the delegate/organisation within 14 days of the conclusion of the course.
4. Course documentation will be distributed at the event.
5. Prices may be subject to change and may vary depending on locations of the course (to allow for varying venue costs etc.)
6. We are SRA approved external CPD course provider and provide CPD hours for those subject to that scheme. It is a condition of the allocation of hours that you attend for the duration of the course and personally complete and sign the CPD register to confirm that you have done so. The relevant CPD reference will be provided by the tutor on the day and will be shown on the CPD register. You should make a note of this and the hours awarded for your own CPD records.
7. We reserve the right to vary, cancel or postpone a course at short notice where necessary. Cpm21 accept no liability if the course does not take place. Refunds will be made as appropriate if the course is cancelled by us.
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9. You may send a substitute delegate without notifying us in advance but the change must be made clear on the signed CPD register.
10. Data Protection – we may periodically contact you with updates. Information and details of courses and services. If you do not wish to receive such updates or information then please e-mail support@cpm21.co.uk.
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Business Name:

Post Code:

Contact Name:

Contact E-Mail:

Contact Telephone:

Special Requirements:

Course Cost **FREE SEMINAR**

Cheques should be made payable to **CPM21 Ltd**, and sent with this booking form to (our registered Office:

CPM21
Ty Menter (Venture House)
Navigation Park
Abercynon
CF45 4SN

Delegates:

1 _____

2 _____

3 _____

4 _____

5 _____

T: 01443 742895

E: book@cpm21.co.uk

www.cpm21.co.uk

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Registered office: cpm21 Ltd Venture House, Navigation Park, Abercynon CF45 4SN

Registered Company Number: 7988356 (England and Wales)

