



## **Are You Satisfied With Your Practice?**

You can build a practice that excites you, increases your income and improves the lives of your clients!

## **Accelerating Your Family Law and Collaborative Practice Workshop**

**Presented by Elizabeth Ferris, Practice Growth Consultant**

### **Program Overview**

This workshop is for family lawyers and collaborative professionals who are ready to accelerate their practice. The course carries 6 CPD points

This workshop goes beyond theory and “talk” to practice, execution and **results!**

**Elizabeth Ferris has been helping organisations to accelerate their growth for over 20 years and has specialised in helping lawyers, law firms and collaborative practitioners to attract more clients for the past 9 years.**

### **Why You Should Attend**

You have been trained in the principles of collaborative practice and have seen how it can benefit your clients. Now is the time to implement what you have learnt and take your practice to the next level of success. In this workshop you will learn **what works** so you can create an action-oriented plan to expand, and proactively build your practice.

**The tools in the workshop apply to key practice growth strategies and will assist you to grow all areas of your family law practice.**

### **What You Will Learn**

In this workshop you will:

- Discover the four essential building blocks for growing your practice.
- Increase your comfort and knowledge about how to effectively “market” your practice.
- Identify and communicate your unique differentiator to targeted clients and referral sources.
- Learn who your best clients are and how to attract them to your practice.
- Create a result-focused action plan.



**At the end of the workshop you won't just know the theory on how to grow your practice,** you'll be able to apply the same skills for success that have worked for practitioners across North America and Europe.

*"Your presentation in London last week was properly inspirational. Instead of the usual marketing tricks repackaged as a new product, your presentation was fresh and relevant and has inspired me to adopt a new strategy."*

*-London Family Law Solicitor*

By attending the Accelerating your Collaborative Practice Workshop you are making one of most cost-effective investments you can make this year. You will be taking an active step towards **growing the practice you want to create.**

#### **About the Presenter**



**Elizabeth Ferris**

#### **Participant comments:**

*"Excellent course I came away feeling energized and refocused on what really matters"*

*"Galvanised into action;*

*"An essential course for all Collaborative Practitioners"*

*"This was an extremely helpful day. I am leaving with greater focus and energy!"*

*"Worth every pound of my registration fee and every minute of my time!"*

**Elizabeth Ferris** of Ferris Consulting is a recognised practice growth consultant and one of the original architects of the collaborative practice public education campaign. She specializes in assisting law firms, lawyers, businesses and collaborative law professionals to accelerate their practice growth through action-focused, results-oriented marketing strategies. Ms. Ferris has successfully worked with law firms, businesses and collaborative professionals throughout North America and the UK to achieve growth goals. She is a frequent speaker at international ADR and collaborative practice conferences and has authored numerous articles on how to grow your practice. Before starting her consulting business in March, 2000, Ms Ferris was vice president of business development for a managed care organisation and responsible for increasing revenues from \$6 million to \$40 million over a seven year period. For more information go to [www.ferrisconsult.com](http://www.ferrisconsult.com)

## **Workshop Locations and Details**

**Location: Please complete**

**Time:** The workshop will be from 9:30 am to 5:00 pm

**Date:** Monday 30<sup>th</sup> March 2009

**Cost:** \_\_\_\_\_(early registration fee by 19th March) or Standard registration fee \_\_\_\_\_after 19<sup>th</sup> of March.

**Cancellation Policy:** Your registration fee will be refunded up to one week before the workshop if you cancel, minus a reservation fee of £95. If you cancel one week or less before the workshop or do not show up for the workshop, you will not receive a refund.

**Registration:** To register, please click on this link ( set up link to register) or complete the following registration form and send it to (contact name).

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I wish to attend the Accelerated Collaborative Practice Workshop on 30<sup>th</sup> March 2009.

Name:.....

Firm Address:.....

Email:.....

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Please post this form with your cheque made payable to: ( collaborative group name)– Please contact \_\_\_with any registration queries on ( phone and email). For program queries contact Elizabeth Ferris at [eferris@ferrisconsult.com](mailto:eferris@ferrisconsult.com) 011 414 332 8452.

**Workshop space is limited: Attendance will be limited to 30 participants at each venue. Cancellation Policy. Your registration fee will be refunded up to one week before the workshop if you cancel, minus a £95 reservation fee. If you cancel one week or less before the workshop or do not show up for the workshop, you will not receive a refund.**