

Business Plans: How-to and Healthcheck

Monday 13 June | 12.30–1.30pm

Online

Overview

If you manage – or are looking to manage – your own firm, you will already know that in the business of law, a strong business plan is the first step to practice success!

And in response to the ongoing COVID situation, it has never been more important for practitioners to assess the rapidly changing, unstable marketplace against their existing business plans and financial objectives.

This event will step practitioners through the basics of crafting a business plan in an unstable market; plus tips for revisiting and realigning an established plan with new and uncertain objectives.

1 CPD Point

Program

12.20pm **Log in**

12.30pm **Business Plans: How-to and Healthcheck**



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Presenter: **Giles Watson**, Legal Practice Management Consultant

1.30pm **Close**

Presenter

Giles Watson

Legal Practice
Management Consultant



Giles helps law practices realise their potential through coaching, consultancy and tailored professional development. He specialises in client-facing challenges such as positioning, strategy, pricing, marketing, business development, customer experience and client service.

Prior to setting up his own consultancy in 2015, he managed the Practice Management Course at Queensland Law Society, ran a practice management quality mark scheme for the Law Society of England and Wales, and was a business development manager for three London law firms.

Giles has a degree in politics, a Masters in marketing and an MBA. He lectures on costs communication for QUT's Diploma of Legal Practice, and on 'Dynamic strategy and disruptive innovation' for Kaplan Business school's MBA course