

Workshop on

Shifting from a Practice to a Business

14 Dec 2011 (Wednesday) | 9:00 am to 12:30 pm or 1:30 pm to 5:00 pm
Raja Aziz Addruse Auditorium, Bar Council, No 15 Leboh Pasar Besar, 50050 Kuala Lumpur

Registration Fee RM200

A Timely Pause to Prepare Your Business, Not Your Practice!

Following a thought-provoking presentation by the business coaching firm Shirlaws to Members of the Malaysian Bar earlier this year, the Bar Council Small Firms Committee, in collaboration with Shirlaws, aims to offer a series of workshops on business management skills, especially for Members who belong to solo or two practitioner firms. The first half-day workshop of this series will take place on 14 Dec 2011 (Wednesday) and Members are invited to select from two time slots: 9:00 am to 12:30 pm or 1:30 pm to 5:00 pm.

What is Covered?

Throughout the workshops you will learn:

- The stage your business is at, the cycle it goes through and how to design a strategy to ensure you maximise all opportunities;
- How building and deploying a cut through positioning strategy will leave you ahead of your competitors;
- The capability gaps in your business and how they can be changed to ensure you have all the right people doing the right jobs;
- The key benefits to designing and implementing a functional structure and not a hierarchal one; and
- How to focus on three areas of business: more time, more revenue and more growth.

Key Benefits:

- Gain experience that Shirlaws will share on challenges faced by key business managers and leaders in businesses of various sizes across a broad range of industries and geographies;
- Understand the five key components for moving to an advanced growth business;
- Flip to a business valuation model and learn how to develop the right culture in your organisation, and realise the commercial benefits derived from productivity, staff retention and the ability to attract the right talent; and
- Measure the capacity utilisation of your existing business and develop a sustainable growth strategy combining both platform and growth phases with quantified trigger points and milestones.

Your business foundations can be strengthened by developing the right disciplines to support and define growth and platform requirements, which will serve you best for the next phase of business growth. Thus, business managers and owners must be aware of the need to have the right number of people doing the right jobs with the right skills.

This workshop will be part of a series of ongoing sessions; hence the learning from each session can be followed up on. Case studies will also be part of this approach to ensure sustainable change as an outcome.

Chris Dionne and Tim Wetmore of Shirlaws will conduct the workshop. Chris Dionne is one of the founders of Shirlaws globally. He is currently Chief Executive Officer of the International Division and is a highly sought-after business consultant.

Shirlaws (www.shirlawscoaching.com; www.shirlawsonline.com) was founded in 1999 by Darren Shirlaw and Chris Dionne. It quickly became one of the largest global business coaching organisations. Today, Shirlaws has offices in Australia, Canada, Europe, Middle East, New Zealand, Southeast Asia, United Kingdom and United States of America.

Registration

Please find attached the Registration Form.

- **Limited Seats Available!**
- **Special One-Off Introductory Offer at RM200**
- **Two Time Slots to Choose From**
- **Priority Given to Solo/Two Practitioner Firms**



Jointly organised by Bar Council and Shirlaws

For more details or to register, kindly contact
 Ambran Abu Bakar (03-2050 2094; ambran@malaysianbar.org.my) or
 Christina Gomez (03-2050 2087; christina@malaysianbar.org.my)

Shirlaws
 Love business.
www.shirlawscoaching.com
www.shirlawsonline.com

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I/ We would like to register for the workshop:

9:00 am to 12:30 pm 1:30 pm to 5:00 pm (Please tick the preferred time slot)

Name : _____

Email Add : _____

Name : _____

Email Add : _____

Name : _____

Email Add : _____

Name of Firm/Organisation : _____

Address : _____

Telephone : _____ Fax : _____

Date : _____ Signature : _____

Payment can be made by direct deposit (bank in to **Hong Leong Bank Berhad, No 9 Jln Tun Cheng Lock, 50000 Kuala Lumpur; Acc No 0006-10-001810-1; SWIFT CODE NO: EOBBMYKL**), or by cheque or bank draft (made payable to "Bar Council"). Payment by cash can be made at the ground floor of the Bar Council Secretariat. Registration will be confirmed once full payment is received.

Please be informed that all bank charges are to be borne by applicants; further processing fees will otherwise be levied.

All payments must be made in advance of the event. There will be no refunds if cancellations are made after **12 Dec 2011 (Monday)** but substitutions are allowed. All cancellations have to be done by email or facsimile.

There are limited places available and registration is on a first-come, first-served basis. Completed forms are to be forwarded to:

Bar Council
No 15 Leboh Pasar Besar
50050 Kuala Lumpur
Tel No: 03-2050 2050
Fax No: 03-2032 2043/2026 1313

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