
2017 LFS Conveyancing Conference and Awards



An unmissable
Business planning day
for Conveyancers
with headline speaker
Justin Urquhart-Stewart

talking about:
**How Brexit will affect
the housing market**



Conference Sponsor



Awards Sponsor

The Vox, NEC, Birmingham
Wednesday 20th September 2017



we've
been
listening

redesigned by you : clear, quick, complete



www.tmgroup.co.uk

Foreword



The rate of change seems to be ever increasing both politically and economically, but the job of a conveyancer seems to remain the same i.e. very difficult and very stressful. I'm sure you all yearn for just one year when the market remains steady without interference from government. As we come out of another unexpected election, even the spectre of Home Information Packs have reared their ugly head with Michael Gove of all people suggesting they could be brought back.

What is clear, is that you need to stay on top of your game if you want to succeed. That means keeping abreast of the latest innovations, the threats to your business from fraudsters and cyber-crime and how best to attract and retain new clients in an ever changing marketplace. So rather than spend hours reading the digital press and attending post work seminars why not come along to our full day Conveyancing Conference. You pick and choose which seminars and product demonstrations you are most interested in and also hear the more global economic views from the fantastic Justin Urquhart-Stewart, who will no doubt enlighten us all on how the Brexit negotiations will affect the housing market.

Last year over 150 conveyancers representing most of the largest conveyancing firms attended at our new home in Birmingham at the Vox so be sure you don't miss out. We look forward to seeing you all in September.

Richard Mathias
Sales Director
Law Firm Services Ltd

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 **LawFirmServices**
Limited

Conference Agenda



Time	Timetable			
8.15	Arrival and breakfast			
9.00 – 9.10	Richard Mathias, LFS Sales Director	Welcome		
9.10 – 9.30	Simon Wood, tmgroup (Conference Sponsor)	Introduction		
9.30 – 10.30	Justin Urquhart-Stewart	Keynote speaker		
10.30 – 11.00	Coffee and Networking			
	Breakout Session – Morning			
	Conscious Solutions Mail Hall	Lawyer Checker Room 1	InfoTrack Room 2	Product Demonstration Room
Topic	Sustainable Marketing & Business Development for your Law Firm	Evolving risks & how to avoid them	Technology in the Modern Law Practice	Product demonstrations from:
11.00 – 11.30	David Gilroy, Conscious Solutions	Chris Harris, Lawyer Checker	Adam Bullion, InfoTrack	Groundsure 11.00 – 11.20
11.30 – 12.00	Jonathan Winchester, Shopper Anonymous	Stephen Ward, CLC	Peter Ambrose, The Partnership	PSG 11.30 – 11.50
12.00 – 12.30	Claire Merrick, Claire Merrick Consulting	Kate Jackson, Honne	Alex Joannou, Perfect Portal	tmgroup 12.00 noon – 1.00
12.30 – 1.30	Lunch and Networking			
	Breakout Session – Afternoon			
	Conscious Solutions Mail Hall	Lawyer Checker Room 1	InfoTrack Room 2	Product Demonstration Room
Topic	Sustainable Marketing & Business Development for your Law Firm	Evolving risks & how to avoid them	Technology in the Modern Law Practice	Product demonstrations from:
1.30 – 2.00	Clare Fanner, Find Get Grow	Paul Saunders, Legal Eye	David Sutton, Redbrick	Conscious Solutions 1.30 - 1.50
2.00 – 2:30	Clare Yates, tmgroup	Steve Harris, Polymorph	Matthew Newton Oosha	Lawyer Checker 2.00 – 2.20
2.30 – 3.00	Rich Dibbins, Conscious Solutions	Trevor Hellowell, Brighter Law Solutions	Scott Bozinis, InfoTrack	Stewart Title 2.30 – 2.50
3.00 – 3.30	Coffee and Networking			
3.30 – 4.30	Lender panel debate and questions: Justin Parkinson – Decision First Abi Kwiatkowski – Santander Nick Larkins, Alison Clair – Lloyds Paulette Fuidge – Bank of Ireland Lewis Jackson – Coventry Building Society			
4.30 – 4.45	Richard Mathias	Close		

Breakout Sessions

Sustainable Marketing & Business Development for your Law Firm

Hosted by Conscious Solutions

How is your **brand**?

How do you **find** clients?

Are your clients **really** satisfied?

How well do you **communicate** in business?

Do you **wow** your clients with great service?

Are you maximising your use of **email** marketing?

Does it really **resonate** with your target market?

And how do you **know**? Do you **ask** them?

How well do you **follow up** on leads?

How are you at **tracking** referrals?

How to **grow** your clients

What about **social media**?

These questions, and more will be answered in our fun, informative and challenging workshops.



David Gilroy

Conscious Solutions

Brand, Marketing & Employees



Clare Fanner

Find Get Grow

Do less but do it better



Jonathan Winchester

Shopper Anonymous

Mystery Shopping Survey.
What did we learn?



Clare Yates

tmgroup

The Muddle & Mess of Referrals
from Estate Agents



Claire Merrick

Claire Merrick Consulting

The Road to Resilience



Rich Dibbins

Conscious Solutions

Social Media. Just a fad or
here to stay?

Breakout Sessions

Evolving Risks and How to Avoid them

Hosted by Lawyer Checker

- How are you implementing the 4MLD? – Are you compliant?
- Are you up on all that is GDPR? Do you know what you can and cannot do?
- Are you compliant with the new SRA Handbook? What are the practical implications?
- How transparent are you with your prices? How will the demand for greater transparency affect conveyancing?
- Is your firm Cyber Secure?
- What are the lessons learnt from Miscon?

We look forward to welcoming you to our interesting and informative breakout sessions where these questions and more will be answered.



Chris Harris

Lawyer Checker

Money Laundering – A New Era



Paul Saunders

Legal Eye

GDPR – How your firm can prepare for the changes



Stephen Ward

CLC

Price and Quality Transparency; an Opportunity for Conveyancers?



Steve Harris

Polymorph

Office 365 and Cyber Security



Katie Jackson

Honne

Fraudsters, supermarket giants and the end of the profession



Trevor Hellawell

Brighter Law Solutions

Cybercrime and Property Fraud – Miscon Special



Breakout Sessions

Technology in the Modern Law Practice

Hosted by InfoTrack

Through our series of informative seminars, we look at how the technology of today is driving the firms of the future. With many firms already implementing this industry leading technology, we investigate how adoption of innovative tech is evolving conveyancing and transforming those firms into highly competitive modern law firms.

- What are your client expectations
- How technology can help you drive a more profitable business
- What do your staff need to ensure greater efficiencies
- How technology is evolving the conveyancing process

Each speaker will present practical information as to how technology is being used by the modern Law Practice of today.



Adam Bullion

InfoTrack

Your clients, technology and you



David Sutton

Redbrick

Making IT easier



Peter Ambrose

The Partnership

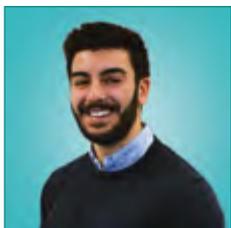
How great technology makes a successful practice



Matthew Newton

Oosha

Why IT complexity is driving firms to the cloud



Alex Joannou

Perfect Portal

The golden rules of generating more instructions



Scott Bozinis

InfoTrack

Solutions for evolution

Main Conference Speakers

Justin Urquhart-Stewart



During his working life, Justin has worked on vineyards around Europe and also worked on Southampton Docks where he was even elected as a Trades Union shop steward. From studying law at Southampton University he trained as a barrister however, recognising his astonishing lack of talent went into international corporate and trade finance in Uganda and in South East Asia where he lived in Singapore.

Returning to the UK he was involved in the development of Big Bang in 1986 with BZW. From this he, with others, went on to found Broker Services which eventually went to become Barclays Stockbrokers where he was Corporate Development Director.

He is an enthusiast for greater financial education and the reform of investment structures for both investors and companies needing easier access for funding. As a result he has helped in the establishment of educational body Proshare, and also the development of the AIM market. Currently, he is keen on developing reforms

for government privatisations as well as the development of regional investment structures for businesses of all sizes. He is a regular commentator and columnist on the media and is often called upon to demystify complicated financial jargon and stories.

He and his business partner of many years founded Seven Investment Management (7IM) in 2001 to provide some "radical common sense" to change "a lazy, lethargic and self-satisfied" investment industry which they saw as being primarily run for the benefit of itself rather than its clients.

He is also an amateur archaeologist and in the summer of 2015 went to Rome with his old university to take part in an archaeological dig. Justin has an Irish wife and an Indonesian daughter, two cats, one motor cycle and a British racing green 1964 Morris Traveller.

In March 2015 Justin won The Spectator Money Award for Lifetime Achievement.

Simon Wood, tmgroup



Simon Wood is Sales Director for tmgroup.

He has over 20 years of experience in providing technology solutions to business customers primarily working in the telecommunications sector, having specialised in the legal vertical for at least 5 years he transitioned to working exclusively in legal and property tech.

Simon has helped many blue chip organisations improve their bottom lines through consulting

around efficiency, communications, change management, and most recently managing risk in the conveyancing process.

He has held senior commercial positions at Motorola, O2 Telefonica, T Mobile, and now heads up tmgroup's commercial teams.

Justin Parkinson, Decision First



Justin is the Managing Director of Decision First – the company behind Lender Exchange which manages and maintains information on some 5500 law firms on behalf of leading lenders. Since its launch in August 2014, Lender Exchange has agreed contracts with 16 lenders representing over 50% of lending, by gross lending volume. He has led the company since its inception, having proven the value of such a proposition to its two parent companies Decision Insight Information Group and First Title. Far from being a stick to simply beat law firms with on panel related matters, Lender Exchange, and the team behind it, pride themselves on bringing forward features and services that assist firms in their daily grind against fraudsters and in their interactions with lenders on conveyancing related matters.

Justin's background in conveyancing spans some 11 years and his experience in financial services some 20 years, much of this gained during his time with leading System Integration and Management Consultancies. His entire career has been centred around developing and reengineering business processes, managing major change programmes and leading organisational change & development initiatives.

Outside of work, Justin has two young daughters who wrap him around their little fingers and is an active member of his local Mountain Rescue Team, having fed his passion for gadgets as the team's Equipment Officer for the last 10 years.

Dinner and Awards Agenda

Time	Event	Sponsor
6.30pm	Champagne Reception, Vox Foyer	 The complete SEARCH service
7.30pm	Dinner	stewart title Real partners. Real possibilities.™
9.15pm – 10.30pm	Conveyancing Awards	Sponsor
	<ul style="list-style-type: none"> • Regional firm of the Year – North West • Regional firm of the Year – North East & Yorkshire • Regional firm of the Year – Wales & West Midlands • Regional firm of the Year – East Midlands • Regional firm of the Year – South & South West • Regional firm of the Year – London & South East • Best Direct Conveyancer of the Year • Best Small Conveyancer of the Year • Best Training Firm of the Year • Best use of Website & Social Media firm of the Year • Best Young Conveyancer of the Year • Best Individual Conveyancer of the Year • Best Lender of the Year • Overall Conveyancer of the Year 	 LOCATION INTELLIGENCE
10.30pm	Winners Champagne Reception	
10.30pm	Music & Dancing	
1.00am	Genting Casino & Bar	

Evening

Champagne Reception

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Gala Awards Dinner

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Real partners. Real possibilities.™



Awards/Winners Champagne

Sponsored by



Avista

Moving searches
forward.

Extension
Application

Flood risk

**Avista is the new environmental search
report from Groundsure.**

The only residential report that intelligently filters seven
searches including planning, in less than 20 pages.

To find out more, visit: www.groundsure.com/avista
or contact your preferred search provider.



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