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## IBA Law Firm Management conference

*“Getting a law firm “fit” – a  
guide for the Managing Partner*

Stephen Revell and Valikhan Shaikenov  
2 December 2016

# Introducing our speakers

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## Moderators



## Panelists





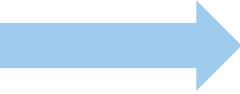


So how do we go about

getting a

*law firm*

“fit”?

## Key themes for today

-  **Increasing revenue through (a) better focus on business development by partners and (b) better client focus**
-  **Right sizing – having the right number of the right people**
-  **Operating efficiently through good project management and working practices**
-  **Encouraging associates to work hard but in a balanced way e.g. by allowing agile working**
-  **Getting the price right (and the bills paid)**

Any questions?

**Q & A**