



Harrogate & District Law Society and
Yorkshire Courses for Lawyers present

An Introduction to Business Skills

14th January 12.30 p., to 2.00pm via Zoom

**BUSINESS SKILLS?
DON'T BE DAFT, I AM A LAWYER!**

Ann's third book shows lawyers why business skills are so important in the changing legal/professional landscape and shouldn't be a 'poor relation'. With the advent of AI you do not want to be just a legal technician. The first five sections provide practical advice, tools and techniques to lead you through the process of your own business journey, wherever you are. Ann helps you to think about the different aspects involved in setting up your own business using language that is easy to understand and absorb. There are plenty of practical exercises to complete to help you undertake the necessary groundwork.

Section six contains 29 inspirational stories of legal professionals who have forged their own path.

"I recommend anyone thinking about setting up their own legal practice, or indeed any business delivering professional services, to first read this book - it is essential reading."

Reading about the journeys undertaken by her 'Stars' provides a fascinating insight into the motivation, challenges and ethos of those who have had the courage to set up their own businesses - inspirational reading! I wish this book had been around when I became managing partner at Raworths."

*Zoe Robinson
Managing Partner, Raworths*

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RRP £24.95

Sharing 29 inspirational stories of **Yorkshire Legal Stars** who have forged their own path

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"Ann's book is an absolute must read not just for business owners or those looking to set up in business, but for anyone looking to move into a leadership role."

*Rachel Roberts
Managing Partner, Stowe Family Law LLP (Leeds)*

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**What you need and
why you need it**

Ann Page

Do you just want to be an expensive legal technician?

Or

Do you want to be a valuable member of the legal business?

Today, more than ever, solicitors need to be skilled in business, leadership and management to gain competitive advantage in Yorkshire and beyond!

Join us to learn about the five major business areas that lawyers need to know and master to have a successful tomorrow, in addition to their legal skills.

Outline of Session

1. Interactive workshop on the five main business areas.
2. Discussion of this and any other concerns or challenges in around legal business skills.
3. General networking



Harrogate & District
Law Society



YorkshireCoursesforLawyers.co.uk

Booking Details:

Please email ann@yorkshirecoursesforlawyers.co.uk

N.B. For those who wish you pursue their mastery of business skills, Ann's third book: is written for you: **Business Skills? Don't be daft I am a lawyer!**

<https://www.yorkshirecoursesforlawyers.co.uk/business-skills-book-order/>

'Ann has taken a practical approach to helping her reader to understand clients, how to develop products and services, consider pricing, business planning and the importance of leadership. There is something for every reader to take away.'

Emma Pearmaine, Managing Director of Ridley and Hall