



The Law Society

**Investing in change:  
opportunities in regional legal markets**

**Speakers:**

**Michael Webber, Head of Legal Services  
and Company Secretary, Yorkshire Bank  
Alison Starr, Partner, Pinsent Masons LLP  
Robert Colthorpe, Partner, Europa Partners**

**23 February 2010  
6.00 pm - 9.00 pm**

**3 Albion Place, Leeds LS1 6JL**

*new legal business*  
**series**



## Investing in change: opportunities in regional legal markets

Leeds sits at the heart of a diverse and vibrant region and at the centre of a market for professional services within which enterprising legal businesses have the space to flourish.

This event is the first in a series of seminars being held by the Law Society to explore new business opportunities created by the Legal Services Act.

Most of the discussion about alternative business structures (ABS) to date has focused on the regulatory framework within which these new businesses will operate. The Law Society's new seminar series will shift the debate to encourage innovative law firms and business leaders to explore the opportunities for business development opened up by the emerging regulatory regime and bring together entrepreneurial lawyers with potential investors and intermediaries to exchange ideas and build networks.

Regional markets offer significant opportunities for the development of new and successful business models by law firms. The ideal time to explore the potential for alternative business structures is now, while the impact of the LSA is becoming fully realised.

This event has been produced in partnership with Financial Leeds.

## Speakers

**Michael Webber** served as Head of Legal Services and Company Secretary of Yorkshire Bank (the National Australia Group Europe Ltd) since 2006. Prior to this he was Chief Solicitor at Woolwich Building Society and then General Counsel, Retail Financial Services of Barclays after its acquisition of the Woolwich. He is jointly qualified as a barrister and solicitor.

**Alison Starr** is a corporate partner of global law firm Pinsent Masons with experience in international M&A work and public company matters. She joined the corporate team of Pinsent Masons in 2005 following a move to Leeds from London. Recently she has been involved in a number of transactions looking at investment in law firms and the regulatory framework within which such investment takes place.

**Robert Colthorpe's** twenty-year career in investment banking has included stints with Deutsche Bank, Société Générale and ABN Amro, focussing on M&A, strategic advisory and capital structuring transactions for a range of UK and international financial institutions. He joined Europa Partners in 2006 and is responsible for the firm's advisory work in the professional services sector.

## Who should attend?

- Leaders of law firms
- Potential investors and intermediaries
- Practice managers, business development and risk specialists
- General counsel
- Associated professional services firms
- External suppliers of business services
- Management consultants

## Further details

The event will begin at 6.00 pm with registration and networking until 6.30 pm. After hearing from the speakers there will be an open debate, under the Chatham House rule, with contributions from delegates and discussion of their investment scenarios.

A networking reception with refreshments sponsored by Financial Leeds will follow from 8.00 pm - 9.00 pm.

Please keep me informed about this series of events  
**TO BOOK** Please complete this form and return it with payment to:  
 The Law Society, Finance Department, Ipsley Court, Berrington Close, Redditch B98 0TD  
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## Delegate details

Title: \_\_\_\_\_ First Name: \_\_\_\_\_ Surname: \_\_\_\_\_

Position: \_\_\_\_\_

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## Payment

**£50.00 + VAT = £58.75 per delegate**

**Total payable**  **Total payment**

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 A handling charge (1.75%) will apply.

## Special requirements

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1. Event documentation will be distributed on the day.
2. The Law Society reserves the right to amend or cancel this event. Should the event be cancelled a full refund of any registration fee will be made. The Law Society does not accept liability for any expenses incurred by the delegate as a result of cancellation.
3. Prices may be subject to change and a supplement may be payable for special dietary requirements.
4. Full invoice payable unless a written notice is received at least 10 working days before the event, in which case the fee will be refunded less a £25 + VAT administration charge; or a written delegate transfer notice is received at least 10 working days before the event. In the event of another transfer request, an administration charge of £25 + VAT will be levied. Substitutions can be made at any time without charge.
5. This booking form constitutes a legally binding contract. The delegate and firm are jointly and severally liable for payment of the fees due.



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