**This Month**

**Some fundamental management essentials**

- **Essential considerations by firms**
- **Some potential considerations for value, clients and image**
- **Essential conference for a managing partner**

The feedback from last month's article has been fascinating with many law firms not recognising the multiple area of responsibility to needing the essential assistance.

Prime issues recording were October2025.pdf but seriously making the point about the commercial status of the firm – recognising – three main priorities including the short and medium long term engagement with the team, The actions and in hand and by who for every function within the firm – revenue, gross profit, client satisfaction and the most effective return. Thirdly where were the skills and advice for support activities – accounting, HR. and client interface going to come from.

Too many firms are just not facing up to the realities of these key issues and like it or not they have to.

Revenue and Gross Profit – Net profit – client relationships (repeat and additional services), image and client satisfaction, more services to the client base, ensuring profitability and working capital management from performance and bank relationships, compliance and regulation achievement saving image, PI insurance availability and costs. Security and availability of IT is essential and basic. Many added value solutions like MI/BI, client on boarding, client communications are essential with market demands plus of course making clients and potential clients aware of changes in market situations and things to consider – as a basic LPA for private clients.

There are so many firms not recognising the essential – a reminder again from October October2025.pdf

Over the last few months I have raised some serious issue with current PMS/CMS suppliers – just missing out and with the needs to provide forms with a clear added value and systems development opportunity. Generally it is a major shortfall at the moment – variable responses by the businesses dependent on ownership and key management. Everyone of them has the opportunity to explain to their clients what they are doing overall but more realistic workflow solutions for client communications, on boarding data and success, business file status and next actions, secure on lime communications. Unfortunately many of the main suppliers are not up to this so people are considering changes but there are some added value opportunities that are essential

In the last couple pf months I have had dialogue wit the mail PMS/CMs suppliers but also readily available added value solutions.

Much more to follow in the next month or so and any input would be welcome. I am investigating the added value opportunities

WBT | Bring your Will Bank to life without all the hassle – clients and many potential clients of law firms are being let down by the Privat Client Team. Here is an opportunity to get a 20% update my will revenue, plus additional/activities, referrals plus of course the true value od the will bank if I want to sell it.

About Us I MagnifyB Been a supplier to many business but currently working with interfaces with legal solutions to demonstrate products that can demonstrate the benefits of a 19% GP on family issue – let alone new business. Getting clear law firm data is high on their priority list.

Forsyte - Smart Risk Framework for Law Firms I Forsyte

A new business within the sector but incredibly aware of the risks associated with compliance, regulations and available to provide detail analysis of those to save the form credibility, cost insurance and image.

Qanooni Legal Software I Built by Lawyers, Outlook & Word Integration – the utilisation of AI to enhance the knowledge of law firm management

**Not one to miss**

This is due in Manchester on 10th November and certainly not one to miss

Managing Partner Forum Manchester Tickets, Mon 10 Nov 2025 at 09:30 I Eventbrite

This is a specific invitation for just Managing partners/directors to attend for no cost but participant an all day event with very open conversations around. Organised by the special Viv Williams consultancy and supported by Manchester Law Society. Being allowed in is an honor. Discussions are about.

- Regulation management
- Future financing
- Outsourcing
- Technical essential
- Brand of the firm
- Valuation of the firm
- How to handle change

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