

# Core PM&BS: An essential guide to profitability

Recorded: 20 February 2018 | 60 minutes  
2017/2018 or 2018/2019 CPD year

## Overview

This livecast is your essential guide to building and maintaining a profitable practice! Participating in this jam-packed hour will give you the top things you need to consider to ensure your practice is successful and provide you with your core practice management and business skill CPD point.

1 CPD Point



---

60mins



## **Core PM&BS: An essential guide to profitability**

This one-hour livecast is your essential guide to building and maintaining a profitable practice. Our experts will guide you through the crucial steps:

1. Getting clients in the door
2. Getting clients to make a purchasing decision – again and again and again
3. Run a profitable business – don't bleed profits, efficient practice, costs realisation, scoping, pricing that works for you and the client.

If you are just starting and building your practice, or looking to improve your current profitability, this jam-packed livecast will give you the top things you need to consider and provide your core practice management and business skill CPD point.

**Jamie Timmins**, Chief Operating Officer, Pacific Law, Investor Pacific Structures and Investor Pacific Services

**David Bowles**, Ethics Solicitor, Queensland Law Society

Chair: **Kali Astill**, Legal Professional Development Executive, Queensland Law Society

---