

# Legal Sector Breakfast Briefing

North West  
4 June 2024

# Legal Sector Breakfast Briefing

## Welcome

Alex Holt, Chief Revenue Officer  
The Cashroom

# Legal Sector Breakfast Briefing

## Introduction

**Douglas Russell, Accounting Partner**  
**Armstrong Watson**

# Legal Sector Breakfast Briefing

- 09:00 - Welcome
- 09:05 - Briefing
- 10:00 - Q & A
- 10:30 - Close

# FOR THE LOVE OF LAWYERING

How To Balance Being A Lawyer  
With The Business Of Lawyering

**The Unstuck Lawyer®**

*'when one of those days is everyday'*

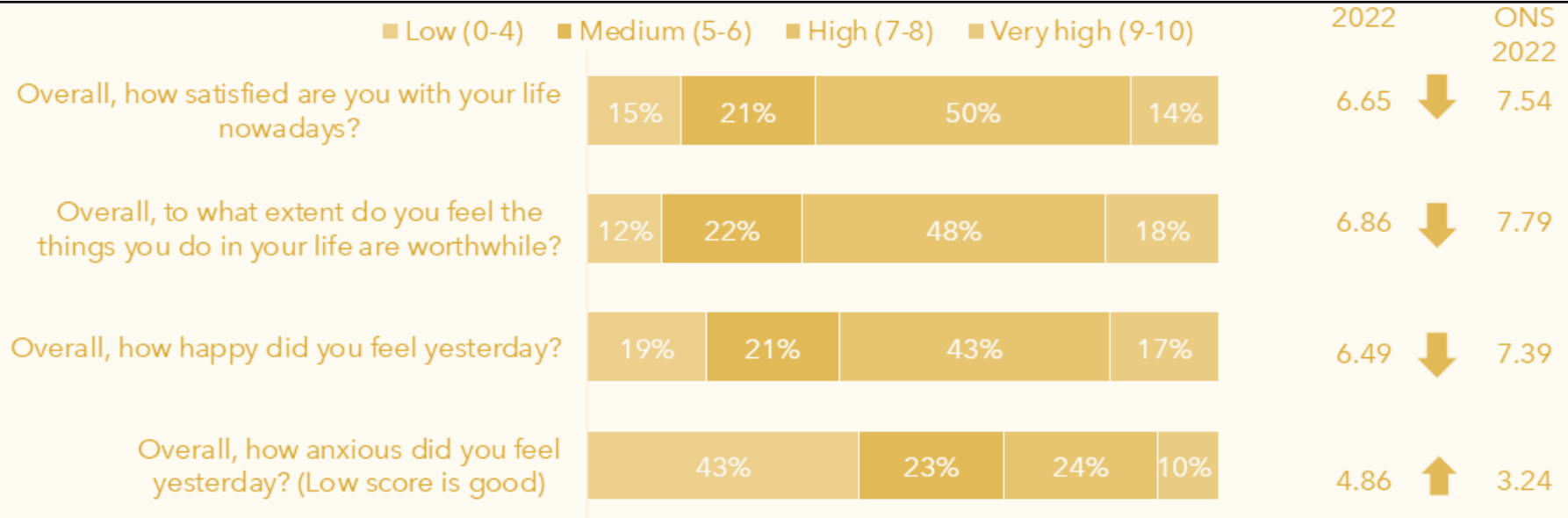


# Solicitors score lower than the UK average on all positive measures of wellbeing, and are more likely to rate their anxiety higher <sup>2023</sup>



**Summary:** Solicitors score LOWER than the AVERAGE population on all positive measures relating to WELLBEING and are more likely to rate their ANXIETY HIGHER.

**Other interesting stats:** Increase from 54% to 76% in working OUTSIDE of contracted hours & increase from 35% to 54% find it DIFFICULT TO RELAX in their personal time because of thinking about work.



# Me

- Employment solicitor, partner, sole practitioner for 20 years
- Litigation, business development, leadership, fee-earning targets
- Coaching law firm founders, owners, partners since 2016



What would you like to leave  
with this morning?



How comfortable does it feel to..?

# ***THE CHALLENGE***

# Outcomes



# Our 8 Inner Influencers

- Critic
- Perfectionist
- Imposter
- Peacekeeper
- Saviour
- Pessimist
- People pleaser

Models & Beliefs

What impact do you think these might have on hours of work or success of a firm?

# Time Impact



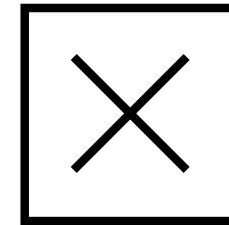
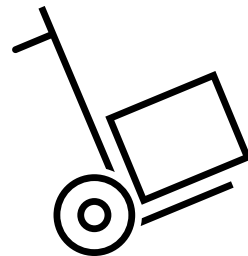
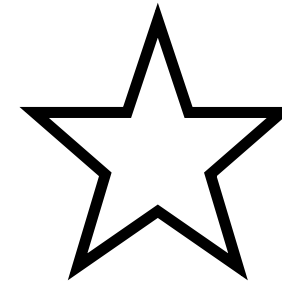
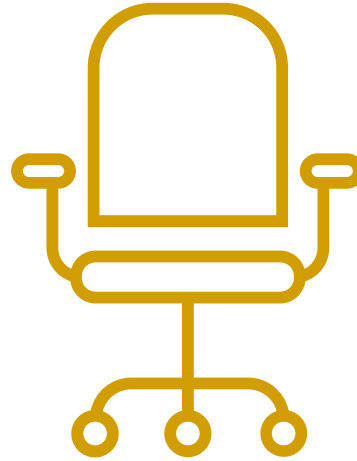
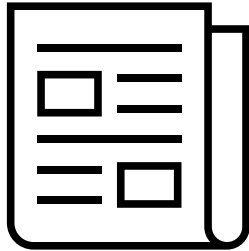
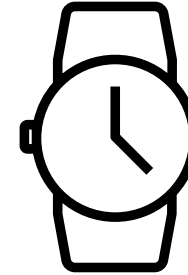
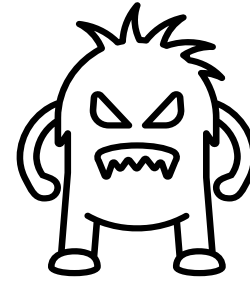
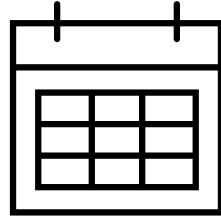
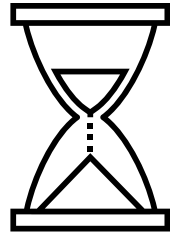
# Why would you..?

- go home early
- ask for help
- start the marketing/networking
- delegate
- speak to that person who is not performing / or is being unkind
- charge clients fully
- do things in a timely manner
- say no, not now, or use time management tools
- take time off

# When you could..

- stay in control, ensure standards are exact, stay safe
- avoid all conflict – teams answer emails
- undercharge clients to reduce the risk of arguments
- make sure no-one thinks less of you
- use your phone to feel some relief
- do the easier tasks and feel good
- do the client work which is known and avoids delays
- ensure you avoid causing anyone else any worry or pain
- avoid the worry and unpleasantness of taking time off

# Leadership/Firm Impact





# You/Firm



***THE OPPORTUNITY***



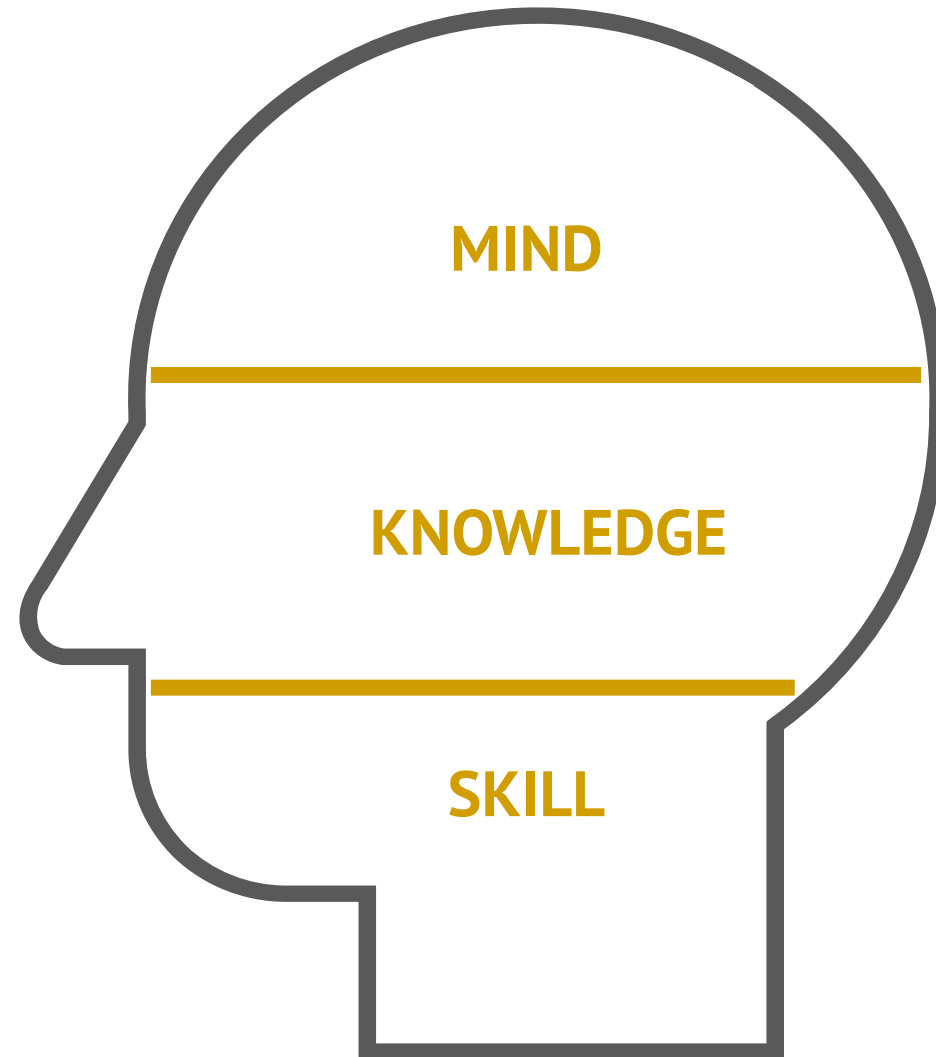
**Awareness**

**Change**

**Results**

# ***THE COMPONENTS***

# Components



# Mind

*Successful time management is....*

*Which means I cannot do it  
because....*

# Knowledge

- Goals
- Genuine urgent (Eisenhower Matrix/Notifications)
- Prioritisation (Eisenhower/Traffic Lights)
- Triggers (External/Internal)
- Barriers and derailments
- Tools

# Skills

- Priorities/MIT's
- Batching work
- Project vs task
- Procrastination tactics
- Delay / Delegate / Delete
- Effective to-do lists and estimates
- Protected deep-work time
- Known but unknown tasks
- No and look ahead



# ***THE ACTION PLAN***



**1: IDENTIFY**

**2: CHOOSE**

**3: REVIEW**

Which action could  
make the **biggest**  
difference **right now?**





**Questions?**



**What has been most valuable?**



A photograph of a concrete wall and staircase. A jagged white line is painted on the wall, resembling a line graph. A thin metal rod runs horizontally across the wall. In the foreground, a concrete staircase is visible, ascending from the bottom left towards the right.

**What is your next step?**

# How to stay in touch – find out more

**Book a call**



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**Linked, Facebook, Instagram, Newsletter**

# Legal Sector Breakfast Briefing

## Questions and Conclusion

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