

New formats, new institutions, new connections:  
Opportunities for associations in the new Europe

ESAE Annual Congress and Dinner  
21 - 22 October 2009  
Hotel Amigo, Rue De l'Amigo | Brussels, 1000 | Belgium



# Legal Profession: helping members through the crisis

Julia Bateman, Head of Brussels Office, Law Society of England and Wales

Venue Partner:



Event Partners:



# Helping members through the crisis: the legal profession



The Law Society

*international*

# The Law Society of England and Wales

- Represents over 120 000 solicitors in England and Wales
- Regulatory function split in 2007 leaving the Law Society to act solely as a representative body
- President, Vice President, Deputy Vice President,
- CEO, Senior Management Board, Secretariat



The Law Society

international

# Role of the Brussels Office

- To represent the interests of the solicitors' profession to the EU institutions and UK government - “eyes and ears”
- To monitor developments in EU law and lobby for change in key sectors
- To protect solicitors' practice rights in the EU



# Profile of the membership

- Magic Circle firms 600 partners worldwide
- Sole practitioners in the countryside
- Meeting needs of members
- Perception
- New sector specific membership groups e.g.
  - International
  - Junior Lawyers Division
  - Competition Section
  - Lawyers with disabilities



# Challenges

- The Law Society faces many challenges within the current economic climate:
  - Impact on our organisation
  - Impact on our members
- Compulsory membership but act as if voluntary



# Approach

- We are seeking to:
  - improve value for money for our members.
  - increase the relevance of the services we deliver for our members.
  - increase our status and influence with government and other key stakeholders.
  - Improve organisational capability and performance



# Surviving the downturn

- Workshops and seminars
- Lobbying Government and others
- Practice advice



The Law Society

*international*

# Workshops and seminars

- Building and managing a modern law firm
- Successfully managing a small firm
- Trading through the downturn
- Getting the best from your bank
- Stress management and redundancy
- Retraining and re-employment (Junior Lawyers).



The Law Society

international

# Negotiation and lobbying

- Banks
- Tax Authorities
- Professional Indemnity Insurance renewal



# Practice advice

- Dedicated practice support line for Law Society members and employees of law firms
- Ethics advice - Solicitors Regulatory Authority
- Practice notes:
  - Anti-Money Laundering
  - Mortgage fraud
  - Information security
  - VAT

