



The City Legal Information Group

How Law Firms Make Money

Monday 26th March 2012 at 6:15pm

Ever wondered just how exactly law firms make money? Or more importantly, how they make a profit? Are busy lawyers a good indication of how profitable a firm is? Ever wondered how gearing/leverage affect profitability, or what the difference between WIP lock-up and debt lock-up is?

CLIG is delighted to welcome **Chris Billington**, UK Finance Director at Bird & Bird, who will aim to explain the mysteries of law firm finance for non-finance professionals. Areas to be covered include:

- An overview of how a law firm makes money
- Factors which affect the level of profitability
- Why collecting cash is so important and what firms can do to get paid sooner

Chris Billington is the UK Finance Director at Bird & Bird LLP.

There will be an opportunity to network over a glass of wine after the seminar.

Date: Monday 26th March 2012

Time: 6.15pm

Venue: Bird & Bird LLP, 15 Fetter Lane, London, EC4A 1JP

Cost: £10 for members, £20 for non-members

To register please send a cheque for £10/ £20 (payable to City Legal Information Group) and your details to: Kathryn Pearson, Bird & Bird LLP, 15 Fetter Lane, London, EC4A 1JP

Please note: No tickets will be issued. Your place at this event will be confirmed by email.

**I would like to attend the 'How Law Firms Make Money seminar on 26th March.
I enclose a cheque for £10 / £20 [delete as appropriate]**

Name:

Organisation:

Address:

Tel:Email: