

3 EASY WAYS TO REGISTER



REGISTER ONLINE AT
www.legalbenchmarking.com.au/lbm/nsw



FAX YOUR COMPLETED
REGISTRATION FORM
TO 02 8088 3872



PHONE US ON
02 9262 3377

LEGAL BUSINESS MONITOR – YOUR INVESTMENT...

Your subscription provides you with access to the Legal Business Monitor until the end of the financial year. There are two options depending on the size of your firm:

Legal Business Monitor

(for firms with turnover of \$1.5m or less)
\$440 (INCL. GST)

- Benchmarks appropriate for firms with turnover of less than \$1.5m
- Benchmarking application
- Salary, Productivity and Charge Rate Application

Legal Business Monitor *plus*

(for firms with turnover of more than \$1.5m)
\$1,650 (INCL. GST)

- Benchmarks appropriate for firms with turnover of greater than \$1.5m
- Benchmarking application
- Salary, Productivity and Charge Rate application
- Data review
- Web teleconference
- Scenario modelling

OUR PROFIT IMPROVEMENT GUARANTEE.

At FMRC we believe that the improvements resulting from implementing our strategic recommendations will recoup your firm's registration cost by a factor greater than 10. If we cannot identify improvement opportunities of this magnitude, we will return the registration fee to your firm.

FMRC – LEADING THE WAY IN LAW FIRM MANAGEMENT

At FMRC, we have delivered comparative benchmark surveys and strategic advice for over 30 years to national law firms, mid-sized boutique practices, progressive small firms and government. By combining our research capability with consulting expertise, we've become the industry's advisor of choice and earned a reputation for delivering proactive performance measurement and improvement strategies.

Our services include:

- Legal benchmarking
- Management workshops for both public and private sectors
- Equity valuation & broking services
- Performance consulting
- Strategic planning retreats

REGISTRATION AND TAX INVOICE (ALL PRICES ARE INCLUSIVE OF GST)

Please Register me for the:

The Legal Business Monitor (\$440) **OR** The Legal Business Monitor Plus (\$1,650)

Name of your firm _____

Mr Mrs Miss Ms

First name _____ Last name _____

Postal address _____

_____ Postcode _____

Telephone _____ Fax _____

Email _____

I enclose a cheque made payable to FMRC Pty Ltd **OR**

Please charge my credit card with the amount of \$ _____

Visa Mastercard Amex

Card no _____

Name on card _____

Expiry date _____ Signature on card _____

CVN no. _____ Please provide the last 3 digits of your CVN, which is printed on the signature strip on the back of your credit card.

Tax invoice Once completed, this form constitutes a tax invoice from FMRC Pty Ltd. ABN 80 083 010 075



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LEGAL BUSINESS MONITOR

IMPROVE PROFIT & PERFORMANCE

Performance benchmarks and strategic advice for law firms.

www.legalbenchmarking.com.au/lbm/nsw

Legal Business Monitor

Legal Business Monitor *plus*





PRACTICAL SOLUTIONS THROUGHOUT THE YEAR

The Legal Business Monitor provides you with access to critical law firm management tools throughout the financial year.



Easy Registration.



Straight-forward data entry.



Scenario Modelling.

ASK YOURSELF...

- » Do you know how the operations of your firm compare against your peers?
- » How productive are your fee earners?
- » Are your charge rates competitive?
- » Are the salaries you pay too high to remain profitable... or too low to retain the best staff?
- » What is an appropriate salary, budget and charge rate for your fee earners?
- » What will be the effect on profitability if you make incremental changes to hourly rates, realisation, personnel structure or chargeable hours?
- » Do you have the facts at your fingertips to help you plan for improved performance and profitability?



LEGAL BUSINESS MONITOR – WHAT IT IS...

As an online application, the Legal Business Monitor provides you with access to law firm performance tools throughout the financial year. The Legal Business Monitor takes the guesswork out of growth by providing you with:

- An instant comprehensive report addressing factors impacting your firm's performance
- An export to Excel to tailor your own graphs and reports
- The ability to select benchmarks appropriate for your firm
- Comprehensive salary and charge rate application (available November) to assess salaries, budgets, productivity and charge rates for all your fee earners
- Scenario modelling capability to conduct 'what if' analysis on your firm
- A web teleconference with FMRC consultants to discuss your survey results and appropriate strategies

LEGAL BUSINESS MONITOR – BENEFITS...

- Access to all the applications when you need them
- Choose your own benchmarks
- Improve your strategic planning using the Scenario Modelling module
- Generate reports as often as you like, including export to Excel to tailor your own graphs and reports
- New data releases every 6 months
- It is easy to complete – personnel details are at balance sheet date only
- No time recording details are required
- FMRC consultants are available to review your data
- Refine your strategies during the web teleconference with an FMRC consultant

LEGAL BUSINESS MONITOR – THE PROCESS...

The Legal Business Monitor is an intuitive online application involving:

1. REGISTRATION & LOGIN
2. DATA ENTRY
3. BENCHMARK SELECTION
4. PRINT REPORT / EXPORT TO EXCEL
5. SCENARIO MODELLING (Legal Business Monitor Plus only)
6. DATA REVIEW (Legal Business Monitor Plus only)
7. TELECONFERENCE (Legal Business Monitor Plus only)
8. SALARY, PRODUCTIVITY & CHARGE RATE APPLICATION (available from November)

VISIT:

www.legalbenchmarking.com.au/lbm/nsw

to view a web demonstration of the Legal Business Monitor or to download a sample report.

