

THE INSTITUTE OF BARRISTERS' CLERKS' CONFERENCE 2018



Transforming the Profession



Institute of Barristers' Clerks

Venue: The Hilton Brighton Metropole,
Kings Rd, Brighton BN1 2FU

Date: Saturday 3rd November 2018

Morning Agenda

9.15 AM **Coffee/Registration** plus Sponsors' Exhibition

10.00 AM **Conference Welcome** by David Bingham
Conference Chair, Senior Clerk, 1 Crown Office Row, Brighton

10.10 AM **Conference Welcome** by Nick Hill
IBC Chair, Senior Clerk, 3 New Square

10.20 AM **Keynote Speech** by Richard Hoyle
Chair of the Young Barristers' Committee

10.40 AM **Guest Speaker:** Andrew Pack
Lawyer at Brighton and Hove City Council and Legal Blogger of Suesspicious Minds

11.20 AM **Coffee & Refreshments**

11.45 AM **Open Forum**
Moderator: David Bingham, Senior Clerk, 1 Crown Office Row, Brighton
Panel: Richard Hoyle, Chair of the Young Barristers Committee
Her Honour Judge Henson QC, Lewes Crown Court
Lucy Barbet, IBC Vice Chair, Senior Clerk, 11 KBW
Andrew Pack, Lawyer at Brighton and Hove City Council and Legal Blogger
of Suesspicious Minds

12.45 PM **Equality and Diversity: Evolving and Developing**
An update on our reorganised E&D Committee and current projects in progress under the E&D umbrella, including COCo and Access to Clerking.
Speaker: Lucy Barbet, IBC Vice Chair, Senior Clerk, 11 KBW

1.00 PM **Lunch** plus Sponsors' Exhibition
Sponsored by Saunderson House

Afternoon Agenda



2.15 PM **Workshop A** **Fee Negotiation**
How to get the best possible outcomes in your negotiation whilst maintaining good client relationships
Identifying the needs of your clients
How to maximise fee revenue
Building client relationships and referrals through 'value'
Speakers: Elspeth Mills Rendall, Mills Rendall Associates Limited
 Jamie Hutchinson, Mills Rendall Associates Limited

2.15 PM **Workshop B** **Making Internet and Digital Marketing work for your Chambers**
Why digital marketing is a core business function
How to avoid costly mistakes
How to turn your digital marketing stress into business success
Speaker: Jonnie Jenson, Frontier Business Consulting

2.15 PM **Workshop C** **Mental Health First Aid and Wellbeing Strategy**
Employee's mental and physical health is being harmed by the increasing number of hours they work but we are still reluctant to discuss our mental wellbeing with colleagues. This workshop will discuss ways to help members of chambers and staff to cope in difficult situations and the signs to look out for.
Speaker: Keith Sammons, Alison Trodd HR Associates

3.00 PM **Afternoon Tea** plus Sponsors' Exhibition

3.30 PM **Workshop D** **A Step by Step Guide to Civil and Criminal Litigation**
A workshop aimed at clerks who want to learn more about litigation process from the start of a case to its conclusion.
Speakers: David Lewis-Hall, Barrister, 1 Crown Office Row, Brighton
 Charlotte Morrish, Barrister, 1 Crown Office Row, Brighton

3.30 PM **Workshop E** **How to get the most from your Networking Time**
Helping you be in control, break the ice and start the conversation with strangers. How to approach the appropriate people, break into groups and move on with ease and consideration.
Following up; ensure you leave every event with a potential business opportunity.
Speaker: Will Kintish, Kintish

4.15 PM **Conference Close** by David Bingham
Conference Chair, Senior Clerk, 1 Crown Office Row, Brighton

4.30 PM **Post Conference Drinks Reception**
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CONFERENCE COMMITTEE

David Bingham	1 Crown Office Row, Brighton
Jackie Ginty	One Essex Court and Maxwell Chambers, Singapore
Mark Rushton	Wilberforce Chambers
Fraser Geddes	Wilberforce Chambers
Sarah Reynolds	
Geoff Carr	No 5 Chambers
Luke Irons	The 36 Group
Owen Lawrence	International Centre for Commercial Law
Katie Myles	Essex Court Chambers

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