



Professional Practice Solutions invitation to our Insight Dinner

The meaning of a high performance culture



Date

Tuesday
20 February 2018

Time

18:00-18:30
Pre-dinner drinks and registration
18:30-21:00
Dinner

Location

Number Twenty
Grosvenor Street
W1K 4QJ London
[Map](#)

I will be attending

I will not be attending

I will not be attending
but would like further
information

We look forward to seeing you at our Insight Dinner however, ask you to kindly register your attendance by selecting your response and sending us the email that is generated.

I am delighted to invite you to our next informal Insight Dinner, highlighting the issues that senior management are typically facing in the legal sector. The focus of the evening will be on ***“the meaning of a high performance culture”***. This is an evening that will be highly relevant to both the leadership of your firm as well as those with specific daily responsibilities for driving growth and profitability.

The professions continue to face challenge, disruption and change. This has become the new norm; something that we need to accept and plan for as we adapt to changing client needs and the increasing impact of technology.

Against the backdrop of this, leaders are assessing what the influence will be on leadership itself. What skills will be required to run a professional services business in the future and how should these be developed? As a result, many firms are looking at what they need from their current Partners, sometimes driven by the modern day requirements of a Partner and sometimes simply driven by the numerical challenges of managing profit per equity Partner (PEP). With increasing costs around people, property and technology, it is easy to see why PEP is under pressure (and will continue to be) and why therefore, focus to grow revenue is essential – that means taking market share from others. It also means looking at a different operating model that is based on enhanced team dynamics; increased leverage of non-Partner resources; skills enhancement at all levels; dynamic personal networks; and stronger client relationships (the client obsessed culture).

So what are the skills and personal development required from a current or future equity Partner and how do you encourage Partners to embrace change to both enhance their careers and successfully bring through the next generation of Partner?

Guy Warrington, KPMG Head of Partner Matters, will look at the lifecycle of a Partner and how Partner Matters helps the individual Partners for the benefit of the firm. He will reflect on his learnings and consider the internal and external influences to behaviour, mind-set and culture and what can be done to secure the best from existing Partners.

Clare Allen, KPMG Head of Coaching, will then explore the attributes required for the next generation of Partner, looking closely at the coaching and development required at an individual and team level to drive a high performing practice of the future.

We look forward to welcoming you to Number Twenty, Grosvenor Street in Mayfair – KPMG's client meeting and engagement space in the heart of London's West End.

Paul Spicer

Head of Professional Practice Solutions
KPMG



Our events in the legal sector

This dinner is one in a series aimed to bring you thought-provoking insight into real-time topical issues and challenges that you're likely to be grappling with. If you're receiving this email you're already on our invite list for this event. We will also be running events specifically aimed at CEOs, CFOs, CIOs; HRDs so if you'd like your colleagues to be invited, do [get in touch](#).

If there are any subjects you'd like to see covered at a future event, please [let us know](#).

KPMG in the legal sector

We have brought together some of the best professionals from across our firm with relevant insight and experience in the legal sector. We strive to co-ordinate and deliver a collaborative approach to your business whatever challenges you encounter – looking to the future and the bigger picture with you. Our [service offering document](#) gives an overview of our specialists. Please [get in touch](#) if you would like to speak to our specialists.

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If you have any questions or special dietary requirements, please contact [Holly Watson](#).

KPMG is committed to creating an inclusive environment for people with disabilities. If you need something that will help you to participate fully in this event please provide details to [Holly Watson](#).

Please note that any sensitive personal data provided by you will only be used for the purposes of this event unless otherwise stated.

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