Bournemouth & District Law Society

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THE LAWYERS GUIDE TO WORKING MORE EFFECTIVELY
Practical ways for lawyers to improve billing, conversion and business development

THURSDAY 4 FEBRUARY 2027 – 13:30 – 16:45

Registration:	13:00
Venue:	Marsham Court Hotel, 3 Russell Cotes Road, Bournemouth BH1 3AB
Parking:	This is at the rear of the hotel (postcode BH1 3AU) and there is no parking charge. On arrival, please inform hotel reception of your car registration number and, when you leave, ask for the exit code to raise the exit barrier. Alternatively, there is parking at Berry Court in St Peter's Road, Central Car Park in Upper Hinton Road or street parking around the hotel.
Cost:	**£90** Solicitor Member; Associate Member; Trainees (Solicitor, Cilex & Apprentices) **£140** Non-Member of BDLS
Booking Reference:	710
CPD:	3
SRA Competence:	B https://www.sra.org.uk/solicitors/resources/continuing-competence/cpd/competence-statement/

Whether you attended Jay's popular course in June 2026 or are joining him for the first time, this course offers lots of fresh ideas and new practical strategies alongside key principles from his earlier workshop.

Working more effectively is about making the most of your time, your expertise and your client relationships. This practical course explores ways to improve billing, turn enquiries into instructions and develop new opportunities for work, with a focus on four key areas:

- **Bill smarter:** improve pricing, time recording and billing
- **Convert more:** turn more enquiries into paying clients
- **Grow existing relationships:** generate more work from the clients you already have
- **Win new business:** network and develop business more effectively

Speaker Profile:



This webinar will be presented by **JAY SAHOTA.** Jay studied Law at Cambridge and trained at the prestigious Magic Circle international law firm, Allen & Overy. He spent several years as a litigator in the City, representing high-profile clients such as Ryanair and the Belgian government. With over 22 years of experience as a Solicitor, Jay has worn many hats—fee earner, department head, partner, and senior partner. He has successfully built and grown legal teams and firms, managed staff, taken on key compliance roles (COLP, COFA, etc.) and even acquired and sold firms. This extensive experience has equipped him with a deep understanding of both the legal and business sides of running a law firm. Today, Jay is a mentor, coach, and trainer for lawyers. He supports legal professionals in areas such as:

- Business development and bringing in new work
- Maximising billing and cash flow
- Marketing and networking
- Growth and strategy
- Client care and compliance
- Managing people and teams

…and much more!

Please book online at: https://www.bournemouthlaw.com/bournemouth-district-law-society-lectures

Course Notes:. Lecture notes will be emailed to delegates in advance for either printing or accessing via their laptop or alternative device on the day.

Payment for lectures: Please be aware that payment must be received at the office **before** the lecture takes place. Course bookings will only be confirmed upon payment. No refunds within 7 days of the course.