

WEBINAR: LAW FIRM GROWTH, PROFIT AND CLIENT DEVELOPMENT STRATEGIES FOR LEGAL PROFESSIONALS

THURSDAY 22 JANUARY 2026 – 11:00 – 12:00

Webinar details:	The platform is Zoom and can be viewed on a mobile, tablet, laptop or PC. The link to join will be emailed to you nearer the time.
Cost:	FREE - Member and Associate Members of BDLS/Trainee Solicitor £25 – Non-Member of BDLS
Booking Reference:	651
CPD:	1
SRA Competence:	B SRA Statement of solicitor competence Solicitors Regulation Authority

This webinar will cover:

- **Better billing – strategies to increase revenue efficiently**
- **Better conversion – turning more enquiries into paying clients**
- **Getting more work from existing clients – maximizing client value**
- **Winning work through networking – practical tips to grow your client base**

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>

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. All payments are to be paid by BACS. No refunds within 7 days of the course.