



THE SOCIETY OF ADVOCATES IN ABERDEEN

Concert Court, Aberdeen AB10 1BS

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CPD LUNCHTIME SEMINARS

Each seminar will take place between 1-2 pm in the Library. Sandwiches and light refreshments will be available from 12.45 pm. Costs per seminar are: **£25 for Members, £40 for non members**, except where stated otherwise. Payment details are available at: <http://www.socofadvocates.com/resources.php?section=payments>

It would be appreciated if anyone who is unable to attend a booked seminar would give as much notice as possible. This will ensure that the place can be offered to someone else, and so hopefully provide a refund.

NAME

EMAIL ADDRESS

DIETARY REQUIREMENTS

| Date | Topic | Tick to attend |
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| Thursday 22.09.16 | <p>Anne Simpson of Loretto Training on Face to Face Networking It's who knows you that matters; not who you know! Networking is not about using people. It's about using information that's freely given. To network is hard work; but the more you put in, the more you'll get out of it. And with my help, you'll get the greatest gain for the least pain. Don't be an ugly duckling on the rubber chicken circuit ... Legal seminars, business meetings, charity functions and even school reunions can provide you with great opportunities to meet people and make new contacts. But at those events are you hanging out with the folk you came with? Or – about as usefully - just staring at the curtains? Turn Conversations into Contacts and Contacts into Clients. At the heart of conversation is sharing, and that's the key to good networking. I'll show you how to</p> <ul style="list-style-type: none"> • identify your fears about face to face networking • plan and prepare for your next business event • make your first impression count • feel comfortable working a room • converse with confidence, competence and clarity • turn small talk into a business conversation • listen, and lead on | |

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| | <ul style="list-style-type: none"> • handle awkward situations • close a conversation cleanly and exit with grace • follow through: keep those contacts fresh <p>I'll also help you identify personal, organisational and professional objectives: what do you want from your contacts? What you can you give them in return?</p> <p>By getting the basics right, you'll gain credibility and confidence; you'll also have an edge in attracting new clients.</p> <p>* £40 FOR MEMBERS AND £55 FOR NON MEMBERS *</p> | |
| <p>Tuesday 04.10.16 12 noon – 2.15pm</p> | <p>Alison Fitzsimons of Tilney, Strategic Partner of the Law Society of Scotland, Stephen Vallance of HM Connect, Harper Macleod LLP and Stephen Parker of Tilney on Your Wills Bank - An Asset under Threat?</p> <p>For most High Street Firms, their Wills bank is at the very core of their business. Built up over many years it is for many one of their largest sources of fee income. Will Writers, Banks, Insurance Companies and Accountants are all involved in this market and the potential for erosion of your Will bank, and the resulting loss of future business, has never been greater.</p> <p>This seminar will look at a number of ways to protect and grow this asset and create real future benefits for your clients and your firm:</p> <ul style="list-style-type: none"> • Tidying up and managing your client information • Engaging and re engaging with your clients • Adapting to the changing needs of clients • Developing and providing new services for older clients <p> </p> | |
| <p>Friday 28.10.16</p> | <p>Jim Johnstone of FG Burnett on Dilapidations – A Building Surveyors View</p> <p>The presentation will be delivered by a local Chartered Building Surveyor with 13 Years Post Qualification experience in dealing with dilapidations locally and throughout Scotland. The presentation will provide a guide on the information a Surveyor requires to enable them to undertake a Schedule of Dilapidations successfully. The surveyor will discuss how Surveyors interpret lease clauses using some real life examples of disagreements faced and provide comment on the impact some recent cases have had within the surveying profession.</p> | |
| <p>Tuesday 01.11.16</p> | <p>FREE FOR TRAINEE AND NEW ADVOCATE GROUP ONLY Malcolm Laing of Ledingham Chalmers LLP with Tips from an Old Hand</p> <p>Malcolm, a corporate lawyer, formerly a partner of and now a consultant with Ledingham Chalmers LLP, will share some tips on how to be a successful lawyer based on his experience in private practice.</p> | <p>TANA ONLY</p> |

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| <p>Tuesday 08.11.16</p> | <p>Michael Murray of Johnston Carmichael on Capital Allowances – How to add Value to Commercial Property Transactions</p> <p>The Capital Allowances legislation has undergone the most significant change in recent times, these changes introduced between April 2012 and April 2014 will impact on buying and selling all commercial properties. Without clear pro-active advice at the earliest possible stage of a transaction, Capital Allowances could now be either under claimed or worst still, permanently lost.</p> <p>This seminar will re-cap on the recent changes, and how they have worked in practice, and will outline some common pitfalls as well as how to identify opportunities to maximise the Capital Allowances position for either a buyer or seller.</p> <p>Key areas of focus:</p> <ul style="list-style-type: none"> • What are Capital Allowances – a brief reminder • A reminder of the recent legislative changes and the implications • Buying and selling – pitfalls and opportunities • Dealing with Pre - Contract Enquiries • Contract documentation • Case Studies | |
| <p>Wednes 16.11.16</p> | <p>Nick Marshall of Brodies on Trust the Children?</p> <p>A review of the asset protection risks in making outright gifts to children (e.g. to assist with the purchase of a property) and the legal and tax implications of using a trust instead.</p> | |
| <p>TOTAL COST (£25 PER DATE FOR MEMBERS OR £40 PER DATE FOR NON MEMBERS UNLESS STATED OTHERWISE)</p> | | <p>£</p> |