

2014 CPD Training Programme

***Become a great networker in just one hour!***

Tuesday, 25 March 2014 - Registration at 5:15pm with talk at 5:30pm – 6:30pm  
At Restaurant Bar & Grill, Parliament Street, Harrogate  
Cost – **£10 members / £15 non-members**

**1 HOUR CPD - not accredited**

**Colin Tweedie will cover:**

- the crucial importance of effective face-to-face networking as a proven means of generating valuable long-term business for lawyers and other professionals
- all the main elements, advantages, problems and fears of networking in just one hour
- in particular:
  - How do you approach and prepare for your networking?
  - How do you gain confidence and lose your trepidation?
  - Who should you speak to?
  - What do you say?
  - Why do all effective networkers act counterintuitively?
  - How do you escape a fruitless conversation?
  - Importantly, how do you follow up?

**Speaker Biography : Colin Tweedie**

Colin spent 30 years (20 as an equity partner) being a successful lawyer and business generator with four of the largest law firms in the country (CMS Cameron McKenna, Mills & Reeve, Addleshaw Goddard and Eversheds). He now runs CJT Consulting advising professional services firms and other businesses on how to become much more successful through effective business development and marketing.

He developed this talk because he believes that every one can become a great networker – and get so much more out of their working and personal life – just by following and practising some proven tips and techniques that are common sense but, sadly, not common practice.

2014 CPD Training Programme

***Become a great networker in just one hour!***

Tuesday, 25 March 2014 - Registration at 5:15pm with talk at 5:30pm – 6:30pm

At Restaurant Bar & Grill, Parliament Street, Harrogate

Cost – **£10 members / £15 non-members**

I/We should like to reserve ..... places at the above seminar and enclose a cheque for £.....  
made payable to **Harrogate & District Law Society**.

Please complete all sections:

Name(s) .....  
Firm/Organisation .....  
Address .....  
E-mail address .....

**Print and return this form to:-**

Kate Maybury, Education & Training Officer, Harrogate & District Law Society, c/o Raworths LLP  
Solicitors, Eton House, 89 Station Parade, Harrogate, North Yorkshire, HG1 1HF (DX: 11960  
Harrogate) no later than one week prior to the event.

If you have any queries about the course, please contact Kate Maybury or Pauline Sellers at  
Raworths LLP on 01423 566666 or by email [kate.maybury@raworths.co.uk](mailto:kate.maybury@raworths.co.uk) or  
[Pauline.sellers@raworths.co.uk](mailto:Pauline.sellers@raworths.co.uk) .

Please direct any membership enquiries to Katherine Swinn at Hutchinson and Buchanan on  
01765 602156



APPLICANT'S NAME		
APPLICANT'S PRIVATE ADDRESS		
APPLICANT'S EMAIL		
PHONE No.		
FIRM'S NAME		
FIRM'S ADDRESS		
POSITION		
MEMBERSHIP FEE	£15 enclosed made payable to Harrogate & District Law Society	
If previously employed within the Harrogate Law Society district, please state the firm and your position:		
Name and signature of Proposer		
Name and signature of Seconder		

Please complete **all of the form**, you will need a PROPOSER and someone else to SECOND your application both of whom should be current members of the H&DLS. When completed, please return this form and your fee to: **Katherine Swinn, The Honorary Secretary, Harrogate & District Law Society, c/o Hutchinson & Buchanan, 77 North Street, Ripon, North Yorkshire HG4 1DS or by DX: 61400 Ripon**

Provided your application is properly completed it will be considered at the next H&DLS committee meeting and you will receive an email from Katherine confirming the outcome of your application.