Providing attorneys with the tools to manage their law firms efficiently on a sustained basis.

Is practice management training mandatory for attorneys?
Yes, for those attorneys issued with their first Attorneys Fidelity Fund certificates after 14 August 2009. This is in terms of Sections 8 to 10 of the Judicial Matters Second Amendment Act 55 of 2003.

How do attorneys comply?
The PMT course is offered by the Law Society of South Africa’s education division, Legal Education and Development, and other accredited providers.

By when do attorneys have to comply?
In terms of the Judicial Matters Second Amendment Act 55 of 2003, the training must be completed to the satisfaction of the attorney’s relevant statutory law society before 31 December of the year following the year in which the first Attorneys Fidelity Fund certificate was issued. This deadline is the latest by when the training must be done and can be done earlier should the attorney prefer.

In certain circumstances, an attorney can apply to his/her provincial statutory law society for an extension or exemption, on the basis of prior experience and or qualifications. Please refer overleaf for more information on applying for an extension or exemption.

What does the LEAD Practice Management Training offer?
This practice management training was developed to assist attorneys manage their practices effectively by combining legal expertise with strategic business management.

The course focuses on the fundamentals of practice management relating to management, marketing, technology and finance. Its ultimate aim is to provide attorneys with the tools to manage their law firms more efficiently on a sustained basis in order to improve standards of practice of the legal profession and service delivery to clients.

Enquiries
Please contact the PMT Department on Tel: (012) 441-4600 | E-mail: PMT@LSSALEAD.org.za.

For further information on Terms and Conditions of this course please refer to our website: www.LSSALEAD.org.za.
Format of the training
Practice Management Training is offered either during the week after hours (10 sessions) or on Saturdays (4 sessions). LEAD has training centres around the country. The same outcomes, content and assessment apply to both. The training is based on modules and requires the participant to submit three assignments. The LSSA awards the final certificate only once the participant has successfully completed and complied with the requirements of the course.

Course content
- Module 1: General Introduction to Management
- Module 2: Risk Management and Insurance
- Module 3: Law Business Finance
- Module 4: Systems and Technology
- Module 5: Practice Administration
- Module 6: Marketing of Legal Services
- Module 7: Human Resources Management
- Module 8: Strategic Management

Three assignments
1. Law Business Finance
2. Risk Management and Insurance
3. Business Plan

Duration of course
Weekday attendance (after hours weekly from 17:30 - 20:30) – 10 sessions
The duration of the attendance training is six months and training is provided two or three times a week in three-hourly sessions.

Training takes place at the following centres: Pretoria, Johannesburg, Cape Town, Pietermaritzburg and Durban.

Saturday attendance – 4 sessions
The duration of the Saturday training is also six months and workshops are held on five Saturdays from 09:00-16:00.

Training takes place at the following centres: Cape Town, Durban, Pietermaritzburg, East London, Johannesburg, Port Elizabeth, Polokwane, Pretoria and Bloemfontein.

LEAD reserves the right to convert a week day course to a Saturday course or cancel a learning activity in a particular centre should the number of delegates not justify the costs involved.

Tuition fee
Full course: R3 100 (VAT inclusive)
Per individual module: R500 each (VAT inclusive) if exempted from other modules.

Registration will be confirmed only if proof of payment for the full amount has been received by LEAD. No payment plans are permitted for the PMT course.

Registration dates
There are two intakes per year.
First intake: Closing date for registration is 15 December 2015. The course will start in February.
Second intake: Closing date for registration is 10 June 2016. The course will start in July.

All registered participants will be sent further particulars prior to the commencement of the course.

If you do not receive confirmation of registration from LEAD within ten working days after the registration closing date, please immediately follow-up with PMT Coordinators on PMT@LSSALEAD.org.za.

Legal Practice Bill
Transitional provisions relating to qualifications in the Legal Practice Bill, 2012, state that the training course presented at a Practical Legal Training School of the Law Society of South Africa; or any other training course approved by any existing society before the date referred to in s 119(4) for the purpose of training persons to qualify as legal practitioners, must be regarded as having been presented or approved pursuant to the regulations pertaining to practical vocational training.

Assignment deadlines & requirements
1. Students must submit assignments to the LEAD Practice Management Training department on or before the set closing date, via the e-LEADer platform. No e-mailed/faxed assignments will be accepted.
2. A student who fails to submit an assignment by the set date, can only submit his/her assignment on the following intake’s set assignment date.
3. Assignments submitted without the signed declaration forms will not be accepted.

Successful completion of the PMT Course
To complete the course, students are required to have a satisfactory attendance record of the training (8 modules) as well as having passed the three assignments. Ideally, the student should complete the training at the end of the first six months after registering. Students are, however, required to complete the Practice Management Training in full within 18 months from the date of registering.

If the training has not been completed within 18 months from the date of first registration, the student will have to re-register and repeat the entire training (8 modules and 3 assignments). The full cost of the training will have to be paid again.

Code of conduct
Students should note that any misconduct will be reported to the student’s statutory law society which will in turn proceed with an investigation into the misconduct and disciplinary action will be taken where appropriate. An instructor has the authority to cancel a student’s attendance in his/her class.

Examples of misconduct are:
- Fraudulent completion of the attendance register;
- Plagiarism of any assignment;
- Acts of dishonesty and unprofessional conduct.
Please complete the form below in block letters and e-mail it together with proof of payment and a certified copy of your identity document to Annelie@LSSALEAD.org.za. Alternatively, please fax the documents to 086 215 6764.

If you do not receive confirmation of registration from LEAD within ten working days after the registration closing date, please immediately follow-up with PMT Coordinators on PMT@LSSALEAD.org.za

Please note that this training is only for admitted attorneys. Photocopies of the form may be used or the form can be downloaded from www.LSSALEAD.org.za

A. DETAILS OF PARTICIPANT – PLEASE COMPLETE ALL FIELDS

Surname: ____________________________
Full names: ____________________________
Identity number: ____________________________ Date of Birth: _________/________/________
Race (required solely for statistical purposes): ____________________________________________ Disability (if any): ____________________________
Employer: ____________________________
Postal address: ____________________________ Code: ____________________________
Docex address: ____________________________
Tel no (w): (____________________) Tel no (h): (____________________) Fax no: (____________________)
Cell no: (____________________) E-mail: ____________________________
Attorney (provide date of admission): ____________________________ Law society membership no: ____________________________
Re-admission: ____________________________

B. COURSE REGISTRATION DETAILS

1. Choice of Intake

Intake 1: Registration Closing Date: 15 December 2015 Intake 2: Registration Closing Date: 10 June 2016

2. Method of Study

Weekday attendance (2 or 3 evening classes per week – 10 sessions)

Centers of Attendance

<table>
<thead>
<tr>
<th>Cape Town</th>
<th>Durban</th>
<th>Johannesburg</th>
<th>Pietermaritzburg</th>
<th>Pretoria</th>
</tr>
</thead>
</table>

OR

Saturday attendance (4 sessions)

Centers of Attendance

<table>
<thead>
<tr>
<th>Bloemfontein</th>
<th>Cape Town</th>
<th>Durban</th>
<th>East London</th>
</tr>
</thead>
<tbody>
<tr>
<td>Johannesburg</td>
<td>Kimberley</td>
<td>Pietermaritzburg</td>
<td>Polokwane</td>
</tr>
<tr>
<td>Port Elizabeth</td>
<td>Potchefstroom</td>
<td>Pretoria</td>
<td>Witbank</td>
</tr>
</tbody>
</table>

2. Course Type

Full Course (Price: R3 100 VAT included), All 8 modules where no exemption has been granted

OR

Partial Exemption Granted (Price: R500 per module VAT included). Please provide exemption letter and specify which modules for which you wish to apply.

Module 1: General Introduction to Management
Module 5: Practice Administration
Module 2: Risk Management and Insurance
Module 6: Marketing of Legal Services
Module 3: Law Business Finance
Module 7: Human Resources Management
Module 4: Systems and Technology
Module 8: Strategic Management
C. DECLARATION

1. I declare that all particulars given by me on this form are true and correct and I undertake to abide by the rules and regulations pertaining to the training.

2. I acknowledge that
   2.1 a certificate of completion shall be awarded to me only upon
      2.1.1 full compliance with all course-related requirements; and
      2.1.2 full settlement of the tuition fee prior to starting the course.
   2.2 The LSSA reserves the right to cancel my participation in the event of non-payment of the tuition fee or part thereof, and/or in the event of misconduct.
   2.3 Should I discontinue my attendance prior to the end of the course, I shall be held liable for the full tuition fee.

3. I have read and accepted the terms and conditions regarding Practice Management Training as stipulated in this brochure, and confirm that I have noted further information regarding the Terms and Conditions on the website: www.LSSALEAD.org.za.

Signed: Date: ___________ ___________

D. PAYMENT OPTIONS

| Payment by Electronic Funds Transfer (EFT) | by Employer | Participant | Amount: R |
| (see banking details below):             |             |            |           |
| Bank: First National Bank (FNB)          |             |            |           |
| Branch: Pretoria                         |             |            |           |
| Branch code: 251445                      |             |            |           |
| Account Holder: Law Society of South Africa |         |            |           |
| Account Number: 62009641079              |             |            |           |
| Account Ref: (surname, cell number OR firm name; Intake 1 or 2) NB – please provide the required details to ensure prompt registration. | |

| Payment by cheque:                       | by Employer | Participant | Amount: R |
| Cheques must be made payable to Law Society of South Africa and forwarded to LEAD, PO Box 27167, Sunnyside, 0132 or Docex 227, Pretoria | | | |
| Name: | Signature: | Date: ___________ ___________ | |

ENQUIRIES:
For more information on this training, please consult the LEAD website or contact the PMT Coordinators
Tel: (012) 441 4600 | E-mail: PMT@LSSALEAD.org.za

PLEASE NOTE: LEAD RESERVES THE RIGHT TO CANCEL A LEARNING ACTIVITY SHOULD THE NUMBER OF DELEGATES NOT JUSTIFY THE COSTS INVOLVED. REGISTERED DELEGATES WILL BE GIVEN REASONABLE NOTICE OF CANCELLATION. PLEASE CONTACT LEAD FOR GUIDELINES ON ITS REFUND POLICY.