

FRESH CONSULTANCY

fresh consultancy provides support for effective management of business development, client relationship management, human resources and professional development.

fresh consultants have a breadth of expertise and a depth of knowledge and experience of working with lawyers and professional services firms. The consultants work closely with each client firm to ensure sensitivity to the client's culture and business objectives.

Recent consultancy projects undertaken by **fresh** include:

- Conducting key client reviews on behalf of a national law firm and working with the firm to address their clients' feedback
- Designing and implementing cross-selling and business development initiatives for client firms
- Designing and implementing a structured approach to responding to tenders and pitch presentations
- Designing and implementing a competence based framework as a foundation for a firm's recruitment process, performance reviews and development programme
- Working with a client's management team to restructure a practice group and enhance the group's performance
- Designing and implementing a Performance Development Review process across a major law firm

fresh also provides consultancy on:

- Conducting development centres for potential candidates for promotion to partner
- Practice group, team and management structures in law firms, barristers' chambers and in-house legal departments
- Client relationship management programmes for law firms and barristers' chambers
- Conducting client reviews and managing and responding to client feedback
- Change management programmes

For further information about **fresh** consultancy please contact Alan Pannett, email admin@freshpd.com or telephone 01273 470 440

fresh Professional Development Limited
Falcon Wharf
Railway Lane
Lewes
East Sussex
BN7 2AQ

t_01273 470 440
f_01273 470 360
e_info@freshpd.com
w_freshpd.com

Directors
Rachel Berry
Alan Fletcher
Alan Pannett
Kim Sweet

Registered in England and Wales
Registered office
Preston Park House
South Road
Brighton
East Sussex
BN1 6SB
company no_3775203
VAT no_737 472 119