



The powerhouse effect of networking



Mogers Drewett stands out as an example of how members leverage ideas and knowledge across the network to shape their future"

Member profile



MOGERS
DREWETT

The powerhouse effect of networking

Creating a successful network relies not just upon the strength and resources of the central infrastructure, but on the community developed between its members.

Our members are spread across the UK and vary in size and specialisms. They're brought together by a shared commitment to excellence and quality of service. What binds them is the trusted community they have created through their active participation and contribution.

Our network comprises over 3,000 lawyers and other professionals in a uniquely open environment where members can share best practice and knowledge in confidence and develop long-standing mutually beneficial relationships. It's at the heart of our network, where some 80% of our members have been with us for 10 years or more.

Mogers Drewett has been a member of LawNet since 2001 and the firm is a great example of how our firms learn and grow through their community, leveraging the ideas, knowledge and experience of the network to help shape their future.

What you give is what you get



Steven Treharne talks about what goes into making a value-adding community of law firms

"As a firm, we know who we are, and who we want to work with. We hold the centre ground between the bigger city firms and the high street, and we want to deliver excellent legal services to clients who are looking for a more personal style of delivery. I describe us as being a boutique hotel, a clear choice lying between the Premier Inn and the Marriott. We are determined to have a personality, to avoid being 'beige', and we have big ambitions.

"Those traits are reflected and supported through our relationship with LawNet and the broader community, and it's why we continue to be members. The network helps to realise our ambitions, by introducing suppliers and products that we would otherwise be unable to access, or might otherwise not have imagined.

"If I were to describe how we benefit as a firm, and how I benefit personally, from being part of the LawNet community, the most important aspect would be the value we get from being exposed to the bigger picture in legal services, and the opportunity to learn and share with others.

"The annual conference is a good example of the inspiration and innovative thinking that LawNet provides. Each year we are exposed to a host of keynote speakers talking about topics that are at the leading edge for legal services. Recently that's included a session on artificial intelligence, and I found myself sitting next to the founder and global leader of IBM's 'Watson Legal', who had spoken earlier in the day. Since then, a group of member firms has come together with LawNet to see how we can develop AI, potentially with a community approach. That sort of thing doesn't happen as a smaller firm on your own.

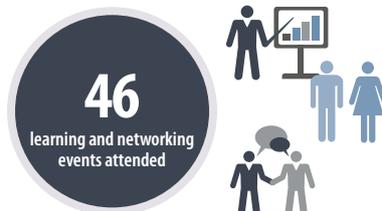
"I make sure that at least five partners attend the conference each year, so they are exposed to the





IT'S HOW RESPECTED FELLOW PROFESSIONALS BECOME TRUSTED PROFESSIONAL FRIENDS

HOW MOGERS DREWETT USES LOWNET (usage over a 12 month period)



new thinking and can cascade that across the firm. One who has attended will give a firm-wide presentation drawing on the conference, so recently that's included the role of neuroscience in driving stronger teamwork.

"Alongside, of course, we also get value from LawNet's package of member benefits, many of which we would not otherwise be able to access at the price obtained by LawNet. To manage our recent growth, and our future ambitions, we need truly excellent internal infrastructure. That's what enables our lawyers to deliver excellent legal services. The input from LawNet is instrumental in creating and maintaining that infrastructure – whether keeping us up to date on the latest scams and the changing compliance landscape, or by identifying services for us, such as compliance partners to help us meet the requirements of GDPR. We get a great price through being part of LawNet, and it takes away the headache of identifying and selecting the right suppliers. The networking comes into play here as well, as we have the chance to check out how it's working for other member firms before we sign up.

"Attracting and keeping staff is an issue for every law firm today. For me, it's invaluable to be able to meet other managing partners,

whether at events such as the discussion suppers or informally through relationships we've established, but LawNet opens the door to that sort of interaction for all our staff, at every level, whether taking part in the free CPD sessions, using the online forum for their specialism, or through events such as the annual walking challenge.

How Mogers Drewett makes use of free member services and discounted supplier arrangements



LawNet in 3 words



"It's such an open environment between members, and we actively support each other. I had a day out cycling with a partner from another member firm recently, to discuss the future of private client work; I frequently meet with others in a setting where we can ask each other the questions about strategy that your partners may hold back from asking.

"It's like a professional friend holding up a mirror to me in a constructive and supportive way and with no angle! And recently I've run a strategy day for another member firm with their shareholders, as they were looking to go in directions that we had already travelled. I want them to do well, just as much as I want my own firm to do well.

"The return you get on being part of a network is dictated by what you put in. You can be a passive recipient of services, or you can participate, and then there's the option of being truly proactive."



Steven Treharne, Mogers Drewett

Mogers Drewett has over 100 staff across its offices in Somerset and Dorset.

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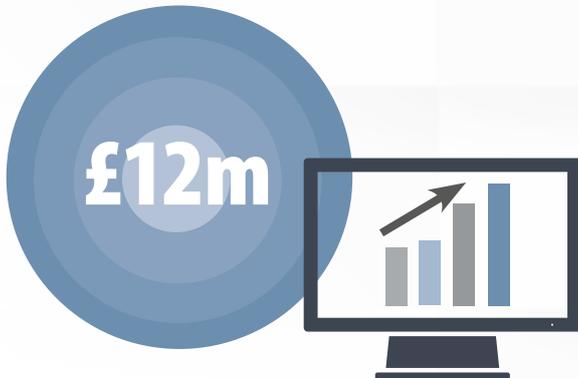
Mogers Drewett has positioned itself to deliver legal services for clients who are looking for more 'personality' than a city firm. A general practice, the firm has experienced rapid growth through merger and organic development, doubling turnover since 2014, with an ambitious plan to further double turnover to £12m in the next few years.

It has just over 100 staff serving a client base through four offices across Somerset and North Dorset.

Steven Treharne joined the original Mogers in 1993 as a trainee, becoming managing partner in 2011, drawing on his combined experience as a commercial property lawyer and an MBA in legal practice management.

ABOUT MOGERS DREWETT

Turnover target 2020

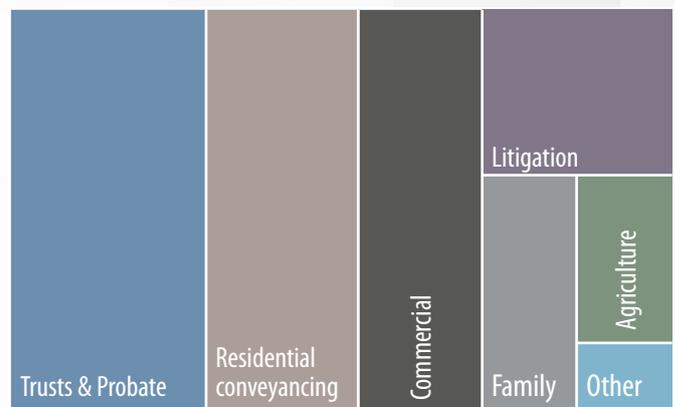


100
staff



16
partners

Mix of work



5
'recommended'
practice areas

5
'ranked' individuals

