



STRONGER TOGETHER

Discover how your firm and your staff will benefit from joining the AustLaw network of respected Australian law firms





WELCOME TO AUSTLAW



AustLaw is a well-established, close-knit network of respected, independent Australian law firms, dedicated to client service excellence.

Our members are typically smaller law firms operating in a single jurisdiction or practice area, with less than 10 partners.

AustLaw's objectives are to provide member firms with an innovative and supportive forum to share information and to utilise the collective resources of the network for the benefit of members and their clients.

By working together, we have found that our firms and our people are stronger.

AustLaw has embarked on a significant program of growth to further strengthen our network. We are actively seeking law firms with a similar mindset and values to join our collaborative, close-knit community.

Our vision is to have at a generalist AustLaw member firm in every city and region across Australia and a specialist firm member in each key practice area.

If you want to explore how your firm might fit into this future, then please get in touch. We'd love to talk.

Michael Hatfield
AustLaw Chair and Partner, Kells Lawyers

Our member promise

Becoming part of the AustLaw network will help you:



STRONGER TOGETHER



Expand Your Market Reach & Presence

Trusted referral network
Australian and international reach
Collaborative marketing and business development



Develop and Support Your People

Peer to peer networking and support
Bi-Annual AustLaw Symposium
Specialist Practice Groups
Monthly webinars



Deliver Client Service Excellence

Benchmarking and customer satisfaction programs
Strategy workshops
AustLaw Precedent Library
Professional development program



Leverage Our Purchasing Power

Group special offers
Bulk purchasing program



OUR STRATEGIC PRIORITIES - 2020

Enhance our offering

Deepen sharing between firms

Engaged enthusiastic Members

Double membership

Strengthen the AustLaw brand

OUR VALUES > COLLEGIALLY > COLLABORATION > TRUST > RESPECT > SERVICE EXCELLENCE > OPENNESS



Expand your market reach and presence

AustLaw provides an excellent platform to expand your firm's market reach and presence.

Joining the growing AustLaw community provides you with a trusted referral network, where you can confidently refer matters and receive referrals.

AustLaw membership gives you instant access to other jurisdictions and a national presence.

Your expanded reach extends to New Zealand, thanks to our alliance with NZ Law, the leading NZ law firm network.

You can collaborate with member firms on tenders and matters outside of your geographic area – and assure clients that your firm is part of a large network of respected, highly experienced law firms.



As a Western Australian legal firm with regional offices, HHG Legal Group highly values being a member of the AustLaw network of respected Australian and NZ law.

HHG Legal Group knows that its lawyers can trust that the Austlaw firms maintain high values and standards and will work collaboratively with them in business and for the benefit of their clients. The fact that we belong to a larger Group is reassuring for our clients and appreciated by our staff.

Anne Hurley
Associate Director, HHG Legal Group



Deliver Client Service Excellence

AustLaw member firms are committed to delivering client service excellence.

AustLaw supports this by providing a forum where member firms are regularly exposed to new ideas and thinking from leading lawyers, academics and industry experts and challenged to continuously improve their skills and practice.

AustLaw offers a safe, confidential environment and programs that enable you to compare how your firm is

performing to other member firms on a range of measures, discuss strategies for improvement and share experiences and learn from each other.

AustLaw member firms also share precedents and pool their expertise to develop and enhance group precedents across a range of practice areas.



AustLaw gives to us a multi-State platform to share ideas, not just on legal matters but also on other issues such as practice management, technology, human resources, marketing. It is collaborative and collegiate – you can bounce thoughts with people who you know to be competent and with whom you share a rapport. It's not just for the firm's principals – staff at all levels can contact similar staff at other AustLaw firms to discuss experiences.

Things that you would not necessarily want to talk about with a competitor, strategies for growth, on-line back-up if there are unexpected staff absences; AustLaw helps us to keep improving.

Rob Meers

Accredited Specialist - Business Law, Belbridge Hague



Develop & Support Your People

Joining the AustLaw network gives your staff instant access to a much larger community of peers and mentors than you can offer on your own.

AustLaw provides an excellent forum for your principals, lawyers and staff to draw on the resources, experience and advice of the broader network.

AustLaw membership gives your people complimentary access to a truly outstanding professional development program, carefully targeted to meet the specific needs of our members - that also cost-effectively covers CPD obligations.

This program includes our bi-annual Symposium, monthly webinars, and regular Specialist Practice Group meetings.



AustLaw's benefits to my firm are easy to see – excellent and convenient professional development, a wide-spread referral base, the sharing of knowledge and skills through the specialist groups and the bi-annual symposiums, a sense of community and cooperation and ready support. AustLaw is invaluable to us."

Jon Prowse
Accredited Specialist - Commercial Litigation
MCW Lawyers



Leverage Group Purchasing Power

AustLaw members leverage their collective purchasing power to achieve significant cost savings for their firms.

AustLaw has bulk purchasing arrangements with a number of suppliers, from stationary to information searches.

We also negotiate discounts for the group on a broad range of services of benefit to our members.

AustLaw partners include:





Becoming part of our network

AustLaw members are committed to significantly expanding membership of our network of respected, independent law firms across Australia.

But we are not in a hurry.

We want to take the time to make sure that there is a great fit between your firm and our network. To ensure that you and your firm will really benefit from joining us.

That our vision of what our network could become, is something that you want to sign-up for. That you are willing to put in as well as take out.

If you would like to start this conversation and explore how membership could strengthen your firm, then please contact Nicki Hauser, AustLaw's Executive Manager.



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www.ustlaw.com.au

AustLaw's group members include:

**Belbridge
Hague** LAW

 Colin Daley Quinn
Solicitors

MurphySchmidt
solicitors
WILLS | ESTATES | ACCIDENT COMPENSATION

MCW LAWYERS

KENNYSPRING
SOLICITORS

 Everingham Solomons
SOLICITORS

HHG LEGAL GROUP[®]
TRUSTED SINCE 1919[®]

Kells
YOUR LAWYERS

NZLAW
AN ASSOCIATION
OF INDEPENDENT
LEGAL PRACTICES



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