

# AustLaw Symposium

Park Royal Hotel Darling Harbour

30 April to 1 May | SYDNEY

# AUST LAW<sup>®</sup>



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# Symposium - Sydney

Our Presenters Day 1 - 30 April 2015



**Andrew Chen**  
Principal |  
Crowe Horwath  
Benchmarking Facilitator



**Greg Beauchamp**  
Barrister  
Wentworth Chambers

Greg has conducted an extremely busy practice in personal injury litigation for the past 34 years, acting for both Plaintiffs and Defendants. Greg has been involved in many landmark cases in the area of superannuation and income protection in equity.

Greg has served on numerous committees and continues to be the Bar representative on the WCC Users Committee.



**Megan Alfa**  
Barrister  
Mediate Right Now

Megan Alfa is a social worker, who worked as a Family Consultant in the Family Court of Australia for 14 years. She left the Court in September 2006 to establish a private practice, Mediate Right Now, providing family dispute resolution for parenting disputes. Megan Alfa is registered with the Federal Attorney General's Department to practice as a family dispute resolution practitioner and to issue section 60I certificates.



**Belinda Le Fevre**  
Executive Manager  
PEXA

Belinda has over 20 years' experience in IT&T, working across markets in the UK and Australasia. Belinda has expertise in business development and relationship management, public and private sector experience with industry leaders such as Hewlett Packard, Optus and American Express. Based in the PEXA Sydney office, Belinda manages the NSW practitioner market with a key focus to build the practitioner network and drive PEXA transaction volume.



**Beth Oliak**  
Barrister  
Frederick Jordan Chambers

Beth Oliak is a barrister at Frederick Jordan Chambers who has extensive experience in a wide range of matters, from general commercial law to family law. Since 2013, Ms Oliak has also been a lecturer for the Law Extension Committee program at the University of Sydney. Ms Oliak has a keen interest in technology and the law, having obtained both a Bachelors of Electrical Engineering (1993) and Juris Doctorate (1996).



**Andrew Byrne**  
BJT Legal



**Liz Giblett**  
Strategic Marketing  
Matters

Liz runs a successful consulting practice established in 1998. With over 20 years of experience in marketing and strategic planning, Liz brings a wealth of skills and strategic know-how to her consulting practice, particularly in the field of services marketing.



**Graeme Hockley**  
Accredited Specialists  
Lamrocks

Scott Thompson holds a Bachelor of Law Degree with Honours. He is an admitted Solicitor and Managing Director of Anderssen Lawyers, an award winning Brisbane firm. He has had papers published in Law Journals and legal reference books. Over the past 2 decades he has specialised in the business of law and provides management consultancy services to legal firms nationally. Scott focuses on innovations that give clients the 'right' legal experience, leveraging off high performing staff and customised technology.



**Helen Benge**  
Manager of Operations  
Kells



**Scott Thompson**  
Lawyer  
Anderssens



**Graeme Hockley**  
Accredited Specialists  
Lamrocks

Graeme is one of only a handful of Accredited Specialists in Wills & Estates Law across the Western Sydney region. This is a complex area of law that requires a detailed knowledge of many fields – from property and equity issues, through to accounting, taxation and trusts. In addition to his legal qualifications, Graeme also holds a Master of Taxation which enables him to consider relevant issues from a multi-disciplinary perspective.

# AustLaw Symposium - Sydney

Our Presenters Day 2 - 1 May 2015

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**Craig Biddiscomb | Crowe Horwath**

Craig Biddiscomb is a highly experienced facilitator, who joined Crowe Horwath (formerly WHK) in February 2013 after 10 years as a consultant with boutique consultancy, Leading Teams. Craig specialises in helping business leaders transform the culture in their business or team and improve their performance as a result. His primary interest is making the concepts clear and practical so that you can immediately apply what you take from the workshops or coaching sessions with him. He has developed a user-friendly approach for business leaders, managers or supervisors to use if they are genuine about improving the culture within in their business, department or team. It is an approach that enables you to gain the “buy in” necessary for improving the way things are done in the team by effectively “involving the people who have to implement the culture”.



**Peter Sutton | Kai Ming Consulting**

As a speaker, author and hands-on consultant, Peter pulls no punches when it comes to getting the most out of an organisation’s investment in social media. Peter’s approach has helped many organisations develop a social media presence that would be the envy of any multi-national, while keeping focus on audience needs and developing a clients’ in-house capabilities to strengthen delivery across the spectrum of platforms and technologies.

Peter founded Kai Ming Consulting in 2010 with a belief that social media could be used for social good; a philosophy that is not only refreshing but one that has proven extremely effective in his work to open communication channels, celebrate success and reinvigorate digital brands in Australia and across Southeast Asia.



**Liz Harris | Allocatur Consulting**

Liz’s background is as a litigator, in particular Costs Law. Liz is accredited in Costs Law, and has a Diploma in Law Practice Management and certification in Legal Project Management.

Liz consults to government and corporate legal departments on best practices in legal department management. A main focus is legal spend management, utilising legal project management principles and developing clients as Informed Purchasers of legal services. She regularly presents workshops on legal spend management and legal project management in Australia, the UK and the USA.

## 10:30 to 12:00 AustLaw Firms - Benchmarked

AustLaw firms were recently invited to participate in the ALPMA/Crowe Horwath Benchmarking Study. Andrew Chen of Crowe Horwath will provide participants with the findings of the survey and discuss opportunities for firms to improve on a variety of measures. Take the opportunity to understand what matters to your firm and look for outcomes that can financially count for your future. Partners, Directors and Practice Managers are invited.

## 12:00 to 12:30 Lunch - Park Royal Hotel Darling Harbour

### 12:30 to 2:00 Stream A Accident Compensation Lawyers

12:30 PM to 12:45 PM – Firm Reports

12:45 PM to 2:00 PM –

Mr Greg Beauchamp, Barrister – TPD and Income Protection Claims – A How To Guide To Successfully Litigate Superannuation Claims.

### 12:30 to 2:00 Stream B Family Lawyers

The 'How to' of dispute resolution conferences with family law clients

Megan Alfa – Mediate Now Family Law  
Megan Alfa will present on family dispute resolution. She will initially clarify the difference between mediation and conciliation. Her presentation will also explain in some detail each of the steps involved in the family dispute resolution process. Finally, Megan will refer to the factors she considers, and explains to parents, when advising them about appropriate outcomes for their child/ren during family dispute resolution, designed to assist parents to understand and prioritise the best interests of their children.

### 12:30 to 2:00 Stream C Wills & Estates Lawyers

Living Longer; Living Better? The new Aged Care Reform Package

Presented by Andrew Byrne - BJT Legal  
This presentation will cover the significant aged care reforms which came into effect on the 1st of July 2014. With the Federal Government spending around \$14 billion on aged care which is expected to increase to around \$17 Billion by 2017, these changes are meant to make the system sustainable, offer more choices and to make the charges more equitable. The changes are complex and I will attempt to provide relevant examples of how your clients may be affected by the new fee structure and how you as a solicitor may be able to help.

### 12:30 to 2:00 Stream D Practice Managers

Transacting on PEXA – practical preparation for law firms | Belinda LeFevre and Helen Bengel (Kells)

Belinda LeFevre from PEXA will present an update on the PEXA ecosystem, perform a demonstration of a four-party transfer transaction on the platform and showcase the online on-boarding process. Helen Bengel from Kells The Lawyers will discuss personal experience implementing PEXA and the key in-house practicalities for law firms to consider. An extensive Q&A session followed by the opportunity to verify your identity will be available. Note – VOI is only required for the practitioner authorised to enter contracts on behalf of their firm.

### 2:00 to 2:15 Afternoon Tea

### 2:15 to 3:00 Firm Representatives Meeting

### 3:00 to 4:30 Stream A Accident Compensation Lawyers

What Restrictions Continue to Apply to Advertising for Personal Injury Claims in New South Wales. A Representative from the Legal Services Commission

3:30 PM to 4:30 PM – Advertising Legal Services – What works and what doesn't in relation to Personal Injury Law – Liz Giblett, Strategic Marketing Matters

### 3:00 to 4:30 Stream B Family Lawyers

The Ethical Challenges Arising from Cloud-Based Computing  
Beth Oliak - Frederick Jordan Chambers

What do you do if your client (for example, the wife) secretly and impermissibly obtains documents and other information of the husband from his iCloud and asks you to use it against him in family court proceedings?

### 3:00 to 4:30 Stream C Wills & Estates

Death & Taxes  
Graeme Hockley, Lamrocks

Graeme will present a white paper outlining:  
The Executor's Role  
Tax returns after date of death  
Practical implications  
Land tax  
Taxation of lump sum superannuation death benefits paid into an estate

### 3:00 to 4:30 Stream D Practice Managers

The Less Paper Office  
Scott Thompson Managing Director of Award winning law firm, Anderssen Lawyers, takes us on his firm's journey to becoming a paperless office, explaining how to adopt an innovative mind set, lead with courage, take no prisoners and push through the required change to re-birth a flexible, service-oriented and highly productive law firm. Scott will look at:  
•The dual system of practising law  
•The fix. How to start and how to finish  
•Cost to implement, savings, impact on profits  
•Impact on staff and culture  
•Client, staff benefits, feedback



### SYMPOSIUM DINNER 6:30PM

Take the opportunity to unwind, catch up with acquaintances and enjoy the stunning Cockle Bay at the AustLaw Dinner. Within walking distance of the Park Royal, Adria boasts all wooden rustic finishes, creates a cosy, warm and delectable environment for that unforgettable evening.

# Sydney Symposium

## Program Day 2 - May 1

**8:00 to 9:00am**      **Breakfast at the Park Royal Hotel**

**9:30 to 11:00am**      **How to be the catalyst for improving the culture in your team | Craig Biddiscombe, Crowe Horwath**

Smart leaders realise it is culture that truly differentiates their team. In fact the culture in your team is your signature as a leader. Developing a high performance culture in your team allows you to harness your team's collective capability and drives real business results. In this presentation, Craig addresses common questions, such as:

- What is culture really?
- Why and how does it actually matter?
- What is a high performance culture?
- Why it is that some leaders are able to get their people to "buy in" (and why others don't)?

**11:00 to 11:30**      **Morning Tea**

**11:30 to 1:00pm**      **Getting a grip on social media in your law firm | Peter Sutton, Kai Ming Consulting**

Social media is redefining how business engages with clients and industry partners. It is mobile, dynamic and quickly becoming the tool of choice to source and share information. Many perceive social media as the panacea to marketing their business; others are sceptical, confused and seriously question the use of social media as it blurs their personal and professional lives.

So how does a law firm grapple with the impact of social media? Thoughtfully! Peter will develop a common understanding of the impact of social media on your organisation, position your thinking and assist you to map the immediate steps on your return to the office.

**1:00 to 2:00pm**      **Lunch Park Royal Hotel**

**2:00 to 3:30pm**      **Value Pricing: Passing Phase or Here to Stay? | Liz Harris, Allocatur Consulting**

Value Pricing takes work – both on the part of the client and on the part of the lawyer. Because the starting point is understanding what is "value" and this means understanding what the client really wants; not what the lawyer thinks the client needs, but what the client's commercial, personal and business objectives actually are.

- Why value price? The pros and cons ... and the LPUL
- What is value pricing? A consideration of the different models
- Defining value
- Keeping time? Is it relevant?
- All or nothing? All work or selected practice areas/work types
- How do you implement it? The traps for young players

**3:30pm Symposium Close**

# AustLaw Symposium - Sydney

Registration Park Royal Hotel - Darling Harbour



## Delegate

Name: \_\_\_\_\_

Firm: \_\_\_\_\_

Email: \_\_\_\_\_

## Accompanying Guest

Name: \_\_\_\_\_

Special Dietary Requirements:

Delegate \_\_\_\_\_

Guest \_\_\_\_\_

## Hotel Accommodation

Park Royal Darling Harbour

Check in from : 1400

Check out by: 1100

Room Rates in AUD per night and include breakfast. Guests are responsible for settling room and account at checkout.

Delux Room \$210

Delux Room Double \$210

## Dates

To Check-in on: \_\_\_\_\_

To Check-out on: \_\_\_\_\_

Sharing with: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

## Thursday 30 April

Crowe Horwath Benchmarking

Lunch

12:30 to 2:00 Specialist Streams

Wills & Estates  PM  Family  Personal Injury

2:15  Firm Reps Meeting

3:00 to 4:30 Specialist Streams

Wills & Estates  PM  Family  Personal Injury

## Symposium Dinner - Adria Restaurant

(Please note the cost of this function will be charged back to your firm \$110pp)

Delegate  Guest

## Friday 1 May

AustLaw Breakfast Park Royal Darling Harbour 8:00 to 9:00

Delegate  Guest

Catalyst for Change

Social Media

Lunch 1:00 to 2:00

Value Pricing