

Complete CPD Guide

30+ days
300+ seminars
31 March Deadline

February - March 2020



EARLY BIRD DISCOUNT Register and Pay by 24 Dec 2019 to save up to \$100

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Saturday 10 Points in One Day
10 Points in One Day: Your Last Chance!

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Game of Drones: Critical Regulatory, Risk and Liability Issues
In-House Counsel Conference
Not for Profits and Charities: The Current Legal Issues
Privacy and Data Security Workshop
Business Clients: 25 Answers to the Most Frequently Asked Questions
Demystifying Venture Capital and Private Equity Transactions
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TERMS & CONDITIONS

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Before we get to the programs...

The next 40 or so pages are filled with **hundreds of presentations** that we're so proud to offer you.

But right now we want to simply say **thanks**.

Thanks to the hundreds of delegates who generously gave us their time and feedback to ensure that these programs contain the most timely and relevant content possible.

Thanks to the presenters who will collectively spend thousands of hours sharing their unparalleled knowledge and experience with our delegates this February and March.

And a special thanks to the 14,000+ lawyers, accountants and other professionals who will trust Legalwise Seminars with their career development in 2020.

Your trust in us is only rivalled by our dedication to exceed your expectations.

Now onto the programs!



Jacquelyn Simon
Managing Director

BUY MULTIPLE & SAVE BIG!

Register for any **2 half day seminars** for **\$435 each (Save \$110)**

Register for any **3 half day seminars** for **\$320 each (Save \$510)**

Register for any **4 half day seminars** for **\$295 each (Save \$780)**

Register for any **5 half day seminars** for **\$275 each (Save \$1,075)**

So, what's the catch?

...There are none! The only requirement is that the multiple registrations must be completed in one transaction (discounts can only be calculated automatically during the registration process, and not retrospectively.)

For all full day conferences, please register for the morning and afternoon session separately in order to receive the discounts.

Don't miss out on these great savings!

Before you register, why not speak to your colleagues and see if they are also interested in attending any of our upcoming programs (we have over 300 to choose from in February and March, and over 200 past recordings). This way, everyone can benefit from these huge discounts and ensure they are CPD compliant by 31 March!

Require more than 25 hours of CPD for your firm?

If you require more than 25 hours for your firm, contact Louise, our Delegate Manager on 02 9387 8133, or email info@legalwiseseminars.com.au and find out how to save even more with our Corporate Subscription packages.

NB: Because this promotion is so good, unfortunately it cannot be combined with any other discounts.

GOVERNMENT LAW CONFERENCE

TUESDAY, 3 MARCH 2020

9.00AM TO 5.15PM

\$870

203V01

Tailored specifically for government lawyers, this year's Government Law Conference brings together an impressive line-up of speakers to provide answers to some of the most pressing and topical issues faced by the public sector. Excel in your practice by ensuring you keep up with the latest developments and gain your CPD compulsory units from special sessions that address skills that you require as a modern government lawyer.

SESSION 1: GOVERNMENT LAWYERS UPDATE

9.00AM TO 1.15PM

203V01A

\$490

Chair: **Dan Star QC**, List A Barristers

Public Interest Disclosures and Whistleblower Protection Law

- Overview of the new Corporations Law Whistleblowing Regime
- Overview of Public Interest Disclosures
- Overlap between the Public and Private Sector Whistleblowing Regimes
- Practical advice for organisations stuck in the middle

Presented by **Elizabeth Ticehurst**, Director, KPMG Law; Accredited Specialist in Employment & Industrial Law

Latest Cases on Statutory Interpretation and Applying Principles to a Case Study

- Survey of recent cases regarding principles of statutory construction
- The High Court's statements about statutory text
- Context, legislative purpose and extrinsic material
- Application of principles to a case study

Presented by **Jim Hartley**, Barrister, Young's List

Privacy Law for Government: Getting the Right Balance

- Legislative framework and common law and equitable causes of action not often considered
- Issues arising from data breaches by Government Agencies, including mandatory data breach notifications, single and representative complaints to IOAC, and importantly actions, including class actions, in Federal or State Courts
- Litigation generally and extent of damages, including assessment of awards

Presented by **Michael Rivette**, Barrister, Young's List; Lawyer of the Year in Privacy and Data Security Law, *Best Lawyers* 2019 - 2020; Leading Technology, Media & Telecommunications Junior Counsel, *Doyle's Guide* 2019

Key Consumer Law Provisions: Application and Impact on the Public Sector

- When does the *Competition & Consumer Act* apply to Government?
- Key areas of risk and relevance

Presented by **Laura Young**, Partner, HWL Ebsworth

Social Media use in the Public Sector: Risks and Rewards for Government Practitioners

- *Comcare v Banerji* and comment on government matters
- Social media risks in the public sector and how to avoid them
- Social media and employee misconduct and bullying
- Privacy issues associated with collection of social media information

Presented by **Catherine Dunlop**, Partner, Employment, Safety & People, Maddocks

SESSION 2: CPD COMPULSORY UNITS FOR GOVERNMENT LAWYERS

2.00PM TO 5.15PM

203V01B

\$490

Chair: **Mary Anne Hartley QC**, Dever's List

Ethics & Professional Responsibility

Bound by Ethics: The Model Litigant as Prosecutor

- What it means to be fearless but fair: questions raised in a high profile case
- Ethics of prosecuting
 - Prosecution rules and policies
 - The continuing role of the Common Law
- The prosecutor's role in sentencing
- Prosecutors as Ministers of Justice?

Presented by **Andrew Field**, Managing Principal Solicitor, Victorian Government Solicitor's Office

Practice Management & Business Skills

Procurement of Legal Services: Managing and Minimising External Legal Costs

- How to minimise external legal expenditure in a cost-conscious environment
- Tips for managing external legal providers
- The Guidelines on Procurement: what a government lawyer needs to know

Presented by **Andrew Suddick**, Senior Legal and Contracts Manager, Agriculture Victoria Services (AVS)

Professional Skills

Preparing Public Sector Witnesses Required to Give Evidence: Guidance and Advice

A detailed guide to best practices for preparing a public sector witness to give evidence before:

- A court
- A Royal Commission
- The Ombudsman or other integrity body
- Parliament

Presented by **Liam Brown**, List G Barristers; Crown Counsel for the State of Victoria

Professional Skills

Privileges Applying to Government

- Issues with legal professional privilege for government
- Public interest immunity

Presented by **Edwina Smith**, Barrister, List G Barristers

“ This session was very informative - one of the best I have attended ”



GROUP DISCOUNTS
Register your team of 3+ people to receive a special rate

7 ATTEND THE FULL DAY AND EARN

4 CPD units in Substantive Law
1 CPD unit in Ethics & Professional Responsibility

1 CPD unit in Practice Management & Business Skills
1 CPD unit in Professional Skills

BUILDING AND CONSTRUCTION ROUNDUP

WEDNESDAY, 4 MARCH 2020

9.00AM TO 1.15PM

\$490

203V02

ENVIRONMENT AND PLANNING: LATEST CHANGES

WEDNESDAY, 4 MARCH 2020

2.00PM TO 5.15PM

\$490

203V03

The construction industry is in a flux and you need to be on top of it. Hear the latest updates affecting the building sector and leave with practical skills and strategies. Hear an insider's perspective from John Murray AM on the always relevant security of payment issue, explore the recent significant High Court quantum meruit case and what impact it will have and more.

Chair: Harriet Warlow-Shill, Principal, Tisher Liner FC Law

The Commonwealth Review of Security of Payment Laws: Where we Stand and the Practicalities You Need to Know

- The main recommendations of the Commonwealth Review
 - Harmonisation of security of payment laws, including Commonwealth initiatives and State by State initiatives/round-up
 - Deemed statutory trusts
- Recent case law in security of payment: the impact of the latest cases
- Be prepared: where the security of payment landscape may stand over the coming year

Presented by John Murray AM, National Review of Security of Payment Laws

Major Developments in Quantum Meruit: Mann v Patterson Constructions

- What was the position before *Mann v Patterson Constructions*?
- Discussion of *Mann v Patterson Constructions* decision
- What does the decision mean for quantum meruit claims going forward?

Presented by Ben McLeod, Special Counsel, Maddocks

Domestic Building Contracts

- Jurisdictional issues for disputes relating to domestic building works
- Progress payments and *Domestic Building Contracts Act s40*
- Costs plus contracts

Presented by Andrew Blair, Barrister, Howells' List; Accredited Mediator

Rectification of Construction Contracts

- The legal principles when considering claims for rectification of construction contracts
- Whether errors in instruments alone are sufficient to establish successful rectification claims
- Evidence that courts will regard favourably and unfavourably
- The use of draft contracts exchanged during negotiations
- The New South Wales Court of Appeal decision in *Seymour Whyte Constructions Pty Ltd v Ostwald Bros Pty Ltd (in liquidation)* [2019] NSWCA 11
- How you can help your clients successfully bring rectification proceedings

Presented by Nicholas Gallina, Barrister, Greens List

What do the latest changes in environment and planning law mean for you? Hear from our stellar line-up of experts as they unpack the critical issues and challenges in environmental and planning law and provide the timely and practical insights that have made this a can't miss event every year.

Chair: David Griffin, Senior Associate, Herbert Smith Freehills

Pollution Incidents: New Regulations and Changes

- Overview of new legal obligations under the *Environment Protection Act*
- Victoria's mandatory pollution incident notification
- Advising clients on pollution response plans
- How does this all fit into the national regime?

Presented by Gabrielle Guthrie, Principal Lawyer, Guthrie Legal

Emerging Issues in Land Acquisition & Compensation

- Major Transport Projects: acquisition and compensation issues
- Compensation under the *Planning and Environment Act 1987*

Presented by Chris Cantor, Partner, and David Litwin, Associate, Maddocks

Environment Protection Authority Update: Enforcement & Compliance

- EPA's new approach to compliance and enforcement
- Overview of the new general environmental duty
- Analysis of recent case law and developments

Presented by Anna Clarke, Principal Solicitor, Environment Protection Authority

Advocacy in VCAT: A Crash Course

- Writing persuasive submissions for VCAT
- Developing a polished oral advocacy style
- Tips for cross-examining expert witnesses

Presented by Louise Martin, Barrister, Foley's List

“Excellent seminar”

“Very informative and relevant to my area of practice”



UNABLE TO TRAVEL?

Why not attend our seminars live online or on-demand, on any device, 24/7

4 ATTEND AND EARN

4 CPD units in Substantive Law

3 ATTEND AND EARN

3 CPD units in Substantive Law

5

TRUST ACCOUNT RISKS AND REGULATION

THURSDAY, 5 MARCH 2020
9.00AM TO 1.15PM

\$490
203V04

With regulation of the legal profession moving to the Legal Services Board and the deadline to finalise your trust account just around the corner this seminar comes at just the right time for practitioners responsible for maintaining a trust accounts. Protect yourself, your practice and your clients by taking the time to examine the key elements, regulations and best practices related to trust accounts so that you and your practice remain lock-step in line with every requirement as well as be prepared should the regulator knock on your door.

Chair: **Marco Zanon**, Manager, Trust Consulting & Quality Assurance, Law Institute of Victoria

Trust Accounts: The Regulator's Perspective

- Let's first understand the role the VLSB+C plays in the regulatory space
- How have things changed? Hear how we have moved from the routine inspection/ investigation cycle that was in place a few years ago to a new risk-based model.
- Included in our strategy is our commitment to be risk based, evidence based and outcome focused - what does that mean in the area of trust accounting?

Presented by **Maggie McNamara**, Manager, Regulatory Compliance Programs; Victorian Legal Services Board + Commissioner

Three Way Examination of Trust Accounts

- Implementing good internal control procedures for operating your trust account
- Key legislation and regulations to ensure you have considered and addressed
- The red flags to be aware of to avoid the potential for fraud in your trust or operating accounts

Presented by **Jeffrey Luckins**, Director Audit & Assurance, William Buck

Good Governance for Incorporated Legal Practice

- Why are director's duties relevant to trust account requirements for ILPs?
- The importance of delegated authority
- Why culture is critical to compliance

Presented by **Garth Fountain-Smith**, Director, Principal Legal Practitioner and Chartered Secretary, Fountain Smith Governance Lawyers

Ethics and Professional Responsibility

Trust Accounts Defaults and Penalties: Lessons Learnt from the Case Law

- Warning signs, what to look out for
- A selection of relevant cases
- What to do in the event things go wrong

Presented by **Timothy J Scotter**, Barrister, Dever's List

CPD COMPULSORY UNITS FOR ALL LAWYERS ON 5 MARCH

THURSDAY, 5 MARCH 2020
2.00PM TO 5.15PM

\$490
203V05

Let the experts guide you on how to develop your personal brand as a lawyer, gain insights on privilege and perfect your legal costs skills, all while gaining your CPD compulsory units requirements.

Chair: **Ric Birkett**, Principal Lawyer, Aitken Partners

Professional Skills

Managing Reputational Risk and Developing Your Personal Brand as a Lawyer

92% of employers or clients will search online for your social and professional profile before engaging with you.

If your online presence isn't perfect, you're potentially letting opportunity after opportunity needlessly slip through your fingers without you even knowing it. Master how to leverage your personal reputation to progress your career and gain practical insights into what to do when there's an issue with your personal brand.

- Developing, promoting and protecting your personal brand
- Online reputation management: how to control what gets seen about you online
- A step by step guide to fortifying your reputation and building your profile
- How to repair your reputation when there is negative information about you online, whether accurate or not

Presented by **Shane Chand**, Founder & Head of Search, Digital Squad

Ethics & Professional Responsibility

Confidentiality, Privilege and Waiver: Case Studies

- A brief refresher of the law
- Some important recent developments
- Traps to be aware of

Presented by **Susan Gatford**, Barrister, Svenson Barristers


Practice Management & Business Skills

Mastering Legal Costs

- Difference between solicitor/client and party/party costs and professional fees and disbursements
- Costs disclosure and effects of failure to disclose
- Recovering costs of taxation in a party/party costs dispute
- Recovering costs of taxation in a solicitor/client costs dispute
- Effect of Calderbank Offers and Offers of Compromise
- Different types of orders that can be made by the Court
- Supreme Court scale of costs
- Best practices to maximise party/party recoveries and reduce solicitor/client costs

Presented by **Dipal Prasad**, Senior Associate, Blackstone Legal Costing

“Direct, very interesting case.
Great tips on how to detect
fraud and misconduct”

 **GAIN YOUR CPD
CORE UNITS
IN AN AFTERNOON**

4 ATTEND AND EARN

3 CPD units in Practice Management & Business Skills
1 CPD unit in Ethics & Professional Responsibility

3 ATTEND AND EARN

1 CPD unit in Ethics & Professional Responsibility
1 CPD unit in Practice Management & Business Skills
1 CPD unit in Professional Skills

FAMILY LAW CONFERENCE: SPLITTING THE ASSET POOL

THURSDAY, 5 MARCH 2020
9.00AM TO 5.15PM

\$870
203V06

Financial and property settlements can be anything but straightforward. From this comprehensive conference you will gain a practical and informative view of the many issues involved in dividing up of complicated businesses, corporate and trust structures in addition to the interdisciplinary crossover with issues such as Division 7A and other tax concerns. Plus, spend an afternoon focusing on the all-important CPD mandatory core areas to equip you with the correct information to give the very best advice to your clients.

SESSION 1: TAX, SMSFS, TRUSTS AND TREATMENT OF OTHER PROPERTY

9.00AM TO 1.15PM 203V06A \$490

Chair: **John Spender**, Partner, Kennedy Partners Lawyers; Accredited Family Law Specialist; Recommended Family & Divorce Lawyer, *Doyle's Guide 2019*

Tax Consequences in Splitting the Assets of the Family Trust, Business and Company

- 3rd party loans and the ability of the Family Court to make orders to transfer tax debt (or other debts): *Commissioner of Taxation v Tomaras* [2018] HCA 62
- Div 7A impacts of financial settlements
- Tax consequences where the assets are owned by an entity, including the operation of Div 7A to private companies
- CGT and stamp duty exemptions and transferring assets between spouses using CGT roll-over relief
- Small business restructuring: alternatives to family law rollover

Presented by **Damian O'Connor**, Managing Principal, Tax+ Law

SMSFs: Issues to Consider Pre-Relationship, at Separation and on Property Settlement on Divorce

- Issues to consider pre-relationship and practical tips: Superannuation, financial agreements pre-relationship (pre-nup)
- Issues to consider immediately on separation: liability as trustee, binding death benefit nominations
- Issues to consider in property settlement and divorce
 - Valuation of SMSF assets; nature of assets
 - Indemnities
 - Third parties in SMSFs
 - Binding death benefit nominations

Presented by **Peter Bobbin**, Principal, Argyle Lawyers

Family Money: Inheritances, Loans and Gifts

- When is it a loan and when is it a gift?
- Resulting trusts and the presumption of advancement in family law
- Timing matters: pre-cohabitation, during the relationship and post-separation assessment of contributions which have come from outside the relationship

Presented by **Bronia Tulloch**, Barrister, Foley's List

When Worlds Collide: Bankruptcy Impact on Family Court Proceedings Under S60 of the Bankruptcy Act

- Analyse case law applying a stay on family law proceedings under s60 *Bankruptcy Act* where a party applying for family law orders is made bankrupt while those proceedings are on foot
- Precisely how to deal with these important situations when they arise

Presented by **Barry Berger**, Partner, Berger Kordos Lawyers

Recent Decisions and Legislative Update: Keeping Yourself Up to Date

Review recent, significant cases and trends from the Family Court of Australia and Federal Circuit Court on property and financial settlements and relevant legislative amendments.

Presented by **Jim Mellas**, Barrister, Foley's List; Accredited Specialist in Family Law; Leading Family & Divorce Junior Counsel, *Doyle's Guide 2019*

SESSION 2: CPD COMPULSORY UNITS FOR FAMILY LAWYERS

2.00PM TO 5.15PM 203V06B \$490

Chair: **Rose Lockie**, Partner, Gadens; Accredited Specialist in Family Law; Leading Family & Divorce Lawyer, *Doyle's Guide 2019*

Practice Management & Business Skills

Costs in the Family Court of Australia

- The importance of costs agreements and disclosures
- Exclusive jurisdiction of the Supreme Court in relation to assessment of all solicitor and client costs
- Effectively dealing with solicitor and client costs issues
- Claiming party and party costs

Presented by **Catherine Dealehr**, Partner, Compucost - The Australian Legal Costing Group

Professional Skills

Evidence: Discovery and Admissibility vs Reliability

- The obligation of disclosure and implications of failing to make a full and frank disclosure, and how to deal with another party failing to make disclosure
- Other discovery and evidence gathering methods
- Timing and how this relates to preparation of affidavits
- Division 12A and admissibility vs reliability of evidence
- Attacking the expert's evidence on the factual basis of the report

Presented by **Belle Lane**, Barrister and Mediator, Foley's List

Ethics & Professional Responsibility

Professional Negligence Claims Against Family Lawyers

- Typical claims made
- Financial agreements: Still a hot topic?
- Claims prevention strategies

Presented by **Caroline Counsel**, Managing Partner, Caroline Counsel Family Lawyers; Accredited Specialist in Family Law; Member of the Ethics Committee of the Law Institute of Victoria



**ACCREDITED
SPECIALISTS**

Are required to complete
12 units of CPD each year in
your area of specialisation

7 ATTEND THE FULL DAY AND EARN

4 CPD units in Substantive Law
1 CPD unit in Ethics & Professional Responsibility

1 CPD unit in Practice Management & Business Skills
1 CPD unit in Professional Skills



'HOW TO' SKILLS FOR LITIGATORS

THURSDAY, 5 MARCH 2020 \$490
9.00AM TO 1.15PM (AEDT) Live from NSW WEB203N05

Master the litigation process from beginning to end with this practical step by step guide. From crafting pleadings to dealing with joint expert reports to preparing for trial and ultimately securing the best settlement deal possible, this is your essential guide on how to win your next litigation matter.

Chair: **Dr. Mark Brabazon SC**, 7 Wentworth Selborne Chambers

Drafting Effective and Concise Pleadings

- Drafting successful pleadings: practical advice
- Late amendments/granting extensions
- When to review strategy
- Petty objections: how to deal with them

Presented by **Michael O'Meara**, Sixth Floor Selborne Wentworth Chambers; Leading Tax Junior Counsel, *Doyle's Guide* 2018

Getting a Better Joint Expert Report

- How to prepare
- The questions are the thing
- Why use a facilitator?
- Consequences of being prepared v briefing late

Presented by **Kerry Hogan-Ross**, Principal, Kerry Hogan-Ross Mediations and **Karen Stott**, Principal, ADR & Mediation Services

Preparing for Trial: Common Traps

- Planning witness testimony: lay and expert, timing and rules of evidence
- Pre-trial evidence exchanges vs at trial evidence
- Notices to admit facts and documents, interrogatories
- Notices to produce and subpoenas for production
- Logistic management: documents, briefs, witnesses, experts, subpoenas to witnesses
- Offers of compromise
- Briefs within briefs: cross-examination, opinion and credit material
- Is panic necessary?

Presented by **Bede Haines**, Special Counsel – Litigation, Holding Redlich

Settlement Fundamentals: Getting the Best Deal for Your Client

- Calderbank offers and offers of compromise: common mistakes, their consequences and how to avoid them
- Settlement rules: ensuring 'without prejudice' offers are indeed 'without prejudice'
- Challenging settlement agreements
- When is a settlement not a settlement?
- Case studies and practical, real world examples

Presented by **Florence Mitchell**, Partner, Flo Mitchell Legal



CPD COMPULSORY UNITS: OVER LUNCH, OVER 3 WEEKS

17 FEBRUARY, 24 FEBRUARY, 2 MARCH 2020 \$395
1.00PM TO 2.00PM (AEDT) Live from NSW WEB202N01

You run a busy practice. We understand. You also need your CPD compulsory units. We get it. That's why we've come up with this convenient, efficient and practical lunchtime web series where you can acquire your CPD compulsory units and bolster your practice, all from the comfort of your home or office, all while hearing from esteemed experts and engaging speakers.

MONDAY, 17 FEBRUARY 2020

1.00PM - 2.00PM WEB202N01A \$155

Ethics & Professional Responsibility

Privilege: A Fresh Approach

Legal professional privilege is one of the most important issues facing a lawyer. The rules are complex, and change regularly. A strong understanding of privilege, how it works, and how it can be inadvertently lost, are all critical skills of the in-house or external lawyer.

- A refresh on the law of privilege as it exists today
- The special issues facing the in-house lawyer
- Hints and traps relating to how key documents are handled
- How you can lose privilege in a document inadvertently
- How privilege can be maintained when disseminating a privileged document within a corporate group

Presented by **Peter Butler AM RFD**, Partner, Herbert Smith Freehills; *Best Lawyers* 2020, Alternative Dispute Resolution, Class Action Litigation, Litigation, Product Liability Litigation

MONDAY, 24 FEBRUARY 2020

1.00PM - 2.00PM WEB202N01B \$155

Practice Management & Business Skills

People Skills and Communicating to Effectively Manage Clients

- How to perfect your people skills
- The ins and outs of great communication
- Tips and tricks from the field
- Managing difficult clients

Presented by **Nicole Armstrong Lourenco**, Managing Director, Family Therapist, Counsellor, Family Dispute Resolution Practitioner, The Relationship Practice NSW

MONDAY, 2 MARCH 2020

1.00PM - 2.00PM WEB202N01C \$155

Professional Skills

Making a Deal: Negotiation Skills

- What makes a good outcome?
- How best to get there?
- The value of the 'why' question
- Some real life examples

Presented by **Alan Limbury**, Negotiator; Specialist Accredited Mediator; NMAA Accredited Mediator and Arbitrator; Managing Director, Strategic Resolution; Leading Mediator, *Doyle's Guide* 2019

REGISTER FOR JUST THE 1-HOUR LUNCHTIME SESSIONS THAT MATCH YOUR INTERESTS OR BOOK ALL 3 AND SAVE!

4 ATTEND AND EARN

4 CPD units in Professional Skills

3 ATTEND ALL THREE AND EARN

1 CPD unit in Ethics & Professional Responsibility
1 CPD unit in Practice Management & Business Skills
1 CPD unit in Professional Skills

WORKPLACE LAW SUMMIT

THURSDAY, 12 MARCH 2020

9.00AM TO 5.15PM

\$870

203V08

Address all the important workplace law issues that you need to be on top of in one day. Gain updates on discrimination, bullying and adverse action and critical jurisdictional considerations. Delve into defamation, the changing nature of work, unfair dismissal and termination, investigations and much more.

SESSION 1: WORKPLACE LAW HOT TOPICS

9.00AM TO 1.15PM

203V08A

\$490

Chair: **Herman Borenstein QC**, List A Barristers; Leading Employment Law Senior Counsel, *Doyle's Guide* 2019

Workplace Discrimination, Bullying and Adverse Action: Choice, Challenge and Critical Jurisdictional Considerations

- Threshold considerations
- Pitfalls and common mistakes
- Navigating overlapping jurisdictions
- 'Forum shopping'
- Key considerations for applicants and respondents
- Defences, exceptions and limitations

Presented by **Carol Andrades**, Consultant, Gordon Legal; Senior Fellow, University of Melbourne Law School

Defamation in the Workplace: Everyone has a 'Reputation'! Does Everyone Have a Claim?

- Key terms and concepts
- An employee's reputation: performance review, references and union membership
- An employer's reputation: hiring process and questionable trade practices
- Is it worth suing? how damages are calculated
- Recent case law and practical illustrations of how defamation can arise in the workplace

Presented by **Rob Jackson**, Partner, Rigby Cooke Lawyers; Accredited Specialist in Workplace Relations; Author, *Post Employment Restraint of Trade*, Federation Press

The Changing Nature of Work: Update on the Gig Economy

- What does Australia's gig economy look like in 2020?
- To what extent is it regulated?
- Analysis of key decisions
- What might it look like in 2030?

Presented by **Anthony Massaro**, Principal, Russell Kennedy Lawyers

Unfair Dismissal and Termination Update

- A review of recent unfair dismissal and general protections decisions
- What is a termination claim worth?
- Emerging trends in the regulation of employee's out of hours conduct including on social media
- How is discrimination law being used in termination claims?

Presented by **Michaela Moloney**, Partner, K&L Gates

How Businesses are Managing Challenges of #MeToo

- Properly defining sexual harassment: less obvious examples and red flags
- Know the current law(s): what employers must do to avoid being vicariously liable for the misdeeds of others
- Best practice training and leadership
- Best practice drafting: content and style of codes of conduct, policies and procedures
- Managing the challenges in workplace relationships and out of hours conduct

Presented by **Michael Kay**, Practice Leader, Employment and Safety, Wallmans Lawyers

SESSION 2: MANAGING WORKPLACE CONFLICT, INCIDENTS AND INVESTIGATIONS

2.00PM TO 5.15PM

203V08B

\$490

Chair: **Cathy Dowsett**, Barrister, Young's List

Professional Skills

Effectively Managing Workplace Conflict

- Direct strategies for managing conflict
- Trends in employment claims arising from conflict at work
- Practical steps to resolve issues and mitigate legal risk

Presented by **Erin Hawthorne**, Partner, Seyfarth Shaw Australia

Effective and Fair Workplace Investigations

- Update on recent developments from case law
- A question of privilege: How can I ensure that legal privilege is maintained over the report?
- Tips and tricks for instructing external investigators
- To investigate or not to investigate? How to best advise your client from the outset

Presented by **Melissa Scadden**, Partner, Justitia Lawyers & Consultants

Managing Critical Incidents and WorkSafe: Traps and Tips for Employment Lawyers

- The incident scene: notification and to whom?
- Managing WorkSafe at the doorstep and broader communications
- Improvement notices/prohibition notices
- Handling a request from WorkSafe
- Protecting your information
- Investigation reports: the why, when and how
- The *Model Act*: key differences

Presented by **Luke Connolly**, Principal, Connolly Workplace Law



GROUP DISCOUNTS

Register your team of 3+ people to receive a special rate

7 ATTEND THE FULL DAY AND EARN

6 CPD units in Substantive Law
1 CPD unit in Professional Skills

CONTRACT LAW CONFERENCE 2020

THURSDAY, 12 MARCH 2020

9.00AM TO 5.15PM

\$870

203V09

Don't miss this year's Conference focusing on contract enforcement and conflicts, giving you the knowledge to navigate any issues involving enforcing unsigned contracts, online contracting, disputes resolution clauses, termination, damages and more. Followed in the afternoon addressing key contractual considerations to equip you to draft a bullet proof contract in the first place. That can be easier said than done, but with this line-up of experts you'll be prepared to get it right the first time.

SESSION 1: CONTRACT ENFORCEMENT AND CONFLICTS

9.00AM TO 1.15PM

203V09A

\$490

Chair: **Dr Paul Vout**, Barrister, List A Barristers; co-editor, *Commonwealth Law Reports*

Enforcing Unsigned Contracts: When is an Unsigned Contract Enforceable?

- *Masters v Cameron*: Four standard situations and other recent cases
- Enforcing Letters of Intent, Heads of Agreement and Memoranda of Understanding
- Conduct of parties is critical
- Authority of agents including lawyers to bind principals
- Relevance of past performance
- Special rules for deeds
- Some common situation and how to deal with them

Presented by **Adam Baker**, Barrister, Aickin Chambers

Shifting Liability and Risks: Indemnities, Liabilities, Exclusion Clauses and Consequential Loss

- Contractual mechanisms to transfer risk
- Limits on the application of indemnity provisions
- Clarity in the operation of exclusion clauses
- Consequential loss and why you might exclude it
- Consistent messages from the courts for contract drafters
- Sample clauses of what worked and didn't work in recent cases

Presented by **Marko Misko**, Partner, HWL Ebsworth Lawyers

Dispute Resolution Clauses: Alternatives to Managing the Dispute

- How to select the appropriate dispute resolution methods for:
 - Arbitration (domestic and international)
 - Expert determination
 - Mediation
 - Litigation
- The effect and enforceability of these clauses

Presented by **Fred Prickett**, Partner, Clayton Utz

Terminating Contracts

Terminating a contract is an extremely serious step that has significant consequences for both parties and actually poses serious risks to the terminating party. If done without good cause it can constitute repudiation and cause the tables to be turned. Understanding your termination rights and how to exercise at the right time and in an effective manner is critical to sound contract administration and getting the most from your bargain.

- What are the differences between express rights and general right?
- How do you give effective notice?
- What if the termination is not justified?
- Losing the right to terminate: the importance of election and delay
- What are the consequences of termination?
- Claiming damages after termination
- Some practical tips for effective exercise of termination rights

Presented by **Gail Owen OAM**, Partner, HWL Ebsworth Lawyers

Damages: Expectations and Inconveniences

- Expectation or reliance loss
- Inconvenience damages
- Calculating future economic loss: Where do you draw the line?
- What categories of loss are recoverable, or are not recoverable?
- Recent case studies regarding damages

Presented by **Georgina Costello SC**, List G Barristers

SESSION 2: KEY CONTRACTUAL CONSIDERATIONS

2.00PM TO 5.15PM

203V09B

\$490

Chair: **William Khong**, Partner, Holding Redlich

Online Contracting Across the Ditch and Beyond: Contracting with the World

- What is online contracting?
- How is online contracting different to contracting in the ordinary sense?
- A sample of issues

Presented by **Michael Chin**, Senior Corporate Lawyer, AGL Energy

IP and Confidentiality Clauses in Contracts

- Relevant subject-matter
- Determining ownership
- Assignment of IP
- Express or implied licence of IP
- Exclusivity
- Confidentiality vs privacy
- Enforcement considerations
- Relevant case-law

Presented by **Peter Moran**, Principal and **Katerina Pshenichner**, Senior Associate, Peer Legal

Statutory Intervention in Contract Law: Unfair Terms, Unconscionable Conduct and a Proposed Prohibition on 'Unfair Trading'

- The philosophy underlying statutory intervention
- Recent trends in the enforcement of the 'unfair' terms regime, and proposals for change
- What is the ACCC's enforcement approach in relation to unconscionable conduct?
- ACCC proposals to introduce an unfair trading prohibition and what this might mean for contracting

Presented by **Miranda Noble**, Partner, MinterEllison



UNABLE TO TRAVEL?

Why not attend our seminars live online or on-demand, on any device, 24/7

PROPERTY LAW CONFERENCE

FRIDAY, 13 MARCH 2020
9.00AM TO 5.15PM

\$870
203V10

Whatever property problem this coming year brings, this comprehensive program will prepare you. New legislation, new cases, planning & development, owners corporations, retail and commercial leasing, cladding, insolvency, costs and more: Melbourne's leading experts have you covered. Gain all the updates you need in each of these key areas and more, plus lock down your core area CPD points.

SESSION 1: COMPREHENSIVE UPDATE OF CRITICAL PROPERTY LAW DEVELOPMENTS

9.00AM TO 1.15PM 203V10A \$490

Chair: **Lisa Gaddie**, Partner, Lander & Rogers

Amendments to the *Sale of Land Act 1962* (Vic): Breaking Down the Significant Reforms

- Sunset clauses: new framework restricting the use of sunset clauses in certain off-the-plan contracts
- Terms contracts & rent-to-buy arrangements: new prohibitions, offences and termination rights related to the use of certain types of terms contracts and rent-to-buy arrangements
- Options in land banking schemes: new regulations on money paid in relation to options to purchase in land banking schemes

Presented by **Natashia Ackroyd**, Partner, Holding Redlich

Building Defects, Cladding and the Impact on Property Practitioners

- Recent cases, including the impact of VCAT's Lacrosse Tower ruling
- Regulatory update: the latest developments in the legal framework
- Managing the legal and commercial issues involved in building defects and cladding
- Due diligence: what vendors, purchasers and third-parties need to examine

Presented by **St John Frawley**, Partner, Thomson Geer; contributing author, *Construction Law in Australia (Third Edition)*, Bailey and Bell; *Best Lawyers 2020*, Construction/Infrastructure Law & Alternative Dispute Resolution; Recommended Construction & Infrastructure Litigation Lawyer, *Doyle's Guide 2019*

Planning & Development Update

Examine the latest environment and planning issues with an impact on the property sector, including:

- New developments under the *Environment Protection Act* and the impact on property practices
- Planning & environment issues in infrastructure projects
- Emerging issues in land acquisition and compensation
- Significant VCAT and Supreme Court decisions
- Other recent developments in environment and planning

Presented by **Amanda Johns**, Specialist Consultant, MinterEllison; Accredited Specialist in Environmental, Planning & Local Government Law; *Best Lawyers 2020*, Land Use and Zoning Law, Planning and Environmental Law, Real Property Law

Owners Corporation Update

Explore significant cases and changes in the past year and how they will impact your clients and your property practice, including:

- Owners Corporations & Other Acts Amendment Bill (which will commence on 1 January 2021 if passed)
- Amending and dissolving plans of subdivision
- Rules and covenants
- Dysfunctional OCs and administrators
- Disclosure obligations and OC Certificates

Presented by **Tim Graham**, Partner, HWL Ebsworth; *Best Lawyers 2019*, Real Property Law; President and Fellow, Australian College of Strata Lawyers; contributing author & editorial committee member, *Australian Property Law Bulletin*

Retail and Commercial Leasing Case and Legislative Update

Delve into all the latest cases, trends and developments that you need to be across for your practice and your clients. Analyse the key facts and circumstances in each case, consider how the cases resolved, and gain insights into the practical takeaways you need to know.

Presented by **Nicholas Jones**, Barrister, Svenson Barristers

SESSION 2: CPD COMPULSORY UNITS FOR PROPERTY LAWYERS

2.00PM TO 5.15PM 203V10B \$490

Chair: **Nicole Maxwell**, Partner, HWL Ebsworth; *Best Lawyers 2020*, Real Property Law & Leasing Law; Recommended Leasing Lawyer, *Doyle's Guide 2019*

Professional Skills

A Guide to Managing the Impact of Insolvency on Property Law

- Steps to take if a party to a property transaction goes into liquidation, administration or receivership
- How to deal with security under a property contract
- Voluntary administration: what to do & key factors to know
- A guide to navigating a receivership
- Liquidation and property
- Restructuring outside of insolvency
- The ipso facto reforms and their relation to property contracts

Presented by **Daniel Harrison**, Barrister, Young's List

Ethics & Professional Responsibility

Ethical Issues for Property Lawyers

In a highly interactive scenario-based presentation, an experienced ethics lawyer will lead audience discussion on responding to typical ethical issues for property lawyers, including:

- Solicitors' undertakings
- Conflict of interest
- Client capacity to give instructions
- What to do when faced with a demand for excessive legal costs by a landlord's solicitor in an assignment of lease situation

Presented by **Michael Dolan**, Special Counsel Ethics, Law Institute of Victoria

Practice Management & Business Skills

Navigating Costs for the Property Lawyer

- Compliance with the Legal Profession Uniform Law
 - Fixed fees: one size does not fit all
 - What can you charge a client for?
 - Handling a request for a cost assessment
- File management
 - Fulfilling your obligations to service your client while avoiding complaints of over-servicing
 - Costs issues faced by property lawyers

Presented by **Annabel Speirs**, Senior Costs Lawyer, The Australian Legal Costing Group; Accredited Specialist in Costs Law

7 ATTEND THE FULL DAY AND EARN

4 CPD units in Substantive Law
1 CPD unit in Ethics & Professional Responsibility

1 CPD unit in Practice Management & Business Skills
1 CPD unit in Professional Skills

MEDICAL NEGLIGENCE: THE CURRENT ISSUES

FRIDAY, 13 MARCH 2020
9.00AM TO 1.15PM

\$490
203V11

While advances in the health field have brought significant patient benefits, they have also introduced new challenges. Expand your knowledge of the *Wrongs Act*, review the year's more significant cases, refresh your understanding of facilitating medical claims, and dissect the specific areas of expert evidence for health professionals. Address all these current concerns in one morning.

Chair: **Deborah Foy**, Barrister, Henry Winneke Chambers

Catching Up: The Latest Cases and Developments

Overview and analysis of recent medical law cases with a particular emphasis on cases of significance both in terms procedural law and substantive law

Presented by **Dimitra Dubrow**, Principal; Leading Medical Negligence Compensation Lawyer (Plaintiff) *Doyle's Guide* 2018, and **Gabrielle Feery**, Senior Associate, Maurice Blackburn Lawyers

Section 59 of the *Wrongs Act*

- How does it operate?
- Onus on the defendant?
- Recent interpretation by the Courts

Presented by **Abhi Mukherjee**, Barrister, Greens List

Claiming Damages in a Wrongful Birth Claim

- Establish the essential elements in a damages claim resulting in the negligent birth of a child
- What are the available damages, and how are they claimed?

Presented by **Clare Eves**, Medical Law Practice Leader, Shine Lawyers

Expert Evidence in Medical Negligence Cases

- Choosing an expert
- Briefing an expert
- Recent Mabior decision in WA

Presented by **Kathryn Booth**, Principal, Maurice Blackburn Lawyers; Leading Medical Negligence Compensation Lawyer (Plaintiff) *Doyle's Guide* 2018

Consent: Sword or Shield?

- Is consent an element of the tort or a defence?
- Background/history of consent
- Victorian approach
- NSW approach
- Recent cases

Presented by **Jing Zhu**, Barrister, Douglas Menzies Chambers

CIVIL CLAIMS FOR INSTITUTIONAL ABUSE

FRIDAY, 13 MARCH 2020
2.00PM TO 5.15PM

\$490
203V12

This area of the law is actively evolving with each new legislative development and as the number of claims continues to grow, it's essential that you keep completely up to date in this continually shifting area. Join us and hear from some of the most experienced practitioners in the area. Gain essential information on redress claims, examine civil litigation in light of new areas of civil claims, review recent interpretation given by the courts to claims brought outside the limitation period, and reflect on where we go from here.

Chair: **David Seeman**, Barrister, Owen Dixon Chambers West

Abuse Law Legal Update, Case Preparation and Issues to Consider

- Preparing economic loss claims
- Medical evidence: Who should disentangle?
- Vicarious liability and the Church
- Gathering evidence

Presented by **David Seeman**, Barrister, Owen Dixon Chambers West

The Royal Commission Responses to Sexual Abuse in Religious Institutions: Where are we Now?

- Reflections on the 5 year Royal Commission
- What we've learned about sexual abuse in religious institutions
- Key findings and recommendations
- Law reform; Where to from here?

Presented by **Dr Viv Waller**, Principal Solicitor, Waller Legal

Abolished Limitation Periods and Stays on Proceedings

- Analyse the new legislation permitting past settlements to be set aside by the Courts
- Examine the decisions in other jurisdictions and the consequences

Presented by **Allison Hunt**, Partner, Wotton Kearney

Institutional Abuse Claims: Emerging Issues and Impacts on Survivors

- Implications for legal practitioners on common law damages claims upon receipt of an offer of redress
- Impacts of previous common law settlements on offers of redress
- Categorisation of abuse types under redress and comparisons with potential redress damages
- Case studies for maximum redress and comparisons with common law case studies

Presented by **Lisa Flynn**, Head of Specialist Personal Injury, and **Nina Kaarsberg**, Associate, Shine Lawyers



ACCREDITED SPECIALISTS

Are required to complete
12 units of CPD each year in
your area of specialisation

4 ATTEND AND EARN

4 CPD units in Substantive Law

3 ATTEND AND EARN

3 CPD units in Substantive Law



GAME OF DRONES: CRITICAL REGULATORY, RISK AND LIABILITY ISSUES

FRIDAY, 13 MARCH 2020 \$490
9.00AM TO 1.15PM (AEST) Live from QLD WEB203Q14

In the new world of drones and advancements of drone capability, this is a program you don't want to miss. Join CASA and drone law leaders as they discuss key industry developments and provide practical insights into flight rules, commercial drone use, regulatory obligations, privacy issues and safety risks.

Chair: **Kevin Bartlett**, Consultant, Sparke Helmore Lawyers; *Best Lawyers 2020, Aviation Law*

Operating a Drone in the New Environment: Private and Commercial Use of Drones

- Flight rules
 - Model aircraft
 - Private use of a drone
 - Commercial use of a drone
- Pilot licensing
- Putting it into context: Australia vs international view

Presented by **Peter Axelrod**, Special Counsel, Meridian Lawyers; *Best Lawyers 2020, Aviation Law*

Cyber Security and Drones: Critical Legal Issues

Examine the critical cyber security legal issues in the use of drones, including how data stored on drones can be accessed.

Presented by **Jodie Burger**, Special Counsel, Corrs Chambers Westgarth

Drones and Privacy: Implications and Compliance

- Current privacy implications and privacy liability issues for drone operators
- The tapestry of common law, equitable, and statutory actions that create privacy obligations and risk
- Obligations relating to data collected from drone footage: Privacy and surveillance law restrictions

Presented by **Alex Hutchens**, Partner, McCullough Robertson; *Best Lawyers 2020, Information Technology Law and Telecommunications Law*

Effectively Dealing with Regulatory Issues

- Airspace integration and Unmanned Traffic Management (UTM)
- Drone registration and accreditation
- Beyond visual line of site (BVLOS) operations and approvals
- Drone verification, airworthiness and reliability

Presented by **Joe Urli**, President, Australian Certified UAV Operators Inc, Rio Tinto Chief Remote Pilot and former Director of Policy and Government Relations for Airobotics

★ INSIGHTS FROM CASA

Contemporary Issues in the Safety Regulation of Drones

- Current requirements, recent and imminent changes
- Jurisdictional challenges and inter-governmental coordination
- Comparative considerations and international developments: Good, better and best practice

Presented by **Jonathan Aleck**, Executive Manager, Legal & Regulatory Affairs, CASA

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Choose from our selection of recordings and earn additional CPD points from wherever you are. All you need is an electronic device and an internet connection. Please visit our website for the full list.

ON DEMAND RECORDINGS LIST	CODE
Corporate & Commercial	
Drone Law: Critical Regulatory, Risk and Liability Issues	OND199N11
Legal Issues for Startups	OND1911V02
Insolvency and Bankruptcy Latest Developments	OND1911V05
Corporate Governance Summit	OND1911N17
Employment Law & Safety	
Workers on Tap in the 'Gig' Economy	OND196N04
Human Rights Symposium	OND196Q04
Family	
Family Law for Paralegals, Law Clerks and Support Staff	OND1911N06
Legal Issues and the LGBTI Community	OND195N03
Government	
Counter-Terrorism Law Forum	OND196V08
9th Annual Native Title Law Conference: Expansive Perspectives	OND196W08
Information Law for Government	OND1911V13
Health	
Medicinal Cannabis Legal Symposium	OND195N02
5th Annual Aged Care and Retirement Village Law Conference	OND196N01
Intellectual Property	
IP Fundamentals Series: Trade Marks	OND1911Q06
IP Fundamentals Series Part 2: Copyright	OND1911V09
IP Fundamentals Series Part 3: International IP	OND1911N22
Litigation & Dispute Resolution	
A Guide to Federal Court Litigation	OND1911V06
Media & Entertainment	
Media Law Conference	OND1911N07
Practice Management & Skills	
Be Inspired: Women in Law	OND198Q01
Property	
Property Tax for Property and Commercial Lawyers	OND199V08
Wills & Estates	
Estate Litigation: Part IV Claims and Equitable Remedies	OND199V03

4 ATTEND AND EARN

4 CPD units in Substantive Law

FAMILY LAW DRAFTING INTENSIVE

TUESDAY, 17 MARCH 2020
9.00AM TO 1.15PM

\$490
203V13

This previously sold out seminar will allow you to examine three of the most critically important areas of family law practice. With practical guidance, useful drafting examples and real world scenarios, you will master your drafting techniques and strategies for binding financial agreements, interim spousal maintenance and parenting applications, and complex consent orders and child support agreements.

Chair: Peter Szabo, Director, Peter Szabo Family Law

Understanding the Elements of a Binding Financial Agreement: Steps to Precision Drafting

- Tips and traps in drafting agreements
- When is the Court likely to set aside an agreement?
- Recent case developments and scenarios and how they impact what you should and shouldn't include in your agreements
- Have the amendments to s90G made any real difference in practice and in interpretation?
- A guide to avoiding drafting errors and strengthening your BFA drafting

Presented by **Paul Fildes**, Principal, Taussig Cherrie Fildes Family Lawyers; Preeminent Family & Divorce Lawyer, *Doyle's Guide* 2019 and **Johannes Schmidt**, Barrister, *Foley's List*

Step by Step Guide to Drafting Interim Spousal Maintenance and Parenting Applications

- Identifying common problems and how to deal with them when they arise
- Tips and traps: what you need to avoid or include in your applications to find success
- Review of recent decisions and analysis of the implications for your drafting strategies
- Practical examples and lessons to implement into your practice

Presented by **Celia Conlan**, Barrister, *Holmes List*

Drafting Complex Consent Orders and Child Support Agreements

- Identifying and avoiding drafting errors
- Ensuring your orders and agreements are enforceable
- When can Consent Orders or a Child Support Agreement be set aside?
- Common scenarios and key takeaways

Presented by **Monica Blizzard**, Principal Solicitor, KHQ Lawyers: Accredited Family Law Specialist; Recommended Parenting & Children's Matter Lawyers *Doyle's Guide* 2019

CPD COMPULSORY UNITS FOR ALL LAWYERS ON 17 MARCH

TUESDAY, 17 MARCH 2020
2.00PM TO 5.15PM

\$490
203V14

In order to thrive as a lawyer and run a successful practice, you also need to know how to deal ethically with clients, negotiate and mediate disputes and understand how to handle clients with questionable capacity. We've mixed all those elements into one seminar where you'll gain skills and strategies in each of these areas while checking off your compulsory CPD units.

Chair: Dr Angela O'Brien, Barrister, *Howells' List*

Ethics & Professional Responsibility

Dealing Ethically with Your Client's Money, Time and Illegal Requests

- Common complaints against solicitors
- Dipping into the client's cookie jar without authority, lessons learnt from the case law
- Time, file notes and solicitor/client costs

Presented by **Joseph Carney**, Barristers, *Svenson Barristers*

Practice Management & Business Skills

Negotiation and Mediation Skills for Polarised Disputes: A Practice Guide for Lawyers

- Effective preparation for mediations and negotiations
- Tools for diffusing high conflict situations
- Working with your mediator; how, why and when

Presented by **Tim Connard**, Barrister, *Dever's List*; Leading Mediator, *Doyle's Guide* 2019

THE MEDICAL PERSPECTIVE

Professional Skills

Dealing with a Client of Questionable Capacity or Integrity

- How neuropsychologists assess feigning or suboptimal effort
- How neuropsychologists assess capacity
- Real case examples of client who have presented with questionable capacity or integrity
- What should be done after our formulation?

Presented by **Dr Judy Tang**, Clinic Director and Head Clinical Neuropsychologist, *Jurmaine Health*



NEED MORE CPD UNITS IN FAMILY LAW?
See the full day conference on page 7!



IN-HOUSE TRAINING

Train your entire staff at once with a tailor made in-house training program to meet your needs.

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4 ATTEND AND EARN

4 CPD units in Professional Skills

3 ATTEND AND EARN

1 CPD unit in Ethics & Professional Responsibility
1 CPD unit in Practice Management & Business Skills
1 CPD unit in Professional Skills

IN-HOUSE COUNSEL CONFERENCE

TUESDAY, 17 MARCH 2020

9.00AM TO 5.15PM

\$870

203V15

Sweeping in scope & formidable in depth, this conference will equip you with the insights you'll be expected to have as your organisation's legal counsel. Catch up on game changing workplace law changes, receive regulatory updates you cannot ignore and gain crucial contract law, technology and governance strategies that will prove vital to your practice, all while gaining your core CPD area points.

SESSION 1: THE KEY LEGAL ISSUES FOR IN-HOUSE COUNSEL IN 2020

9.00AM TO 1.15PM

203V15A

\$490

Chair: **Lindsay Mackay**, Corporate Counsel - Australia, Franklin Templeton Investments

The Rise in Pecuniary Penalties in Regulatory Proceedings: Key Lessons for In-House Counsel

- The rise in civil pecuniary penalties as a tool for deterrence by regulators: Who has the ability to seek them, and for what?
- The new maximum civil pecuniary penalty regime for ASIC and ACCC: What was the case for increased penalties?
- Recent cases on pecuniary penalties
- Dealing with greater litigation, prosecution and corporate scrutiny post Hayne Royal Commission
 - Increased enforcement efforts and litigation by ASIC and other regulators
 - How to effectively deal with regulators
 - Expanding compliance obligations for directors, in-house counsel and their advisors

Presented by **Cam H Truong QC** and **Luisa F Alampi**, Barristers, Foley's List

Competition and Consumer Law Update

- Cartels: the rise (and rise) of action against companies and executives
- The implications of the ACCC's updated immunity policy and whistleblowing tool
- ACCC hot spots in consumer law, including misleading representations and unfair contract terms
- The proposals for new prohibitions against unfair trading and unsafe goods
- Other developments, trends and practical tips for compliance

Presented by **Miranda Noble**, Partner, MinterEllison

Employment Law and Occupational Health and Safety Update

- New corporate reporting obligations and supply chain transparency under the *Modern Slavery Act*
- Defining a work day: a landmark Federal Court decision in *Mondelez v Automotive, Food, Metals, Engineering, Printing and Kindred Industries Union known as the Australian Manufacturing Workers Union (AMWU) [2019] FCAFC 138*
- Industrial manslaughter reforms in Victoria: status update and how to prepare
- Additional significant cases, developments and trends in the area

Presented by **David Catanese**, Special Counsel, Hall & Wilcox

Collaboration and Contracts: Insights for In-House Counsel

- Collaboration as a 'buzz word'
- What is collaboration and is it an end in itself or a means to an end?
- Can we contract for collaboration?
- Other considerations including competition law

Presented by **Michael Chin**, Senior Corporate Lawyer, AGL

SESSION 2: CPD COMPULSORY UNITS FOR IN-HOUSE COUNSEL

2.00PM TO 5.15PM

203V15B

\$490

Chair: **John Snowden**, Corporate Counsel, Northern Health

Practice Management & Business Skills

Utilising Data, Analytics, Technology & Organisational Change in Your In-House Role

- Compliance & reporting: how to use the latest technology and trends to meet regulatory challenges
- Insights into Intelligent Process Automation to improve your legal department's performance
- Staying on top of future trends in compliance in a post Hayne Royal Commission world
- How you can leverage technology, data and legal analytics in your role
- Organisational change for senior management and the board to manage the future regulatory environment

Presented by **Claire Vines**, Head of Research & Development, LOD Innovation & Design

Professional Skills

A Seat at the Table: Governance Skills, Corporate Boards, and Becoming a Business Partner

- What better way to become an irreplaceable asset than by branching out beyond legal advice and securing a spot on the corporate board?
- What directors want from you
- The skills needed in the boardroom to succeed and how to cultivate them
- Influence and power: making your voice heard in the decision-making process
- Leveraging assertiveness, leadership and your legal skills

Presented by **Brendan Earle**, Partner, HWL Ebsworth; *Best Lawyers* 2019, Corporate / Governance Practice, Health & Aged Care Law, Mergers and Acquisitions Law & Private Equity Law

Ethics & Professional Responsibility

Tackling Bystander Culture: Countering Conduct Risk through Empowering Leadership

- Leveraging your role as in-house counsel to embed and model positive leadership behaviours in your organisation
 - The role of leadership in modelling positive culture and reducing conduct risk
 - Upskilling your leadership to address conduct risk
 - Strategies for overcoming roadblocks to positive cultural change
- Legal professional privilege and the in-house counsel
- Managing your duties as in-house counsel when dealing with discrimination, harassment and bullying
 - Investigator, legal adviser and decision-maker? Clarifying the scope of your role as in-house counsel
 - Legal professional privilege, extending representation to respondents, and other considerations
 - Particular issues when dealing with senior executive misconduct

Presented by **Joelle Grover**, Partner, MinterEllison and **Michael Chin**, Senior Corporate Lawyer, AGL

7 ATTEND THE FULL DAY AND EARN

4 CPD units in Substantive Law

1 CPD unit in Ethics & Professional Responsibility

1 CPD unit in Practice Management & Business Skills

1 CPD unit in Professional Skills



FILM AND TV CONFERENCE: KEY CONTENT AND PRODUCTION ISSUES

TUESDAY, 17 MARCH 2020
9.00AM TO 5.15PM (AEDT) Live from NSW

\$870
WEB203N21

This popular biannual event brings together renowned film and industry panel of industry experts to explore some of the most current and key film and television law issues. Split into two practical sessions, the morning focuses on key legal industry issues and the afternoon examines international production issues with a practical workshop exploring scenarios from production and distribution perspectives.

SESSION 1: KEY LEGAL ISSUES IN FILM AND TV

9.00AM - 1.15PM WEB203N21A \$490

Chair: **Theo Dorizac**, Senior Legal Counsel, Special Broadcasting Service (SBS)

Defamation: Managing Potential Defamatory Content

- War stories and 'what if' scenarios

Presented by **Robert Todd**, Partner, Ashurst; Leading Technology, Media & Telecommunications Lawyer and Recommended Contentious Intellectual Property Lawyer, *Doyle's Guide 2019*; *Best Lawyers 2019*, Defamation and Media Law, Entertainment Law and Information Technology Law

Clearances and Compliance in a Global Market

- Complexity for obtaining clearance for certain jurisdictions
- Compliance with local/international privacy/data protection laws
- Practical approach to trade mark clearances/protection
- Other practical hints and tips for clearances and compliance

Presented by **Gary Rogers**, Solicitor - Director, Blueprint Law and **Ted Cawrey**, Solicitor-Director, Blueprint Law

Current Workplace Issues in the Screen Industry

- Refresher on the Australian Industry Code of Practice: Discrimination, Harassment, Sexual Harassment & Bullying (the 'Code')
- Complaint handling under the Code: practical tips
- Are contestants employees? implications of the decision of *Prince v Seven Networks (Operations) Limited* [2019] NSWSC 313
- Does the Code apply to contestants?

Presented by **Amber Sharp**, Partner, Bartier Perry Lawyers; Recommended Employment Lawyer, *Doyle's Guide 2019*; *Best Lawyers 2019*, Labour and Employment Law

Importing Overseas Cast and Crew: What You Need to Know About the Temporary Activity (subclass 408) Visa

- Core eligibility requirements
- External consultation process
- Compliance considerations

Presented by **Cherie Wright**, Special Counsel, Fragomen; Accredited Immigration Law Specialist; *Best Lawyers 2019*, Immigration

Should I Insure and What to Insure

- Insurance for productions explained: Film Pack Insurance, Essential Element (Key Person), Film Producers Indemnity (FPI/ Cast), Errors & Omissions, Defamation, Public Liability, Travel, Personal Accident, Workers Compensation and Business Risk insurance
- What is covered, what policy limits you should request
- Insurance for contractors, freelancers
- Information required by insurers and brokers and disclosure obligations
- What is typically excluded under insurance?
- Making a claim
- Industry war stories

Presented by **Steve Rosser**, Special Counsel, Blueprint Law and **Danielle Manton**, Senior Account Manager, Austbrokers SPT

SESSION 2: INTERNATIONAL PRODUCTION ISSUES AND SCENARIO WORKSHOP

2.00PM - 5.15PM WEB203N21B \$490

Chair: **Georgina Waite**, Head of Business Affairs, Australian Broadcasting Corporation

Dealing with International Partners on Film and TV Productions

- Treaty vs non-treaty: the pros and cons of a treaty co-production
- Points, financing, budgets
- Legal requirements and obligations of treaty co-productions
- Advance and final rulings
- Gallipoli clause
- Underlying rights, spin-offs etc
- General contract clauses for co-productions
- Managing rights, cashflow, currency and delivery
- Financing with international distributor partner vs pre-selling rights and territories
- Recoupment and net profits

Presented by **Jenny Lalor**, Principal, Lalor Law Pty Ltd

Working with International Partners Workshop

A workshop on working with international partners with scenarios from Drama, Comedy, Kids and Film, providing perspectives of producers, broadcasters, Screen Australia and distributors.

Moderator: **Georgina Waite**, Head of Business Affairs, Australian Broadcasting Corporation

Panellists:

Georgina Waite, Head of Business Affairs, Australian Broadcasting Corporation

Jenny Lalor, Principal, Lalor Law Pty Ltd

Amy Noble, Director of Business Affairs and Legal, Fremantle (TV producer)

Colleen Champ, Co-Production Unit, Screen Australia

Rebecca Hardman, Head of Legal and Business Affairs (Australia), See-Saw Films

Gillian Clyde, Legal and Business Affairs Executive, Beyond International

PANEL DISCUSSION

Key Industry Issues, Priorities and Perspectives

A panel discussion on some key issues, priorities and perspectives impacting the Film and TV Industry.

Moderator: **Grant McAvaney**, Head of Disputes & Litigation Legal, Australian Broadcasting Corporation (ABC)

Panellists:

Emren Kara, General Counsel, Stan

Tasha Smithies, Senior Litigation Counsel, Network Ten Pty Ltd

Lyn Kemmis, Senior Legal Counsel, Special Broadcasting Service (SBS)



NOT FOR PROFITS AND CHARITIES: THE CURRENT LEGAL ISSUES

TUESDAY, 17 MARCH 2020 \$490
9.00AM TO 1.15PM (AWST) Live from WA WEB203W16

A panel of experts in the not-for-profit and charities sector, including the Assistant Commissioner and General Counsel of the ACNC, will offer focused and practical guidance on important new legislation and key issues in the area. Gain an in-depth understanding of important regulatory issues, employment and contract issues, and company structures of not-for-profit organisations.

Chair: **Leanne Bishop**, Partner, O'Sullivan Partners

★ INSIGHTS FROM THE ACNC

Regulatory Compliance: Charitable Fundraising and Governance for NFP Boards Post the Public Inquiry under the *Charitable Fundraising Act 1991* (by Honourable Patricia Anne Bergin SC)

- Current issues for NFPs and charities
- Whistleblowing
- Fundraising regulation: proposed changes
- Governance: current best practice for NFPs and charities
- What to do if you are handed a 'Please Explain' letter from the ACNC

Presented by **Anna Longley**, Assistant Commissioner, General Counsel, Australian Charities and Not-for-Profits Commission

Managing Volunteers in NFPs: Essential Tips and Answering the Difficult Questions

- Do you need a contract?
- Do you need to provide induction?
- Can you fire a volunteer?
- Liability issues you must consider

Presented by **Maria Saraceni**, Barrister, Francis Burt Chambers

Philanthropy in Action

- Soliciting income
- Legal requirements around confirming gifts in wills/bequests
- Corporate philanthropic agreements vs MOUs

Presented by **Tori Anderson**, Director Philanthropy and Enterprise, Anglcare WA

Winding up NFPs and Mergers and Amalgamations in the NFP Sector

- Reasons for an NFP coming to an end
- Methods of winding up and process/requirements
- Distribution of surplus assets
- Mergers and amalgamations:
 - Key considerations
 - Structures and options
- Other options for working with third parties eg partnerships and consortiums

Presented by **Emma Chinnery**, Special Counsel, Jackson McDonald



PRIVACY AND DATA SECURITY WORKSHOP

WEDNESDAY, 18 MARCH 2020 \$490
2.00PM TO 5.15PM (AEST) Live from QLD WEB203Q18

This practical workshop covers the essentials you need to know in order to be protected from both a technical and legal perspective. Our expert workshop facilitators will engage in worked examples of privacy and data security of involving case studies and more. Don't wait to learn from your mistakes. Attend here and learn now. When the real thing happens you will know exactly what action to take.

Chair: **Ray Marshall**, Senior Associate, Thomson Geer

⚙️ PRACTICAL WORKSHOP

Eligible Data Breaches under the *Privacy Act*: Laws and Regulations

- Outline of eligible data breach provisions
- Latest statistics from the Privacy Commission on the latest data breaches

Eligible Data Breach Process and Response

- What is an 'Eligible Data Breach'?
- Notification obligations following breach: What are the rules and do you have to notify in all cases?
- Making an assessment: What information do you need and who should you involve?
- Suitable preparation: What should you include in your data breach response plan?

How to Prevent an Eligible Data Breach

- Lessons to be learnt: practical steps to minimise risk to your organisation
- Best practice
- Liability of directors
- Carrying out security and privacy risk assessments to minimise the occurrence or impact of a breach
- Dealing with the financial and reputational impact

Practical Examples, Exercises and Case Studies

- A practical workshop covering the essentials you need to know in order to be protected from both a technical and legal perspective
- What to do to ensure compliance with legislation/regulation
- Advice to ensure you or your clients don't breach directors duties
- Hear tips and tricks from four experienced practitioners whose advice goes hand in hand

Workshop facilitators:

Bill Singleton, Partner, HWL Ebsworth

Malcolm McBratney, Partner, Mills Oakley

Nicole Murdoch, Managing Partner, Eaglegate

Ray Marshall, Senior Associate, Thomson Geer

4 ATTEND AND EARN

4 CPD points in Substantive Law

3 ATTEND AND EARN

3 CPD units in Substantive Law

RETAIL AND COMMERCIAL LEASING REVIEW

WEDNESDAY, 18 MARCH 2020

9.00AM TO 5.15PM

\$870

203V16

The legal issues impacting the leasing sector are evolving and you must keep up with the latest developments and strategies to succeed. Learn what you need to know about the hottest new cases, new developments in the *Retail Leases Act's* applicability, key developments in outgoings and mixed use developments, new risks emerging in the current market and more.

SESSION 1: LEASING LAW & PRACTICAL STRATEGIES

9.00AM TO 1.15PM

203V16A

\$490

Chair: Max Cameron, Partner, MinterEllison

Outgoings for Retail and Commercial Leases: Key New Developments

- Outgoings payment structures
- Proper outgoings inclusions
- Capital vs non capital expenses
- Current issues in outgoings
- *Phillips v Abel* [2019] VCAT 1031 and the significant implications for landlords and tenants regarding the recovery of and liability for outgoings

Presented by Luke Virgona, Barrister, Greens List

Special Conditions in Today's Market: What to Include & Negotiation Strategies

- Special conditions in standard lease agreements
- Where to include your special conditions: In a lease or a side deed?
- Special conditions such as incentives, rent free, fit out incentives and contributions
- Negotiating terms in this market

Presented by Samantha Taylor, Special Counsel, Russell Kennedy Lawyers

The Interplay Between Mixed Use Developments, Owners Corporation Law and Leasing

- The rise in mixed use spaces: how to navigate developments involving a mix of retail, residential units, student accommodations and commercial offices
- When and how does the *Retail Leases Act* apply to mixed use developments? Clearing up the misconceptions
- Structuring issues: how to set up a mixed use development, the key leasing issues to consider, and how to operate in one
- Cost sharing: properly apportioning and dividing outgoings in your lease agreements

Presented by Rochelle Castro, Principal Lawyer, RC & Co Lawyers

A Step by Step Guide to Maintenance and Repair Obligations

- Maintenance and repair obligations and the distinction between the two
- Condition reports: how to establish baseline conditions
- Wear and tear: key cases examining the fine line of what is fair wear and tear
- How to handle disputes about maintenance and repair, including notice procedures for breaches
- Assessments and quantification of repair claims
- The scope of the landlord's liability to repair premises in accordance with section 52 of the *Retail Leases Act*
- Tips to get the other side to pay up

Presented by Jonathan Wilkinson, Barrister, Dever's List

SESSION 2: BREACHES, DISPUTES AND THE RETAIL LEASE ACT'S APPLICABILITY

2.00PM TO 5.15PM

203V16B

\$490

Chair: Max Cameron, Partner, MinterEllison

The Retail Leases Amendment Bill 2019 (Vic): Significant New Changes

Proposed amendments to the *Retail Leases Act* will have a significant impact on landlord and tenant rights and compliance obligations. Examine the status of the Bill, the key takeaways and how it may all play out in practice.

Presented by Jamie Bedelis, Principal, Bedelis Lawyers; Accredited Specialist in Commercial Tenancy Law

Leasing Law Case Update

Examine the latest cases and trends in leasing and consider the practical takeaways you can apply to your practice.

Presented by Amy Hando, Barrister, Young's List

Breaches of Lease: How to Avoid and Otherwise Resolve

- General strategies for avoiding and managing defaults
- Warning signs and important principles
- Non-payment of rent
- The tenant and landlord perspectives: common issues that arise
- Dealing with insolvency practitioners

Prepared by David Dickens, Special Counsel, Hall & Wilcox

When Does the Retail Leases Act Apply? Critical New Cases and Developments

- Outline of the history of and test considered by the Court of Appeal in *IMCC Group (Australia) Pty Ltd v CB Cold Storage Pty Ltd* [2017] VSCA 178
- Consideration of subsequent cases that have applied that test and raised related issues about the application of the *Retail Leases Act 2003* (Vic) and the ultimate consumer test
- Discussion of the Supreme Court decision in *Richmond Football Club Ltd v Verraty Pty Ltd* [2019] VSC 597
- Discussion of emerging areas of controversy in the application of the Act

Presented by Sam Hopper, Barrister, Greens List

Engaging & practical; Lots to take in & the materials are really helpful

Excellent content covered effectively - all very well presented

BUSINESS CLIENTS: 25 ANSWERS TO THE MOST FREQUENTLY ASKED QUESTIONS

WEDNESDAY, 18 MARCH 2020
9.00AM TO 1.15PM

\$490
203V17

You never know what area of law a client is going to ask you about, and unless you're a specialist in that area the answer may not roll off your tongue. For those with a broad practice that includes business clients you need to be an expert across a huge range of areas, from tax to employment law to IP to governance to contract law. Find out what the specialists in these fields see as the absolute key questions for business clients so that you've got the answers covered.

Chair: **Sonia Harb**, In House Counsel, Origin Energy

5 Most Asked Questions on Employment Law

- When is misconduct serious enough to terminate employment without notice?
- To what extent must employers accommodate injuries?
- When is performance management unlawful adverse action?
- What makes a redundancy 'genuine'?
- Will our non-compete clause be enforceable after termination of employment?

Presented by **Chris Molnar**, Partner, Kennedys

5 Most Asked Questions on Contracts

- Is this Heads of Agreement binding?
- What mistakes can I make in giving indemnities under a contract?
- What terms can be implied into my contract?
- What is the difference between a deed and an agreement?
- Best endeavours vs reasonable endeavours obligations in contracts: Are they different and what do they mean?

Presented by **Brian Rom**, Special Counsel, HWL Ebsworth

5 Most Asked Questions on Tax

- Can I claim tax losses incurred in previous years for tax?
- What are the issues around shareholder loans and unpaid present entitlements?
- What tax risks do I take on when I become a director?
- Do I have a GST adjustment and why?
- How will land tax affect my business?

Presented by **Neil Brydges**, Principal Lawyer, Sladen Legal

5 Most Asked Questions on IP

- What is IP and why do I need to care about it?
- How do I copyright a patent?
- But I paid for it... don't I own it?
- If I change it by at least 10%, is it still infringement?
- Can I register a worldwide trade mark?

Presented by **Kellech Smith**, Partner, Ashurst

5 Most Asked Questions on Governance

- What do I need to do in the wake of the Banking Royal Commission [and APRA CBA review]?
- How do I deal with conflicts of interest?
- How detailed do my minutes of board meeting need to be?
- What can I do about a difficult director?
- What are our obligations when our parent company directs us?

Presented by **Mark Standen**, Partner, MinterEllison

DEMYSTIFYING VENTURE CAPITAL AND PRIVATE EQUITY TRANSACTIONS

WEDNESDAY, 18 MARCH 2020
2.00PM TO 5.15PM

\$490
203V18

Gain insights into some of the most significant legal issues and risks you need to be aware of in the area. Equipped with this knowledge you will be able to act in the best interests of your clients and, ideally, even acquire new ones.

Chair: **Peter Stirling**, Partner, King & Wood Mallesons; Leading Corporate Lawyer, *Doyle's Guide* 2019; Lawyer of the Year in Corporate Law, *Best Lawyers* 2019 – 2020

Demystifying VC and PE Transactions for Founders and their Advisors

- Understanding the inner workings of PE and VC Funds
- Getting the house in order for fundraising a transaction and potential implications of restructuring
- Key issues in relation to remuneration and retention of key personnel
- Practical tips on dealing with VC funds and PE funds
- Understanding VC and PE acronyms and concepts
- Different equity funding mechanisms
- Important matters to address in the shareholders agreement

Presented by **Thomas Kim**, Partner, HWL Ebsworth Lawyers; Lawyer of the Year in Derivatives Law, *Best Lawyers* 2019 – 2020 and **Marianna Parry**, Senior Associate, HWL Ebsworth Lawyers

Drafting Shareholder Agreements for Venture Capital and Private Equity

- Assessing the needs of your clients
- Taking instructions from multiple parties
- Balancing interests & complexity
- Key issues around ownership and control
- Fundamental provisions in a shareholder agreement
- Examples of some context-specific provisions in a shareholder agreement
- Challenges and timing for execution
- New shareholders, accession and amendments to the shareholder agreement
- Providing for dispute resolution processes

Presented by **Caroline Carnegie**, Partner, K&L Gates

The Effect of Insolvency on Venture Capital/Shareholder Agreements

- Quick review of main insolvency concepts: liquidations, voluntary administrations and receiverships
- Recapitalisation through a Deed of Company Arrangement
- Use of safe harbours within which to restructure
- Insolvency of shareholder/co venturer

Presented by **Penelope Pengilly**, Consulting Principal, Keypoint Law

Valuations of Early Stage Investments

- Methods for valuing early stage companies
- Are we in another tech bubble?
- Drivers of value for PEs, VCs and founders
- Pricing multiples seen in the market

Presented by **John-Henry Eversgerd**, Senior Managing Director, Forensic & Litigation Consulting, FTI Consulting

4 ATTEND AND EARN

4 CPD units in Substantive Law

3 ATTEND AND EARN

3 CPD units in Substantive Law

INTELLECTUAL PROPERTY CONFERENCE

THURSDAY, 19 MARCH 2020
9.00AM TO 5.15PM

\$870
203V19

With so many recent developments in IP law you cannot afford to miss this jam packed conference. Explore updates covering patents, trade marks, copyright, design law and much more. Attend the full day to earn your compulsory CPD units with unique sessions designed especially for IP lawyers.

SESSION 1: IP UPDATE

9.00AM TO 1.15PM 203V19A \$490

Chair: **Warwick Rothnie**, Barrister, List A Barristers; Pre-Eminent Intellectual Property Junior Counsel, *Doyle's Guide 2019*

Patent Law and Practice: Where are we and What Guidance do we Have?

- Section 40: what is required?
- Computer implemented inventions: What is patentable?
- Amendments that can be made

Presented by **Dr. Paul Warden-Hutton**, Director, Houlihan², Patent & Trade Mark Attorneys

Trade Marks: Tips, Traps and Pitfalls in Light of Recent Cases

- Use as a trade mark: importance of ensuring goods and services are properly described
- Evidentiary issues: proof of websites, wayback machine and third party use
- Defences: availability of defence based on ability to obtain registration of an otherwise infringing mark

Presented by **Stephen Rebikoff**, Barrister, List G Barristers; Recommended Intellectual Property Junior Counsel, *Doyle's Guide 2019*

Copyright and Design Law Update

- The repair defence to design infringement in light of *GM Global v SSS Auto Parts*
- *Dempsey Group v Spotlight*: How close is too close?
- Website blocking injunctions
- Legislative reform

Presented by **Susan Gatford**, Barrister, Svenson Barristers and **Timothy Creek**, Principal Lawyer, Davies Collison Cave

IP Civil Search Orders under s128A of the Evidence Act

Examine *Meneses v Directed Electronics OE Pty Ltd* [2019] about invoking the privilege against self-incrimination during the execution of Anton Piller orders, including:

- Can a sole director/sole employee company claim the privilege?
- Is it the contents of the document or the circumstances in which the document is disclosed that matters?
- Can the privilege be claimed in pre-existing documents?

Presented by **Justin Wheelahan**, Barrister, Greens List

IP for Commercial Transactions

- How to identify and remedy red flags for investors
- Crucial due diligence, completion and post-completion steps to secure target IP
- Important details regarding the *Personal Property Securities Act 2009* (PPSA) and dealing with securities over IP
- The impact that the repeal of s51(3) of the *Competition and Consumer Act 2010* will have on commercialisation of IP

Presented by **Gina Tresidder**, Special Counsel, HWL Ebsworth Lawyers

SESSION 2: CPD COMPULSORY UNITS FOR IP LAWYERS

2.00PM TO 5.15PM 203V19B \$490

Chair: **Michael Wolnizer**, Managing Principal, Davies Collison Cave; Recommended Non-Contentious Intellectual Property Lawyer, *Doyle's Guide 2019*

Ethics & Professional Responsibility

Ethics for IP Practitioners

- Sources of obligations
- Unique conflict of interest issues applying to IP practitioners
- Acting for or against friends, relatives and former clients or their rights
- Case studies, recent cases and the lessons learned

Presented by **Glenn McGowan QC**, Partner and Chief Counsel, Gadens

Professional Skills

Interlocutory Injunctions in IP litigation: Techniques, Tips and Tricks

- The current requirements for obtaining an interlocutory injunction
- What to do if your client wants an interlocutory injunction
- How to resist an interlocutory application
- Recent examples of interlocutory injunction disputes in IP law

Presented by **Frank Di Giantomasso**, Principal, Knightsbridge Lawyers

Practice Management & Business Skills

Building a Modern, Effective IP Practice Using Industry 4.0 Principles

- What is Industry 4.0 and why is it relevant to a law firm?
- How automation technology makes more effective lawyers
- Practical advice on how you can use IP Australia's new API tools
- Case study: Where is 'Australia's National Blockchain' now?

Presented by **Natasha Burns**, Managing Director, Burns IP & Commercial

“ Exceptional; practical; very concise and clear ”

“ Interesting content; good discussion and examples ”

7 ATTEND THE FULL DAY AND EARN

4 CPD units in Substantive Law
1 CPD unit in Ethics & Professional Responsibility

1 CPD unit in Practice Management & Business Skills
1 CPD unit in Professional Skills

PERSONAL INJURY CONFERENCE

THURSDAY, 19 MARCH 2020

9.00AM TO 5.15PM

\$870

203V20

Now in its 14th year, this conference continues to be the premier personal injuries event in Victoria. Leading experts in the field will present the latest cases and updates on public liability psychiatric injuries, damages and more, all while you earn your CPD compulsory units at the same time.

SESSION 1: PERSONAL INJURY ROUNDUP

9.00AM TO 1.15PM

203V20A

\$490

Chair: **Fiona Ryan**, Barrister, Castan Chambers**Public Liability: Dangerous Recreational Activities and Exclusion Clauses**

- Obvious risks
- Voluntary assumption of risk
- The relevance of exclusion clauses in recreational services
- Dangerous recreational activities legislation outside Victoria

Presented by **Richard Johnson**, Personal Injury Consultant

Psychiatric Injury Update

- Duty of care
- Current trends
- Bullying claims and interpersonal conflict in the workplace
- The development of liability in psychiatric cases

Presented by **Thomas Bradley**, Special Counsel, Shine Lawyers

Current Coroners Court Trends

- Reopening investigations and coronial appeals
- Recent cases
- Coronial recommendations
- Representing families in coronial investigations

Presented by **Dimitra Dubrow**, Principal; Leading Medical Negligence Compensation Lawyer (Plaintiff), *Doyle's Guide* 2018, and **Janelle Medhurst**, Senior Associate, Maurice Blackburn Lawyers

Damages Update: The Cases, the Awards and the Implications for Your Matters

- Review of recent damages awards
- Court of Appeal decisions and the latest High Court cases
- Analysis of the facts in each case, how they translated to the damages awarded, and how it can all be applied to your matters

Presented by **Andrew Seiter**, Partner, Wotton Kearney

Medical Panels Update

- Denial of natural justice: recent cases
- Assessment of work capacity: recent cases
- Effect of previous medical panel opinion
- Recent cases and practice notes

Presented by **Henry Carus**, Principal, Henry Carus and Associates; Recommended Motor Vehicle Accident Compensation Lawyer (Plaintiff), *Doyle's Guide* 2018

SESSION 2: CPD COMPULSORY UNITS FOR PERSONAL INJURY LAWYERS

2.00PM TO 5.15PM

203V20B

\$490

Chair: **Oliver Lesage**, Barrister, Greens List**Professional Skills****Determining Client Capacity**

- How to distinguish your client's mental capacity
- Formal assessments and outcomes
- How to obtain an opinion that meets the relevant legal test for the issue

Presented by **Michael Lombard**, Partner in Charge, Adviceline Injury Lawyers; Recommended Motor Vehicle Accident Compensation Lawyer (Plaintiff), *Doyle's Guide* 2018

Ethics & Professional Responsibility**Statutory Ethics: The Impact of the Civil Procedure Regime**

Join this highly interactive session, conducted by a legal ethics expert, focusing on 'statutory' ethical obligations by reference to scenarios which personal injury lawyers may typically face in the course of civil litigation.

- Examine the overarching obligations imposed by the *Civil Procedure Act 2010*
- What constitutes a breach and subsequent payment of costs?
- How to avoid:
 - Court referrals
 - Investigations
 - Possible disciplinary action

Presented by **Michael Dolan**, Special Counsel Ethics, Law Institute of Victoria

Practice Management & Business Skills**Financial Advice and Funds Management for Personal Injury Lawyers**

- The 10-3-now financial plan: What does good financial advice look like?
- Practicing financial mindfulness and certainty
- Financial year end road map

Presented by **Robert Palma**, Financial Adviser, Fitzpatricks Wealth

**GROUP DISCOUNTS**

Register your team of 3+ people to receive a special rate

7 ATTEND THE FULL DAY AND EARN

4 CPD units in Substantive Law
1 CPD unit in Ethics & Professional Responsibility

1 CPD unit in Practice Management & Business Skills
1 CPD unit in Professional Skills



WOMEN IN LAW: CAN I HAVE IT ALL?

THURSDAY, 19 MARCH 2020

\$490

9.00AM TO 1.15PM (ACDT) Live from SA

WEB203S07

There is an urgent need to acknowledge and identify critical and important issues for you and your career as a woman in law. Act now, don't wait. Enhance and embrace your aspirations for you and your career. Hear how to have a long and successful career in the law while balancing the demands of a home life and making the most of all opportunities as they come your way. Think about your career – what do you want, and how will you achieve it? Come and join a collection of some of the most impressive women in the legal industry and find out.

CHAIR & OPENING COMMENTS

Her Honour Penelope Kari, Judge of the Federal Circuit Court of Australia

★ KEYNOTE ADDRESS

Inherent Risks of Treatment

Presented by The Honourable Vickie Chapman MP, Deputy Premier and Attorney-General

Practice Management and Career Progression

- Goal setting
- Working to your strengths

Presented by **Dr Rachael Gray QC**, Victoria Square Chambers; Leading Wills and Estates Litigation Lawyer, *Doyle's Guide* 2019

Stepping Outside the 'Law Bubble': Career Benefits from Experiences & Opportunities Outside your 'Day Job'

- Exploring the value of diversity in the workplace
 - Transferability of skills
- Adaptability from other careers including previous legal roles
- Contributing to the profession and the community
 - Pro bono activities
 - Mentoring
 - Professional reputation and ethical conduct

Presented by **Michelle Barnes**, Barrister, Len King Chambers; Recommended Criminal Law Junior Counsel, *Doyle's Guide* 2019 and **Jillian Smith**, Senior Solicitor, Crown Solicitor's Office

Women in Leadership Roles

- Leading a team
- The value of having a mentor(s) and being a mentor
- Taking responsibility
- Leading by example
- The importance of failure
- Being honest and transparent

Presented by **Lucy Board**, Senior Prosecutor, Office of the Director of Public Prosecutions

Can You Have it All? Dissecting the Reality of Work/Life Balance

Developing your plan, making it work and being flexible for changes in life circumstances including career changes and family.

Moderator: **Her Honour Penelope Kari**, Judge of the Federal Circuit Court of Australia

Panellists: **Stephen Kenny**, Director, Camatta Lempens
Laura Carocci, Coach and Strategist
Megan Dyson, Principal, Megan Dyson Law and Policy

4 ATTEND AND EARN

4 CPD units in Practice Management & Business Skills

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Please note: Terms and conditions apply. See www.legalwiseseminars.com.au for full details.

CRIMINAL LAW SYMPOSIUM

FRIDAY, 20 MARCH 2020
9.00AM TO 5.15PM

\$870
203V21

Join an expert panel including Robert Richter QC, Post Sentence Authority Board Members, silks, a forensic scientist and leading barristers and solicitors while you catch up on what you need to know to keep your practice at the forefront of success for 2020. You'll leave equipped with the information and skills your clients will expect of you. Plus, gain your core CPD units while exploring issues of supreme relevance to criminal practitioners.

SESSION 1: CRITICAL CRIMINAL LAW UPDATES

9.00AM TO 1.15PM 203V21A \$490

Chair: **Christopher Dane QC**, Meldrum and Hyland List; Recommended Criminal Law Senior Counsel, *Doyle's Guide 2019*

Recent Developments in Sentencing

- Application of the standard sentence scheme
- Interpreting of s10A 'special reason' for prescribed minimum sentences
- Examination of relevant legislation and case law

Presented by **Julia Munster**, Senior Public Defender, VLA Chambers, Victoria Legal Aid; Accredited Specialist in Criminal Law

Advising a Client who has a Post Sentence Supervision Order

Post sentence supervision orders are growing in number. You need to be aware of changes to properly advise your clients on what they can do to help progress on their order, or transition off their order. Examine how post sentence supervision orders operate in practice by using case studies to examine:

- Court Orders
- Detention and Supervision Order Reports
- Coordinated Services Plans
- The role of the Post Sentence Authority in providing independent oversight to the scheme through coordinated service plans and the issuing of directions
- Correction Victoria's role in the day to day supervision and management
- An overview of the available treatment services
- The various residential facilities that exist including; their location, restrictions and overall purpose

Presented by **Michele Williams QC**, Chair, Victoria Post Sentence Authority

Discussion Panel with Audience Participation & Engagement

Presented by **Michele Williams QC** & Three Full-Time Members of the Post Sentence Authority.

The Impact of *R v Pell* in the Context of a Defacto Reversal of the Burden of Proof in Sex Cases

- An analysis of the judgement of the Court of Appeal in the *Pell* case
- Analysis of the impact of changes in legislation in the last 20 years, in so far as they impact on the ability to defend sex allegations
- Has the system gone too far and overcorrected past problem so far as allegations of sexual abuse are concerned?

Presented by **Robert Richter QC**, Crockett Chambers; Preeminent Criminal Law Senior Counsel, *Doyle's Guide 2019*

Expanding Forensic DNA Databases in Criminal Cases

Discuss the widening genetic net during a criminal investigation including:

- First Australian case prosecuted through familial DNA searching in 2015
- Example of familial DNA searching case at trial in Australia
- DNA phenotyping: predicting appearance from a crime scene DNA profile
- 'Race' based DNA dragnets
- Ancestry DNA/genealogical or long range familial DNA searching

Presented by **Jane Moira Taupin**, Independent Forensic Scientist

SESSION 2: CPD COMPULSORY UNITS FOR CRIMINAL PRACTITIONERS

2:00PM TO 5:15PM 203V21B \$490

Chair: **Peter Chadwick QC**, Foley's List

Professional Skills

Medicine, Criminal Law and Dementia: A Mirror on Paternalism, Human Rights and Decision-making

The incidence of dementia concerns have increased in the criminal justice system. You will need a greater awareness of a range of neurodegenerative conditions, which may have implications for a defendant's fitness to stand trial, culpability and sentencing. The over 65 years age group is now the largest growing sector in the custodial setting, suggesting dementia is also highly relevant post-sentencing.

- Examine structural societal ageism which denies elders with dementia, human rights
- Become equipped to meet the combined medical and legal needs of persons with dementia
- Discuss justice at end of life

Presented by **Dr Joseph Ibrahim**, Head, Health Law and Ageing Research Unit, Department of Forensic Medicine, Monash University

Ethics & Professional Responsibility

Ethical Issues Affecting Criminal Lawyers

- Lawyer X
- Legal professional privilege
- Paramount duty to the court
- Uniform Conduct Rules
- Particular traps for criminal lawyers

Presented by **Brind Zichy-Woinarski QC**, Greens List

Practice Management

Practice Management 101: Tips to Ensure Success

- Practice management at a micro level: how to successfully manage multiple matters at once, what works for me and others in my firm and colleagues in other firms
- Work within court procedures, policies and services to manage your matters efficiently
- Use your network and colleagues to maximise efficiency and improve results for clients
- How to deal with mistakes and disasters when things go wrong, because they will

Presented by **Marita Altman**, Partner, Lethbridges Barristers & Solicitors; Accredited Specialist in Criminal Law; Leading White Collar Crime, Corporate Crime & Regulatory Investigations Lawyer, *Doyle's Guide 2019*

7 ATTEND THE FULL DAY AND EARN

4 CPD units in Substantive Law
1 CPD unit in Ethics & Professional Responsibility

1 CPD unit in Practice Management & Business Skills
1 CPD unit in Professional Skills

ADVANCED COMMERCIAL LITIGATION CONFERENCE

FRIDAY, 20 MARCH 2020

9.00AM TO 5.15PM

\$870

203V22

Don't miss the opportunity to count yourself amongst the litigation elite by spending a day examining high level commercial litigation updates, strategies and techniques with some of Melbourne's best litigators. Work through the hottest issues and gain your core CPD points all while gaining the tools necessary to rise to the pinnacle of the litigation world.

SESSION 1: KEY COMMERCIAL LITIGATION ISSUES

9.00AM TO 1.15PM

203V22A

\$490

Chair: **Jane Kupsch**, Partner, Kennedys; *Best Lawyers* 2020, Class Action Litigation

Breach of Fiduciary Duties in Commercial Cases: Recent Developments

- What are fiduciary duties or obligations?
- Do they arise where there is an agreement between the parties?
- Can they arise when a legally binding agreement has not yet been concluded?
- The content of fiduciary duties/when are they breached?
- Defences, e.g laches
- Remedies, including Account of Profits, Equitable Compensation and Constructive Trusts

Presented by **Graeme S Clarke QC**, List A Barristers

Insolvent Trustee Companies: Navigating the Statutory Priority Regime

- Bare Trusts
- Multiple Trusts
- The High Court decision (*Re: Amerind*)
- Subsequent case application
- Remuneration

Presented by **Alicia Hill**, Principal, MST Lawyers; *Best Lawyers* 2019, Litigation

Proportionate Liability: The Latest Developments

- Recent cases and developments
- Apportionable claims and concurrent wrongdoers
- Pleading and joinder issues
- Whether claims in nuisance are apportionable claims
- 'Contracting out' of proportionate liability
- Settlement issues and costs issues

Presented by **Ben Hall**, Partner, Carter Newell Lawyers

Commercial Class Action Litigation Update

- Shareholder class action case developments
- Court approval of shareholder class action settlements
- Litigation funding developments

Presented by **Rhea Dhillon**, Special Counsel and **Jeremy Zimet**, Principal Lawyer, Phi Finney McDonald

SESSION 2: CPD COMPULSORY UNITS FOR LITIGATORS

2.00PM TO 5.15PM

203V22B

\$490

Chair: **John Sinisgalli**, Principal, Sinisgalli Foster

Ethics & Professional Responsibility

Dealing with a Client of Questionable Integrity

- What can/should you do if you think your client is not telling you the truth?
- What constitutes a 'proper basis' for the purposes of the *Civil Procedure Act*?
- What are the consequences of a breach of the *Civil Procedure Act*?

Presented by **Alexandra Golding**, Barrister, Young's List; Recommended Insurance Junior Counsel, *Doyle's Guide* 2019

Practice Management & Business Skills

Managing Large and Complex Litigation

- The hidden costs of large litigation
- Responsibility for managing expert and service provider costs
- Benefits and detriments of technology
- Managing a team of junior and senior lawyers
- Managing the expectations of insurers
- Dealing with expectations of numerous plaintiffs
- Getting paid and the risks in large litigation

Presented by **David Leggatt**, Principal, Coterminal Legal; *Best Lawyers* 2020, Commercial Litigation

Professional Skills

How to Plead Misleading Conduct

- How to ensure you completely particularise the claim: what to be aware of
- Common errors in identifying the misleading conduct
- Recognising the importance of accessorial liability
- How to plead half-truth and silence

Presented by **John Arthur**, Barrister, Svenson Barristers



ACCREDITED SPECIALISTS

Are required to complete 12 units of CPD each year in your area of specialisation

7 ATTEND THE FULL DAY AND EARN

4 CPD units in Substantive Law
1 CPD unit in Ethics & Professional Responsibility

1 CPD unit in Practice Management & Business Skills
1 CPD unit in Professional Skills

SATURDAY 10 POINTS IN ONE DAY

SATURDAY, 21 MARCH 2020
7.30AM TO 6.30PM

\$960
203V23

10 presentations, 10 topics, 10 points. Featuring pre-eminent and leading silks, barristers and solicitors, gain insights and practical guidance you can utilise in your everyday practice while gaining all of your CPD points without missing a day in court or the office. Attend the full day or just the sessions relevant to your practice.

SESSION 1: FAMILY LAW AND WILLS & ESTATES

7.30AM TO 10.30AM 203V23A \$490

Chair: **Tim Puckey**, Barrister, Dever's List; Nationally Accredited Mediator; Preeminent Family Law Junior Counsel, Leading Parenting & Children's Matters Barrister and Recommended Family Law Mediator, *Doyle's Guide* 2019

Family Law Case Update

A review of recent, significant cases and trends from the Family Court of Australia and Federal Circuit Court on major issues and relevant legislative amendments.

Presented by **Bronia Tulloch**, Barrister, Foley's List

The Treatment of Inheritances in Family Law Proceedings

- Inheritances in family law matters received
- During the relationship
- Late in the relationship
- Future expectations

Presented by **Carmella Ben-Simon**, Barrister, Foley's List

Estate Disputes Case Law Update

Ensure your practice is ready for the year by being across the major cases and the very latest developments in wills and estates

Presented by **Shane Newton**, Barrister, Lennon's List Barristers; Leading Wills & Estates Litigation Barrister, *Doyle's Guide* 2019

SESSION 2: CPD COMPULSORY UNITS FOR ALL LAWYERS

10.45AM TO 1.45PM 203V23B \$490

Chair: **Vivien Lewenberg**, Partner, Lawsmith Legal

Professional Skills

Maintaining Privilege in the Context of Briefing Experts

- Overview of privilege when briefing experts
- Maintaining privilege when communicating with experts
- What to do
- What not to do

Presented by **Justin Lipinski**, Barrister, Dever's List

Practice Management & Business Skills

Using Client Feedback to Build your Practice

How do you know what your clients really think? Getting good client feedback does not require a huge marketing team or budget, everyone can do it. Learn the tips, tricks and tools to get you started, to keep you moving, to overcome resistance

- What to do with what you learn, how to build your reputation and practice
- Understanding the gaps between what you think they know, what they want to know and what they actually know, about your clients

Presented by **Vivienne Corcoran**, Company Director, Marketing Logic

Ethics & Professional Responsibility

Ethical Challenges in Practice: Advising an Elderly Client

- Clients with capacity issues: warning signs and red flags
- What is a solicitor's role?
- Managing ethical considerations
- Managing professional risks
- How to have difficult conversations with your clients
- Elder financial abuse

Presented by **Jessica Latimer**, Special Counsel, Moores

SESSION 3: COMMERCIAL RISKS AND DISPUTES

2.15PM TO 6.30PM 203V23C \$490

Chair: **David Davis**, Director, David Davis & Associates

Privacy and Data Protection: A Guide for Lawyers

Get an update on the latest issues in the rapidly evolving privacy and data protection space from a leading expert

Presented by **Michael Rivette**, Barrister, Chancery Chambers; Leading Technology, Media & Telecommunications Junior Counsel, *Doyle's Guide* 2019; Lawyer of the Year in Privacy and Data Security Law, *Best Lawyers* 2019-2020

Insolvency Update for the Generalist Solicitor: Reforms and Trends

The *Insolvency Law Reform Act* and the rights of creditors in external administrations: a review of the first two years of operation of the ILRA.

- Have creditors actually been given control?
- How can creditors influence the conduct of External Administrations?
- How has the role of the creditor in fact changed as result of the ILRA?

Presented by **David Grant**, Partner, Logie-Smith Lanyon Lawyers; Recommended Insolvency & Restructuring Lawyer, *Doyle's Guide* 2019

Employment Law Disputes: Insights for all Lawyers

- When is misconduct serious enough to terminate employment without notice?
- To what extent must employers accommodate injuries?
- When is performance management unlawful adverse action?
- What makes a redundancy 'genuine'?
- Will our non-compete clause be enforceable after termination of employment?

Presented by **Chris Molnar**, Partner, Kennedys; Accredited Specialist in Workplace Relations

Recent Developments in Commercial Dispute Resolution

- Franchising dispute resolution update
- Genuine steps: *Civil Dispute Resolution Act* pre-litigation obligations and case law update
- Online dispute resolution: current issues

Presented by **Glen Pauline**, Barrister; Accredited Mediator, NMAS

Contracts, Ipso Facto Clauses and the PPSA

Take a practical dive into the interplay between Ipso Facto Carve-Outs and the *Personal Property Securities Act*.

Presented by **Lynne Walton**, Managing Director, Access PPSR

10 ATTEND THE FULL DAY AND EARN

7 CPD units in Substantive Law
1 CPD unit in Ethics & Professional Responsibility

1 CPD unit in Practice Management & Business Skills
1 CPD unit in Professional Skills

WILLS AND ESTATES SYMPOSIUM

TUESDAY, 24 MARCH 2020

9.00AM TO 5.15PM

\$870

203V24

In one day catch up on the recent developments, updates and key issues that have arisen in the last 12 months and that will impact wills and estates practitioners in the year to come. Review recent estate dispute and contested probate cases and gain in-depth and practical estate planning strategies.

SESSION 1: ESTATE DISPUTES AND CONTESTED PROBATE

9.00AM TO 1.15PM

203V24A

\$490

Chair: **Rick Wells**, Barrister, Meldrum and Hyland List; Preeminent Wills & Estates Litigation Junior Counsel, *Doyle's Guide* 2019

12 Months in Review: Estate Litigation Update & the Impact on Your Practice

- Review and exploration of recent cases of importance in estate litigation over the last 12 months
- Discussion of the facts of these cases and how they may impact upon your practice and affect the advice you give to your clients

Presented by **Naomi Guyett**, Lorraine Jones & Associates; Accredited Specialist in Wills & Estates; Recommended Wills & Estates Litigation Lawyers, *Doyle's Guide* 2019

Estate Disputes: Practical Taxation and Trust Issues

- Tax implications of transfers of estate assets to beneficiaries in a deceased estate context
- Family provision claims: effective use of the CGT rollover provisions
- Victorian duty implications on transfers of real estate: settlement vs court orders
- Disputes and non-estate assets
- Payment of superannuation death benefits in a tax-effective manner to settle a dispute
- Factoring in family discretionary trusts to satisfy a beneficiary's claim: transfer of control and resettlement risk

Presented by **Nathan Yii**, Principal Lawyer, Nathan Yii Lawyers; Chartered Tax Advisor; SMSF Specialist Advisor; Leading Wills, Estates & Succession Planning Lawyer and Recommended Wills & Estates Litigation Lawyer, *Doyle's Guide* 2019

Contested Probate of Informal Wills

- Requirements for a valid will
- The informal will regime: the application process and the legal test
- Evidence required to prove an informal will
- Recent contested cases

Presented by **Lachlan McKenzie**, Practice Leader, Moores; Accredited Specialist in Wills & Estates; Leading Wills & Estates Litigation Lawyer and Recommended Wills, Estates & Succession Planning Lawyer, *Doyle's Guide* 2019

Superannuation Death Benefit Disputes

- Binding, non-binding and non-lapsing death benefit nominations
- Appealing the trustee's discretion through Australian Financial Complaints Authority and the courts
- SMSFs and death benefit disputes
- Conflicts of interest: the Legal Personal Representative problem
- Assessing competing claims of dependants

Presented by **Michael Clohesy**, Principal Lawyer and **Jack Conway**, Associate, Aitken Partners

SESSION 2: ESTATE PLANNING AND ADMINISTRATION DILEMMAS

2.00PM TO 5.15PM

203V24B

\$490

Chair: **Robert Shepherd**, Barrister, Howells' List; Recommended Wills & Estates Litigation Junior Counsel, *Doyle's Guide* 2019

Estate Planning: Planning for Litigation and Addressing the Risks

In identifying strategies to promote certainty for their testator clients, estate planners should consider the possibility of future estate litigation. If practitioners are focused on the possibility of the risks of future estate litigation, several measures can be employed to respond to those risks at the estate planning stage.

- Identifying and addressing future estate litigation risks, emphasis on claims under Part IV of the *Administration and Probate Act 1958* (Vic)
- Take part in a bespoke analysis with sample clauses provided and discussion of sample fact situations

Presented by **Gregory Russo**, Solicitor, Featherbys Lawyers; Accredited Specialist in Wills & Estates; Recommended Wills & Estates Litigation Lawyer, *Doyle's Guide* 2019

Client Capacity and Estate Planning

- How to ensure your client's estate planning intentions don't unravel if they lose capacity
- Current Victorian enduring power of attorney laws
- Conditions and instructions to include in financial enduring powers of attorney
- Impact on a will where a specifically gifted property is sold during the will maker's lifetime
- SMSFs and members losing capacity
- Controllers of family trust losing capacity

Presented by **Krista Fitzgerald**, Practice Leader, Moores; Recommended Wills, Estates & Succession Planning Lawyer, *Doyle's Guide* 2019

Real Property Dilemmas: Impact on Estate Planning

- Ownership of real property: Is the house really yours?
- The holiday house must stay in the family; gifts of real property
- Life interest vs right to occupy
- Elder law issues; transfer of property in return for care
- Testamentary trusts and real property
- Who is in charge? The power of the executor and attorney

Presented by **Ines Kallweit**, Principal Solicitor, KHQ Lawyers; Accredited Specialist in Wills & Estates



UNABLE TO TRAVEL?

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BUSINESS SALES: THE 4 BIG ISSUES

TUESDAY, 24 MARCH 2020
9.00AM TO 1.15PM

\$490
203V25

Do you know the ins and outs of the 4 big legal issues involved in the sale of a business? Explore each of these essential areas to make sure you can give sound advice. Discover the nuances of the transfer of business rules under the *Fair Work Act 2009*. Get across intellectual property issues. Know what to do when a franchise is involved.

Chair: **Stephen Moulton**, Partner, Gadens

Intellectual Property, Technology and Privacy: Disasters Waiting to Happen and How to Avoid Trouble

- Effective IP due diligence
- Common IP and technology risks in business sales
- Preparing for a divestment and setting up transitional IT arrangements
- Key data and privacy issues that impact business sale/purchase

Presented by **James Arnott**, Director, KPMG Law

Transfer of Business Rules under *The Fair Work Act 2009* (Cth)

- When will they apply?
- What do they require for vendors and purchasers?
- Can they be modified?
- Other employment law obligations and exposure in sale of business
- Long service leave: new portability rules

Presented by **Charles Power**, Partner, Holding Redlich; Leading Employment Lawyer, *Doyle's Guide 2019*; *Best Lawyers 2020*, Employee Benefits Law, Labour and Employment Law

Franchise Business Sales: Challenges, Tips and Traps

- Challenges facing franchisors in franchise business sales
- Issues identified in franchise business sales in the Fairness in Franchising Report of the Parliamentary Joint Committee on Corporations and Financial Services
- Expected changes in terms of practices and regulation in franchise business sales
- Buy backs: tips and traps for franchisors and franchisees
- Disputes in business sales: tips for franchisors and franchisees

Presented by **Andrea Pane**, Partner, Piper Alderman; *Best Lawyers 2020*, Franchise Law; author, *Australian Commercial Precedents: Franchising Precedents*, Thomson Reuters

Is the Business Ready for Sale? Correctly Advising Your Client

- What to expect during a typical business sale process
- Are you ready for sale?
- Information that a buyer will need/expect
- What assets are to be included/excluded from the sale?
- What is the minimum value you will accept?
- Understand what you will actually receive in cash post tax
- How to present the business to potential buyers
- Family-owned business considerations

Presented by **Alex Merchant**, Director, Deloitte Private Deals

MIGRATION LAW: SPOTLIGHT ON VISAS

TUESDAY, 24 MARCH 2020
2.00PM TO 5.15PM

\$490
203V26

Mastering the gamut of migration legislation, case law and the government's approach to decision making isn't easy. The road to visa approval, refusal and review is littered with exhausted and frustrated applicants and their representatives. Attend this seminar to uncover some of the mysteries that migration law shrouds in legalities, complex procedures and delay.

Chair: **Lena Hung**, Director, Lena Hung & Associates; Accredited Specialist in Immigration Law

Skilled Migration Visa Update

- Key changes to types of skilled migration visas
- Are there any benefits to the new visa?
- Case studies

Presented by **Valerie Dagama Pereira**, Barrister and Solicitor; Accredited Specialist in Immigration Law; 2020 Immigration Lawyer of the Year, *Best Lawyers*

Schedule 4 and Partner Visas

- PIC 4020: identity, bogus documents and incorrect information to a material particular and the waiver provisions
- PIC 4007: health criteria and the waiver provisions and discussion about the new policy

Presented by **Carina Ford**, Managing Partner, Carina Ford Immigration Lawyers; Accredited Specialist in Immigration Law and Administrative Law

The Enhanced Integrity Act and its Naming and Shaming Provisions

- Department of Home Affairs and the Australian Border Force: an overview
- Subclass 457/482 Visa program sponsorship obligations
- *Enhanced Integrity Act* and the Minister of Home Affairs power to publish information about approved sponsor /former sponsor
- Data Matching Protocol between the Department of Home Affairs and the ATO
- Regulatory compliance in the age of data sharing and analytics: what are the implications for employers/sponsors and immigration advisors?

Presented by **Maria Jockel**, Legal Principal and National Leader, Migration Services, BDO Migration; Accredited Specialist in Immigration Law; *Best Lawyers 2020*, Immigration

Visa Cancellations and Citizenship Refusals: Identity and Character

- Overview of character cancellations and update on key cases
- Cancellation of visas based on incorrect information and identity
- Citizenship: character and identity tests and recent decisions

Presented by **James Wardlaw**, Partner, WLW Migration Lawyers; Accredited Specialist in Immigration Law

APPROVED

LAWYERS AND MIGRATION
AGENTS CAN EARN 2 CPD POINTS
MARA APPROVAL NUMBER: CN92

4 ATTEND AND EARN

4 CPD units in Substantive Law

3 ATTEND AND EARN

3 CPD units in Substantive Law

27



SMSFS: THE A-Z OF LEGAL ISSUES

TUESDAY, 24 MARCH 2020 \$490
9.00AM TO 1.15PM (AEDT) Live from NSW WEB203N31

When you deal with SMSFs there are many tips and tricks that can improve your practice and ensure that your clients are in the best legal position possible. Be guided through the process of managing the death of an SMSF member, learn strategies about contributions and explore SMSF property syndicates.

Chair: **Dr Christopher Birch SC**, 8th Floor Garfield Barwick Chambers; Recommended Wills & Estates Litigation Senior Counsel, *Doyle's Guide* 2019

All About Contributions

- The basics: super guarantee, concessional, non-concessional contributions
- The downsizer contribution
- Carry forward contributions
- Spouse contributions, contributions splitting
- Small business retirement exemption
- Potential issues

Presented by **Simon Robinson**, Financial Adviser, RSM Financial Services Australia

SMSF Property Syndicates

- Investing in a unit trust
- In-house asset rules
- Unrelated parties 'exception'
- Un-gearred trust exception
- Non-arm's length income rule and fixed trusts

Presented by **James Meli**, Practice Leader, LegalVision

Powers of Attorney and SMSFs

SMSFs remain valuable investment structures but what happens when a member or trustee (including a director of a trustee) loses capacity or moves overseas. Explore the importance of enduring powers of attorney (EPOA) and succession for SMSFs including:

- Section 17A of the *SIS Act* and EPOAs
- The ATO's SMSF Ruling 2010/2
- The decision in *Narumon*
- Misconception that the executor of the estate appointed under the will (always) becomes the trustee of the SMSF
- The decision of *Dawson v Dawson*
- Practical tips to safeguard the succession and control of SMSF from challenges

Presented by **Lisa To**, Partner, Bartier Perry Lawyers

A Step by Step Guide to Managing the Death of an SMSF Member

- What, whom, when and how to notify
- Payment of super death benefits
- Taxation of super death benefits
- Corporate trustee vs individual trustees
- Multi member vs sole member SMSF
- Issues to watch out for

Presented by **Brian Hor**, Special Counsel, Superannuation & Estate Planning, Townsends Business & Corporate Lawyers

NATIVE TITLE INTENSIVE

WEDNESDAY, 25 MARCH 2020 \$490
9.00AM TO 1.15PM 203V28

Hear from leading experts across the spectrum of native title practice. Don't miss this half-day examination of the very latest issues that are truly essential to anyone whose work touches on native title or cultural heritage issues.

Chair: **Adam McLean**, Barrister, Foley's List

The Native Title Claim Scene in Victoria

- An introduction to the *Traditional Owner Settlement Act 2010* (Vic)
- Distinctions and overlaps between the native title claim process and alternative settlement regime in Victoria
- Alternative approaches to resolving native title and compensation claims

Presented by **Catherine Wilson**, Principal Legal Officer, First Nations Legal & Research Services

National Law and Practice Concerning Indigenous Land Use Agreements

- The three forms of Indigenous land use agreement (ILUA): selecting the optimal form
- Informed consent procedures: authorisation of area agreements vs procedures for 'native title decisions' about body corporate agreements
- ILUA registration procedure and contesting registration
- Recent Full Court developments: Quall, Kemppe and the Noongar settlements ILUAs
- The compensation dimension of ILUAs
- Deregistration and s.199C

Presented by **David Yarrow**, Barrister, List G Barristers; Leading Native Title Barrister, *Doyle's Guide*, 2019

A Guide for the Compensation of Cultural and Economic Loss of Native Title

- Principles, Practice and Test Cases
- *Griffiths v Northern Territory* [2019] HCA 7: The High Court's decision and the consequences
- Principles for assessment of the elements of compensable loss
- The recognition of native title and addressing the recompense for dispossession

Presented by **Sturt Glacken QC**, Dever's List; Preeminent Native Title Barrister, *Doyle's Guide* 2019

The Intersection Between Native Title and the Victorian Treaty Process

- Understanding the Victorian treaty process
- Intersections with native title to date
- Beyond native title: meeting traditional owner aspirations through treaty
- Looking to the future: intersections between native title and treaty

Presented by **Elly Patira**, Executive Director, Department of Premier and Cabinet

Native Title Compensation: Where to from Here?

- What issues were not covered in the Timber Creek case?
- Who is going to pay?

Presented by **Clare Lawrence**, Partner and **Tony Denholder**, Partner, Ashurst

CONVEYANCING LAW CONFERENCE

WEDNESDAY, 25 MARCH 2020

9.00AM TO 5.15PM

\$870

203V27

When a problem arises involving an owners corporation, tax, new legislation, SMSFs, eConveyancing, ethics, or other property pitfalls, you need (1) information and (2) a strategy. This practical conference delivers both with a comprehensive breakdown of what you need to know right now and into the next year. Plus, gain your CPD core area points for the year.

SESSION 1: CRITICAL CONVEYANCING UPDATES

9.00AM TO 1.15PM

203V27A

\$490

Chair: **Lily Tell**, Principal, Tell Property Law; Recommended Property & Real Estate Lawyer, *Doyle's Guide* 2019

Conveyancing Legislation and Case Update: New Law, Contract & Cases

- The new LIV/REIV Contract of Sale of Land
- Amendments to the *Sale of Land Act 1962* (Vic)
- Hot decisions from VCAT and the courts that practitioners should be aware of

Presented by **Emma Elsworth**, Principal, Property Legal

Owners Corporation Update in Conveyancing

- Explore significant cases and changes in the past year and how they will impact your clients and your conveyancing practice, including:
- Owners Corporations & Other Acts Amendment Bill (which will commence on 1 January 2021 if passed)
- Rules and covenants
- Dysfunctional OCs and administrators
- Disclosure obligations and OC Certificates

Presented by **Tim Graham**, Partner, HWL Ebsworth; *Best Lawyers* 2019, Real Property Law; President and Fellow, Australian College of Strata Lawyers; contributing author & editorial committee member, *Australian Property Law Bulletin*

A Guide to eConveyancing and Technology in Your Conveyancing Practice

- Effectively utilising eConveyancing
 - Advantages and disadvantages
 - Reducing risks through eConveyancing
 - Utilising eConveyancing to deal with foreign parties, verification of identity and more
 - User error and where the pitfalls of eConveyancing arise
- Technology in your conveyancing practice
 - Is there an expectation that a practitioner is across technology?
 - If you're not across technology, are you prejudicing your client in breach of your duties?
 - Examples of the impact of technology on modern conveyancing and the related duties and responsibilities for practitioners

Presented by **Hana Lee**, Solicitor, Forty Four Degrees Lawyers & Consultants; co-chair, Technology and the Law Committee, Law Institute of Victoria

Controversial Tax Developments for Conveyancing Transactions

- Obligations in relation to GST withholding for purchasers
- Issues giving rise to disputes in the practical application of the GST withholding regime
- Application of new Victorian stamp duty economic entitlement provisions
- Practical tips about how conveyancers and property lawyers can address economic entitlements in transactions and potential areas of dispute to look out for

Presented by **Matthew Meng**, Barrister, Aickin Chambers

SMSF Borrowing: A Guide for Conveyancing Practices

- Options when a bank won't lend to an SMSF under a limited recourse borrowing arrangement, including examples
- Stamp duty and land tax issues associated with limited recourse borrowing arrangement transactions with multiple titles
- Overview of compliance issues regarding an SMSF lending to entities (ie, can the SMSF be the bank?)

Presented by **Nathan Papson**, Principal Lawyer, Papson Legal; SMSF Specialist Adviser & Chartered Tax Adviser

SESSION 2: CPD COMPULSORY UNITS

2.00PM TO 5.15PM

203V27B

\$490

Chair: **Kelly Young**, Director, Estate Conveyancing

Ethics & Professional Responsibility

Ethical Issues in Property Transactions

In a highly interactive scenario-based presentation, an experienced ethics lawyer will lead audience discussion on responding to typical ethical issues for property lawyers and licensed conveyancers, including:

- Electronic transactions
- Undertakings
- Conflict of interest
- Client capacity to give instructions.

Presented by **Michael Dolan**, Special Counsel Ethics, Law Institute of Victoria

Practice Management & Business Skills

Risk Management Planning For Your Conveyancing Practice

- Establishing a practical risk management system
- Identifying, assessing and mitigating risk
- Client engagement and ensuring your expectation matches the client's expectation
- Managing the challenges that comes with increased accessibility and speed of communications via technology

Presented by **Leila Chalk**, Principal Solicitor, Forty Four Degrees Lawyers & Consultants

Professional Skills

Understanding Financial Challenges Created by the Current Property Environment

The transactional and cyclical nature of the property industry creates unique financial challenges to the businesses exposed to it. Gain an understanding of the causes, impacts and potential solutions for these property related financial issues.

- Identifying the contributing factors and dealing with financial distress
- Navigating challenges in the development cycle: settlement risks, achieving pre-sales and obtaining finance, disruption from head contractor failure and more
- What if a developer or a builder becomes insolvent? What to look out for and the options other than appointing a Voluntary Administrator

Presented by **Damian Pearce**, Client Director - Business Recovery and Insolvency Services, Pitcher Partners

7 ATTEND THE FULL DAY AND EARN

4 CPD units in Substantive Law
1 CPD unit in Ethics & Professional Responsibility

1 CPD unit in Practice Management & Business Skills
1 CPD unit in Professional Skills



PPSA UPDATES AND STRATEGIES

WEDNESDAY, 25 MARCH 2020 \$490
9.00AM TO 1.15PM (AEDT) Live from NSW WEB203N37

Don't let complex PPSA issues trip you up. Are you aware of all the latest updates? Attend to hear carefully selected topics from expert practitioners who will focus your attention on the big PPSA issues that you need to know to keep your clients and your practice at the cutting edge.

Chair: **Ian Davidson SC**, Eighth Floor, Selborne Chambers

PPSA: Some Current and Obscure Issues

- Partial removal of Security Interest
- Update of current position with PPSR leases
- Recent decisions
- Consignments under the PPSA

Presented by **Simon Della Marta**, Partner, Poinon Partners, Sydney

PPSA Proposal for Reform Recommended by the Whittaker Report

Overview of key proposed changes in the following specific areas:

- Collateral classes
- PPSA leases
- Accounts receivables

Presented by **Nino Di Bartolomeo**, Partner, Norton Rose Fulbright

PPSA: Seven Years Since the Act's Commencement

- When is a PMSI, a PMSI?
- Update on extension of time applications (section 588FM and section 293)
- Vexatious registrations: security interests granted by the Federal Court of Australia
- Proper characterisation of transactions/dealings & the PPSA taking free provisions
- Is extension of time relief necessary for security interests granted post-administration?

Presented by **Christopher Athanassios**, Principal, Miller & Prince Lawyers; author, *PPS in Practice*, Thomson Reuters Australia

PPSA: A Practical Guide to Conducting (or Dealing With) a Security Review When the Corporate Grantor is Insolvent

- Tips on undertaking a security review when acting for an administrator, receiver or liquidator
- Common actual or potential defects in the registration of security interests to watch out for
- Other practical issues encountered including with retention of title clauses and PPS leases
- Errors that can (and cannot) be potentially remedied after the commencement of administration or liquidation

Presented by **Heather Sandell**, Special Counsel, Baker McKenzie

LIQUOR AND GAMING FORUM

WEDNESDAY, 25 MARCH 2020 \$490
2.00PM TO 5.15PM 203V29

Melbourne's leading liquor and gaming seminar returns with everything you can't afford to miss to stay up to date in the year to come. Hear from industry experts as they provide timely updates and in-depth analysis on the latest liquor and gaming issues facing Victoria today.

Chair: **John F M Larkins**, Barrister, Greens List

Latest Developments in Victorian Liquor and Gaming

The Australian licensed club and hotel industry has experienced significant increases in regulatory impost and scrutiny over the past 2 decades. This is compounded by each Australian jurisdiction having differing regulatory regimes, especially in the areas of liquor and gaming provision. Explore the similarities and differences between the jurisdictional regulatory landscapes in liquor and gaming and the challenges faced by the industry in negotiating the regulatory minefield.

Presented by **Leigh Barrett**, Founder, Leigh Barrett and Associates

Property Transactions Involving Licensed Premises

- Liquor licensing, gaming licensing and property due diligence
- Transactions that involve liquor and gaming licences and property leases
- Sales and purchases of licensed businesses

Presented by **Paul Ryan**, Partner, Wisewould Mahoney

Amenity Issues Including Noise from Public Premises

Examine recent cases involving amenity issues that confront liquor applicants, and delve into the EPA's review of SEPP N2 and possible implications for licensed premises.

Presented by **Margaret Kearney**, Principal, Kearney Guy Legal

Responsible Gaming in Victoria: Where to Next?

- Developments over the past 12 months
- The Victorian position and what is happening interstate and overseas
- TITO and card based cashless gaming: does it make any difference from an RG perspective?
- Technological advancements including skill-based gaming machines
- Gaming machine supervision: what is working and where are we headed?

Presented by **Julian Hoskins**, Principal, Senet Legal



UNABLE TO TRAVEL?

Why not attend our seminars live online or on-demand, on any device, 24/7

4 ATTEND AND EARN

4 CPD units in Substantive Law

3 ATTEND AND EARN

3 CPD units in Substantive Law



DIRECTORS & OFFICERS: KNOW THE DUTIES

THURSDAY, 26 MARCH 2020 \$490
9.00AM TO 1.15PM (AEDT) Live from NSW WEB203N39

With directors increasingly being personally 'on the hook', you should consider attending this timely seminar. Protect your clients, your organisation or yourself by keeping up to date on the latest obligations related to work health and safety, indemnities and insurance, director's duties and more.

Chair: **Michael Rozdal**, Consulting Principal, Keypoint Law; Accredited Specialist in Commercial Litigation; *Best Lawyers 2020*, Insolvency and Reorganisation Law

Ethics & Professional Responsibility

Ethics and their Role in Providing Legal Services

- Community expectations as the new benchmark for legal compliance
- The impact of the regulation of conduct on culture
- How board behaviour will need to change

Presented by **Pauline Vamos**, Director, The Banking and Finance Oath; Immediate past CEO, The Association of Superannuation Funds Australia

Directors' Duties in Practice

- Defining a 'director' or 'officer': tricky grey areas
- Are duties owed to particular stakeholders?
- Current issues coming before the courts

Presented by **Robert Boadle**, Barrister, Nigel Bowen Chambers

Work Health and Safety Obligations for Directors and Officers

- An outline of the primary duties imposed on officers under WHS laws
- Who is an 'officer' under WHS laws?
- What is safety 'due diligence'?
- What impact will 'industrial manslaughter' amendments have on officer duties?
- Recent case law and developments

Presented by **Trent Sebbens**, Partner, Ashurst

Indemnities and Insurance for Officers in the new Regulatory Environment

- New focus on leadership, governance and culture
- Insuring human behaviour
- Deeds of indemnity: which indemnities are up for negotiation, and which are not?
- The relationship between deeds of indemnity and D&O insurance
- Available insurance protection and how competition is changing coverage
- Examples where costs are not covered
- What happens when you leave office? Are you still Insured and for how long?

Presented by **Ray Giblett**, Partner; *Best Lawyers 2013-2019*, Insurance Law, Alternative Dispute Resolution and Litigation and **Timothy Chan**, ANZIIF (Aff) CIP, Associate, Norton Rose Fulbright Australia



FRANCHISING LAW FORUM: CRITICAL LESSONS AND KEY CHANGES

THURSDAY, 26 MARCH 2020 \$490
2.00PM TO 5.15PM (AEST) Live from QLD WEB203Q31

Franchising in Australia is one of the most dynamic business sectors in the economy and staying up to date and adapting to change has never been more crucial. You'll hear from leading franchising practitioners as they analyse the key changes in response to the Inquiry's Recommendations and provide strategies on how to effectively give advice about an agreement and resolve disputes.

Chair: **Simone Pentis**, Managing Director, Advantage Partners Lawyers

Critical Franchising Update

Examine the Franchising Inquiry's recommended changes including:

- Advice to franchisors:
 - Suggested amendments to precedent franchise agreements and what they will mean for practitioners
 - The impact on franchise agreements signed before the recommended changes are implemented
- Advice to franchisees:
 - Amendments to the franchisee's request in franchise negotiations in light of the recommended changes
 - How the recommended changes may impact rights and obligations under existing agreements

Presented by **Elizabeth Gore-Jones**, Principal, The Franchise & Business Lawyers

How to Give Franchisees Legal Advice about a Franchise Agreement: A Practical Guide

The Australian franchise sector is arguably the most heavily regulated in the world. Not only will many prospective franchisees be first-time business owners, but this will often be their first experience with franchising. Practitioners must ensure that advice provided on a Franchise Agreement is commercially practical and gives a franchisee awareness of the Franchising Code of Conduct.

- Identifying whether a Disclosure Document is current and legally compliant
- The right of cooling-off, its exceptions and the consequences
- The link between a Franchise Agreement's term and entitlement to goodwill of the business
- The restrictions a franchisee will generally face regarding products, services and suppliers
- A franchisor's rights to terminate a Franchise Agreement, which are generally non-reciprocal
- The restrictions on selling the franchised business
- The consequences of termination or expiry of the Franchise Agreement
- Explaining post-term restraint of trade clauses
- What must be done if a dispute arises
- Ensuring franchisees understand personal guarantees and other forms of security

Presented by **Luke McKavanagh**, Associate, Stone Group Lawyers

Creation of Better Dispute Resolution Processes in Franchising

- How to improve the process of dispute resolution
- Binding arbitration with capacity to award remedies, compensation, costs
- A guide to undertaking multiple resolutions as a group where appropriate

Presented by **Bill Morgan**, Consultant, Morgan Mac Lawyers

4 ATTEND AND EARN

3.5 CPD units in Substantive Law
0.5 CPD units in Ethics & Professional Responsibility

3 ATTEND AND EARN

3 CPD units in Substantive Law



SHAREHOLDER AGREEMENTS WORKSHOP

THURSDAY, 26 MARCH 2020 \$490
2.00PM TO 5.15PM (AEDT) Live from NSW WEB203N40

By popular demand, our shareholder agreements workshop is back, offering a highly interactive and informative workshop session on shareholder agreements including practical worked examples. In addition, consider critical tax issues and structuring. Don't miss this highly regarded half-day seminar to pick up the skills you'll need to master shareholder agreements from beginning to end.

Chair: **Peter Chapman**, Solicitor Director, Ecovis Australia Law; Accredited Specialist in Business Law

WORKSHOP PRACTICAL WORKSHOP

Structuring Entities

- Structuring of companies and business entities
- Governance and control of the entity
- Financing of an entity's business objectives
- Determination of that entity

Drafting Shareholder Agreements

- Drafting shareholder agreements to facilitate all of the above with the intent of minimising and managing future disputes
- An informal workshop demonstrating the practical application of those principles

Presented by **John Graves**, Principal, Bradfield & Scott Lawyers; Accredited Specialist in Business and Property Law and **David Perkins**, Consultant, Bradfield & Scott Lawyers

Tax Structuring

Tax implications of structuring corporate and group entities including:

- CGT
- Income tax

Presented by **Tim Lyford**, Director of Tax, Bentleys

Engaging presenters and very practical examples.

Well presented, excellent materials, concise and straight to the point.



MEDIATION MASTERCLASS: POSITIVE RESULTS FOR PLEASED CLIENTS

THURSDAY, 26 MARCH 2020 \$490
2.00PM TO 5.15PM (AEDT) Live from NSW WEB203N42

Featuring renowned barrister Paul Sills, this workshop will enable you to take a deep dive into the mediation stumbling blocks as you work through practical real world examples and develop insights and tools to implement in your practice. Hear how to maximise the benefits of mediation and explore different high level strategies, styles and techniques. This masterclass is specifically tailored for you to refine your approach to disputes to deliver positive results for your clients.

WORKSHOP

The Initial Stages: How to Approach a Mediation

Mediation: The Roles of the Lawyer and Mediator

Effective mediation requires preparation and constructive guidance by each lawyer and the mediator. The role of those professionals is fundamental to enhancement of the mediation for the benefit of the parties. You will explore the practical performance of those roles.

Mediation Advocacy: You're Not in Court, So Don't Act Like You Are

- Getting the mindset right: compromise vs all or nothing approach
- Understanding and managing litigation risk
- Managing client expectations

The Concluding Stages: Ethical Dilemmas and Settlement Agreements

Ethical Issues in Mediation: Conflict, Greed and Moral Morasses

The ethics of the informal and client-driven process of mediation are as real and important as the ethics of the formal and judge-driven process of the courtroom.

- Analysis of how ethics applies generally in mediations
- The scope of the duties to keep the client appraised and to act in good faith

Overcoming ethical challenges in mediation while achieving successful outcomes

Drafting Impeccable Settlement Agreements

- The merits of judgments and orders by consent or an inter parties agreement
- Issues about estoppel and res judicata
- What does without admissions mean?
- What effect does the dismissal of proceedings have?
- Challenges to settlement agreements
- Deeds of settlement including the role of recitals and the effect of releases
- Costs

Presented by **Paul Sills**, Barrister and Mediator

Paul Sills is a barrister with over 20 years' experience working in global litigation markets. Paul is also an accomplished business leader, having been involved in a diverse range of companies as CEO or director. Paul has been engaged in mediations both as a legal advisor and as a client since 1995 and as a mediator since 2010. These have included multi-parties and complex issues. As a barrister Paul maintains both an active commercial litigation practice and a comprehensive mediation practice.

3 ATTEND AND EARN

3 CPD units in Substantive Law

3 ATTEND AND EARN

3 CPD units in Professional Skills

ADVANCED EVIDENCE AND ADVOCACY MASTERCLASS

THURSDAY, 26 MARCH 2020
9.00AM TO 5.15PM

\$870
203V30

Effective evidence provides the foundation to a solid case. Skilled advocacy provides the tools to turn that foundation into a winning case. Without either, everything will crumble. Focus on high level admissibility issues before perfecting your advocacy craftwork in this can't miss masterclass led by some of Melbourne's foremost advocates.

SESSION 1: EVIDENCE ADMISSIBILITY AND OBJECTIONS MASTERCLASS

9.00AM TO 1.15PM 203V30A \$490

Chair: **Nathan McOmish**, Barrister, Svenson Barristers

Advanced Strategies for Admissible and Persuasive Expert Evidence

- Advanced strategies for preparing witnesses and taking statements
- Identifying the problem areas
- Use of alternative or 'dirty' experts
- Difference between preserving confidentiality and the witness who will give evidence
- Expert Witness Codes and Rules (Vic and Cth)
- Effectively and efficiently testing evidence
- Maximising the admissibility and probative value of their report
- The usual bases for objecting to expert evidence

Presented by **Alexandra Tighe**, Partner, Holding Redlich; Recommended Commercial Litigation & Dispute Resolution Lawyer, *Doyle's Guide 2018*

Admissibility of Evidence and Hearsay

- Admissibility issues
 - Identifying issues early on
 - Developing strategies to deal with problematic evidence
 - Getting your evidence in and challenges from opposing counsel
- Hearsay evidence
 - Key distinctions: available, unavailable and 'not reasonably practicable'
 - Objections by the receiving party
 - Waiving the rules of evidence
 - Advance rulings as to admissibility of evidence
 - Notice requirements and applications involving hearsay

Presented by **Carolyn Sparke QC**, Svenson Barristers; Market Leading Wills & Estate Litigation Senior Counsel, *Doyle's Guide 2018*

Legal Professional Privilege and Implied Waiver

- Implied waiver of privilege, inadvertent disclosure and how to deal with it
- Challenges posed by electronic documents and large volume discovery
- Analysis of recent cases

Presented by **Joseph Tsalanidis**, Barrister, List A Barristers

Dealing with Objections to Evidence

- The importance of objecting to inadmissible evidence
- Best practice for objecting
- General objections
- Dealing with objections to written evidence
- Particular objections to expert's reports
- Practical scenarios and examples

Presented by **David Bailey**, Barrister, Greens List

SESSION 2: MASTERING THE ART OF ADVOCACY

2.00PM TO 5.15PM 203V30B \$490

Chair: **Michael Pearce SC**, Greens List

Written Advocacy: Identify the Issues and Persuade Your Audience

- The audience: the court's use of written submissions
- Preparation, preparation, preparation
- Identify the issue(s) and set the agenda: the outcome your client seeks
- The basics: structure and language
- Written submissions in injunctions, trials and appeals (including special leave)

Presented by **Paul M O'Grady QC**, List G Barristers; Leading Employment Law Senior Counsel, *Doyle's Guide 2019*

Advanced Cross-Examination and Examination Skills

- How to control a witness
- When to eyeball a witness
- Dealing with unfavourable witnesses
- Experts vs lay witnesses

Presented by **Kate Anderson**, Barrister, Young's List

Effectively Representing your Client in Mediation

- When to mediate
- Choosing the mediator
- Preparing your mediator brief
- Representing your client
- Conducting the negotiations
- Terms of Settlement

Presented by **Jonathan Kaplan**, Lawyer and LIV Accredited Specialist in Mediation

“Excellent, it was all really good”

“Very good - well run course and content was very informative”

CONTRACT LAW MASTERCLASS

THURSDAY, 26 MARCH 2020
9.00AM TO 1.15PM

\$490
203V31

With contracts lying at the very heart of both the commercial and legal spheres, it's critical that you hone your knowledge, skills and strategies in this area. There's no better way to perfect your abilities when working with contracts than to attend this practical masterclass.

Featuring a renowned specialist in the field, Jeffrey Goldberger will walk you through precisely what you need to know to elevate your practice. From taking a deep dive into the hottest issues and cases impacting contract law to working through real world examples to providing you with precedents, examples, case law and analysis, you'll walk away with insights and tools to implement in your practice.

Session 1: Contract Law in the Cases: The Year in Review

Consider key recent cases and issues in contract law that practitioners should have on their radar.

- The principles of contract interpretation in Australian Law
- Statutory unconscionable conduct in commercial transactions
- Forms of authority and the principles of agency
- Loss of opportunity damages in contract and tort

Session 2: Indemnities: Legal Principles and Drafting Issues

Take a deep dive into indemnities, the related legal principles, and important drafting considerations to keep in mind.


Session 3: The Implication and Incorporation of Contractual Terms

Round out the program with an insightful look at the key principles and the latest case law in this important area of contracts.

 Presented by Jeffrey Goldberger, Special Counsel, Norton Rose Fulbright

Jeffrey Goldberger is contract law specialist with over 25 years' experience in the Australian legal sector who is a recognised authority on Australian contract law. In 2012 Jeffrey served on the then Federal Attorney General's Expert Panel on the effectiveness of Australian contract law. Jeffrey formerly lectured in contract law, commercial law and private international law at the University Of Sydney Law School.

This is what past participants say about the Contract Law Masterclass:

 *Very polished performer/instructor who makes a very technical subject matter so much easier to understand. Excellent. Please keep this one as an annual presentation*

 *Absolutely flawless. An expert in his field*

CPD COMPULSORY UNITS FOR ALL LAWYERS ON 26 MARCH

THURSDAY, 26 MARCH 2020
2.00PM TO 5.15PM

\$490
203V32

Will NewLaw disrupt how your legal practice delivers services? How will you prevent and counter the growing sophistication of cyber-crime and data breaches? 3 experts in these fields will share their valuable knowledge and experience to ensure you evolve with the changing times so you don't fall behind into obsolescence.

Chair: Melissa Lyon, Associate Principal, Hive Legal

Practice Management & Business Skills

The NewLaw: Will Your Business Model Help You Survive an Increasingly Competitive Legal Market?

- What is New Law? How does this differ from 'traditional' or 'biglaw'?
- What is the starting point of becoming a New Law firm' (understanding your value and your ideal client)?
- What are the different pricing models and why should I look beyond the billable hour?
- What ways can I be innovative in my legal service delivery (e.g. virtual, online, flexible, remote)?
- What role does legal tech play in New Law?
- What role does collaboration and partnership play in a competitive legal market (networking, marketplace listings, and freelancing models)?

 Presented by Karen Finch, CEO, Legally Yours

Ethics & Professional Responsibility

Wellbeing in the Virtual and Physical Office Environment: Obligations and Tips

- What are professional responsibilities and ethical obligations to manage employee well-being?
- Duties and obligations to disclose mental health issues
- Staying on top of wellbeing when you are not face to face with your team
- How can you get the best out of yourself and your team while working remotely?

 Presented by Carlie Andrews, Associate Principal, Hive Legal

Professional Skills

Data Breaches: How to Respond, Notify and Remedy

- What is a data breach? Access or disclosure without authorisation
- Most common forms of data breach
- Obligations under the Privacy Act 1988 to notify of data breach
- Preparing for and responding to a data breach
- Ways to avoid a data breach
- Exposure from a data breach; litigation and reputational damage

 Presented by Peter Clarke, Barrister, Meldrum and Hyland List

4 ATTEND AND EARN

2 CPD units in Substantive Law
2 CPD units in Professional Skills

3 ATTEND AND EARN

1 CPD unit in Ethics & Professional Responsibility
1 CPD unit in Practice Management & Business Skills
1 CPD unit in Professional Skills

TPD AND LIFE INSURANCE INJURY CLAIMS WORKCOVER AND TAC UPDATE

FRIDAY, 27 MARCH 2020
9.00AM TO 5.15PM

\$870
203V33

We have run the gamut for you with this seminar. Begin the day by gaining essential information regarding policies, contracts, and insurance payments in this burgeoning area of the law. You'll also delve into the medical perspective with two highly regarded specialists in the field. In the afternoon you will examine the latest updates in TAC and WorkCover.

SESSION 1: TPD AND LIFE INSURANCE INJURY CLAIMS

9.00AM TO 1.15PM 203V33A \$490

Chair: **Kim Shaw**, Principal, Maurice Blackburn Lawyers

Navigating Section 54 Insurance Contracts Act and Disability Policies

- Understanding the purpose of s.54 and its application by guided case reviews
 - Applying the principles of s.54 to disability policies with working examples
 - Identifying potentially far reaching consequences of s.54
- Presented by **David Kelsey-Sugg**, Barrister, Howells' List

Non-Disclosure and Misrepresentation in Life Insurance

- An overview of the law under the *Insurance Contracts Act 1984* (Cth), pre and post 28 June 2014
 - An analysis of some of the existing controversies in the remedy provisions of the legislation
 - How non-disclosure and misrepresentation applies to life insurance contracts held under group superannuation policies
- Presented by **Paul Bingham**, Barrister, Howells' List

Tax, Super and Centrelink Implications After Insurance Payment

- Tax: understanding how payments will be taxed and what strategies can minimise or defer tax
 - Super: how payments interact with the claimant's super balance and the strategies available to ensure optimal outcomes
 - Centrelink: learn about the impact of a payment on Centrelink and how to protect entitlements
 - Tips for lawyers guiding their clients once a claim has been approved
- Presented by **Jane Campbell**, Principal, Aeran Pty Ltd

The Banking Royal Commission: What it Means for Superannuation Insurance Claims by

- injured Consumers
 - The important role of TPD and income protection insurance in superannuation for workers with injury and illness, and the legal issues to be aware of in administering these claims
 - Commissioner Hayne's recommendations on superannuation and insurance which, if implemented, should improve consumer's legal rights for decades to come, particularly regarding claims handling and remedies for non-disclosure
- Presented by **Hayriye Uluca**, Senior Associate, Maurice Blackburn

SESSION 2: TAC AND WORKCOVER UPDATE

2.00PM TO 5.15PM 203V33B \$490

Chair: **Geraldine Collins**, Principal, Maurice Blackburn; Recommended Motor Vehicle Accident Compensation Lawyer (Plaintiff), *Doyle's Guide 2018*

Transport Accident Claims Update

Analyse and discuss the current state of play in TAC, including new protocols, recent cases and the latest developments.

Presented by **Megan Caines**, Senior Associate, Polaris Lawyers

Serious Injuries Case Update in TAC and WorkCover Claims

Examine case reviews of 2019 serious injury Court of Appeal, WorkCover and TAC judgments with in depth analysis of the cases that may impact your clients.

Presented by **Sha Hotchin**, Senior Associate and Legal Practice Manager, Shine Lawyers

Professional Skills

Mediation and Settlement in TAC and WorkCover Claims

- Preparing yourself, the client and counsel for mediation
 - Conducting negotiations with or without counsel
 - The art of bringing negotiations to a conclusion
- Presented by **Michael Tiernan**, Principal, Tiernan Mediation; Accredited Specialist in Mediation

THE MEDICAL PERSPECTIVE

Professional Skills

Making the Impairment Assessments in both WorkCover and TAC: Common Myths Examined

- Making the impairment assessment under the AMA guidelines
- Dealing with pre-existing or external factors
- Evidence required by the expert
 - What information is needed to make a proper assessment
 - How much history/collateral information is needed for them to make their assessment?
 - What additional evidence would assist the expert to make a 30% psychiatric impairment
- How the rating scale works in practice

Presented by **Dr Leon Turnbull**, Psychiatrist

THE MEDICAL PERSPECTIVE

Professional Skills

An Overview of Neuropsychology and Psychiatry in TPD

- Assessment of cognitive impairment in the context of evaluation of TPD
- Separating organic from non-organic presentations
- Predicting recovery
- Emergency service workers

Presented by **Dr Leon Turnbull**, Psychiatrist and **Martin Jackson**, Principal, Martin Jackson Neuropsychology

7 ATTEND THE FULL DAY AND EARN

5 CPD units in Substantive Law
2 CPD units in Professional Skills

DECISION MAKING AND REASON WRITING WORKSHOP

FRIDAY, 27 MARCH 2020
9.00AM TO 1.15PM

\$490
203V34

Analyse decision making and reason writing and then work through an in depth, interactive workshop where the presenters will examine, dissect and reconstruct a decision in this unique, can't-miss workshop.

Decision Making and Reason Writing Interactive Workshop

Making decisions and providing written reasons to explain them should be undertaken carefully. Decisions need to be factually and legally defensible, and understandable to the audience.

- What are reasons for decisions?
- Structuring decisions from beginning to end
- What should and should not be discussed?
- Style and voice in decision writing
- Reading targets for your writing: reader-focused, clear decision writing: tips and traps
- Selecting and using words in sentences and paragraphs

Following the presentations there will be an interactive component in which the presenters and delegates will dissect a decision and reconstruct it in line with the earlier presentations.

Presented by **Tom Wodak**, former Principal Character Decision Maker, Department of Immigration and Border Protection and **Bob Milstein**, Principal, Words and Beyond

Tom Wodak was a judge of the County Court of Victoria between August 1994 and April 2009, when he resigned. Between March 2010 and March 2014, he was Principal Character Decision Maker, Department of Immigration and Citizenship, making administrative decisions under delegation by the Minister. Tom has been involved in judicial training and professional development, throughout Australia for almost 20 years and has co-authored several books.

Bob Milstein spent several years working in the USA and was admitted to the New York Bar. In 1984, he returned to Australia to commence legal practice with a focus on medical negligence. In mid-2003, he set up a business to provide health-law training, other health-law services, and plain-language training. Bob has long been aware that clear communication - or its absence - often lies at the heart of legal disputes.

Hear from past participants of Tom and Bob's Decision Making and Reason Writing presentations:

Well researched presentation, good presenters - personable. Excellent

Interesting and on point. Well done, I enjoyed the presentation very much!!

Great presenters, interesting, engaging and very informative

TRUSTS & DEEDS MASTERCLASS

FRIDAY, 27 MARCH 2020
2.00PM TO 5.15PM

\$490
203V35

Gain insight into the complex issues of trusts and deeds in this high level afternoon masterclass. Sharpen your skills so that you are prepared for the issues your clients might face. Get practical tips on amending trust deeds and the re-settlement of trusts. Discover what can possibly go wrong, so that you know what to do and are prepared for any eventuality. Hear about the latest developments in trading trusts and the corporate trustee and how your practice can make the most of this.

Chair: **Katerina Peiros**, Incapacity, Wills & Estates Lawyer (Director), Hartwell Legal; Accredited Specialist in Wills and Estates Law; Co-author, Business Succession Planning chapter, *Estate Planning*, LexisNexis; Committee Member, Succession Law Section Committee, LIV

Amending Trust Deeds and the Re-settlement of Trusts

- Circumstances that require or warrant amending deeds
- Source of power of amendment
- Administrative and procedural requirements
- Construction and scope of the power of amendment
- Risks of resettlement
- Consequences of resettlement

Presented by **Dr Bill Orow**, Barrister, Greens List B, Owen Dixon Chambers

Trust Operations: What Could Possibly Go Wrong?

- Lost trust deeds
- Beneficiary demands for copies of trust documents
- Appointor's fraud on the power
- Transfers of trust assets to new trustee
- Flaws in devolvement mechanisms
- Surcharges arising from foreign beneficiaries

Presented by **Mercia Chapman**, Senior Legal Counsel, TWS, Equity Trustees

Trading Trusts and the Corporate Trustee: Recent Legal Developments

- The rise of the trading trust as a commercial vehicle: perks and pitfalls
- Role of the corporate trustee and liability of directors
- Insolvency of corporate trustees

Presented by **Jennika Anthony-Shaw**, Barrister, Foley's List

4 ATTEND AND EARN

2 CPD units in Substantive Law
2 CPD units in Professional Skills

3 ATTEND AND EARN

3 CPD units in Substantive Law

UNDERSTANDING FINANCIAL REPORTS FOR LAWYERS: A PRACTICAL WORKSHOP

MONDAY, 30 MARCH 2020
9.00AM TO 1.15PM

\$490
203V36

It's absolutely essential that you have a sound understanding of how to read financial reports. Using examples from small, medium and large organisations, this practical workshop will help you to quickly and accurately grasp and communicate the information found within a financial report. You'll gain the confidence and knowledge to quickly and accurately assess an organisation's financial position, parse complex valuation issues, and identify signs of distress or insolvency.

Practical Examples, Exercises and Case Studies

Engage in worked examples of financial reports including working through a series of hypothetical financial statements involving case studies, sample documents and more.

Master the Essential Elements of Financial Reports

- Fundamental accounting principles, standards, concepts and definitions
- Understanding the reliability and information value of financial reports
- The different types of financial reports: how they are prepared, who prepares them, who can rely on them
- What is included in a financial report and how to analyse and interpret the information
- The value of notes and making the best use of other information
- Worked examples of financial reports including balance sheets and key areas to watch out for

Explore how to Identify Signs of Potential Distress or Insolvency

- Analysis of reports to identify insolvency
- Ratios that may signify potential distress in the business
- What constitutes a good ratio and a bad ratio?
- Red flags to watch out for
- War stories

Become Proficient at Spotting Valuation Issues in Financial Reports

- Analyse the financial position and prospects of a business
- Discuss indicators of risk and uncertainty in specific financial statement amounts
- Gain an appreciation of the warning signs that a financial statement may be unreliable
- Discuss aspects of a financial statement that has been shown to be misstated
- Red flags

Presented by **Kellie Badge**, Partner, Grant Thornton Australia

CPD COMPULSORY UNITS FOR ALL LAWYERS ON 30 MARCH

MONDAY, 30 MARCH 2020
2.00PM TO 5.15PM

\$490
203V37

Three problem issues that arise all too commonly and create all too many issues for practicing solicitors. Three experts will address conflict of interest, health and safety in your practice, stress and burnout of yourself or a colleague. You will gain practical insights on how to manage and resolve these issues effectively.

Chair: **Rohan Millar**, Barrister, Douglas Menzies Chambers

✔ Ethics & Professional Responsibility

Conflicts of Interest: The Legal and Commercial Considerations

- Identifying relevant conflicts
- Principles to be applied
- Types of conflicts
- Knowing when and when not to withdraw
- Understanding and ensuring effective management of conflict of interest
- Recent case law developments

Presented by **Christopher Dale OAM**, Special Counsel, O'Donnell Salzano Lawyers

✔ Practice Management & Business Skills

Managing Health and Safety Obligations in Your Practice

- Key concepts under the *OHS Act*
- Your main duties as an employer or supervisor
- Duties of your employees and officers
- Prevalent office based safety risks
- Practical compliance tips
- Recent Cases

Presented by **Cameron Hannebery**, Special Counsel, Lander & Rogers

👤 MEDICAL PERSPECTIVE

✔ Professional Skills

Mental Health: Stress Management and Building Resilience

Explore how to take a proactive approach to managing your own mental health, exploring the science behind stress and burnout, and the steps you can take to look after yourself and others. You will gain practical strategies that help reduce individual stress and the tools to support others in the workplace.

- The science of stress
- How to develop practical, evidence-based stress management strategies for psychological fitness
- Psychological first aid and how you can support a colleague
- What to do when you observe that someone is not okay
- How to check-in early and how to provide support e.g. Employee Assistance Program service

Presented by **Yasmin Schaefer**, Psychologist, National Program Manager, Mindful Employer



IN-HOUSE TRAINING

Train your entire staff at once with a tailor made in-house training program to meet your needs.

Phone (02) 9387 8133

4 ATTEND AND EARN

4 CPD units in Professional Skills

3 ATTEND AND EARN

1 CPD unit in Ethics & Professional Responsibility
1 CPD unit in Practice Management & Business Skills
1 CPD unit in Professional Skills

10 POINTS IN ONE DAY: YOUR LAST CHANCE!

TUESDAY, 31 MARCH 2020
7.30AM TO 6.30PM

\$960
203V38

Make the most of your last chance to earn CPD this year by hearing from 14 experts who will give you all the information and skills necessary to grow your knowledge and practice. Gain all the CPD you need and bolster your practice in one efficient, information-packed day.

SESSION 1: COMMERCIAL LAW ROUNDUP

7.30AM TO 10.30AM 203V38A \$490

Chair: **Joshua Kohn**, Barrister, Foley's List; Recommended Insolvency & Restructuring Junior Counsel, *Doyle's Guide 2019*

Heads of Agreement: Binding or not?

- Advantages and disadvantages of using Heads of Agreement
- Enforceability: Is there agreement on all essential terms?
- Negotiations... 'subject to contract'
- Intention of the parties: precedent clauses for non-binding & binding
- Three (or four) classes of intention: *Masters v Cameron*
- Construing Heads of Agreement

Presented by **Ralph Greenberger**, Barrister, Patterson's List; Accredited Mediator

Settlements and Release Clauses in Commercial Disputes

- Objectives and forms of settlement
- Legal analysis of the settlement contract and practical matters
- Drafting release clauses and covenants not to sue
- Enforcing and revisiting settlements
- A checklist for settlement of commercial disputes

Presented by **Ian Upjohn CSC QC**, Howells' List

Insolvency and Bankruptcy Fundamentals for All Lawyers

- Proposed policy and practical changes in bankruptcy
- Interaction between insolvency and debt recovery in bankruptcy and in liquidations and the variable approaches taken by the courts
- The likely effects on debt recovery procedures

Presented by **John Dunne**, Principal, John Dunne and Associates

PPSA in Practice

- PPS leases in practice
- When a registration may be defective
- Vesting of security interests in a winding up
- Effective applications to extend the date for registration
- Taking free of a security interest in the ordinary course of business
- When to assess a dispute between competing claims in collateral

Presented by **Graeme Scott**, Special Counsel, Hall & Wilcox; *Best Lawyers 2020*, Alternative Dispute Resolution

SESSION 2: CPD COMPULSORY UNITS FOR ALL LAWYERS

10.45AM TO 1.45PM 203V38B \$490

Chair: **Harriet Warlow-Shill**, Principal, Tisher Liner FC Law

Ethics & Professional Responsibility

Wellbeing in the Virtual and Physical Office Environment

- What are your professional responsibilities and ethical obligations to manage employee well-being?
- Duties and obligations to disclose mental health issues
- Staying on top of wellbeing when not face to face with your team
- Getting the best out of yourself and your team while working remotely

Presented by **Adrienne Trumbull**, Associate Principal, Hive Legal

Professional Skills

Tax & Business Structures: Planning, Strategies and Tips

Compare structuring alternatives by highlighting key taxation, asset protection, and estate planning considerations.

- Guide to protecting business assets
 - Operational funding; IP; retained profits
- Structuring strategies: trading entity
 - Proprietary company; non-fixed trust; other trading options
- Structuring strategies: holding entity
 - CGT & duty; availability of income splitting; options for business premises
- How to plan for business expansion & succession
 - Securing minority stakeholder investment; small business CGT concessions; preparing business for sale

Presented by **Allan Swan**, Director, Estate Planning Equation; Preeminent Wills, Estates & Succession Planning Lawyer, *Doyle's Guide 2019*

Practice Management & Business Skills

The Art of Creative Thinking for Innovative Business Growth

- Harnessing creative thinking for disruptive innovative solutions
- How a creative mindset is formed, neuroscientific evidence
- How to quickly create new solutions to challenges: the '6 minute problem solver'
- How to develop a creative framework that turns around stuckness or boredom within yourself, your team or practice
- How to leverage this toolbox of creative based solutions in areas of your practice, for example, presentations, speaking, networking, etc

Presented by **Sally Arnold**, Business Coach and Author, Creative Encores

SESSION 3: PROPERTY, WILLS, FAMILY AND TRUSTS UPDATE

2.15PM TO 6.30PM 203V38C \$490

Chair: **Russell Robertson**, Director, O'Farrell Robertson McMahon; Accredited Specialist in Wills & Estates

Property Law Case Update

Analysis of the outcomes of the most important recent property law cases and what they mean for your practice.

Presented by **Robert Hay QC**, Castan Chambers

Trusts: Beware the Settled Land Act

- The Act explained
- Pitfalls for solicitors and trustees
- Litigation for breach of trust
- Proposals for reform

Presented by **Simon Gannon**, Barrister, Isaacs Chambers

Wills and Estates: A 12 Months Review

- Review and exploration of recent cases of importance in estate litigation over the last 12 months
- Discussion of the facts of these cases and how they may impact upon your practice and affect advice you give to your clients

Presented by **Naomi Guyett**, Senior Associate, Lorraine Jones & Associates; Accredited Specialist in Wills & Estates; Recommended Wills & Estates Litigation Lawyers, *Doyle's Guide 2019*

Family Law Developments

A review of recent, significant cases and trends from the Family Court of Australia and Federal Circuit Court.

Presented by **Deborah Wiener**, Barrister, Holmes List

10 ATTEND THE FULL DAY AND EARN

7 CPD units in Substantive Law
1 CPD unit in Ethics & Professional Responsibility

1 CPD unit in Practice Management & Business Skills
1 CPD unit in Professional Skills



STARTING A NEW LAW FIRM

TUESDAY, 31 MARCH 2020 \$490
9.00AM TO 1.15PM (AWST) Live from WA WEB203W46

Starting your own firm is no easy task, especially when you need to decide on your approach to strategy, pricing, management, technology and employment practices. Take a half day to explore the strategies adopted by successful business leaders and legal experts and gain tactics to confidently establish and lead your firm into the future.

Chair: **John Poulsen**, Principal, People Passion Performance; Former Managing Partner and CEO of Squire Patton Boggs

Technology and the Modern Practice of Law

- Legal technology
- Cybersecurity and data governance
- Automation

Presented by **Marco Marcello**, Manager of Information Systems, Lavan

Getting it Right from the Beginning: Workplace Wellbeing

- Workplace wellbeing: why it matters
- Working collaboratively to take a preventative approach to workplace wellbeing
- Strategies for supporting employees experiencing mental health conditions

Presented by **Nikita Barsby**, Senior Associate and Lauren Wright, Law Graduate, MDC Legal

How to Manage and Lead Your Firm into the Future

There is more to starting a law firm than just being a great lawyer. Managing and leading a law firm requires good practice management. Rhea Wood will discuss the day to day essentials that you need to consider in order to shape your firm, including:

- How to maximise efficiency through well-defined operations and processes
- The 'behind the scenes' essentials of legal administration and management
- The benefits of proactive project management and importance of managing change

Presented by **Rhea Wood**, Legal Practice Manager, Tottle Partners

Productise and Profit: Strategies to Build a Successful Business

When you design products for your customer's needs, sell solutions instead of time, and systemise service delivery, you will free yourself from the grunt work and build a successful business that lets you spend your time doing the work you love. This 6-step process will teach you to master these skills, teaching you cutting edge strategies and tools to design productised services that your customers will buy. Lucy Dickens will share exactly what productised services are and why you need them in your practice.

Presented by **Lucy Dickens**, Senior Associate, Birman & Ride; Business Coach



BUSINESS SKILLS FOR LAWYERS

TUESDAY, 31 MARCH 2020 \$490
2.00PM TO 5.15PM (AEDT) Live from NSW WEB203N44

It's no secret that being a successful lawyer takes more than just knowing the law. Whether you're a solo practitioner or leading your own team, having the right set of skills can be difference between getting ahead and getting forgotten. From digital marketing to time management, financial literacy to cyber resilience, this seminar equips lawyers with the core skills they should have taught in law school.

Chair: **Caryn Sandler**, Partner and Chief Knowledge and Innovation Officer, Gilbert + Tobin

How to Stand Out from Others: Digital Marketing for Lawyers

In order to outrank your competition and engage new clients, your legal practice needs an effective marketing strategy that will separate you from the rest. This presentation will cover the free and organic digital marketing activities every firm can adopt to increase and improve their digital presence, build their professional profile and ensure potential clients can find them. Topics include:

- Digital marketing overview
- Search Engine Optimisation (SEO) basics
- SEO strategies
- Email marketing
- Social media insights and strategies

Presented by **Ryan Shelley**, Managing Director, PepperIT

Troubleshooting Guide to Running Many Matters all at Once

- Walking the tightrope of balancing multiple deadlines, priorities and client demands
- Strategies for dealing with administrative and recordkeeping tasks with little or no administrative support
- Staying motivated, energised, and in control
- Burnout: recognising the symptoms and addressing the causes
- Making time for you and yours

Presented by **Christopher Stannage**, Managing Director, Saltwater Insurance Consultants

Financial Management and Understanding Financial Reports

- The story behind the financial reports
- What you can learn about your business through your accounts
- How access to real-time accurate financial reporting will assist your business
- What reports do you really need
- How you can work with your accountant to assist your business

Presented by **Fiona Bateman**, Director, Dolman Bateman

Cyber Resilience for Your Practice

In a recent survey of 174 law firms, 87% of participants reported that cyber security was a concern for their practice, and almost one in five experienced a cyber security breach over the previous two years. However, 87 percent invested less than 30 minutes of cyber security training per month for employees. Examine the following essential issues:

- Examples of email fraud and cyber incidents impacting Australian legal practices
- Lawyers' professional responsibilities including duty of care, trustees' duties and other legal and ethical obligations
- Practical steps you can take to enhance your practice's cyber resilience

Presented by **Simone Herbert-Lowe**, Solicitor Director, Law & Cyber

4 ATTEND AND EARN

4 CPD points in Practice Management & Business Skills

3 ATTEND AND EARN

3 CPD units in Practice Management & Business Skills

REGISTRATION FORM / TAX INVOICE



Hurry Time is Ticking!
Early Bird Registrations end 24 December 2019

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PLEASE REGISTER ME FOR THESE VICTORIA PROGRAMS:
VENUE: RACY CITY CLUB MELBOURNE - LEVEL 2, 501 BOURKE STREET, MELBOURNE

SEMINAR NAME	Code	Std. Price	Early Bird	Face to Face	Live online	Recording
Government Law Conference	203V01	\$870	\$770	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 1: Government Lawyers Update	203V01A	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 2: CPD Compulsory Units for Government Lawyers	203V01B	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Building and Construction Roundup	203V02	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Environment and Planning: Latest Changes	203V03	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Trust Account Risks and Regulation	203V04	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
CPD Compulsory Units for All Lawyers on 5 March	203V05	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Family Law Conference: Splitting the Asset Pool	203V06	\$870	\$770	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 1: Tax, SMSFs, Trusts and Treatment of Other Property	203V06A	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 2: CPD Compulsory Units for Family Lawyers	203V06B	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Workplace Law Summit	203V08	\$870	\$770	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 1: Workplace Law Hot Topics	203V08A	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 2: Managing Workplace Conflict, Incidents and Investigations	203V08B	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Contract Law Conference 2020	203V09	\$870	\$770	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 1: Contract Enforcement and Conflicts	203V09A	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 2: Key Contractual Considerations	203V09B	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Property Law Conference	203V10	\$870	\$770	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 1: Comprehensive Update of Critical Property Law Developments	203V10A	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 2: CPD Compulsory Units for Property Lawyers	203V10B	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Medical Negligence: The Current Issues	203V11	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Civil Claims for Institutional Abuse	203V12	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Family Law Drafting Intensive	203V13	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
CPD Compulsory Units for All Lawyers on 17 March	203V14	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
In-House Counsel Conference	203V15	\$870	\$770	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 1: The Key Legal Issues for In-House Counsel in 2020	203V15A	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 2: CPD Compulsory Units for In-House Counsel	203V15B	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Retail and Commercial Leasing Review	203V16	\$870	\$770	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 1: Leasing Law & Practical Strategies	203V16A	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 2: Breaches, Disputes and the Retail Lease Act's Applicability	203V16B	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Business Clients: 25 Answers to the Most Frequently Asked Questions	203V17	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Demystifying Venture Capital and Private Equity Transactions	203V18	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Intellectual Property Conference	203V19	\$870	\$770	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 1: IP Update	203V19A	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 2: CPD Compulsory Units for IP Lawyers	203V19B	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Personal Injury Conference	203V20	\$870	\$770	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 1: Personal Injury Roundup	203V20A	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 2: CPD Compulsory Units for Personal Injury Lawyers	203V20B	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Criminal Law Symposium	203V21	\$870	\$770	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 1: Critical Criminal Law Updates	203V21A	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 2: CPD Compulsory Units for Criminal Practitioners	203V21B	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Advanced Commercial Litigation Conference	203V22	\$870	\$770	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 1: Key Commercial Litigation Issues	203V22A	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 2: CPD Compulsory Units for Litigators	203V22B	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Saturday 10 Points in One Day	203V23	\$960	\$870	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 1: Family Law and Wills & Estates	203V23A	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 2: CPD Compulsory Units for All Lawyers	203V23B	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Session 3: Commercial Risks and Disputes	203V23C	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



PLEASE REGISTER ME FOR THESE LIVE ONLINE PROGRAMS

SEMINAR NAME	Code	Std. Price	Early Bird	Live online	Recording
CPD Compulsory Units: Over Lunch, Over 3 Weeks	WEB202N01	\$395	N/A	<input type="checkbox"/>	<input type="checkbox"/>
Privilege: A Fresh Approach	WEB202N01A	\$155	N/A	<input type="checkbox"/>	<input type="checkbox"/>
People Skills and Communication to Effectively Manage Clients	WEB202N01B	\$155	N/A	<input type="checkbox"/>	<input type="checkbox"/>
Making a Deal: Negotiation Skills	WEB202N01C	\$155	N/A	<input type="checkbox"/>	<input type="checkbox"/>
'How To' Skills for Litigators	WEB203N05	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>
Game of Drones: Critical Regulatory, Risk and Liability Issues	WEB203Q14	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>
Film and TV Conference: Key Content and Production Issues	WEB203N21	\$870	\$770	<input type="checkbox"/>	<input type="checkbox"/>
Session 1: Key Legal Issues in Film and TV	WEB203N21A	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>
Session 2: International Production Issues and Scenario Workshop	WEB203N21B	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>
Not for Profits and Charities: The Current Legal Issues	WEB203W16	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>
Privacy and Data Security Workshop	WEB203Q18	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>
Women in Law: Can I have it All?	WEB203S07	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>
SMSFs: The A-Z of Legal Issues	WEB203N31	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>
PPSA Updates and Strategies	WEB203N37	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>
Directors & Officers: Know the Duties	WEB203N39	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>
Franchising Law Forum: Critical Lessons and Key Changes	WEB203Q031	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>
Shareholder Agreements Workshop	WEB203N40	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>
Mediation Masterclass: Positive Results for Pleased Clients	WEB203N42	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>
Starting a New Law Firm	WEB203W46	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>
Business Skills for Lawyers	WEB203N44	\$490	\$395	<input type="checkbox"/>	<input type="checkbox"/>

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