

VICTORIAN CORPORATE COUNSEL DAY 2009

PLUS - ANNUAL ACLA VICTORIA DINNER

UNCERTAIN TIMES – GETTING AHEAD OF THE GAME

12 March 2009

Melbourne Cricket Ground

Organised and promoted by the Australian Corporate Lawyers Association (ACLA)

This is the only Victorian legal conference organised *by* in-house lawyers *for* in-house lawyers.

Don't miss this opportunity to:

- Hear from industry experts on topics of paramount interest to corporate lawyers
- Boost your output by finding out how to achieve your personal peak performance
- Learn about marketing yourself, productivity and career development
- Collect your mandatory CPD points for professional skills, ethics and practice management before the end of the CPD year on 31 March 2009

Hear from over 12 experts including:

- **Nigel Marsh**, *Author and Group Chief Executive Officer, Y&R Brands*
- **Andrew May**, *leading expert on performance and productivity*
- **Simon Grant**, *Chief Executive Officer, Australia & America at MacarthurCook*
- **Andrew Fraser**, *author*
- **Victoria Marles**, *Legal Services Commissioner and Chief Executive Officer, Legal Services Board*

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VICTORIAN CORPORATE COUNSEL DAY 2009 AND ANNUAL ACLA VICTORIA DINNER

Key to CPD Fields

EPR - Ethics & Professional Responsibility

PM & BS - Practice Management & Business Skills

PS - Professional Skills

SL - Substantive Law

8:00 **Conference registration**

8:30 **Opening addresses**

Paul Vine, President, Victorian Division, Australian Corporate Lawyers Association

Richard Hobson, Chief Executive Officer, Linchpin Legal Management, Conference Chair

8:45 **Keynote address:**

Andrew Fraser - resilience in the face of adversity

PM&BS

- Looking at the pitfalls of inadvertently committing a corporate crime as a result of personal issues
- Andrew draws on his life experience to discuss overcoming adversity and the value of persistence
- How can corporate lawyers avoid the type of involvement with clients, employers and business associates which has the potential to attract personal and professional detriment?

Andrew Fraser, author "Court in the Middle" and "Lunatic Soup"

9:30 **Ethical Dilemmas in Day to Day Practice**

EPR

Our panel will take part in a discussion of interests, rights and obligations which are activated in some familiar scenarios encountered by corporate counsel, including:

- What to do when your employer wants you to do something with which you have an ethical/legal issue
- How to balance subsidiary versus parent company interests
- Dealing with mistakenly provided privileged information during discovery

Moderator:

Dr Benny Tabalujan, Director, Institute of Knowledge Development, Adjunct Associate Professor, Melbourne Business School, University of Melbourne, Editor of Leadership and Management Challenges of In-house Legal Counsel (LexisNexis Butterworths Australia, 2008)

Panel:

Dr. Christine Parker, ARC Australian Research Fellow and Associate Professor and Reader at the Law School, University of Melbourne

Victoria Marles, Legal Services Commissioner and Chief Executive Officer, Legal Services Board

Kirsten Mander, Director, Hadsel Grace & Associates, General Counsel and Company Secretary, Sigma Pharmaceuticals Ltd

10:30 **Implementing green building and energy efficiency initiatives**

SL

Carbon Pollution Reduction Scheme

- Role and significance of complementary measures

Examining some complementary measures

- Building and planning regulations
- Green building systems initiatives, including green rating systems
- National Strategy on Energy Efficiency

Understanding the legal and commercial implications of complementary measures

- Inclusion of green provisions in development contracts and leases, including:
 - Energy, heating, water and waste requirements
 - Building materials and floor layout
 - Performance measurement and incentives

John Thwaites, Consultant, Maddocks

11:00 **Morning tea**

11:30 **Understanding developments in retention of title law**

SL

- Reviewing retention of title principles – the elements of the clause and understanding how ROT protects the interests of suppliers against a purchaser's insolvency
- Liabilities and obligations of administrators where property is subject to ROT following the *Corporations Amendment (Insolvency) Bill 2007*
- Practicalities of enforcing an ROT claim, including requirements for proof of ownership and identification of goods supplied
- How can you protect the supplier's interests?
- Examining proposed Personal Property Securities legislation and its possible consequences

Michael Johns, Partner Reconstruction and Insolvency, Maddocks

12:00 **The 4 Day Work Week**

PM&BS

- Learn how to boost your output by a minimum of one day per week
- Becoming clear about your core activities
- How to get more done in less time
- Investing in that thing called 'life'.

Andrew May, Switched On, Leading expert on performance and productivity

1:00 **Networking lunch for speakers and delegates**

2:00 **Fat, Forty and Fired – keeping on top of your game**

PM&BS

- Reaching and maintaining peak performance
- Perspectives from direct personal experience of dramatic company turnarounds
- Facing a gap in your career - driving through personal and professional burnout
- Getting the best out of life, business and those around you

Nigel Marsh, Group Chief Executive Officer, Y&R Brands and author "Fat, Forty and Fired" and "Observations of a Very Short Man"

2:50 **Choose from one of the following sessions**

Please note your selection on your registration

Session A

Boards and challenging times – crisis planning and how to gain your board's support

PM&BS

- Be prepared - developing and testing the corporate crisis plan, and the role of the legal department
- When the crisis hits - communication, protecting reputation and preventing liability
- Dealing with the Board and Directors before, during and after a crisis

Tricia Kent, Director, Hadsel Grace & Associates

Simon Grant, Chief Executive Officer, Australia & America at MacarthurCook Limited

OR

ETHICS HYPOTHETICAL

Session B

Maximising value for your external legal spend

PM&BS

- Identifying preferred outcomes for specific projects and long term relationships involving external lawyers
- Understand the competitive legal market
- Communicating and agreeing cost and commercial objectives and methodology with your external lawyers
- Establishing pricing arrangements (budgets, billing and benchmarks)
- Monitoring performance against objectives and potential for cost cutting
- Maintaining a relationship with your law firm to make your business a Preferred Client
- Reviewing performance using different criteria - outcome, cost, efficiency and preservation of commercial interests
- How to provide constructive feedback to your law firm

Elizabeth Harris,
Director,
Allocatur Consulting Pty Limited

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3:50 Afternoon tea

4:05 Strategies for career enhancement in the current climate

PS

- The current market: highs and lows
- Marketing yourself to enhance your opportunities
- Turning "bad" news into good: handling retrenchment and career change
- Getting the most out of mentoring
- How to ensure your strengths and passions direct your career pathway – avoid becoming a hostage to your job
- Lifelong learning - more important now than ever

Moderator:

Katherine Sampson, *Managing Director,*
Mahlab Recruitment (Vic) Pty Ltd

Panel:

Jil Toovey, *Director,* Institute of Knowledge Development
Sue Zabrud, *Director,* Human Asset Development Group Pty Ltd
Jannine Fraser, *Director,* Directioneering Pty Limited
Janice van Reyk, *Senior Manager- Environment,* Manidis Robert

Session Sponsor

Mahlab

Exhibitors



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5:00 Choose from one of the following sessions

Please note your selection on your registration

Session A

The future of Facebook and lawyers

PM&BS

- Types of social networking
- Risks associated with social networking sites in the workplace
 - adverse impacts on productivity
 - heightened chances of harassment claims
- Benefits of lawyers engaging in social networking
- Implementing and managing social networking online using business resources
 - Levels of access
 - Types of sites permitted to be accessed
 - Monitoring employee use

Peter Moon, *Partner Telecommunications & IT,* Logie-Smith Lanyon Lawyers

Session B

OR

Direct briefing the Bar

PS

- The competitive advantages of direct briefing
- Recognising when to brief out to the Bar
- Becoming familiar with the expertise available at the Bar (including ADR services and strategic advice)
- Identifying the best barrister for the job
- Scoping the assistance sought and negotiating fee arrangements
- How to compile a brief to a barrister
- What does your barrister need to know

Albert Monichino, *Barrister,* Aickin Chambers, Melbourne

Cameron Ford, *Senior Legal Counsel Dispute Resolution,*
National Australia Bank Limited

6:00 Cocktail reception

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7:00

ACLA Vic Annual Dinner

Proudly sponsored by: Jacinta Fish Legal



Hosted by Simon Tupman, Author "*Why lawyers should eat bananas*"

Simon Tupman is one of Australia's most entertaining and versatile speakers who sparks enthusiasm and fun into every event he's involved in. A master at mimicry, he uses his corporate savvy to captivate every business audience with his wit and wisdom. His delivery is centred around topical issues of concern to every business leader today: leadership, management, service, entrepreneurship and motivation.

Born in England, he went to school at Downside School, near Bath. After qualifying as a solicitor in 1984, he specialised in criminal law. In 1988, he left the law to complete an MBA at City University Business School in London. Soon after, he moved 'downunder' spending time in both Australia and New Zealand.

Priority registration form Victorian Corporate Counsel Day and Annual ACLA Dinner

**4 easy ways
to register**

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Online: www.lexisnexis.com.au/pd
Mail: Conference Co-ordinator, LexisNexis
Locked Bag 2222, Chatswood Delivery Centre,
Chatswood NSW 2067
or: DX 29590 Chatswood

Please complete sections 1, 2, 3, 4

Conference code: PD1809 ABN: 70 001 002 357

(Please photocopy for more than 2 delegates)

1 Delegate details

Delegate 1

Mr/Ms/Dr: _____
First name Last name

ACLA Membership No: _____

Position: _____

Organisation: _____

Postal address: _____

Suburb Postcode State

Telephone: _____

Fax: _____

Email (required**): _____

** to send conference confirmation

Delegate 2

Mr/Ms/Dr: _____
First name Last name

ACLA Membership No: _____

Position: _____

Organisation: _____

Postal address: _____

Suburb Postcode State

Telephone: _____

Fax: _____

Email (required**): _____

** to send conference confirmation

2 Select Your Package

ACLA Members or Associate Members

Early Bird Pricing (Book & pay after 19 January 2009 & before 2 March 2009)

Conference & Dinner^ \$575.00 + GST = \$632.50

Standard Pricing (Book & pay after 2 March 2009)

Conference & Dinner ^ \$675.00 + GST = \$742.50

Conference only (No Dinner)^ \$625.00 + GST = \$687.50

Student members (Including dinner)^ \$350.00 + GST = \$385.00

Non-ACLA Members

Early Bird Pricing (Book & pay after 19 January 2009 & before 2 March 2009)

Conference & Dinner^ \$725.00 + GST = \$797.50

Standard Pricing (Book & pay after 2 March 2009)

Conference & Dinner^ \$825.00 + GST = \$907.50

Conference only (No Dinner)^ \$775.00 + GST = \$852.50

3 Dinner details and Stream Selection

I will be attending the Annual Dinner I will not be attending the Annual Dinner

Standard Pricing (Book & pay after 2 March 2009)

Dinner only (Single tickets) \$160.00 + GST = \$176.00

Dinner only (Tables of 10) \$1440.00 + GST = \$1584.00

^Please choose from these streams:

2:50pm Streams: Session A Session B

5:00pm Streams: Session A Session B

4 Payment details

Payment is due upon registration

Enclosed is my cheque for: \$ _____ made payable to LexisNexis

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CANCELLATION

Your registration will be confirmed in writing when full payment has been received. LexisNexis will refund your registration fee in full less a \$165.00 administration cost if a request to cancel the registration is received in writing up to but not including 1 month prior to the event. If written notification is received any time up to but not including 2 weeks prior to the event, you will receive a 50% refund of your registration fee and seminar documents. No cancellation requests will be accepted after this time. You may nominate a replacement; however, no refund will be issued.

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