



Advocacy 2012 – QLD

Practical and essential preparation techniques for all advocates

15 February 2012, Stamford Plaza Brisbane

Program highlights

- Raise your courtroom confidence with a tactical plan of approach
- Unravel the intricacies of courtroom decorum and hone your communication skills
- Learn how to develop robust legal analyses and written submissions
- Gain advantage over your opponent by being adept at cross examination techniques
- Master the craft of using impactful opening and closing addresses

Speakers

- Her Honour Judge Leanne Clare SC, District Court of Queensland
- Mark McCulloch SC, Barrister, Seven Wentworth Barristers' Chambers
- David Topp, Barrister, Queensland Bar and Treasurer, Queensland Young Lawyers Association
- Craig Smith, Lecturer, Faculty of Law and Faculty of Business, Queensland University of Technology
- Kenneth Barlow SC, Barrister, Queensland Bar
- Catherine Muir, Barrister, Queensland Bar
- Joanne Stagg-Taylor, Acting Deputy Director, Griffith University Legal Practice Centre
- Bruce Thiele, Barrister, ADR Chambers, Accredited Family Law Specialist

Claim up to 7 CPD/MCLE points

Advanced Price expires
9 December 2011 – SAVE \$275

Register Today!

Visit: www.lexisnexis.com.au/pd



Be the first to register for Advocacy 2012 – QLD and receive a free copy of *Advocacy in Practice*, 5th Edition by J L Glissan QC worth \$275.

Product of:



In Association with:



Endorsed by:



Advocacy 2012 – QLD

Practical and essential preparation techniques for all advocates

Wednesday, 15 February 2012

8:30 Registration

8:50 Opening remarks from the Chair

Danielle Keyes, *Senior Associate*, Norton Rose and
President, Queensland Young Lawyers Association

Keynote address: A perspective from the Bench

9:00 Practical guidance for preparation – recommendations from the Bench

- The keys to being an effective advocate
- Developing good practice and avoiding proverbial mistakes
- Essential advice and tips from the bench

Her Honour Judge Leanne Clare SC, District Court of Queensland

0.5 CPD/MCLE point in professional skills

Court procedures, courtroom decorum and competency in communication

9:30 Demystifying courtroom decorum and judicious communication

- Discerning tacit rules: ethics and etiquette, professionalism and protocols
- Responsibilities and duties to court
- Alleviating nerves when presenting or making court submissions
- Knowing what to say and/or do during court appearances
- Techniques for effective communication with the judge
- Practical oratory skills and responding to questions from the bench
- Dealing with confrontations and criticisms from the bench
- Identifying and addressing common mistakes

Mark McCulloch SC, *Barrister*, Seven Wentworth Barrister's Chambers

0.75 CPD/MCLE point in professional skills

10:15 Strategies and tactics for tackling interlocutory hearings

- What to do when appearing as a solicitor advocate
- Reviewing the various court procedures: Magistrate, Supreme, Federal and Family Courts
- Understanding case management procedure and court lists
- Fathoming what to do at appearances, call-overs, applications, directions or adjournment hearings
- Updates on the latest rules and procedures

Richard Morgan, *Barrister*, Queensland Bar

0.75 CPD/MCLE point in professional skills

11:00 Morning tea

Partnership between solicitors and barristers

11:15 Principles for a winning partnership: coordinating the roles between solicitor and barrister

- Who does what?
- Preparing the perfect counsel brief
- Examples of adequate and inadequate instructions from a solicitor
- Setting out a balanced overview of strengths and weaknesses in advice
- Tips on how to conduct a 'smooth' partnership and a winning case

David Topp, *Barrister*, Queensland Bar and Treasurer, Queensland Young Lawyers Association
Helen Mrrmos, *Senior Associate*, redchip lawyers

0.75 CPD/MCLE point in professional skills

Essential skills for developing case theory and preparations for trial

12:00 Effective development of legal analyses and preparation of written submissions

- Determining purpose and observing logical structure and organisation
- Developing robust case theory
- Analysing your client's case and providing accurate advice
- Constructing arguments to facilitate a just determination
- Methods of matching up your main point with required and relevant evidence
- Useful interviewing techniques to adopt
- Writing skills to take away and practice
- Critique of poorly written submissions

Craig Smith, *Lecturer*, Faculty of Law and Faculty of Business, Queensland University of Technology

0.75 CPD/MCLE point in professional skills

12:45 Networking lunch for speakers and delegates

Dealing with evidence

1:45 Gathering and working intelligently with evidence, for and against

- Fundamental rules of evidence: admissibility, relevance and reliability
- Gathering evidence, interviewing witnesses, assessing your client's case on the evidence
- The use to be made of documentary and opinion evidence
- Evidence and the Uniform Civil Procedure Rules (UCPR)

James Crowley RFD QC, Queensland Bar

0.75 CPD/MCLE point in professional skills

Claim CPD/MCLE points with all LexisNexis Professional Development events



15 February 2012, Stamford Plaza Brisbane

Trial hearing advocacy

2:30 **Successfully leading evidence in chief and keys to cross examination**

- Potential traps for Plaintiffs and Defendants
- Skills for leading evidence and delivering it effectively during examination in chief
- How to build momentum with facts not in dispute
- Controlling witnesses with short, simple questions, one at a time
- Basic rules of cross examination and their limitations
- Analysing tried and tested techniques that work
- Overcoming conflicting or unanticipated answers

Kenneth Barlow SC, Barrister, Queensland Bar

1 CPD/MCLE point in professional skills

3:30 **Delivering an argument: creating a compelling case**

- Before you begin, what to do at court, and the basic rules
- Opening addresses
 - Framing the issue
 - It all depends on the facts: opening your evidence
 - Avoid overselling
- Closing addresses
 - ‘Selling’ your case, helping the judge, and being flexible
 - Avoid running bad points
 - Use authorities wisely
 - Make the most of written submissions

Catherine Muir, Barrister, Queensland Bar

0.75 CPD/MCLE point in professional skills

4:15 **Afternoon tea**

Streamed mini-workshops

4:30 **Practice intensive – acquainting you with the craft of advocacy**

Advocacy skills are best attained when theory is put into practice. Apply the knowledge you have learnt today about developing case theory, the delivery of opening and closing addresses, presentation of evidence and cross-examination.

Delegates will be divided into groups where they will put together a case and present before a ‘judge’ based on a hypothetical scenario. You will be led by an experienced facilitator who will demonstrate techniques, act as a judge and provide feedback on your performance. This session highlights the application of advocacy skills, rather than the accuracy or technicality of legal arguments.

Part A: Overview of hypothetical case

Part B: Advocacy role play

Part C: Debriefing

Choose your participation in either the **Civil** or **Family** stream. Workshop materials will be provided prior to the conference for perusal and preparation.

Civil stream:

Joanne Stagg-Taylor, Acting Deputy Director, Griffith University Legal Practice Centre

Family stream:

Bruce Thiele, Barrister, ADR Chambers, Accredited Family Law Specialist

1 CPD/MCLE point in professional skills

5:30 **Closing remarks from the Chair**

5:35 **Drinks and networking function hosted by Queensland Young Lawyers**

Delegates are invited to attend this function as an excellent opportunity to network and socialise with other young practitioners.

6:35 **Close of Conference**

Who should attend?

- Practitioners of all levels who are keen to develop their advocacy skills
- Junior barristers
- Junior and graduate solicitors
- Legal officers
- Associates
- Law and article clerks
- Paralegals



Advocacy in Practice 5th Edition: Hardcopy By James L Glissan, QC

Register for the conference and receive 10% off this recently published book. An authoritative and reliable guide for professionals to the art of advocacy.

Priority registration form

Advocacy 2012 – QLD

15 February 2012
Stamford Plaza Brisbane
Cnr Edward and Margaret Streets
Brisbane QLD 4000

4 easy ways to register

Online: www.lexisnexis.com.au/pd
Phone: 1800 772 772
Fax: (02) 9422 2338
Mail: Conference Co-ordinator, LexisNexis
Locked Bag 2222, Chatswood Delivery Centre,
Chatswood NSW 2067
or: DX 29590 Chatswood

Please complete sections A, B, C, D

TAX INVOICE

Conference code: PD5612

ABN: 70 001 002 357

A Delegate 1 details

Mr/Ms/Dr: _____
First name Last name
Organisation: _____
Address: _____
Position: _____
Telephone: _____
Fax: _____
Email (required**): _____

Delegate 2 details

Mr/Ms/Dr: _____
First name Last name
Organisation: _____
Address: _____
Position: _____
Telephone: _____
Fax: _____
Email (required**): _____

Delegate 3 details

Mr/Ms/Dr: _____
First name Last name
Organisation: _____
Address: _____
Position: _____
Telephone: _____
Fax: _____
Email (required**): _____

** to send conference confirmation

B Relevant Future Events

- Contracts Masterclass QLD – Legal Leaders Series (Jeffery Goldberger) – February 2012
- Property QLD – February 2012
- Construction QLD – February 2012
- Personal Injuries QLD – April 2012
- Conveyancing QLD – May 2012
- Mining Law – May 2012

Earn CPD/MCLE points:

Lawyers can earn up to 7 CPD/MCLE points.

Where did you hear about this event? _____

Please add me to the LexisNexis Monthly Professional Development email list



PROGRAM CHANGES

Details regarding this conference were confirmed and correct at the time of printing. LexisNexis reserves the right to cancel or amend the conference details at any time if required.

CANCELLATION

Your registration will be confirmed in writing when full payment has been received. LexisNexis' cancellation policy applies as follows. If cancellation is notified in writing:

1. One calendar month or more prior to the first day of event: LexisNexis will refund your registration fee less \$165.00 administration cost.
2. Between one calendar month plus one day and 14 days prior to the first day of event: LexisNexis will refund 50% of the fee paid by you and provide you with a copy of event papers.
3. 13 days or less prior to the first day of the event: LexisNexis will not refund any part of your fee. However, you may nominate a replacement delegate to attend in your place.

C Event pricing (please tick your selection)

GROUP BOOKING

Register 3 or more people from the same organisation at the same time and book at the advanced price per person.

EXAMPLE

<input checked="" type="checkbox"/>	One day conference	7	\$ 900 + GST = \$ 990	\$990
-------------------------------------	--------------------	---	-----------------------	-------

Advanced price (register and pay before 9 December 2011)

Please Select	Options	Qty	Price	Subtotal
	One day conference*		\$ 900 + GST = \$ 990	

Standard price (register and pay after 9 December 2011)

Please Select	Options	Qty	Price	Subtotal
	One day conference*		\$1150 + GST = \$1265	

Advocacy in Practice 10% Discount

Please Select	Options	Qty	Price	Subtotal
	Advocacy in Practice		\$225 + GST = \$247.50	



Conference Resources

I am unable to attend but please send me the Advocacy 2012 – QLD conference papers

Qty	Price	Subtotal
		\$180 + GST = \$198

* Advanced price, team discounts and any other discount cannot be taken concurrently.

TOTAL

* I would like to attend:

- Civil stream workshop Family stream workshop
 Networking drinks at the close of the conference

I am a member of QYL please apply my 10% discount off the Advanced price

Membership number _____

D Payment details

Payment is due upon registration. This document will be a Tax Invoice/Receipt for GST upon completion of payment.

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

Pay by credit card: Please charge \$ _____ to

Mastercard Visa American Express

Card number: _____/_____/_____/_____

Expiry: ____/____

Name of cardholder: _____

Signature of cardholder: _____

IMPORTANT PRIVACY NOTICE:

The information you provide on this form is collected by Reed International Books Australia Pty Limited for the purposes of processing your registration or enquiry and keeping you informed of upcoming products, services and events. The information is disclosed from time to time to our related bodies corporate for these purposes. The provision of this information by you is voluntary but if you do not provide some or all of the requested information we may be unable to properly process your registration. You have both a right of access to the personal information we hold about you and to ask us to correct it if it is inaccurate or out of date. Photographs/audio visual content may be produced at this event and might be used for future LexisNexis Professional Development collateral. Please direct your enquiries to privacyau@lexisnexis.com.au.

Please note, delegate information will be provided to sponsors.

Please tick here if you do not want sponsors to receive your information

Tick here if you DO NOT wish to receive information about upcoming events