

DVD: QLS Symposium 2017 – Core CPD Combo 2

Filmed: Friday 17 & Saturday 18 March 2017 | 4 hours 8 minutes
2017/2018 CPD year

4 CPD Points

Disc 1

1hr 25mins



Embracing New Law

New Law is coming. Traditional business models and the delivery of legal service are being transformed to meet client needs and there are many opportunities for lawyers to embrace the New Law model. The key takeaways from this session will be:

- what is New Law?
- how New Law delivers legal services
- start up from a blank slate – business model and delivery
- adapting traditional structures to New Law
- investing in New Law.

Presenter: **Anthony Wright**, Principal, lexvoco

Chair: **Dr Rachel Baird**, Manager, Learning and Professional Development, Queensland Law Society



Six keys to growing the top and bottom line of your legal practice

Growth is essential for every practice - but how do you get that done while wearing all the other hats of a practice owner? In this strategy-packed session, you will learn the key concepts to create consistent growth.

The major takeaways will include:

- how to boost your profits by over 125%
- how to attract more of the 'right' type of clients
- the three 'must have' elements to make your marketing work
- why most lawyers are uncomfortable with sales and what to do about it.

Presenter: **Jamie Cunningham**, Business Coach, SalesUp

Chair: **Dr Rachel Baird**, Manager, Learning and Professional Development, Queensland Law Society

Disc 2

1hr 27mins



Adrift in a revenue sea: Survival techniques for the lone practitioner

This session will explore the diverse occasions when legal practitioners encounter revenue-related issues in practice. With the 'knowledge gap' which has arisen as a consequence of the removal of taxation law as a mandatory unit of study in law school programs, this problem has now become manifest. This session will look at practical solutions to the dilemma and strategies which practitioners can employ, in both the short and long-term, to bridge the gap and to enable them to act in the best interests of their clients without the need to employ the services of accountants or financial advisors.

Presenter: **Hugh Zillman**, Assistant Professor, Faculty of Law, Bond University

Chair: **Greg Spinda**, Partner, Carew Lawyers



Accounting shenanigans: How are financial statements manipulated and what do lawyers need to look out for?

Accounting is not black and white - it requires judgement. Financial information can be pessimistically, optimistically or even fraudulently prepared. How do you know which information you are dealing with?

This informative session is for all lawyers who deal with transactions or disputes that involve financial information, and will cover the following questions:

- in a sales transaction is the vendor overstating earnings and so artificially inflating the sales price?
- in a matrimonial matter, is a party understating business earnings to artificially reduce the value of their equity stake?

Our expert presenter looks at some of the top ways earnings are manipulated and how accounting shenanigans led to some of the world's largest corporate collapses.

Presenter: **Simon Cook**, Director, Lotus Amity

Chair: **Greg Spinda**, Partner, Carew Lawyers

Disc 3

1hr 16mins



What every business owner needs to know to protect themselves from viruses, hackers and other cyber-security threats

According to the Australian Competition and Consumer Commission \$229 million was estimated to be 'scammed' out of Australians in 2015 with small to medium businesses being a primary focus for cyber-criminal activities. Why are they targeting you? What do they want? Join our presenter as he demystifies the cyber-underworld and provides you and your firm with actionable steps you can implement to minimise your risk of being a victim!

Presenter: **David Rudduck**, Managing Director, Insane Technologies

Chair: **Greg Spinda**, Partner, Carew Lawyers



The future of legal practice: Are you keeping up?

Keeping up with the rapid change of technology and the impact it has on the operation of a business is a challenge for any organisation. Whilst most organisations embrace change and evolve to meet sophisticated and demanding client needs the legal professional is still slow to catch up and adopt new technology, new business structures and styles in the provision of professional services. So throw away your timesheets, move away from your desk and open your mind to learning about the legal practice in the future. This practical session will provide ideas on how you can future proof your business and discuss the following:

- the changing legal landscape – doing business in the worldwide market
- dealing with the one click generation
- outsourcing and offshoring
- pricing pressures
- commoditisation – unbundling of legal services
- the informed and sophisticated client
- flexible working practices
- information highway.

Presenter: **Matthew Burgess**, Director, View Legal

Chair: **Matt Dunn**, Acting Chief Executive Officer, Queensland Law Society

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