

PROPERTY LAW CONFERENCE

PRINCIPAL PARTNER



Program

8am **Registration**

8.30am **Acknowledgement of Country and opening remarks**

Presenter: **Matt Dunn**, CEO, Queensland Law Society

8.40am **Anti-Money Laundering – know where your client’s money is coming from**



Australia's anti-money laundering and counter-terrorism financing (AML/CTF) reforms are ongoing to better deter, detect, and disrupt illicit activities and meet international standards. AML compliance is crucial for law firms, as non-compliance can lead to heavy penalties, reputational damage, and criminal liability.

The Federal Government plans to regulate property transactions as designated services, raising questions about when AML obligations apply—during initial advice, property discovery, or before/after contract signing. Real estate agents face challenges in identifying the correct trigger points for due diligence. This session will address these issues and provide guidance on AML compliance throughout the property buying cycle.

Presenters:

Matt Dunn, CEO, Queensland Law Society

Ian Lockhart, Partner, Minter Ellison; Member, Queensland Law Society, Banking and Financial Services Law Committee

Chair: **Rukshana Sashankan**, General Manager – Practitioners, PEXA AU

Chaired by Major Partner, PEXA



9.10am

Avoiding undue influence and other ethical considerations for property lawyers



Ethical issues can arise at any stage of property transactions, from client intake to completion. This session will focus on conflicts of interest and undue influence, especially when dealing with older clients or those using family property as collateral. Revisit the principles and responsibilities of powers of attorney, with emphasis on the need for honesty, avoiding conflicts, and following the document's terms. Through case studies, gain useful tips for maintaining ethical standards and protecting clients' interests.

Presenter: **Shane Budden**, Special Counsel, QLS Ethics and Practice Centre, Queensland Law Society
Chair: **Peter Nugent**, Partner, Piper Alderman

10.10am

Morning tea

10.35am

TRACK 1A

Latest in cybersecurity for your property practice

Cyber criminals have always used email compromise to steal funds during property transactions. Read-out-read-back account verification has significantly reduced this risk but emerging deepfake AI technology is now being used to impersonate clients, leading to multi-million dollar losses world wide. By Christmas this year it is likely that even a real-time phone conversation with a client could be faked using cloning software.

Whether your firm is big or small you need to educate your team and adjust your processes to defend against these emerging threats. Join in on discussions and bring your questions, taking away tips on how to identify any weaknesses in your system.

Presenter: **David Bowles**, Special Counsel, QLS Ethics and Practice Centre, Queensland Law

Chair: **Sharon Sangha**, Professional Development Solicitor, Queensland Law Society



TRACK 1B

Development approval options and pathways

This session will cover development approval options and pathways in Queensland, focusing on temporary planning instruments and the Ministerial Infrastructure Designation (MID) process.

Presenter: **Stuart Macnaughton**, Partner, McCullough Robertson Lawyers

Chair: **Peter Nugent**, position, Organisation



11.35am

TRACK 2A

Everything tax – the impact of taxes and regulatory costs on housing

Keep abreast of current tax issues relating to Property Law such as tax residency, property land taxes and duties. Then hear commentary on research released by Property Council Australia's 'Stacked Against Us' report and have a chance to participate in a Q&A.

Presenters:

Jess Caire, Queensland Executive Director, Property Council Australia

Catherine Nufer, Special Counsel, Hamilton Locke; Chartered Tax Adviser; Member, Queensland Law Society Revenue Law Committee

Chair: **Sharon Sangha**, Professional Development Solicitor, Queensland Law Society



TRACK 2B

The conveyancing minefield – avoiding potential disasters

Conveyancing has long been one of a property practitioner's most risky practice areas. With a swathe of change rippling across the property law landscape, it would seem conveyancing is only getting riskier!

We'll explore some strategies to avoid potential disasters in conveyancing matters and take a practical look at how to ensure high-quality conveyancing work in your practice.

Presenter: **Simon LaBlack**, Legal Practitioner Director, LaBlack Lawyers Pty Ltd; Accredited Specialist (Property Law) – Qld

Chair: **Peter Nugent**, Partner, Piper Alderman



12.35pm

Lunch

1.25pm

TRACK 3A

AI in property legal practice – looking for traps in the Terms of Service

Explore the role of AI in property legal practice with a practical focus on risk management. Through examination of the basic principles and case examples, learn how to extract the benefit of AI systems while protecting your firm and your clients.

Even if you're not quite ready to implement AI yourself, it's crucial to prepare for a time where competitors, clients, and institutions are increasingly integrating these technologies.

Presenter: **David Bowles**, Special Counsel, QLS Ethics and Practice Centre, Queensland Law Society

Chair: **Rhonda McGrath**, Client Relationship Manager, LEAP

Chaired by Major Partner, LEAP



TRACK 3B

Resolving contractual disputes using dispute resolution clauses

Dispute resolution clauses are designed to manage conflicts that arise when a contractual relationship breaks down. Drafting, interpreting, and challenging the validity of these clauses is a crucial skill for modern property practitioners. This session will guide you through the elements to consider when handling these tasks.

Presenter: **Alan Wrigley**, Partner, McCullough Robertson Lawyers

Chair: **Wendy Devine**, Manager – Legal Policy, Queensland Law Society



2.25pm

TRACK 4A

The client experience (CX) journey and its importance for business growth

Many firms mention the client experience (CX), but few can define it clearly for themselves or their clients. It's widely accepted that better client service boosts loyalty, employee engagement, and firm revenue. However, questions remain about where the client experience begins and ends, and who is responsible for it. This session explores the legal services client journey from start to end. Topics will include: best practice sales and pursuit activities, the impact of firm culture on client perception, the importance of workflow and operational efficiencies, the need for purposeful communication, and the risk of neglecting ongoing relationship management.

Presenter: **Brittney Colbey**, Senior Business Development Manager, McCullough Robertson Lawyers

Chair: **Sharon Sangha**, Professional Development Solicitor, Queensland Law Society



TRACK 4B

Current trends in claims risks

Discover the latest insights from the Risk Team at Lexon Insurance as they offer an informative update on the prominent claims triggers affecting legal practitioners in Queensland.

Learn how to spot a potential claim and stop it from derailing your practice.

Through scenario-based discussions, our experts will focus on claims triggered by:

- Off-the-plan buyer risks
- Conflicts of interest
- Compressed contract timeframes
- Dealing with searches

Presenters:

Robert Mackay, Senior Risk Solicitor, Lexon Insurance Pte Ltd

Emma-Jane McNicol, Senior Risk Solicitor, Lexon Insurance Pte Ltd

Chair: **Despina Priala**, Director and Legal Practitioner, Priala Legal; Member, Queensland Law Society Property and Development Law Committee



3.25pm

Afternoon tea

3.45pm

BCCM Act changes



The new Queensland strata laws commenced on 1 May 2024. This quick-fire session gets you up to date on reforms to the Body Corporate and Community Management Act 1997 (Qld) such as:

- Termination of schemes without unanimous agreement,
- Changes to by-law practice for towing, pets and smoking
- How these changes have been received

Presenter: **Frank Higginson**, Director, Hynes Legal

Chair: **Wendy Devine**, Manager – Legal Policy, Queensland Law Society

4.15pm **State of Play**

Get updated on the key economic indicators and property market data impacting Queensland's economic health, including population demographics, Gross State Product (GSP) growth, property taxes, and market trends.

Presenter: **Les Vance**, Group Chief Executive Officer, PEXA AU

Presented by Major Partner, PEXA



4.30pm **A look back at the year: Legislation and case law update**



Join us for a year in review for Property Law in Queensland. This session will examine recent key developments in property case law and legislation such as:

- *Property Law Act 2023* (Qld) comprising leasing, easements, deed limitation periods
- changes to the foreign investment framework
- rental reforms
- a review of the REIQ contract changes

Presenter: **Professor Sharon Christensen**, Head of Law School, Queensland University of Technology; Consultant, Gadens; Member, Queensland Law Society Property and Development Law Committee

Chair: **Wendy Devine**, Manager – Legal Policy, Queensland Law Society

5.25pm **Closing remarks**

Presenter: **Professor Sharon Christensen**, Head of Law School, Queensland University of Technology; Consultant, Gadens; Member, Queensland Law Society Property and Development Law Committee

Chair: **Wendy Devine**, Manager – Legal Policy, Queensland Law Society

5.30-6.30pm **triSearch Networking drinks**

Presenter: **Kane Robinson**, Major Accounts Manager, triSearch

Presented by Major Partner, triSearch



