

Core CPD: 3 in 1 workshop

Recorded: 29 March 2019 | 3 hours 5 minutes
2019/2020 CPD year

Overview

Collect all three core area CPD points in this three-hour workshop designed for experienced practitioners. Sessions will cover ethics, costs and billings and business development.

3 CPD Points



59mins



A conversation on independence, representation and professional risk

We all want to provide the best service for our clients, but it is also essential that we maintain our professional independence. This session is designed to examine issues which a solicitor must consider as to the meaning of professional independence. It will look at the concept through the use of a short video that poses questions about our relationship with clients and our appetite for risk.

Presenter: **Stafford Shepherd**, Director, QLS Ethics and Practice Centre, Queensland Law Society

Chair: **Eleanor Sondergeld**, Junior Professional Development Executive, Queensland Law Society

1 hour 7mins



Costs and billings

The effective management of costs and billing is critical to ensuring client satisfaction and your profitability. Our expert costs lawyer, Michael Graham, will approach costs as a compliance issue and consider best practice approaches to communication, management and administration.

Presenter: **Michael Graham**, Director, Principal, Costs lawyer, Global Billing Costs Lawyers

Chair: **Eleanor Sondergeld**, Junior Professional Development Executive, Queensland Law Society

57mins



Business development

Legal practice marketing and business development is becoming increasingly more ambitious, competitive and sophisticated. This session will help you understand how marketing and business development can support legal practices to attract new clients and leverage more work from existing clients. Client development expert Renee Bidwell will provide an overview of the common marketing activities and selling techniques used in the legal industry.

Presenter: **Renee Bidwell**, Head of Client Development, Corrs Chambers Westgarth

Chair: **Eleanor Sondergeld**, Junior Professional Development Executive, Queensland Law Society
