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# MANAGING PARTNERS FORUM

HYATT REGENCY SANCTUARY COVE | QLD  
24 & 25 FEBRUARY | 2012

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QLD

## ABOUT THE EVENT

Over the past year there has been a dramatic shift to the world economy and Australia has been feeling the shockwaves of a worldwide financial crisis. What does this mean to the Australian legal market and how will this affect Australian business? The increased interest and introduction into the Australian market from foreign law firms is also an area of increased significance. Law firm leaders today therefore need to be able to constantly lead and manage within uncertainty and change – it is a challenging time once again.

The annual Managing Partners Forum offers the appropriate setting to discuss and mediate over these and other pressing issues faced by all legal leaders today. Over the past five years, it continues to be the most relevant and topical event for Managing Partners across Australia & NZ. The event has grown extensively over the years - in both scope of speakers and depth of programme making it a useful tool and resource for Managing Partners. The 2012 programme will also see some much anticipated changes to the format of the programme, encompassing the needs of both the small to medium firms and the larger firms, by adding targeted themes and segments.

The event will be set in the calming and tranquil surrounds of the Hyatt Regency at Sanctuary Cove over two days. It will offer not only a current conference programme inclusive of targeted sessions but also exclusive Managing Partner Only 'closed' sessions, Roundtable 'Alfresco' Discussion Groups and also an exciting networking programme, accompanying partners program and much more.

## WHAT YOU WILL LEARN

The 5th Managing Partners Forum is a peer-driven event which reflects the needs and issues of legal leaders across Australia and NZ. It is through thorough consultation with our Advisory Panel, that the content of the programme has been researched and produced with the delegate in mind, offering current and topical sessions that will cater to all categories and size of law firms.

Attend the event and hear address the following current topics:

- Overview of the legal market
- Economic update
- Leading through uncertainty and change – the New Legal Market
- New Generation Talent Management & Retention
- Small & Mid Tier Issues – Alfresco Roundtables
- Partner remuneration models - what is and is not working
- Another Inconvenient Truth: Mental Ill-Health In The Legal Profession
- Law Firm Transformation - The Holding Redlich Story
- Driving Innovation and Change through effective leadership
- Tenders - approach; response; pricing; alternatives
- International alignments - Merging As A Way Of Moving Forward
- Five years in the future - what will the practice of law look like?



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## WHO SHOULD ATTEND

This event has been exclusively produced to address the function and capacity of the following position holders from mid-tier to large law firms:

- Managing Partners (current and imminent)
- Executive Committee members including Chief Executive Officers; Chairpersons; Chief Operation Officers
- Senior Partners with an eye towards Management
- General Counsel from leading organisations

## BENEFITS OF ATTENDING

This year's Managing Partners Forum has been researched and designed in conjunction with the event's new Advisory Board. It has been specifically designed to address the issues legal leaders face in the current economic and business climate. It will not only provide an intimate forum which to learn new skills from leading experts and consultants but will also be an opportunity to network with peers, and exchange war stories in the relaxed surrounds of the Hyatt at Sanctuary Cove.

The conference programme is always timely and relevant and is designed to provide skills and expertise crucial to all Managing Partners by identifying and refreshing key aspects of their role. The escalating success of the event proves that its strength lies in its adaptability to be current and adaptive to delegate demands – making it the essential agenda item for all Managing Partners.

“

Once again  
a great  
conference  
with good  
speakers &  
topical  
subjects

Managing Partner  
Piper Alderman

”



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## ADVISORY PANEL

In order to best represent the interests and needs of the legal profession, we have decided to assemble some of the most prominent legal leaders and thinkers to form an Advisory Panel that will assist with the direction and planning of topics for the Managing Partners Forum 2012. Our esteemed panelists include:

**Robert Milliner**

Executive Partner  
MALLESONS STEPHEN JAQUES

**Tony Macvean**

Managing Partner  
HALL & WILCOX

**Nick Nichola**

National Managing Partner  
MIDDLETONS

## CONFIRMED SPEAKERS

After consultation with the Advisory Panel, below is a list of speakers invited to speak at the event chosen for their unique perspectives in law firm management and leadership

**Mr Roger Wilkins AO**

Secretary  
ATTORNEY GENERAL'S DEPARTMENT

**Tony O'Malley**

Managing Partner  
MALLESONS STEPHEN JAQUES

**George Beaton**

Executive Chairman  
BEATON RESEARCH & CONSULTING

**Savanth Sebastian**

Equities Economist  
COMMONWEALTH BANK OF AUSTRALIA

**Andrew Grech**

Managing Partner  
SLATER & GORDON LAWYERS

**Murray Prior**

Executive Director of Marketing  
MALLESONS STEPHEN JAQUES

**Helen McKenzie**

Deputy Managing Partner  
BLAKE DAWSON

*Inspiring Dinner speaker*

**Jon Muir** Adventurer & Mountaineer  
"Into the Wild"

**Pamela Woldow**

General Counsel  
EDGE INTERNATIONAL [USA]

**Anthony Kearns**

Capability Development Manager  
FREEHILLS

**Clarence Kunnel**

Chief Executive Officer  
HOLDING REDLICH

**Dr Robert Fisher**

Consultant psychiatrist & Head of Department of  
Psychiatry and Psychological Services  
ST VINCENT'S PRIVATE HOSPITAL & CLINIC

**Steven Scarlis**

Director  
SCARLIS PRINGLE

**David Lennane**

Principal  
ISKRA CONSULTING



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## PROGRAMME - DAY ONE

TIME	SESSION & THEMES	OUTLINE: DAY ONE
12.00 - 12.30	Welcome Luncheon	SPONSORED BY
12.30 - 12.45	Start of Conference	Opening Address from the Chair <b>Tony O'Malley</b> Managing Partner <b>MALLESONS STEPHEN JAQUES</b>
12.45 - 13.30	Session One	<b>OVERVIEW OF THE LEGAL MARKET</b> Australia's legal industry is undergoing seismic change from which no firm is immune. The presentation will focus on the facts of how the industry has evolved and how changing client buying behaviour, competition, new entrants and substitutes are affecting conventional firms. In conclusion, the threads will be drawn together in an assessment of the options Australian law firms face in judging what path to choose amongst the many opportunities and threats. <b>George Beaton</b> Executive Chairman <b>BEATON RESEARCH &amp; CONSULTING</b>
13.30 - 14.10	Session Two	<b>THE NATIONAL LEGAL PROFESSION REFORM - UPDATE</b> <b>Mr Roger Wilkins AO</b> Secretary <b>ATTORNEY GENERAL'S DEPARTMENT</b>
14.10 - 14.45	Session Three	<b>ECONOMIC UPDATE</b> <b>Savanth Sebastian</b> Equities Economist <b>COMMONWEALTH BANK OF AUSTRALIA</b>
14.45 - 15.15	Break	Afternoon Tea and Networking Break <span style="float: right;">SPONSORED BY </span>
15.15 - 16.00	Session Four	<b>IMPROVING FIRM REVENUE &amp; PROFITABILITY</b>  <b>Jon Kenton</b> CIO <b>CORRS CHAMBERS WESTGARTH</b>  <b>Nicholas Thompsell</b> Senior Partner, London <b>FIELD FISHER WATERHOUSE</b> <span style="float: right;">SPONSORED BY </span>






\* this is a closed session - only Managing Partner delegates can attend



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## PROGRAMME - DAY ONE

TIME	SESSION & THEMES	OUTLINE: DAY ONE
16.00 - 16.45	Session Five	<b>THE SLATER &amp; GORDON STORY - A FEW YEARS ON</b> <b>Andrew Grech</b> Managing Partner <b>SLATER &amp; GORDON</b>
16.45 - 17.30	Session Six Open Discussion	<b>LETS TALK - PANEL DISCUSSION</b> - Managing Partner Retirement - Secondments: Are Law firms becoming labour hire environments? - Cost Control: what Managing Partners should and shouldn't pay for? o iPhones? o Long lunches? o Home internet and travel costs etc? - Sabbaticals: are they a thing of the past? - Boards of Management: how do you make them more effective ? o How often should they meet? o What is the optimal size? o How do you select them? etc - Incorporations: Are we about to see more of them? <b>MEDIATOR:</b> <b>Tony O'Malley</b> Managing Partner <b>MALLESONS STEPHEN JAQUES</b>  <b>Tony Macvean</b> Managing Partner <b>HALL &amp; WILCOX</b>  <b>Sharon Cook</b> Managing Partner <b>HENRY DAVIS YORK</b>  <b>Steven Scarlis</b> Principal <b>SCARLIS PRINGLE</b>
17.30 - 18.30	Free time	
18.30 - 19.00	Drinks & Canapes	Hyatt Lagoon Pool <span style="float: right;">SPONSORED BY  </span>
19.00 - 22.30	Dinner and <i>Chat</i> Hyatt Lagoon Pool	<i>"Into the Wild"</i> <b>Jon Muir</b> Adventurer and Mountaineer <span style="float: right;">SPONSORED BY </span>
22.30	Close	End of Day One



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## PROGRAMME - DAY TWO




TIME	SESSION & THEMES	OUTLINE: DAY TWO
09.00 - 09.05	Start of Conference	Opening remarks from the Chair <b>Tony O'Malley</b> Managing Partner <b>MALLESONS STEPHEN JAQUES</b>
09.05 - 09.50	Session One	<b>DRIVING INNOVATION AND CHANGE THROUGH EFFECTIVE LEADERSHIP</b> <b>Pam Woldow</b> General Counsel <b>EDGE INTERNATIONAL [USA]</b>
9.50 - 10.30	Session Two	<b>LAW FIRM TRANSFORMATION - THE HOLDING REDLICH STORY</b> <b>This presentation covers the transformation of a Melbourne based Personal Injury firm into a full service commercial law firm with offices in Melbourne, Sydney and Brisbane.</b> <b>Clarence Kunnel</b> Chief Executive Officer <b>HOLDING REDLICH</b>
10.30 - 10.50	Break	Morning Tea and Networking Break <span style="float: right;">SPONSORED BY <b>ETHANGROUP</b></span>
10.50 - 11.20	Session Three	<b>ANOTHER INCONVENIENT TRUTH: MENTAL ILL-HEALTH IN THE LEGAL PROFESSION</b> <b>Dr Robert Fisher</b> Consultant Psychiatrist & Head of Department of Psychiatry and Psychological Services <b>ST VINCENT'S PRIVATE HOSPITAL &amp; CLINIC SYDNEY</b>
11.20 - 11.45		 <b>LAW IN ORDER</b> <small>INNOVATIVE DOCUMENT SOLUTIONS</small>
11.45 - 12.30	Session Four	<b>NEW GENERATION TALENT MANAGEMENT &amp; RETENTION</b> <b>Anthony Kearns</b> Capability Development Manager <b>FREEHILLS</b>
12.30 - 12.45		
12.45 - 13.30	Break	Luncheon
13.30 - 14.15	Session Five	<b>PARTNER REMUNERATION MODELS - WHAT IS AND IS NOT WORKING</b> <b>Steven Scarlis</b> Director <b>SCARLIS PRINGLE</b>



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## PROGRAMME - DAY TWO

TIME	SESSION & THEMES	OUTLINE: DAY TWO
14.15 - 15.00	Session Six	<p><b>BEST PRACTICE PITCHING - WHY BE THE DUMB KID IN THE ROOM?</b>            This session presents best practice pitching from two perspectives: the internal business development director and the external consultant. It introduces the best strategies, tools, techniques and cultural drivers available to create winning tender opportunities and better client relationships. Our presenters will also discuss how the pitching environment has changed in Australia in the last 5 years, how the procurement cycle will continue to evolve and the challenges it will raise for firms along the way.</p> <p><b>Murray Prior</b>            Executive Director of Marketing  <b>MALLESONS STEPHEN JAQUES</b></p> <p><b>David Lennane</b>            Principal  <b>ISKRA CONSULTING</b></p>
15.00 -15.15		
15.15 -15.30	Break	Afternoon Tea and Networking Break <span style="float: right;">SPONSORED BY </span>
15.30 -16.15	Session Seven	<p><b>INTERNATIONAL ALIGNMENTS - MERGING AS A WAY OF MOVING FORWARD</b>  <b>Helen McKenzie</b>            Deputy Managing Partner  <b>BLAKE DAWSON</b></p> 
16.15 -17.00	Session Eight	<p><b>FIVE YEARS IN THE FUTURE - WHAT WILL THE PRACTICE OF LAW LOOK LIKE?</b>  <b>Tony O'Malley</b>            Managing Partner  <b>MALLESONS STEPHEN JAQUES</b></p>
17.00	End	Closing remarks from the Chair and end of Conference



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Great opportunity to share ideas with my immediate peer group. Excellent speakers & networking opportunities - important for all MPs to take time out for

Managing Partner  
 People & Culture Strategies





# MANAGING PARTNERS FORUM

## REGISTRATION FORM AND TAX INVOICE

ABN: 80 136 797 423

### DELEGATE PASS

- Two Day Conference Pass
- Conference Networking Luncheon & Refreshments - both days
- Networking Drinks and Dinner Day One
- Two Day Exhibition Pass

### PLEASE NOTE:

We are offering accompanying delegates' husbands, wives or partners, 1 complimentary networking drinks and dinner pass for the Day 1 dinner.

*Please advise the name of your guest if you would like to accept this pass.*

Accommodation is not included in the delegate rate - corporate rates have been secured with the Hyatt Regency Sanctuary Cove at \$215.00 per night (room only).

To book your accommodation contact the Hyatt Reservations team on 1300 134 333 and quote **G-IQ89**  
Or to Book online at [www.sanctuarycove.regency.hyatt.com](http://www.sanctuarycove.regency.hyatt.com)

### DELEGATE RATES (INC GST)

Register & Pay before Friday 9th December 2011:	<b>\$1,895.00</b>
Register after 9th December 2011:	<b>\$2,295.00</b>
Registrations received after 9th December 2011:	<b>\$2,795.00</b>

\*Delegates must be from the job titles stated in the "Who Should Attend" section -

**No vendor delegates allowed**

TO REGISTER FOR THE EVENT, SIMPLY FILL IN YOUR DETAILS & PAYMENT OPTIONS & FAX BACK TO: +61 2 9818 6577 | E-mail: [info@chilliiq.com.au](mailto:info@chilliiq.com.au)

### IF YOU HAVE ANY QUERIES PLEASE CONTACT US ON: +61 2 9818 6566

First Name:	<input type="text"/>	Surname:	<input type="text"/>
Job Title:	<input type="text"/>	Phone:	<input type="text"/>
Company:	<input type="text"/>	Fax:	<input type="text"/>
Address:	<input type="text"/>	State:	<input type="text"/>
		Postcode:	<input type="text"/>
Email:	<input type="text"/>		

### CREDIT CARD REGISTRATION

Name of Cardholder:

Please charge my credit card:

CHARGE AUD \_\_\_\_\_ to  MasterCard  Visa  Amex

[3% surcharge applicable to all Amex payments]

Card No:

Expiry Date:

Signature: \_\_\_\_\_

### DIRECT BANK TRANSFER DETAILS :

Account Name: Chillii Marketing Pty Ltd t/a Chillii IQ  
Bank Of Queensland  
BSB: 124 001 | Account Number: 2097 8652

### TERMS & CONDITIONS:

All delegates must be paid in full prior to the date of the event before admittance to the conference & collection of conference documentation is allowed. CHILLI MARKETING PTY LTD t/a CHILLI IQ reserves the right to change or amend this program at its own discretion due to any cancellations, or rescheduling. Details regarding this conference were correct at the time printing. Cancellation Policy: Any cancellation to this event must be received no later than 7 days before the event date in writing. Funds will be refunded less a \$500.00 administration fee. If no notice is given the fee will not be refunded however an appropriate senior delegate substitute may attend in place of the registered applicant.



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