

GENERAL INFORMATION

HOW TO REGISTER

To register online go to www.collaw.edu.au/cpd. To register by mail or fax, please use the registration form in the centre of this booklet. To register by phone, please call (02) 9965 7111 with credit card details.

REGISTRATIONS

Registrations are transferable from one person to another, but if more than one member of your firm wishes to attend, please complete a separate registration form (or photocopy) for each registrant. If time remains, an acknowledgement will be sent to you. Registrations must be accompanied by payment.

CANCELLATIONS

Refunds may be requested in writing up to four working days prior to the seminar. A cancellation fee will apply. No refunds are available after the seminar. The College reserves the right to cancel or re-schedule courses, and to change speakers or revise content. No refunds can be given for online seminars where a login and password have already been issued.

FEES

The College of Law offers a discount on seminar registrations as a benefit for NSW Law Society members. College graduates are eligible for a further 10% discount valid for two years post admission. Community Legal Centre staff are eligible for 30% discount off the member price.

MANDATORY CLE/CPD

If these seminars are relevant to your professional development, you may claim one 'Unit' for each hour of attendance. Refreshment breaks are not included.

PRIVACY

If you require changes to your registration details or would like to be removed from CPE mailings, contact the CPE Directorate. The College collects personal information for registration purposes and for distributing information in relation to upcoming seminars and activities and to improve our services to you through research. No information is sold to third parties.

You have the right to access your personal information at any time. Please advise us of any changes and you will also need to advise the Law Society of NSW. Contact the Registry Department on Tel: 02 9926 0333 or registry@lawsociety.com.au

Please contact CPE for further information on:

cpd@collaw.edu.au

Tel: (02) 9965 7111 Fax: (02) 9223 7377

WHAT ARE MY MCLE OBLIGATIONS?

Under the MCLE/CPD Rules and Guidelines, if this particular educational activity is relevant to your immediate or long term needs in relation to your professional development and practice of the law, then you should claim one "unit" for each hour of attendance, refreshment breaks not included.

The annual requirement is ten (10) units each year from 1 April to 31 March.

ADDITIONAL REQUIREMENTS

As part of the requirement to complete 10 units per annum, three of these units must comply with Rule 42, as follows:

The Law Society Professional Conduct and Practice Rules (Solicitors Rules) also requires practitioners to include at least one (1) MCLE/CPD unit every year in each of the following fields:

42.1.6.1 Ethics and Professional Responsibility

42.1.6.2 Practice Management and Business Skills

42.1.6.3 Professional Skills

These obligations can be met by participating in a specific program on each topic, or attending a seminar in which part of the program (comprising 1 hour) addresses one of these topics.

SECTION 176

Solicitors must complete at least one MCLE/CPD unit every three years (as part of the 10 units) as follows:

In addition to the standard MCLE/CPD requirements, Section 176 of the Legal Profession Regulation 2005 requires solicitors who are required to undertake mandatory MCLE/CPD, to include a component relating to the management of the practice of law dealing predominantly with the principles of equal opportunity, the law relating to the discrimination and harassment, occupational health and safety law and employment law.

Note: Units undertaken to comply with Regulation 176 may be claimed towards the mandatory fields of Ethics and Professional Responsibility OR Practice Management and Business Skills.

CARRYOVER OF MCLE UNITS

Under the Rule 42.8 of the Solicitors Rules, extra MCLE/CPD units accrued in the period 1 January - 31 March in any year may be carried forward into the following MCLE year but can only be counted in one MCLE year. As such, if you attend seminars in this period and accumulate extra MCLE/CPD units, you may be eligible to fulfil some of your obligations for the next CPD year.

For further information, please visit the Law Society website at www.lawsociety.com.au and click on For Solicitors.

CONTINUING PROFESSIONAL EDUCATION

Your complete guide to CPD at the College of Law in March 2012



Renee Stevens, Lecturer, College of Law Master of Applied Law (Commercial Litigation), presents on legal professional privilege on Wednesday 7th March



Contents



Face to Face Seminars

Business and Commercial

Corporations Law - A Timely Refresher, Thursday 1 March	4
Franchise Law, Thursday 1 March	5
Examinations under the Corporations Act and ASIC Act, Monday 5 March	6
Unravelling the Mysteries of Financial Statements, Thursday 8 March	9
Current Issues in Insurance Law, Tuesday 13 March	13
Developments in Insolvency, Wednesday 14 March	15
Personal Property Securities Law, Tuesday 20 March	20
International Commercial Arbitration in a Nutshell, Thursday 29 March	24

Employment Law

Employment Law - Recent Developments, Thursday 1 March	4
--	---

Family Law

The Essential Guide to Family Law Practice and Procedure, Friday 23 March	23
---	----

Intellectual Property, Privacy and Consumer Law

AAR Intellectual Property Law Fest, Wednesday 14 March	13
Practical Impacts of the IP Laws Amendment (Raising the Bar) Bill 2011, Wednesday 14 March	15
Australian Consumer Law - Key Developments, Wednesday 21 March	21
Privacy Law Update, Thursday 22 March	22

Personal Injury

Medical Negligence, Thursday 8 March	10
Proportionate Liability - The Legislative Scheme and Recent Case Law, Thursday 15 March ..	16

Practice & Procedure, Skills

Drafting Affidavits, Tuesday 6 March	7
Practical Advocacy Skills, Tuesday 6 March	7
Cornerstones of Legal Professional Privilege, Wednesday 7 March	8
Drafting Effective Legal Documents, Thursday 8 March	10
Don't Go To Work Unless It's Fun!, Monday 12 March	11
Obtaining Urgent Interlocutory Injunctions, Wednesday 14 March	14
Time Mastery for Lawyers, Friday 16 March	17
How to Manage your Practice and your Life, Monday 19 March	18
A Guide to Practice and Procedure in the District and Local Court, Tuesday 20 March	19
Tips and Traps in Supreme Court Practice and Procedure, Wednesday 28 March	24
A New Approach to Winning Negotiation Skills, Friday 30 March	26

Don't forget to check individual seminars inside for compliance with Rule 42 requirements.

Contents contd

Property and Building

Conveyancing: Vendor Disclosure and Warranty, Monday 5 March	5
Conveyancing: Issues in Formation of Property Contracts, Monday 5 March	5
Compensatory Damages in Retail Tenancy Disputes, Monday 5 March	6
Conveyancing: Requisitions, Friday 9 March	12
Conveyancing: Searches and Settlements, Friday 9 March	12
Martin Place Chambers on Property and Planning, Wednesday 14 March	14
Home Building Act, Wednesday 21 March	21
Rule 42 for Property Lawyers, Friday 30 March	25

Government and Regional Programs

A Day in the Blue Mountains, Saturday 17 March	19
An Update for Government Lawyers, Wednesday 21 March	20

Wills and Estates

Retirement Village Law Update, Wednesday 7 March	8
Trusts Demystified, Tuesday 13 March	12
The Essential Guide to Challenging a Will, Thursday 15 March	16
The Essential Guide to Powers of Attorney and Guardianship, Thursday 22 March	22

Mandatory CPD Components

Rule 42 for Property Lawyers with Tony Cahill

42.1.6.1: Ethical Issues for Property Lawyers	
42.1.6.2: Risk Management for Property Lawyers	
42.1.6.3: Drafting Skills for Property Lawyers	
Attend all 3 sessions or individual sessions, Friday 30 March	25

Legal Practice Management Course

Sole Practitioners, Friday 9, Saturday 10 and Saturday 17 March	27
Corporate/Government, Thursday 29, Friday 30 and Saturday 31 March	27



Interactive Online Seminars

If you can't make a face-to-face program or prefer online learning, visit www.collaw.edu.au/cpd and select from a wide range of online seminars with podcasts.

Seminar Papers

Choose from our quality collection across a variety of practice areas at www.collaw.edu.au/cpd

How to Register

To register please use the registration form in the centre of this booklet or register online at: www.collaw.edu.au/cpd.

Employment Law - Recent Developments

WHEN	Thursday 1 March 2012 9.00am to 12.15pm
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney
COST	LS Member Non-Member \$258.50 \$304.00
MCLE	3 MCLE units
SEMINAR	12019

This seminar is designed for lawyers advising on employment law issues. Hear from a team of experienced practitioners who will update your knowledge across a range of interesting and topical areas.

Chair: **Paul Murphy** Paul Murphy & Associates and Accredited Specialist - Employment and Industrial Law

Speaker: **Brian Williamson**
Williamsonlegal and Accredited Specialist - Employment and Industrial Law
[Lessons from the Qantas Dispute - Enterprise Bargaining and Good Faith Bargaining](#)

Speaker: **Michael Selinger**
Partner, Holding Redlich
[The New OHS Regime](#)

Speaker: **Ben Dudley**
Associate, Freehills
[Recent Trends in Unfair Dismissal](#)

Corporations Law - A Timely Refresher

WHEN	Thursday 1 March 2012 1.30pm to 4.45pm
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney
COST	LS Member Non-Member \$258.50 \$304.00
MCLE	3 MCLE units
SEMINAR	12020

Recent media coverage reminds us that companies need to ensure they are always up to speed with changes to this diverse area of law.

This seminar provides an ideal opportunity for practitioners to hear from experts in this often contentious area.

Chair: **Jenny Wily**
Solicitor/Director, Wily Legal and Consulting Pty Limited

Speaker: **Shona Seaton**
Solicitor, Freehills
[Update on Mergers and Acquisitions](#)

Speaker: **Alan Jessup**
Partner, Piper Alderman
[Financial Services Update - Chapters 5C and 7 of the Corporations Act](#)

Speaker: **Mark Doepel**
Special Counsel, Sparke Helmore Lawyers
[Directors and Officers Liability](#)

Franchise Law - Renewal and End of Term Renewal Rights of Franchisees

WHEN	Thursday 1 March 2012 5.00pm to 6.00pm
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney
COST	LS Member Non-Member \$99.00 \$123.30
MCLE	1 MCLE unit
SEMINAR	12021

This program is also available by Webconference

This timely seminar will look at issues arising on renewal and end of term renewal rights of franchisees.

Topics covered include:

- ▶ Franchising code requirements
- ▶ Post termination rights and obligations

Presented by:

Elisabeth Ritchie

Partner, HWL Ebsworth Lawyers

Elisabeth Ritchie is a Partner of HWL Ebsworth, with specialised expertise tailored to assist clients across all areas of franchising law. She has a wealth of experience dealing with clients from a vast range of industries.

She offers expertise in general franchise issues, dispute resolution as well as the setting up or restructuring of franchise systems. Elisabeth provides regular advice to clients in relation to their obligations under the Franchising Code of Conduct, Trade Practices Act, Fair Trading Act and compliance issues arising through the ACCC. She has acted for a number of clients seeking to export their franchise system overseas or entering into master franchise arrangements in Australia.

Elisabeth is a national director and the New South Wales President of the Franchise Council of Australia.

Hot Topics in Conveyancing Transactions - Part 1

WHEN	Monday 5 March 2012 9am to 10.30am & 11am to 12.30pm
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney
COST	LS Member Non-Member \$119.00/session \$144.00/session
MCLE	1.5 MCLE units/session
SEMINAR	12022

Choose from two sessions:

VENDOR DISCLOSURE AND WARRANTY

9.00am to 10.30am (12022.1)

Critical to all contracts for sale, this seminar canvasses the obligations of a vendor to disclose information in such transactions.

Tony Cahill first looks at the common law position regarding disclosure. He then reviews the various statutory provisions, grouped under the heading of "vendor disclosure and warranty".

and/or

ISSUES IN FORMATION OF PROPERTY CONTRACTS

11.00am to 12.30pm (12022.2)

A practical overview of critical issues identified in the formation of contracts for the sale of land or business. A re-examination of the principles of contract law relating to real estate transactions, and whether or not a valid contract has been formed.

- ▶ What constitutes a valid contract?
- ▶ General principles of Agreement
- ▶ A look at *Masters v Cameron*
- ▶ Statutory provisions for contracts passing interests in land
- ▶ Formation of contracts for sale of land and for sale of business (and other contracts)
- ▶ Formation of leases
- ▶ Agents and the formation of real estate contracts

Presented by: **Tony Cahill**

Legal Author & Commentator

Examinations under the Corporations Act and ASIC Act

WHEN	Monday 5 March 2012 2.00pm to 4.00pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$165.00	Non-Member \$196.00
MCLE	2 MCLE units	
SEMINAR	12023	

Featuring an in-depth, step-by-step comparison of the parallel regimes applying under the Corporations and ASIC Acts.

- ▶ Who can conduct examination
- ▶ Who can be examined
- ▶ What they can be examined on
- ▶ Challenging an examination notice
- ▶ The conduct of an examination
- ▶ Legal representation in an examination
- ▶ Abrogated and surviving protections
- ▶ Records of examinations
- ▶ Production of documents

Presented by:

Matthew Bransgrove

Partner, Bransgroves Lawyers
and

Lesia Richards Partner, Bransgroves Lawyers

Compensatory Damages in Retail Tenancy Disputes

WHEN	Monday 5 March 2012 5.00pm to 6.00pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$99.00	Non-Member \$123.30
MCLE	1 MCLE unit	
SEMINAR	12024	

An area of constant activity, retail tenancy disputes can be time consuming and often fraught with complex problems.

Attend this short, sharp seminar and discover valuable lessons that could save you time, drawing from the 2009-2011 Administrative Decisions Tribunal cases.

Presented by:

Dr John Keogh

Barrister-at-Law, Third Floor, Culwulla Chambers

Dr John Keogh commenced practice at the NSW Bar in 1990. His practice focuses on property, associated commercial matters and ADR. In respect of ADR, Dr Keogh has mediated in excess of 300 commercial disputes and handed down more than 900 decisions or awards as an arbitrator or expert determinator.

Drafting Affidavits

WHEN	Tuesday 6 March 2012 9.00am to 12.30pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$275.00	Non-Member \$330.00
MCLE	3.25 MCLE units	
SEMINAR	12025.1	

Preparing an effective affidavit is a vital skill for any practitioner and one that is often underestimated. This workshop will provide step-by-step guidance on both the theory and practice of drafting an effective affidavit and will include:

- ▶ Concise and clear information on the formal rules
- ▶ Practical tips to get through the process unscathed
- ▶ Samples of poorly and well prepared affidavits
- ▶ How to avoid common mistakes

Presented by:

Maria Tzannes

Former Barrister and Lecturer, Consultant Solicitor

Maria was admitted as a legal practitioner in 1976. She holds Bachelor degrees in Law and Arts and a Masters degree in Adult Education. Maria practised law as a solicitor in her own practice for 14 years. In 2000 she went to the Bar and practised very successfully for almost five years. She is now a Consultant Solicitor.

This program also satisfies: Rule 42.1.6.3 - Professional Skills - 1 MCLE/CPD unit

Practical Advocacy Skills

WHEN	Tuesday 6 March 2012 2.00pm to 5.15pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$258.50	Non-Member \$304.00
MCLE	3 MCLE units	
SEMINAR	12026	

Need to fine tune your advocacy skills? This special workshop is dedicated to improving general advocacy practice, and has proved immensely popular. If you would like to enhance your skills as an advocate, try the clear and methodical approach offered in this seminar.

Specifically designed for those who want to brush up on their skills and increase confidence, the program addresses general advocacy skills, including:

- ▶ Developing an overall case strategy
- ▶ How to plan questioning of witnesses
- ▶ Cross-examination
- ▶ Opening submissions
- ▶ Appearing before commissions and tribunals
- ▶ The general "how to" tactics of civil litigation

Presented by:

Geoffrey Adelstein

Partner, Diamond Conway and Accredited Specialist in Advocacy and Personal Injury Law and

Catherine McDonald

Special Counsel, A R Connolly & Company

This program also satisfies: Rule 42.1.6.3 - Professional Skills - 1 MCLE/CPD unit

Retirement Village Laws - Case Law Update

WHEN	Wednesday 7 March 2012 2.00pm to 3.30pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$119.00	Non-Member \$144.00
MCLE	1.5 MCLE units	
SEMINAR	12027	

A growing area of legal practice, laws pertaining to retirement villages were the subject of significant reform in March 2010. Given that retirement villages across NSW accommodate more than 36,000 residents, this area of elder law continues to expand as our population ages. One important aspect is the case law in this area. Join us for a review of key decisions at this short seminar.

Review of Tribunal and Court Decisions in the context of the Retirement Village Act

presented by:

Arthur Koumoukelis Partner, Gadens Lawyers

A specialist in this area, **Arthur Koumoukelis** holds dual qualifications in accounting and law. His principal areas of practice are health and aged care, particularly in relation to retirement villages and nursing homes, as well as property and construction related litigation. His health and aged care expertise includes advising industry associations and assisting them in making submissions to government about changes to legislation relevant to aged care and retirement villages.

Arthur also has extensive experience in advising retirement village and nursing home operators in relation to the *Aged Care Act* and the *Retirement Villages Act*, and advising in relation to resident contracts, accommodation bond agreements, disclosure documents and budget disputes.

Cornerstones of Legal Professional Privilege

WHEN	Wednesday 7 March 2012 5.00pm to 6.00pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$99.00	Non-Member \$123.30
MCLE	1 MCLE unit	
SEMINAR	12028	

Join us for an examination of the key aspects of privilege, with a look at the principles, protocols and exceptions. The breadth of legal professional privilege extends well beyond protection of confidential communications and advice - something that every lawyer needs to be able to recognise and appreciate.

Topics include:

- ▶ The principles governing legal professional privilege in Australia
- ▶ The meaning and application of legal advice privilege and litigation privilege
- ▶ How privilege fits within the context of the Evidence Acts and common law
- ▶ Legislative exceptions
- ▶ Relevant protocols and guidelines

Presented by:

Renee Stevens

Lecturer, Applied Commercial Litigation Program, The College of Law

Renee teaches in the Master of Applied Law - Commercial Litigation program. Prior to joining the College of Law, Renee practised exclusively in the area of commercial litigation, most recently as a senior associate at Kemp Strang Lawyers working in the practice areas of Litigation & Dispute Resolution and Restructuring & Insolvency.

Unravelling the Mysteries of Financial Statements

WHEN	Thursday 8 March 2012: 2.00pm to 3.30pm	
WHERE	College of Law City, Level 7, St James Centre 111 Elizabeth Street, Sydney	
COST	LS Member \$119.00	Non-Member \$144.00
MCLE	1.5 MCLE units	
SEMINAR	12029	

ACCOUNTING FUNDAMENTALS

This topic is designed to give an overview of the basic accounting concepts and reading financial statements. Areas covered include:

- ▶ Unravelling the mystery of:
 - ▶ What are financial statements
 - ▶ Revenue, expenses, assets, liabilities and equity
 - ▶ Journals, ledgers and the trial balance
- ▶ Understanding a profit and loss statement
- ▶ Understanding a balance sheet
- ▶ How financial statements may be manipulated
- ▶ Issues to look out for

Attendance at this seminar satisfies Rule 42.1.6.2 - Practice Management and Business Skills.

THE STORY THE FINANCIAL STATEMENTS PORTRAY: FINANCIAL STATEMENT ANALYSIS

This topic focuses on analysing financial statements with a view to gaining an opinion as to the financial performance and strength of a business.

- ▶ How is the business trading - past performance, future performance?
- ▶ How secure or viable is the business and how much does management take out of the business?
- ▶ Benchmarking

READING BETWEEN THE NUMBERS

Techniques discussed include:

- ▶ Ratio analysis - profitability; working capital; liquidity; financial structure and trend analysis
- ▶ Normalising financial performance
- ▶ Identifying how financial statements may be manipulated

Presented by: **Chris Katehos** Director, Furzer Crestani Services

Chris commenced in the forensic accounting practice at Furzer Crestani Services in 1993. He has undertaken a variety of litigation assignments dealing with personal injury, professional negligence, industrial relations, commercial litigation and valuations. Chris is experienced in preparing reports, barrister briefings and providing expert witness testimony.

Drafting Effective Legal Documents

WHEN	Thursday 8 March 2012 9.00am to 12.30pm		
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney		
COST	LS Member \$275.00	Non-Member \$330.00	
MCLE	3.25 MCLE units		
SEMINAR	12025.2		

This workshop will provide a hands-on approach to legal writing and simple drafting. Deeds, agreements and other key documents will be reviewed and discussed. Each step of the drafting process will be addressed in detail, with plenty of examples and opportunity for questions.

Presented by:

Maria Tzannes

Former Barrister and Lecturer, Consultant Solicitor

Maria was admitted as a legal practitioner in 1976. She holds Bachelor degrees in Law and Arts and a Masters degree in Adult Education. Maria practised law as a solicitor in her own practice for 14 years.

In 2000 she went to the Bar and practised very successfully for almost five years. She is now a Consultant Solicitor.

Maria has been heavily involved in legal education with a view to improving the quality of same. She has held positions at the College of Law, the University of Newcastle and University of Western Sydney.

Comments from previous course:

- ▶ This was a very helpful course that was very well presented.
- ▶ Very practical and relevant to my practice. Lecture was very concise, delivered very interactively and interesting. The speaker was very arresting and effectively delivered the topic.

This program also satisfies: Rule 42.1.6.3 - Professional Skills - 1 MCLE/CPD unit

Recent Developments in Medical Negligence

Also available via webconference

WHEN	Thursday 8 March 2012 5.00pm to 6.00pm		
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney		
COST	LS Member \$99.00	Non-Member \$123.30	
MCLE	1 MCLE unit		
SEMINAR	12030		

A must for all personal injury lawyers with an interest in medical negligence, our expert speaker will examine recent developments in the area of medical negligence, including key cases.

Presented by:

Anna Walsh Principal, Maurice Blackburn, and Accredited Specialist - Personal Injury

Anna Walsh is a Principal and Director of Maurice Blackburn Lawyers and manages the Medical Law Department in the Sydney office. She has Honours degrees in both Law and Nursing and is currently completing a Masters of Law by research at the University of Sydney.

Anna has practised exclusively in medical law, particularly in cases involving children, as well as acting for families in Coronial Inquests, since 1999. She is a recognised expert in her area, has a Specialist Accreditation from the Law Society of New South Wales and is a member of the Law Society's Specialist Accreditation Advisory Committee and is the Plaintiff's representative on the Supreme Court of New South Wales' Professional Negligence List User's Group.

Anna was named Lawyer of the Year in Private Practice by the NSW Women Lawyers Association in September 2011.

Don't go to work unless it's fun!

How lawyers can become happier and more productive

WHEN	Monday 12 March 2012: 9.00am to 4.45pm		
WHERE	College of Law City, Level 7, St James Centre 111 Elizabeth Street, Sydney		
COST	LS Member \$520.00	Non-Member \$590.00	Includes lunch and all materials.
MCLE	6.5 MCLE units		
SEMINAR	12010.2	Book early - places limited.	

Don't miss this valuable opportunity to hear from one of the experts in this field.

Objectives

This workshop will enable you to:

- ▶ Understand and overcome the barriers to fully enjoying your work
- ▶ Become more productive in your work
- ▶ Create an organization where everyone looks forward to coming to work every day
- ▶ Have fun

Major Topics

- ▶ How To Change the Negatives about Work
- ▶ The Seven Work Miracles
- ▶ How to Change Your Life
- ▶ Moving From "Victim" To "Master" Mentality
- ▶ Creating The Path To Having Work Be Fun
- ▶ How to Deal with "Not Enough Time"
- ▶ Become Technology's Master, Not Its Servant
- ▶ The Uses Of Fantasy: What Do You Want To Be When You Grow Up?
- ▶ The Nobility Of Lawyers
- ▶ The Five Satisfaction Principles
- ▶ How To Get What You Want: Creating Clear Communication
- ▶ How To Say "No"
- ▶ Three Simple Staff Motivation Techniques
- ▶ Creating a "Satisfaction Policy"

Presented by: **Frank Sanitate** Frank Sanitate Associates

Frank Sanitate is president of Frank Sanitate Associates, which he established in 1977. He and his firm develop and present transformational workshops for professionals. He has taught tens of thousands of lawyers and other professionals over the past three decades. He has published *Don't Go To Work Unless It's Fun: State of the Heart Time Management and Beyond Organized Religion*. He graduated from Catholic University of America, Cum Laude, with a BA in English. He has an MBA from Florida Atlantic University.

Participant Comments

- ▶ "Makes me step back to think/consider what and why I do what I do and whether I want to change."
- ▶ "Course content was a challenge to address workplace/life issues that create dissatisfaction and to implement actions. Aimed at dealing with these issues – a day well spent."

This program satisfies:
Rule 42.1.6.2 - Practice Management & Business Skills and
Rule 42.1.6.3 - Professional Skills

Hot Topics in Conveyancing Transactions - Part 2

WHEN	Friday 9 March 2012 9am to 10.30am & 11am to 12.30pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$119.00/session	Non-Member \$144.00/session
MCLE	1.5 MCLE units/session	
SEMINAR	12022	

Join us for these updates:

REQUISITIONS 9.00am-10.30am (12022.3)
Requisitions have been curtailed or abolished in several jurisdictions, but still have important roles to play in the NSW conveyancing process. Topics covered include:

- ▶ The traditional categories of requisitions
- ▶ The contractual provisions & the obligation to reply
- ▶ What to do about requisitions made out of time
- ▶ Requisitions answered late (or not at all)
- ▶ Requisitions relating to the *Home Building Act*
- ▶ Liability of vendors for incorrect replies

and/or

SEARCHES AND SETTLEMENTS

11.00am - 12.30pm (12022.4)

This seminar will look closely at a potpourri of common issues in searches and settlements:

- ▶ The general law duty of disclosure
- ▶ Statutory intervention – "anti-gazumping" legislation
- ▶ Range of investigations
- ▶ Timing of investigations by the purchaser
- ▶ Issues with s149 certificates & drainage diagrams
- ▶ Building certificates and home warranty insurance
- ▶ Writs, final searches and caveats
- ▶ Contractual prohibitions against caveats
- ▶ Investigations in company title matters

presented by: **Tony Cahill** Legal author and commentator

Trusts Demystified

WHEN	Tuesday 13 March 2012 9.00am to 12.30pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$275.00	Non-Member \$330.00
MCLE	3.25 MCLE units	
SEMINAR	12025.3	

Whether you work with Unit Trusts, Hybrid Trusts, Superannuation Trust Deeds or Testamentary Trusts or wish to learn about them, this short course will provide you with a solid foundation to understand the major concepts and be able to draft and work with a variety of trust structures, deeds and documents.

Topics covered:

- ▶ Types of Trusts and their uses
- ▶ Creation of Express Trusts
- ▶ Essentials of an Express Trust
- ▶ Drafting Essentials of Express Trusts
- ▶ Implied Trusts eg Constructive Trusts or Resulting Trusts
- ▶ Charitable Trusts
- ▶ Trustees and their Duties and Powers
- ▶ Major Provisions of the Trustee Act
- ▶ Appointment and Removal of Trustees
- ▶ Variation of Trusts
- ▶ Breach of Trust
- ▶ Remedies for Breach of Trust
- ▶ Defences and Trustees' Indemnities
- ▶ Termination of Trusts

Presented by:

Maria Tzannes

former Barrister and Lecturer, Consultant Solicitor

Maria was admitted as a legal practitioner in 1976. She holds Bachelor degrees in Law and Arts and a Masters degree in Adult Education.

Current Issues in Insurance Law

WHEN	Tuesday 13 March 2012 2.00pm to 5.15pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$258.50	Non-Member \$304.00
MCLE	3 MCLE units	
SEMINAR	12031	

This timely refresher will bring practitioners up to speed on a number of essential issues in insurance law.

Chair: **Tricia Jackson**
Solicitor and Lecturer,
The College of Law

Speakers: **Mark Radford**
Radford Lawyers Pty Ltd
and
Pita Williams
Head of Legal, Customer Relations and
Fraud, QBE

Hot Topics: A discussion of the current key insurance issues you need to be aware of

Speaker: **Paul Baram**
Partner, Norton Rose
Dual Insurance Update

Speaker: **Philip Carr**
Barrister-at-Law,
5th Floor Wentworth Chambers
Proportionate Liability - Unravelling the Complexities

The Allens Arthur Robinson Intellectual Property Law Fest

WHEN	Wednesday 14 March 2012 8.30am to 12.45pm	
WHERE	Allens Arthur Robinson Deutsche Bank Place Cnr Hunter & Phillip Streets, Sydney	
COST	LS Member \$258.50	Non-Member \$304.00
MCLE	3.5 MCLE units	
SEMINAR	12032	

Once again, the College of Law is delighted to bring you the annual Intellectual Property Law Fest, presented by **Allens Arthur Robinson**.

Along with the popular Competition Law Fest (now entering its tenth year), these distinctive programs have been specifically developed for those practising in these challenging fields of law.

Partners and lawyers from the **Allens Arthur Robinson** intellectual property group will cover recent developments and cutting edge issues in IP.

Topics will include:

- ▶ The Top Intellectual Property cases of 2011;
- ▶ Ethical Issues in Intellectual Property; and
- ▶ Commercial Drafting in the Intellectual Property space.

Martin Place Chambers on Property & Planning

WHEN	Wednesday 14 March 2012 9.00am to 12.15pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$258.50	Non-Member \$304.00
MCLE	3 MCLE units	
SEMINAR	12033	

Things you should be aware of in property and planning

Our premier planning and property law program returns once again. Presented by a team of experienced and respected experts from [Martin Place Chambers](#), the seminar will address recent developments and discuss current issues in the Land and Environment jurisdiction with a practical focus.

Speaker: **Mark Seymour**
Barrister-at-Law, Martin Place Chambers
[Planning Principles Revisited](#)

Speaker: **Scott Nash**
Barrister-at-Law, Martin Place Chambers
[Issues and Developments in Caveats](#)

Speaker: **Ian Hemmings**
Barrister-at-Law, Martin Place Chambers
[Recent Developments - A look at some significant legislation and case law during the past year](#)

Obtaining Urgent Interlocutory Injunctions

Principles & Update on Recent Cases

WHEN	Wednesday 14 March 2012 1.00pm to 2.00pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$99.00	Non-Member \$123.30
MCLE	1 MCLE unit	
SEMINAR	12034	

Also available via webconference

This seminar will provide a practical explanation of the legal principles and practices applied in the Supreme Court of NSW Equity Division in relation to interlocutory injunctions. It will cover issues such as jurisdiction, interlocutory hearings, prima facie case principles and seven recent decisions on interlocutory injunctions.

Presented by:
Graeme Turner Barrister-at-Law, 12th Floor Selborne/Wentworth Chambers
Graeme Turner, of 12th Floor, Wentworth Selborne Chambers, was admitted to practice as a barrister in the State of New South Wales in 1987. He had previously practiced as a solicitor. At the independent NSW Bar Graeme practises in commercial and business law and in equity. He regularly appears in the Duty Judge List of the Equity Division particularly on interlocutory injunction applications and for other urgent remedies. He has also appeared before Royal Commissions and on governmental inquiries.

Practical Impacts of the IP Laws Amendment (Raising the Bar) Bill 2011

WHEN	Wednesday 14 March 2012 2.30pm to 3.30pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$99.00	Non-Member \$123.30
MCLE	1 MCLE unit	
SEMINAR	12035	

This seminar will look at:

- ▶ How the proposed changes will impact recently decided cases
- ▶ Reforms to Patent Law
- ▶ Transitional Provisions

presented by:

Jane Owen
Partner, Middletons

Jane Owen has more than 17 year's experience in all aspects of intellectual property including portfolio establishment, IP strategisation, commercialisation and enforcement. Her major focus is resolving IP disputes across complex patent infringement/revocation, trade mark and passing off, design infringement, disputes in relation to ownership of IP and appeals from decisions of the Commissioner of Patents and the Registrar of Trade Marks. Jane is a member of the IP Society of Australia and New Zealand, the Copyright Society of Australia, the International Trademark Association and Law Society of NSW. She is also a director of UNSW Press.

Developments in Insolvency

WHEN	Wednesday 14 March 2012 4.00pm to 6.00pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$165.00	Non-Member \$196.00
MCLE	2 MCLE units	
SEMINAR	12036	

Practitioners acting for clients in insolvency matters, particularly when seeking to resist a winding up application will benefit from this seminar. Don't miss this essential update!

Speaker: **Leigh Adams** Leigh Adams Lawyers and Accredited Specialist - Business Law
[Insolvency Update](#)

- ▶ The new Corporations Amendment (Insolvency) Bill
- ▶ Further changes to the director penalty notice regime
- ▶ The Fair Entitlements Guarantee Bill

Speaker: **Farid Assaf**
Barrister-at-Law, Blackstone Chambers
[Resisting a Winding Up Application](#)

This seminar will examine the practical effect of an unreported decision in the NSW Supreme Court with regard to the interpretation of "material ground" in 459S when applying for leave from the Court.

The Essential Guide to Challenging a Will

WHEN	Thursday 15 March 2012 9.00am to 4.30pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$450.00	Non-Member \$545.00
MCLE	6 MCLE units	Includes lunch and materials
SEMINAR	12025.4	

This will be a valuable seminar for all practitioners who are called upon by their clients to challenge a Will. **Maria Tzannes** will lead you through the principles and procedures for challenging Wills under the *Succession Act*. Don't miss this.

CONTESTING WILLS UNDER THE SUCCESSION ACT

- Testamentary capacity
- Testamentary intention
- Fraud
- Undue influence
- Lodging of caveats against grant of probate
- Procedure for grants in solemn form

CONTESTING THE ADEQUACY OF PROVISIONS MADE IN A VALID WILL

- Time limits
- Categories of eligible applicants
- Need for provision
- Factors warranting provision
- Disentitling conduct of applicant
- Notional estate

Presented by:

Maria Tzannes

Consultant Solicitor, former Lecturer and Barrister

Proportionate Liability - The Legislative Scheme and Recent Case Law

WHEN	Thursday 15 March 2012 5.00pm to 6.00pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$99.00	Non-Member \$123.30
MCLE	1 MCLE unit	
SEMINAR	12037	

The proportionate liability scheme within Part 4 of the *Civil Liability Act 2002* (NSW) has been described as 'a triumph for commonsense' making 'some of the most fundamental changes to the law of negligence ever made'.

This seminar will consider:

- ▶ the development of the legislative scheme;
- ▶ the type of claims that fall within the provisions of Part 4 of the *Civil Liability Act 2002* (NSW); and
- ▶ the approach of NSW courts in determining key questions such as 'what is an apportionable claim', 'who is a concurrent wrongdoer', 'what is a just apportionment', and how must proportionate liability issues be pleaded.

Presented by:

Susan Leis Barrister-at-Law, 8th Floor

Garfield Barwick Chambers

Susan has practiced at the Bar since 2006, after working as a solicitor from 1993. She has a wide practice experience, including both community legal centres and top tier firms. Susan has a Master of Construction Law degree from the University of Melbourne, and whilst a solicitor she was an Accredited Specialist in the areas of Commercial Litigation, Advocacy, and Criminal Law.

Time Mastery for Lawyers Over 100 Ways to Maximize Your Productivity and Satisfaction

WHEN	Friday 16 March March 2012: 9.00am to 4.45pm		
WHERE	College of Law City, Level 7, St James Centre 111 Elizabeth Street, Sydney		
COST	LS Member \$520.00	Non-Member \$590.00	Includes lunch and all materials.
MCLE	6.5 MCLE units	Satisfies Rule 42.1.6.2 - Practice Management & Business Skills, and Rule 42.1.6.3 - Professional Skills	
SEMINAR	12010.3		

Not enough hours in the day? Feel like you are on a treadmill, juggling work and life demands? We all know that time is our most valuable asset but there never seems to be enough, and we are left feeling powerless to change this.

If you feel its time to take action, then join us for a truly unique experience brought to us by **Frank Sanitate**, popular presenter and lecturer in North America. Frank is back in Australia by demand to present his highly successful time management program for the College of Law.

This workshop will enable you to:

[Book early - places limited.](#)

- ▶ Eliminate time stress
- ▶ Work with greater productivity and satisfaction
- ▶ Get over 100 practical ideas - at least one has to apply to you!
- ▶ Create a balance between your work life and personal life

Topics covered include:

1. Become accountable for your time: Understand where your time goes; Where do you want it to go?
2. Create positive attitudes for peace of mind: Never again say, "I don't have enough time"
3. Work on what counts rather than what comes up
 - * The Doing/Managing ratio
 - * Fire clients
 - * Control where your time goes - increase income while decreasing hours
4. Delegate – You can do it!
5. Plan your life - Work to live instead of living to work
6. Plan your work
 - * Set and stick to priorities and set yearly goals
 - * Reduce your work hours: The "Cold Turkey" method
7. Ethics: Client-Lawyer relationship - Communication
8. Work your plan: Control interruptions
9. Manage the phone
10. Get out of E-mail jail: The 12 best e-mail practices
11. Communicate proactively with clients and in the office
12. Eliminate time waste in meetings
13. Get and stay in control of your work
 - * Using a simple task management system
 - * Daily planning
 - * How to not let anything slip through the cracks
14. Go home satisfied every day
15. Ethics: Competence and diligence
16. Get and stay organised
 - * Orderly file processing; Clear up your piles
 - * Overcome indecision: The 3 Minute Rule
17. Handle anxiety
 - * Control anxiety; How to complete everything
18. Get things done - The 15 Minute Rule
19. Stop Procrastinating - the Bite the Bullet day
20. Pause for perspective, creativity and well-being
 - * The "Do What I Like" Day; Take a vacation
21. Foster better time management for the whole office
22. Convert intentions into action - The Buddy System

Presented by: **Frank Sanitate** Frank Sanitate Associates

Frank Sanitate is president of Frank Sanitate Associates, which he established in 1977. He and his firm develop and present transformational workshops for professionals. He has taught tens of thousands of lawyers and other professionals over the past three decades. He graduated from Catholic University of America, Cum Laude, with a BA in English. He has an MBA from Florida Atlantic University.

How to Manage Your Practice and Your Life

The Best Ideas I Have Learned from 35 Years of Consulting

WHEN	Monday 19 March 2012: 9.00am to 4.45pm		
WHERE	College of Law City, Level 7, St James Centre 111 Elizabeth Street, Sydney		
COST	LS Member \$520.00	Non-Member \$590.00	Includes lunch and all materials.
MCLE	6.5 MCLE units		
SEMINAR	12010.4	Book early - places limited.	

In his 35 years of consulting and leading seminars for lawyers and other professionals, Frank Sanitate has come across and tested many great ideas – and probably even more that weren't so great. He has put together the best lessons he's learned for work and life into one seminar. Find out which will work for you!

Objectives

This workshop will enable you to:

- ▶ Focus on concepts and practices that are more important for long-run results
- ▶ Feel better about yourself and your work - and thus produce better results
- ▶ Work on what's important, without getting swallowed up by the tyranny of the urgent
- ▶ Communicate to empower clients, co-workers and yourself

Major Topics

- ▶ Taking a broader view of work and life
- ▶ The 10 fundamental questions
- ▶ Everything I learned in kindergarten ... changed - Understanding paradigms
- ▶ Thinking that empowers and disempowers
- ▶ The 6 most powerful communication principles
- ▶ Resolving conflicts
- ▶ How to achieve greater productivity and satisfaction
- ▶ Goal setting for more profound results: My one-year plan
- ▶ Creating satisfaction daily at work
- ▶ Conquering the addiction of e-mail, texting, the phone
- ▶ The simple approach to problem solving
- ▶ Understanding money

This program satisfies:
Rule 42.1.6.2 - Practice Management & Business Skills and
Rule 42.1.6.3 - Professional Skills

Presented by: **Frank Sanitate** Frank Sanitate Associates

Frank Sanitate is president of Frank Sanitate Associates, which he established in 1977. He and his firm develop and present transformational workshops for professionals. He has conducted his workshops in every state in the U.S. and every province in Canada - teaching tens of thousands of lawyers, CPAs, CAs and other professionals. He has presented his premier workshop Time Mastery for Lawyers in 9 countries.

He has published Don't Go To Work Unless It's Fun: State-of-the-Heart Time Management and also Beyond Organized Religion; An Ex-Monk Revisits Life's Basic Questions. He was previously a manager at the American Institute of CPAs. He graduated from Catholic University of America, Cum Laude, with a BA in English. He has an MBA from Florida Atlantic University.

A Day in the Blue Mountains

WHEN	Saturday 17 March 2012 9.00am to 4.30pm	
WHERE	Fairmont Resort Sublime Point Road, Leura	
COST	LS Member \$414.00	Non-Member \$495.00
MCLE	6 MCLE units	
SEMINAR	12038	

Join us for our popular annual seminar in the scenic Blue Mountains, specifically designed to provide busy practitioners with an update on major reforms in several discrete areas of law in relaxed and charming surroundings.

Chair: **Paul Crennan** Crennan Legal Pty Ltd and Accredited Specialist - Local Government & Planning Law

Speakers:

Peter Nematalla Barrister-at-Law, Lachlan Macquarie Chambers

[Recent Developments in Criminal Law](#)

Darryl Browne Browne Linkenbach and Accredited Specialist - Wills and Estates

[Superannuation Death Benefits](#)

Dr John Keogh Barrister-at-Law, Third Floor, Culwulla Chambers

[Compensatory Damages in Retail Tenancy Disputes: Lessons from the 2009-2011 ADT cases](#)

Susan Leis Barrister-at-Law, 8th Floor Garfield Barwick Chambers

[Proportionate Liability - The Scheme within Part 4 of the Civil Liability Act 2002 \(NSW\)](#)

Daniel Hanna Barrister-at-Law, Lachlan Macquarie Chambers

[Motor Accidents - Recent Case Law](#)

Mark MacDiarmid Coleman Greig and Accredited Specialist - Family Law

[Family Law Update](#)

A Guide to Practice and Procedure in the District and Local Court

WHEN	Tuesday 20 March 2012 9.00am to 4.30pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$450.00	Non-Member \$545.00
MCLE	6 MCLE units	
SEMINAR	12025.5	Includes lunch and materials

Designed to assist practitioners operating both in the District and Local Courts, this program takes a practical approach. A must for all who would like sensible, down to earth advice on how to function effectively in these courts.

- Proper preparation of court documents
- The mysteries of interlocutory procedures
- Compromises and settlements
- Operation of court lists
- Complying with standard directions
- Preparation for hearing
- How to appear

... and much more.

Join us for a day of comprehensive learning, including all materials and lunch.

Presented by:

Maria Tzannes

Former Barrister and Lecturer, Consultant Solicitor

Maria was admitted as a legal practitioner in 1976. She holds Bachelor degrees in Law and Arts and a Masters degree in Adult Education. Maria practised law as a solicitor in her own practice for 14 years. In 2000 she went to the Bar and practised very successfully for almost five years. She is now a Consultant Solicitor.

Personal Property Securities Reform

Also available by webconference

WHEN	Tuesday 20 March 2012 5.00pm to 6.00pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$99.00	Non-Member \$123.30
MCLE	1 MCLE unit	
SEMINAR	12039	

This seminar focuses on the reforms to Personal Property Securities. The changes establish national comprehensive rules governing security interests in "personal property" (as defined to be any form of property other than land and includes a licence) and reform the current regime.

This timely seminar provides the perfect opportunity to bring you up to speed with the changes and their impacts.

Presented by:

Ian Davidson SC

Barrister-at-Law, Eight Selborne Chambers

Ian Davidson is a barrister, practising from 8th Floor Selborne Chambers primarily in equity, commercial, administrative, banking and wills and probate and competition law. Ian was appointed Senior Counsel in 2009.

He has a Bachelor of Economics and Bachelor of Laws (1st class Honours and University Medal) from the Australian National University, and a Master of Laws from Harvard Law School (and was awarded the Menzies Scholarship to Harvard in 1981).

Ian was Associate to Sir Anthony Mason, High Court of Australia, from 1980 to 1981. He worked with commercial law firms in Boston, Washington and Sydney from 1982 to 1991, and was called to the NSW Bar in 1991.

Current Issues for Government Lawyers

WHEN	Wednesday 21 March 2012 9.00am to 12.15pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$258.50	Non-Member \$304.00
MCLE	3 MCLE units	
SEMINAR	12040	

Join your colleagues at this informative seminar. The program will cover several topic areas relevant to government lawyers including ediscovery and ESI, process contracts and OHS reforms.

Chair: **Doug Humphreys** Principal Member, Veterans Review Board

Speakers:

John Makris Special Counsel, Middletons
OHS: The National Reforms

The NSW *Work Health and Safety Act 2011* takes effect from 1 January 2012. Following the nationally agreed *Model Work Health and Safety Act (Model Act)*, this Act makes NSW the first state to enact the national legislation.

This informative and practical seminar will focus on the proposed change and implications for practitioners advising in this area.

Rebecca Grant Director and CEO, iCourts
Ediscovery and Electronically Stored Information (ESI)

Distilling practice and covering emerging technologies and strategies for assessing and mitigating risk in litigation preparedness.

Scott Alden Partner, DLA Piper Australia
Process Contracts

- ▶ Overview of the Tender Process
- ▶ The Process Contract
- ▶ Legal Risks and Recent Cases
- ▶ Emerging Procurement Models - ETI/ECI

Australian Consumer Law - Key Developments

WHEN	Wednesday 21 March 2012 1.30pm to 4.45pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$258.50	Non-Member \$304.00
MCLE	3 MCLE units	
SEMINAR	12041	

This seminar provides an ideal opportunity for practitioners to hear from experts as to the impact of the 2011 changes and significant developments during the year.

Topics include:

- ▶ An overview of the ACL in the context of the TPA – how different is it?
- ▶ Key elements: unfair contracts, consumer guarantees and remedies for breaches
- ▶ Misleading and unconscionable conduct and unfair practices under the ACL
- ▶ Environmental claims in advertising and misleading conduct - a focus on the Clean Energy legislation in respect of false or misleading claims about the impact of the carbon price on pricing

Chair:

Tricia Jackson

Solicitor and Lecturer, The College of Law

Speakers:

Geoff Taperell Partner, DLA Piper Australia,

Matthew Hall Partner, Swaab Attorneys, and

Julius Mendel Barrister-at-Law, Second Floor, Wentworth Chambers

Home Building Act Update

Also available by webconference

WHEN	Wednesday 21 March 2012 5.00pm to 6.00pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$99.00	Non-Member \$123.30
MCLE	1 MCLE unit	
SEMINAR	12042	

The *Home Building Act* contains complex issues particularly in relation to the definition of residential building work and dwellings, statutory warranties, insurance and the CTTT. This seminar will provide an update on recent developments relating to the HBA regime.

Presented by:

Philip Bambagiotti

Barrister-at-Law, Tenth Floor, St James Hall Chambers

Philip Bambagiotti practices in all aspects of commercial law, including contract disputes, tort disputes, Building & Construction (including Home Building Act matters) Arbitration Law, Trade Practices and Corporations Law, Insurance, Environmental Law, Planning & Local Government Law, Property and Strata matters, as well as Occupational Health & Safety, International Sale of Goods matters and Taxation appeals.

Philip has often spoken in relation to Home Building Act and the Consumer Trader & Tenancy Tribunal, Strata Law, various commercial law issues and building and construction issues, including contract drafting, liability of professionals, the Building & Construction Industry Security of Payments Act and the Convention for the International Sale of Goods in its application to Australia, as well as dispute management and alternative dispute resolution, environmental and planning law, the corporations law, the liabilities and obligations of professionals in the construction industry, the use and dealing with expert evidence, and the operation of various standard form construction contracts.

The Essential Guide to Powers of Attorney and Guardianship

WHEN	Thursday 22 March 2012 9.00am to 4.30pm		
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney		
COST	LS Member \$450.00	Non-Member \$545.00	
MCLE	6 MCLE units		
SEMINAR	12025.6	Includes lunch and materials.	

Lawyers are regularly advising clients who wish to appoint another to make decisions for them when they are not able to make those decisions for themselves.

This expanded program will present and discuss the range of options available to clients in these circumstances, the legal principles which govern the instruments, what can be included in these instruments, and the requirements for valid appointments.

Topics covered:

Understanding Substitute Decision Making

- ▶ Difference between a General Power of Attorney and an Enduring Power of Attorney

General Power of Attorney

- ▶ Irrevocable Powers of Attorney
- ▶ Capacity
- ▶ Forms and Aspects of Drafting

Enduring Guardianships

- ▶ Limitations
- ▶ Method of Appointment
- ▶ Execution Requirements

Advanced Care Directives (ACD)

- ▶ Accepted uses
- ▶ Capacity and Competence
- ▶ Pitfalls to watch out for
- ▶ Confirming or Challenging an Instrument

Presented by: **Maria Tzannes** Consultant Solicitor, former Barrister and Lecturer

Privacy Law Update

Also available by webconference

WHEN	Thursday 22 March 2012 5.00pm to 6.00pm		
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney		
COST	LS Member \$99.00	Non-Member \$123.30	
MCLE	1 MCLE unit		
SEMINAR	12043		

This seminar will deliver an update on developments in the law of privacy. Details to be covered include where the reforms are up to, what to expect next and more.

- ▶ A Privacy update - the ALRC reforms
- ▶ A rewrite of the Australian Privacy Principles
- ▶ New media guidelines from ACMA
- ▶ A new right to sue for breach of Privacy?

Presented by:

Patrick Fair

Partner, Baker & McKenzie

Patrick Fair is a Partner in the Technology, Telecommunications and Commerce team at Baker & McKenzie. He specialises in telecommunications and media law including content regulation and IT contracting, telecommunications regulation and broadcasting law. He has extensive experience in the law of privacy and in the conduct of due diligence investigations including detailed review of intellectual property portfolios.

Patrick is a past president of the Law Society of New South Wales and served as chair of the Internet Industry Association from 1999 to 2002.

He is currently a director of the Information Industry Advisory Board and chairs its taskforce on the review of media regulation. Patrick is also a reviewer of Technology Showcase Applications for the Department of State Development.

The Essential Guide to Family Law Practice and Procedure

WHEN	Friday 23 March 2012: 9.00am to 4.30pm		
WHERE	College of Law City, Level 7, St James Centre 111 Elizabeth Street, Sydney		
COST	LS Member \$520.00	Non-Member \$590.00	Includes lunch and all materials
MCLE	6 MCLE units	This seminar complies with Rule: 42.1.6.1 (Ethics & PR) 42.1.6.2 (Practice Mgmt & Business Skills) and 42.1.6.3 (Professional Skills)	
SEMINAR	12044		

This program has been specifically designed for those who practice in family law. The aim of this practical workshop is for lawyers to gain an understanding of the key concepts, practice and procedure in family law and related litigation.

It will be of particular relevance to the following groups:

- ▶ Newly admitted practitioners and those admitted less than 5 years
- ▶ Solicitors seeking to move into family law practice
- ▶ Solicitors returning to family law practice

The day will be structured in a practical, workshop-style fashion, and ensure a valuable learning experience for those attending. Specific areas to be addressed:

- ▶ Jurisdiction
- ▶ Family law and its sources
- ▶ Court officials, court staff & the legal profession
- ▶ Family Court practice and procedure
- ▶ Federal Magistrates Court practice and procedure
- ▶ Forms
- ▶ Preparing an application for divorce and appearing at the hearing
- ▶ Preparing applications for property settlements, parenting orders and consent orders
- ▶ Preparing a Financial Statement and financial disclosure
- ▶ Procedure for application for final orders
- ▶ Procedure for (interim) application for orders in a case
- ▶ Appearing at the hearing of an application for orders in a case
- ▶ Some common ex parte applications
- ▶ Enforcement proceedings
- ▶ Recovery and relocation
- ▶ Division 12A matters
- ▶ Taking instructions, conflict of interest, file notes
- ▶ Costs and costs agreements under the LPA (NSW)
- ▶ Service of court documents
- ▶ Case Management
- ▶ Pre-action procedures
- ▶ Drafting affidavits and tips on briefs to counsel
- ▶ Settlement negotiations
- ▶ Family dispute resolution
- ▶ Preparing for trial incl. discovery and subpoenas
- ▶ Binding financial agreements
- ▶ Child support formula, Child support agreements and the Child Support Agency
- ▶ Tips on dealing with family law clients

Presented by:

Kathryn Kearley Solicitor & Lecturer, BA, LL.B
Accredited Specialist in Family Law

Comments from previous course -

Kathryn was an excellent presenter on a complicated topic. I thoroughly enjoyed the seminar. Have been before, I love it! Great to meet other country practitioners to exchange ideas and problems. Reinforcement of the basics, always good.

Note: Places are limited - book early.

Tips and Traps in Supreme Court Practice and Procedure

WHEN	Wednesday 28 March 2012 5.00pm to 6.00pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$99.00	Non-Member \$123.30
MCLE	1 MCLE unit	
SEMINAR	12045	

This seminar is the perfect refresher for practitioners operating in the Supreme Court jurisdiction, and for those who are new to this area.

Presented by:

Lara Piercy Solicitor
and
Daniel O'Brien Associate
both of Carroll & O'Dea Lawyers

Lara is a member of the Commercial Litigation & Dispute Resolution Team and acts for clients in a variety of commercial litigation and general dispute resolution matters. Since joining Carroll & O'Dea Lawyers in mid 2009, she has advised and represented clients in both prosecuting and defending claims in the Federal Court of Australia, the Federal Magistrates Court of Australia, the New South Wales Court of Appeal, the Supreme, District and Local Courts of New South Wales, and the New South Wales Consumer, Trader & Tenancy Tribunal.

Daniel is currently a member of the Commercial Litigation & Dispute Resolution Team and is involved in all types of Commercial Litigation claims. He has experience in a wide variety of litigation including commercial, compensation law, property, defamation, debt recovery, bankruptcy, family law and matters relating to the Succession Act.

International Commercial Arbitration in a Nutshell

WHEN	Thursday 29 March 2012 5.00pm to 6.00pm	
WHERE	College of Law City, St James Centre Level 7, 111 Elizabeth Street, Sydney	
COST	LS Member \$99.00	Non-Member \$123.30
MCLE	1 MCLE unit	
SEMINAR	12046	

International commercial arbitration is one of this year's hottest topics. Don't miss this opportunity to get up to speed on developments in this evolving area of practice.

Presented by:

Malcolm Holmes QC
Barrister-at-Law, Eleven Wentworth Chambers

Malcolm Holmes QC is a senior counsel at Eleven Wentworth Chambers and an arbitrator member of chambers at 20 Essex Street in London. He is a chartered arbitrator, a member of the Board of Trustees of the Chartered Institute of Arbitrators (UK) and a Past President of the Australian Branch of the Chartered Institute of Arbitrators. He is a Fellow of the Chartered Institute of Arbitrators, and a Fellow and a director of the Australian Centre for International Arbitration and an Adjunct Professor of Sydney University and the University of New South Wales.

Malcolm is a member of a number of panels of international arbitrators including the China International Economic and Trade Arbitration Commission (CIETAC), the Singapore International Arbitration Centre (SIAC), the Hong Kong International Arbitration Centre (HKIAC) and the American Arbitration Association (AAA).

Rule 42 for Property Lawyers with Tony Cahill

WHEN	Friday 30 March 2012 9.00am to 10.00am, 10.30am to 11.30am and 12.00pm to 1.00pm	
WHERE	College of Law City, Level 7, St James Centre 111 Elizabeth Street, Sydney	
COST	LS Member \$88.00 per session	Non-Member \$100.00 per session
MCLE	1 MCLE unit/session	
SEMINAR	12130-12132	

Presented by **Tony Cahill**, the purpose of these practical sessions is to address the requirements of Rule 42 in the context of property law.

9.00am-10.00am (12130)

ETHICAL ISSUES FOR PROPERTY LAWYERS (Rule 42.1.6.1 Ethics and Professional Responsibility)

Tony Cahill steps through a number of hypothetical scenarios to illustrate the ethical dilemmas and conflicts that property practitioners face on a daily basis.

- ▶ Rebates
- ▶ Acting for both parties in a strata 'off the plan' transaction
- ▶ Auction contracts
- ▶ Negotiating draft contracts
- ▶ Defective properties and stigmatised properties

10.30am-11.30am (12131)

RISK MANAGEMENT FOR PROPERTY LAWYERS (Rule 42.1.6.2 Practice Management and Business Skills)

- ▶ Key concepts: "hazards", "risks" and "consultation"
- ▶ A risk management strategy
- ▶ Hazards in practice generally
- ▶ Hazards in property transactions at large and in specific types of property transactions

12.00pm-1.00pm (12132)

DRAFTING SKILLS FOR PROPERTY LAWYERS (Rule 42.1.6.3 Professional Skills)

- ▶ Defining plain English (or plain language?)
- ▶ Why does it matter?
- ▶ Some specific issues in property transactions
- ▶ Some general drafting tips
- ▶ Lessons from the cases

This program satisfies the following MCLE/CPD Units under Rule 42 of the the Law Society Professional Conduct and Practice Rules:

Rule 42.1.6.1: Ethics and Professional Responsibility - 1 MCLE/CPD unit

Rule 42.1.6.2: Practice Management and Business Skills - 1 MCLE/CPD unit

Rule 42.1.6.3: Professional Skills - 1 MCLE/CPD unit

A New Approach to Winning Negotiation Skills

WHEN Friday 30 March 2012: 2.00pm to 5.15pm

WHERE College of Law City, St James Centre
Level 7, 111 Elizabeth Street, Sydney

COST LS Member \$258.50 Non-Member \$304.00

MCLE 3 MCLE units

SEMINAR 12133

In response to the demand for programs covering negotiation skills, we bring you this popular half day seminar. The program will address the following issues as well as answer all your questions about negotiation:

Who goes first? When to make the first offer

Ideas to convince the other side, without having them walk away

Some communication ideas that will make it easier to convince others to accept your ideas

Making it easy for others to say YES (and hard to say no!)

What is a BATNA and how to use it to great advantage

Understanding what your client really wants and the interests of the others. Can this help in a negotiation?

Creative options ... how to brainstorm ideas without giving away the deal

Learn when the deal on the table is too good to walk away

presented by:

Steve Lancken The Trillium Group

Steve Lancken is an Accredited Specialist in Commercial Litigation and Mediation and has 18 years experience as a lawyer, advising clients in dispute. He has retired from his legal partnership and works full time in ADR.

This program also satisfies: Rule 42.1.6.3 - Professional Skills - 1 MCLE/CPD unit

Legal Practice Management: Sole Practitioners

WHEN Friday 9, Saturday 10 and Saturday 17 March 2012
9.00am to 5.00pm each day

WHERE College of Law
2 Chandos Street, St Leonards

COST \$1,695.00 (GST free)

MCLE 1 MCLE unit per hour of attendance

SEMINAR NM12_03 Incl. lunch, refreshments and all materials.

Learn about the challenges and pitfalls of running your own practice, with an emphasis on financial management, strategic planning and business development. Discuss the typical problems faced by sole practitioners including trust accounts and LawCover, common ethical dilemmas, and learn about business and risk management systems to address these issues. Course materials include business planning checklists and templates.

Topics include -

- ▶ Business planning and development
- ▶ Work and people management
- ▶ Trust account practice
- ▶ Financial management
- ▶ Ethics and professional responsibility
- ▶ Setting up the trust account
- ▶ Practice finances
- ▶ LawCover and risk management
- ▶ Sole practitioner forum
- ▶ Stress management

Course materials include business planning checklists and templates.

LawWare software discounts are available - useful if you are starting a new practice.

Legal Practice Management: Corporate/Government

WHEN Thursday 29, Friday 30 and Saturday 31 March 2012
9.00am to 5.00pm each day

WHERE College of Law
2 Chandos Street, St Leonards

COST \$1,695.00 (GST free)

MCLE 1 MCLE unit per hour of attendance

SEMINAR NM12_04 Incl. lunch, refreshments and all materials.

The course is specifically adapted for in-house lawyers and includes materials from the College of Law's Master of Applied Law (In-House Legal Practice) Program, and presenters with experience as in-house counsel.

With a strong emphasis on legal and organisational strategy, understanding the in-house team's value proposition and delivering effective results, this course also covers the role of in-house lawyers in ethical culture and governance systems, stakeholder relationships, risk assessment and management and the core regulatory curriculum.

Topics include:

- ▶ Strategic management - challenges for corporate and government lawyers
- ▶ People management
- ▶ Work and systems management
- ▶ Developing an ethical business culture
- ▶ Financial mechanics - budgets and balance sheets
- ▶ Client relationships strategies - delivering value
- ▶ Professional responsibility and ethics
- ▶ Risk management - the insurer's perspective
- ▶ Risk management: prevention strategies
- ▶ Trust account issues
- ▶ Stress management