

ORGANISED BY TELEVISION EDUCATION NETWORK PTY LTD THE PROFESSIONAL DEVELOPMENT SPECIALISTS

3 CPD Compulsory Topics for Lawyers – a national webinar for lawyers

Tuesday 28th November 2017 – Online from:

Vic, NSW, ACT, Tas : 2pm to 5pm **SA:** 1.30pm to 4.30pm **WA:** 11am to 2pm **NT:** 12.30pm to 3.30pm **Qld:** 1pm to 4pm

SESSION 1: Ethics: Ethics in a Digital World

Presented by: Nola Pearce, Special Counsel, Carter Newell Lawyers, Brisbane

Social media is undoubtedly becoming a common marketing tool for law firms but using it improperly can have detrimental effects on lawyers and their firms. Could your Facebook profile be assessed in determining whether you are of good character? When does your Instagram marketing outside the courtroom fail to be ethical?

This session unpacks the problems for practitioners and provides practical advice to avoid ethics breaches. It covers:

- Professional responsibility and digital marketing use – ethical duties and parameters
- When are posts on social media inappropriate? Courtroom photos and other examples
- “Live chats” and free 15 minute online advices - the ethical imperatives in the digital age
- When could your social media use bring the profession into disrepute?
- Social media and unintended lawyer/client relationships
- Social media and the risk of disclosure of confidential information
- Social media content – ensuring accuracy or don’t use it at all
- Ethical obligations in your social media policies and guidelines

SESSION 2: Practice Management: Price Negotiations, Costing and Trimming the Fat: Sharpening Your Competitive Edge in the Market

Presented by: Daniel Taylor, Managing Director, Pattison Hardman, Sydney

This session looks at the legal marketplace in an era where there are more firms, more competition and a lot more consumer negotiation. We examine what you can do as a lawyer in this competitive era to keep your own costs down, whilst also ensuring you don’t price yourself out of business. It covers:

- Different costing models – hourly rates, fixed fees and value based pricing
 - What are the advantages and disadvantages?
- Dealing with client negotiation on fees post service
- Technology and cost – understanding a dynamic duo
- Smarter legal research as a cost driver – IT focus on knowledge management
- Automated document production and workflows to keep costs down
- Legal business process outsourcing and offshoring as a cost saving tool

SESSION 3: Professional Skills: Alternative Dispute Resolution: Getting Your Ducks in a Row for Early Resolution

Presented by: Paul Duggan, Barrister & Mediator, Victorian Bar, Melbourne

ADR is becoming an increasingly important and cost-effective way to resolve disputes. This session looks at the skills you need when representing clients to ensure you can reach an early resolution. It includes.

- Avoiding boilerplate clauses in agreements – what clauses should you have in place?
- When to contemplate early resolution
- Which form of ADR is most appropriate?
 - Negotiation
 - Mediation
 - Conciliation
 - Expert appraisal
 - Adjudication
- Identifying the key issues and narrowing the dispute
- What can be overlooked in preparing for ADR? Mistakes and traps to avoid
- Sharpening your skills – the art of persuasion and communication
- Case study – Online ADR

This webinar is suitable for lawyers - Australia wide and it has been designed to deliver the 3 compulsory subject CPD units for the CPD year ending 31st March 2018.

Live webinar delegates will receive a CPD certificate for attendance at this webinar. Lawyers can claim 3 CPD [CLE] units – compulsory subjects. 1 unit each for Ethics, Practice Management and Professional Skills

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Either register to attend the online webinar or purchase the recorded event (available after the webinar has been held):

Date/Time: Tuesday 28th November 2017

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3 CPD Compulsory Topics for Lawyers

1. Ethics
2. Practice Management & Business Skills
3. Professional Skills

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