

DIGITAL LEGAL PRACTICE AND INNOVATION MASTERCLASS

SYDNEY, 23-24 FEBRUARY 2018

Our inaugural Masterclass in new law. We will take you through the A to Z of the differences between traditional legal practice and new law.



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Centre for Legal Innovation



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PROGRAM - DAY 1: FEBRUARY 23 (FRIDAY)

TIME	SESSION
8.30am- 9.00am	Registration
9.00am-10.00am	Welcome, Overview and Introductions (Terri Mottershead, Director, CLI)
10.00am-11.30am	<p>Legal Innovation – what is it, where do I start and how do I bring others with me? (Melissa Lyon, Associate Principal, Hive Legal and Samy Mansour, Special Counsel, Clayton Utz and CLI Distinguished Fellow)</p> <p>Are Legalpreneurs born innovative, or are they able to develop an innovation mindset? We say anyone can be innovative once they appreciate what innovation is and the mindset and effort needed to make it happen. This session challenges what is meant by “innovation” and provides practical tips on developing a sustainable innovative mindset for you, your team and your organisation.</p> <p>Key takeaways include:</p> <ul style="list-style-type: none">• Developing a clear vision on what “innovation” is, and how it can be practically measured• Identifying innovation roadblocks and ways to overcome them• Understanding how developing an innovative mindset can add value to your workplace in terms of business success and staff satisfaction• Applying practical key tips to begin, encourage and continue innovative thinking in your workplace
11.30am-11.45am	Morning break
11.45am – 1.15pm	<p>Making it happen - Design think your way to successful and sustainable innovation (Melissa Lyon)</p> <p>Design Thinking is fast becoming a “go to” framework for professional services to identify, develop, test and implement innovative ideas. From designing a firm/legal department from scratch to re-engineering an existing one, improving an internal process to developing a client offering, Design Thinking provides a way to get things moving and keep them moving. This session provides you with an understanding of what Design Thinking is, practical examples of how it can be used as well as a hands on Design Thinking exercise.</p> <p>Key takeaways include:</p> <ul style="list-style-type: none">• Developing an understanding of Design Thinking and how it works to encourage, identify, implement and embed innovation in a firm• Appreciating the broad range of ways Design Thinking can assist firms and organisations with innovative projects• Developing the skill to apply Design Thinking in an everyday context• Understanding how Design Thinking can be used to ensure sustained innovative thought and innovative success in your workplace
1.15pm-2.15pm	Lunch
2.15pm-3.30pm	<p>Strategising and business planning in a disruptive legal marketplace (Janelle Kerrisk and Sarah Roach, Directors and Co-Founders, Helix Legal)</p> <p>You don't wake up one morning and find the things that you wish were different, suddenly changed. Change takes decisive action guided by a well-executed plan.</p> <p>In this session, Janelle and Sarah will share their experience in establishing Helix Legal through a case study that describes how they came to think differently about their legal careers and how you can use strategic business planning to get ready and embrace a disruptive legal future.</p> <p>Key takeaways include:</p> <ul style="list-style-type: none">• Understanding and learning how to best implement strategic planning for your practice group/legal department or your firm• Identifying how you can advance your career in a changing legal market• Understanding “how” legal innovation works in a legal practice and applying it to your practice• Understanding where and how to start when renovating your practice

PROGRAM - DAY 1: FEBRUARY 23 (FRIDAY)

TIME	SESSION
3.30pm-3.45pm	Afternoon break
3.45pm-5.15pm	Innovate your practice - innovate your pricing (John Chisholm, Managing Director, John Chisholm Consulting and Andrew Price, COO, Barry.Nilsson) In this session, we will discuss the practicalities of a better pricing model suited to innovative 21st century law firms. Key takeaways include: <ul style="list-style-type: none">• Understanding the need to move from “billing” to “pricing” and why the terminology is much more than a couple of different words• Understanding and applying the different pricing models available to lawyers that don't focus solely on time or inputs but on outcomes, results, benefits and value to your clients• Understanding and applying the benefits to overcome or minimize obstacles in moving away from time based billing• Identifying, understanding and navigating your way around possible issues in moving to value based or timeless pricing• Understanding how you might implement these changes in your practice
5.30pm-7.00pm	Drinks and networking

PROGRAM - DAY 2: FEBRUARY 24 (SATURDAY)

TIME	SESSION
8.30am- 9.00am	Recap on Day 1 and Overview of Day 2 (Terri Mottershead) We will briefly recap Day 1 and discuss how it connects to Day 2
9.00am-10.45am	New work, new skills, new leaders, new workforce – the new people paradigm and how to make it your competitive advantage (Terri Mottershead and Jan Christie, Senior Learning & Development Manager - Transition, Norton Rose Fulbright Australia) People innovate, organisations do not! To lead, manage and deliver different legal services and products, law firms and legal departments need to do things differently, with a differently skilled workforce and create a culture of creativity and innovation. In this session we will encourage you to consider whether or not your management of people is encouraging you to defend the status quo or future proof your practice. Key takeaways include: <ul style="list-style-type: none">• Understanding the profile of the future legal workforce (tech enabled, gig economy devotees, located anywhere at any time)• Identifying and understanding the importance of a talent management strategy• Identifying key new skills for lawyers and all legal professionals, how that has redefined “team” and “revenue earner” in multidisciplinary law firms and legal departments• Understanding and applying different ways to recruit people with new skill sets and the impact of your “employer brand” in the new legal marketplace• Understanding the limitations of performance reviews and how ongoing feedback and coaching supports innovation• Identifying different ways to measure contribution (outside the billable hour) and its impact on KPIs for and evaluation of compensation and promotion• Understanding key data to collect, collate, analyse and use to predict and better deliver on best practices in people management
10.45am-11.00am	Morning break

PROGRAM - DAY 2: FEBRUARY 24 (SATURDAY)

TIME	SESSION
11.00am - 1.00pm	Extracting competitive advantage and improved profitability through technology and data (Steve Tyndall, Legal Technology Advisor and Founder - NextLegal) <p>In this session, we will discuss the areas where technology can best assist your firm, what to look for, what to look out for and how to get started. We will also discuss how data can be collected from private sources and used to improve efficiency and effectiveness in your law firm/legal department.</p> <p>Key takeaways include:</p> <ul style="list-style-type: none"> • Understanding that technology needs a purpose to add any value and identifying how to find that purpose • Identifying and understanding how to choose powerful and cost-effective systems that are readily available • Understanding that technology is a tool and will not replace you if you are adding value to your clients • Understanding what sources of data exist within most firms • Learning how data can be utilised to enhance your practice
1.00pm-1.45pm	Lunch
1.45pm-2.45pm	Winning with Data (Conrad Karageorge, Managing Director, Jurimetrics) <p>In this session, we will discuss how data collected from public sources can be used to boost firm productivity and value.</p> <p>Key takeaways include:</p> <ul style="list-style-type: none"> • Understanding how data analytics can win new clients and help you retain the ones you have • Understanding how to reduce administrative information collection tasks with big data AI; and • Understanding how to use data to provide superior advice to clients
2.45pm-3.00pm	Afternoon break
3.00pm-4.00pm	Wrap Up, Where to From Here, Final Q & A for facilitators on anything we missed and Introduction to the DLPIM Alumni Network (Terri Mottershead)



COST

\$1350 - MEMBER/ALUMNI (INCL. GST)
\$1500 - NON-MEMBER (INCL. GST)

Contact us by email for group discount information



DATE

23 - 24 FEBRUARY 2018



CPD

12 CPD UNITS



COVERS

PRACTICE MANAGEMENT AND BUSINESS SKILLS



TIME

FRIDAY 23 FEBRUARY: 8.30AM - 5.15PM
SATURDAY 24 FEBRUARY: 9AM - 4PM



LOCATION

**THE COLLEGE OF LAW SYDNEY, ST JAMES CENTRE,
 LEVEL 16, 111 ELIZABETH ST, SYDNEY**



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