

Principal Partner



# LawyersWeekly **FUTURE FORUM 2017**

## **DELEGATE WORKBOOK**

**BRISBANE - 17TH OCTOBER**  
Sofitel Brisbane Central

   #LWFutureForum

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## WELCOME NOTE

On behalf of Momentum Media, publisher of Lawyers Weekly, I'd like to welcome you to the second annual Future Forum.

As we all know, the business of law has been disrupted in many facets. Technology is growing exponentially, new competitors are coming into the market and top talent are demanding their employers be more innovative than in years past.

Add on to this that clients are presented with more choice than ever, it's fair to say that lawyers, practice managers and/or professionals working directly or indirectly across the legal services market need to adapt to a new way of thinking.

Whether it be technological, economic or generational factors, those in the profession need to be savvy to ensure their survival.

This year's Future Forum is jam-packed to provide you with strategies, tips and ideas that will help transform your practice, helping it maintain

relevance and the ability to compete in a fiercely competitive marketplace.

With a line-up of stellar speakers, you'll benefit from hearing about how to streamline your processes, retain your best employees, protect your data and add new depth to your client relationships.

We are delighted to have you join us for the second annual event and hope you walk away equipped with the knowledge and skills needed to bolster your practice.

Sincerely,



**Phillip Tarrant**  
Managing Editor  
Lawyers Weekly



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## PLENARY SESSIONS

REIMAGINING THE LEGAL  
LANDSCAPE IN 2030

**8:20AM**  
REGISTRATION

**8:50AM**  
WELCOME FROM THE MC

Speaker: Emma Ryan, Features Editor,  
Lawyers Weekly

**8:55AM**  
WELCOME FROM OUR PRINCIPAL PARTNER  
Speaker: Brendan Smart, CEO, LEAP

**9:00AM**  
TOMORROW'S LAWYER  
Speaker: Dr Bob Murray, Principal, Fortinberry Murray

**9:55AM**  
PANEL: IS THERE A FUTURE FOR LAW FIRMS?  
Panellists:  

- Fiona Crawford, General Manager - Human Resources, InfoTrack
- Tim Frost, Partner, PwC
- Mark Gardiner, Founder and Legal Director, Teddington Legal
- Beth Patterson, Chief Legal and Technology Services Officer, Allens

**10:40AM**  
NETWORKING BREAK

## TRACK SESSIONS

PATHWAYS TO INNOVATION

PRODUCTIVITY AND EFFICIENCY	NEW WAYS OF WORKING
<p><b>11:15AM</b> UNLOCKING GROWTH OPPORTUNITIES FROM USING INTUITIVE TECHNOLOGY Speaker: Whit Lee, Executive Director, Strategy &amp; Customer Research, LexisNexis Asia Pacific</p>	
<p><b>11:45AM</b> THE AGILE ATTORNEY Speaker: Anna Hale, General Counsel, Megaport</p>	<p><b>11:45AM</b> PANEL: THE GIG ECONOMY AND HOW IT WILL IMPACT THE LAW Panellists:  <ul style="list-style-type: none"> <li>■ Michael Bromley, Co-Founder Beyondbillables</li> <li>■ David Bushby, Managing Director, Lexoo Australia</li> <li>■ Janelle Kerrisk, Founder and Director, Helix Legal</li> </ul> </p>
<p><b>12:20PM</b> LUNCH AND NETWORKING</p>	<p><b>12:20PM</b> LUNCH AND NETWORKING</p>
<p><b>1:20PM</b> INVENT AND IMAGINE: EMBRACE TECHNOLOGY AND REALISE YOUR FIRM'S POTENTIAL Speaker: Brendan Smart, CEO, LEAP</p>	<p><b>1:20PM</b> THE POWER OF PARTNERSHIPS Speaker: Graeme Grovum, Head of Innovation, Corrs Chambers Westgarth</p>
<p><b>1:55PM</b> THE DATA-DRIVEN LAWYER Speaker: Cameron Payne, National Sales &amp; Marketing Senior Director, FTI Consulting</p>	<p><b>1:55PM</b> TALENT RETENTION AND PLANNING FOR THE FUTURE Speaker: Fiona Crawford, General Manager - Human Resources, InfoTrack</p>
<p><b>2:30PM</b> NETWORKING BREAK</p>	<p><b>2:30PM</b> NETWORKING BREAK</p>

## PLENARY SESSIONS

ADAPT AND THRIVE

**3:05PM**  
THE ETHICS OF TECHNOLOGY IN LAW  
Speaker: Fabian Horton, Lecturer,  
The College of Law Australia

**3:50PM**  
CLOSING KEYNOTE: WINNING THE DIGITAL MINDS AND ANALOGUE HEARTS OF TOMORROW'S CLIENT  
Speaker: Anders Sorman-Nilsson, global futurist, speaker and author

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# PRINCIPAL PARTNER



Welcome to the Lawyers Weekly Future Forum 2017. LEAP is very proud to be the Principal Partner for the second year running, and is looking forward to meeting you all and engaging in the discussion on innovation in the legal industry.

LEAP has long been a leading innovator of legal software, and today we enjoy creating solutions and features that make a difference to law firms. One of our unique solutions is LawConnect; a secure, online collaboration platform where you can share documents with your clients. Drop by the LEAP booth to see LEAP and LawConnect in action.

Innovating legal services is where we all need to be, collectively, to share in the advancements and to ultimately delight the people who rely on us. Our research and development strategy aligns with our clients' needs, and we develop features that help small law firms reach their potential.



**Brendan Smart**  
CEO, LEAP Legal Software Pty Ltd

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InfoTrack is an award-winning Australian technology company that is helping a range of legal professionals and individuals move into the digital age. We create intuitive tools that enable you to find, analyse, organise and communicate information more efficiently and effectively. We build simple technology that makes your life easier.

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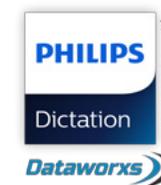
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[www.dictation.philips.com/au/future-forum-2017](http://www.dictation.philips.com/au/future-forum-2017)

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■ 9:00AM - 9:55AM

## TOMORROW'S LAWYER

This session provides context about what's happening in the US and UK legal markets and how the future of practising law is set to play out here. Dr Murray believes the future for lawyers will be quite different from the tech-driven world that is often imagined. Discover how to reposition the way you lead, manage and market your firm and yourself in the digital age.

- What will the lawyer of the future look like?
- How do we make ourselves relevant to our clients?
- Should we fear emerging technologies?

## SPEAKER

### DR BOB MURRAY

Principal, Fortinberry Murray



Dr Bob Murray, MBA, PhD (Clinical Psychology), is an internationally recognised expert in strategy, leadership, influencing, human motivation and behavioural change.

Bob's insights are based on his wide experience in business as well as his deep knowledge of research in the areas of management, psychology, genetics and neurobiology. Clients include premier global law firms such as Allen & Overy, Ashurst LLP, Allens Linklaters, K&L Gates, Littler Mendelson P.C., Herbert Smith Freehills, Norton Rose and top tier multinationals such as KPMG, Macquarie Bank, PwC, Ford, Caterpillar, McDonald's, PepsiCo, BHP, Grant Thornton, Wesfarmers Insurance, UXC and Stockland.

Bob is in demand as a key-note speaker, executive coach and adviser. The topics he is most often asked to talk about involve explaining what the newest research shows are the

best ways of creating and leading high performance teams, business development and marketing. His talks are lively, intensely practical and highly experiential.

With his colleague Dr Alicia Fortinberry, Bob won the American Science Achievement Award and was appointed to head the Obama administration's comprehensive national work stress initiative.

Bob's latest book with Dr Fortinberry, *Leading the Future: The new human science of law firm strategy and leadership* (Ark Group, London), shows the potential impact of the new science of being human on organisational success.

Bob has lectured at Sydney, Duke, Tufts, South Florida and California State universities. He received his MBA from Sydney University (where he also earned his MA in Psychology) and his PhD from New York University.

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■ 9:55AM - 10:40AM

## PANEL: IS THERE A FUTURE FOR LAW FIRMS?

- Are law firms going to become digital enterprises?
- Will all lawyers work for the big four by 2030?
- How do you stay relevant in changing times?
- How can you foster a culture of engagement and retain top talent?



### MODERATOR

**DR BOB MURRAY**  
Principal, Fortinberry Murray

### PANELLISTS:



**FIONA CRAWFORD**  
General Manager - Human Resources, InfoTrack

As a two-time Olympian, Fiona translates the elements of her elite sporting background into the corporate world to empower employees and create high-performance work environments.



**TIM FROST**  
Partner, PwC

Tim leads PwC Australia's workplace law practice, and has practised in Australian workplace relations law for over 25 years. Tim specialises in all aspects of workplace relations law.



**MARK GARDINER**  
Founder and Legal Director, Teddington Legal

Mark has more than 20 years' experience in corporate and commercial law in a variety of industries, together with extensive business management experience underpinned by an MBA.



**BETH PATTERSON**  
Chief Legal and Technology Services Officer, Allens

Beth is a globally recognised leader in the development of legal technologies, including the application of artificial intelligence and predictive analytics to deliver competitive client solutions.

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YOU ARE NOW STARTING TRACK SESSIONS

# **PATHWAYS TO INNOVATION**

■ 11:15AM - 11:45AM

## UNLOCKING GROWTH OPPORTUNITIES FROM USING INTUITIVE TECHNOLOGY

Over the last few years there has been much rhetoric surrounding AI in law, but what are the real growth opportunities of using intuitive technology in legal practise?

### SPEAKER

**WHIT LEE**

Executive Director, Strategy & Customer Research, LexisNexis Asia Pacific



Whit is responsible for the strategy and business development of the LexisNexis Asia Pacific business. With a five-year outlook Whit is tasked with driving the creation and management review of large scale business development projects

that impact the company's direction. He also leads the legal software solutions team, which delivers cloud-based and on-premise tools that drive improved outcomes for clients, helping them to make better decisions by combining world-class LexisNexis content with practice management workflow solutions.

Whit has held various senior roles where he directed product management, presented business cases, led market expansion analysis and had global responsibility for strategy and business development/acquisition strategy of content and software products at LexisNexis.

Prior to joining LexisNexis, Whit led strategy and growth initiatives in brand/product management and various sales roles at Procter & Gamble. He also holds an MBA from Harvard Business School.

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■ **11:45AM - 12:20PM**

## THE AGILE ATTORNEY

In-house teams are starting to use agile methodologies to improve their workflow. How can you make a strong legal team with agile project management? What are the benefits of running an agile law firm?

## SPEAKERS

**ANNA HALE**

General Counsel, Megaport



Anna leads the global legal activities at Megaport (ASX: MP1). She has 12+ years corporate law experience working for large organisations in both New Zealand and Australia (including other ASX listed companies Transpacific Industries Group and Suncorp Group, the Ray White & Loan Market group of companies and Eagle Boys Pizza).

Anna has experience across varied practice areas including corporate/ M&A, competition and consumer, franchising, intellectual property, general commercial contracts, dispute resolution, litigation and employment law. Anna holds a Bachelor of Laws and is admitted as a lawyer to the Supreme Court of Queensland, the High Court of Australia and the High Court of New Zealand.

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■ **11:45AM - 12:20PM**

## **THE GIG ECONOMY AND HOW IT WILL IMPACT THE LAW**

Forty per cent of the professional workforce will be working as freelancers by the year 2025. How can firms adapt to this paradigm shift?

### **PANELLISTS:**



**MICHAEL BROMLEY**  
Co-Founder Beyond Billables

Mike is your go-to guy for honesty and opportunity in your career and life. An accident-prone top tier lawyer turned international recruiter and business owner, Mike is rarely found without a podcast or audiobook in his ears. He lives, eats, breathes and dreams self-improvement. That is, when he's not rolling around on the floor. He says he's a purple belt in Brazilian Jiu-Jitsu, but given his colour blindness, we're not sure we believe him. Rumour has it that he was booted out of a leading law firm for always writing in red pen (he still claims it was black).



**DAVID BUSHBY**  
Managing Director, Lexoo Australia

David is deeply passionate about the future of work and how technology can disrupt traditional legal models. As the former chief operating officer at Lexoo.co.uk, he worked with an international network of over 300 independent, ex-top tier and GC-level lawyers, matching them with businesses looking for an alternative to traditional law firms, while helping lawyers pursue more flexible ways of working. He now brings his mission Down Under with Lexoo's Australian launch earlier this year.



**JANELLE KERRISK**  
Founder and Director, Helix Legal

Janelle is a founder of the lawtech startup LawLancer. LawLancer is the only freelancing website where lawyers can find trained summer clerks in any season and for any project. Before Helix Legal Janelle was a Partner for 6 years at a national law firm where she was the youngest ever appointment to partner and the first female partner appointed within her office.

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■ 1:20PM - 1:55PM

## INVENT AND IMAGINE: EMBRACE TECHNOLOGY AND REALISE YOUR FIRM'S POTENTIAL

The legal profession is embracing technology at a faster rate than ever, and client experience is as much of a driver to adoption as efficiency and profitability. How is the consumer-driven user experience shaping the law tech scene? Where is the legal industry in comparison with other industries in the adoption of digital disruption? What is around the corner for law tech? Innovations in client service that every lawyer should utilise.

### SPEAKER

**BRENDAN SMART**  
CEO, LEAP Legal Software Pty Ltd



Brendan Smart is the CEO of LEAP Legal Software in Australia. He has worked in the legal software and information brokerage industries in Australia for eight years, with experience working in senior management roles both here and abroad. Before joining

LEAP, he was responsible for delivering revenue and sales growth at InfoTrack Pty Ltd, Australia's leading information broker, as general manager of sales.

Brendan is based at LEAP's headquarters in Sydney and is tasked with providing guidance to the executive team on innovative business practices and providing superior technology to law firms. He is responsible for LEAP's overall business performance, with an underlying focus on delivering and supporting innovative legal software solutions to clients in Australia.

As a noted business professional, Brendan frequently speaks on legal technology innovation to audiences in Australia.

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■ **1:20PM - 1:55PM**

## THE POWER OF PARTNERSHIPS

How can working collaboratively with technological innovators help unlock innovation in your business? Accessing new opportunities, the benefits of collaboration and what value partnerships have brought to Corrs in the pursuit of open innovation.

### SPEAKER

#### GRAEME GROVUM

Head of Innovation, Corrs Chambers Westgarth



Graeme is a legal technologist with 15 years of experience in the legal and financial services industries. Graeme leverages his deep understanding of legal processes and love of new technologies to deliver exceptional results in unexpected ways.

Graeme's understanding of how technology can improve legal practice has led to the release of CaseFolio, Corrs' award-winning iPad app; launching Beagle Asia Pacific, an AI-based process improvement methodology; collaborating with Elevate Services to create Cael Verify, a verification application for legal and compliance teams; and creating

JustOCR, a cloud-based OCR service with patented analysis technology.

Internally, Graeme has also spent time identifying a pathway to AWS cloud migration for the firm, extracting insights from legal data using visual analysis, launching an incubator and developing products to streamline legal workflows.

Graeme works with project sponsors across the firm to prototype, develop and launch products that benefit our clients, our firm and our industry.

Graeme regularly presents to clients, internal stakeholders and at industry events on the firm's open innovation philosophy and ventures.

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■ 1:55PM - 2:30PM

## THE DATA-DRIVEN LAWYER

How to use data to increase productivity and, in turn, profitability.

### SPEAKER

#### CAMERON PAYNE

National Sales & Marketing Senior Director, FTI Consulting



Cameron Payne is the National Sales and Marketing Senior Director in the technology segment at FTI Consulting. Cameron has over 21 years' experience working on large litigation matters and 18 years' experience working with the

Ringtail product suite and other advanced applications changing the face of the legal industry. He has held various roles working in the field, including national helpdesk

manager, lead trainer, project management, sales and pre-sales.

Prior to joining FTI Consulting, Cameron founded and successfully led an M&A document management business in a big four accounting firm for five years, well as over 10 years' professional services experience in two top-tier law firms in litigation and litigation technology fields.

Cameron holds a diploma of information technology - software development (Swinburne).

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■ **1:55PM - 2:30PM**

## **TALENT RETENTION AND PLANNING FOR THE FUTURE**

How do we give a career to lawyers? How are we going to train the partners of the future? How will junior lawyers develop skills and who will pay for that?

### **SPEAKER**

#### **FIONA CRAWFORD**

**General Manager - Human Resources, InfoTrack**



Fiona Crawford is the General Manager - Human Resources at InfoTrack, one of Australia's fastest growing tech companies. As a two-time Olympian and a finalist for 2017 Australian HR Director of the Year, she translates the elements

of her elite sporting background into the corporate world to empower employees and create high-performance work environments. Fiona's approach to HR is innovative, agile and data-driven and has helped InfoTrack consistently rank among the best places to work and most innovative companies in Australia.

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# END TRACK SESSIONS

■ **3:05PM - 3:50PM**

## THE ETHICS OF TECHNOLOGY IN LAW

The changing nature of law and legal practice in a technology driven world presents a whole new set of ethical challenges and opportunities.

In this session discover:

- How ethics and technology are closely linked
- How to identify solutions to the new ethical problems technology can create
- How lawyers can be at the forefront of overseeing the ethical development and deployment of innovation and technology

### SPEAKER

#### FABIAN HORTON

Lecturer, The College of Law Australia



Fabian is a lecturer at The College of Law Victoria and Director of the virtual law firm ConnectLaw. He is the foundation chairperson of the Technology and the Law Committee of the Law Institute of Victoria. Fabian presents both nationally

and internationally on legal issues in areas such as cyber security, artificial intelligence and law apps, and he advises both government and non-government organisations on many aspects of technology and its impact on the law.

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■ 3:50PM - 4:50PM

## CLOSING KEYNOTE: WINNING THE DIGITAL MINDS AND ANALOGUE HEARTS OF TOMORROW'S CLIENT

As some organisations career recklessly into the digital future, others are being left behind. Smart companies are realising there is an important middle ground called the 'Digilogue' - a place where digital and analogue converge. This is where progressive digital strategies satisfy a customer's mind, while the old-fashioned analogue practices soothe their hearts.

In this session, you will learn:

- An appreciation for the parts of your business that simply cannot go digital
- Insights into the real customer experience and the touch points that thrill them by speaking to their hearts and not their heads
- Understanding of how to develop your digital story in a way that attracts business
- Recognition of why customer service will never be replaced, but reborn in the 'Digilogue'

### SPEAKER

**ANDERS SORMAN-NILSSON**  
global futurist, speaker and author



Anders is a global futurist and innovation strategist who helps leaders decode trends, decipher what's next and turn provocative questions into proactive strategies. With an average of 240 international travel days a year, Anders' view is that the future and the now are converging in a city or start-up near you, giving the curious, the creative and the courageous a competitive and sustainable edge. At the same time, that same future contains fearsome forecasts for futurephobes.

This Swedish-Australian futurist has shared stage with Hillary Clinton, Nobel Laureates, and European and Australian heads of

state. He is an active member of TEDGlobal, has keynoted at TEDx in the United States and Australia, was nominated to the World Economic Forum's Young Global Leaders in 2015, and was the keynote speaker at the G20's Y20 Summit in Australia.

His thought leadership has been featured in international media like Monocle, Business Insider, Sky News Business, Financial Review, CIO Magazine and Boss. He is the author of the books *Digilogue: how to win the digital minds and analogue hearts of tomorrow's customers*, *Thinque Funky: Upgrade Your Thinking*, and *Seamless: the futurephile's guide to leading digital adaptation and human transformation*.

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