HARNESSING CHANGE

Lawlink Conference
2 – 5 May 2019
Invercargill
PRE-CONFERENCE EVENTS

Pre-conference events will be at Ascot Park Hotel

Thursday 2 May

10.00am – 3.00pm  Management Meeting
                   Sam Coupland | FMRC

12.30pm – 1.15pm  Working Lunch

3.30pm – 5.30pm  Survey Results and Lawlink Strategic Plan for Management and Champions
                  Denise Bovaird | Bovaird Partners

6.30pm           Pre-dinner Drinks and Dinner
                  Ascot Park Hotel
### Friday 3 May

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>8.45am</td>
<td>Conference Opening</td>
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<tr>
<td></td>
<td>Jonathan Gillard</td>
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<td></td>
<td>Troy Sutherland</td>
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<td>Michele A’Court</td>
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<tr>
<td>9.15am</td>
<td>Session 1: What’s Your Prison?</td>
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<td></td>
<td>Dr Paul Wood</td>
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<tr>
<td>10.20am</td>
<td>Meet the Sponsors</td>
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<td>10.40am</td>
<td>Morning Tea</td>
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<tr>
<td>11.10am</td>
<td>Session 2: You are the Biggest Risk</td>
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<td>Dugald Hamilton</td>
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<td>12.00pm</td>
<td>Session 3: Diversity at ANZ</td>
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<td>Gina McJorrow</td>
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<td>12.40pm</td>
<td>Session 4: Transforming a City</td>
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<td>Scott O’Donnell</td>
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<tr>
<td>1.00pm</td>
<td>Lunch</td>
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<tr>
<td>2.00pm</td>
<td>Session 5A: Elder Law with Senior Social Worker</td>
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<td></td>
<td>Anne Henderson</td>
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<td>Stacey Muir</td>
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<td>Session 5B: Understanding Generational Differences</td>
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<td>Anna Hinder</td>
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<td>Session 5C: Technical Product Demonstrations</td>
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<td>Various sponsors</td>
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<tr>
<td>2.45pm</td>
<td>Afternoon Tea</td>
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<tr>
<td>3.15pm</td>
<td>Session 6A: Trusts</td>
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<td>Professor Jessica Palmer</td>
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<td>Session 6B: Getting your Structure Right</td>
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<td></td>
<td>Sam Coupland</td>
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<tr>
<td>7.00pm</td>
<td>Pre-dinner Drinks and Dinner</td>
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<td>Bill Richardson Transport World</td>
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Conference sessions will be at Bill Richardson Transport World
Saturday 4 May

8.45am  Conference Opening  Michele A’Court | MC

8.50am  Session 7: Emerging Risks  Warwick Deuchrass | Consultant  Peter Goodall | Marsh  Bhairav Shah | AIG

9.30am  Session 8: The Proactive Professional  Anna Hinder | Searl Street Consulting

10.15am  Morning Tea

10.30am  Session 9: Achieving your Dream  Liam Malone

11.30am – 12.00pm  Wrap up and Conference Prize Draws  Jonathan Gillard | Chairman, Lawlink

Afternoon activities – select one only per person

- Golf - Playing for Peter Mathews Memorial Cup
- Tour to Bluff and lunch at Oyster Cove
- ILT Stadium – Velodrome
- Dig This
- Own Arrangements

7.00pm  Pre-dinner Drinks and Dinner  Civic Theatre

Michele A’Court, Dr Paul Wood and Liam Malone appear by arrangement with Celebrity Speakers NZ.
## Friday 3 May

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<td>10.15am</td>
<td><strong>Riverton Tour</strong>&lt;br&gt;Depart Invercargill around 10.15am and visit the historic coastal town of Riverton where there are cafés and galleries as well as an excellent local museum. Lunch at the very popular Orepuki Beach Café.</td>
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<tr>
<td>3pm</td>
<td>Returning to Invercargill by 3pm</td>
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### Own Arrangements
Anna Hinder
- Searl Street Consulting

Anna Hinder is the Principal of Searl Street Consulting. With over nineteen years of experience in human resources, Anna has held a range of senior HR generalist roles in financial services, global consulting and investment banking. Anna has worked with partner leadership teams across Australia, Asia and Europe and understands the environment and challenges of influencing business leaders on people issues in fast paced organisations.

Anna holds a Bachelor of Arts (Hons) in Anthropology from the University of Queensland, a Master of Commerce (HRM) from the University of New South Wales and extensive post-graduate qualifications in leadership and positive psychology.

Anna has been an adjunct faculty with the Australian Graduate School of Management, Australian Institute of Police Management and The University of Sydney.

Anna enjoys the intersection of evidence based research and practical challenges of managing professional in firms and partnership structures. Anna continues to be interested in the commercial applications of research into what makes organizations and people more effective in their work.

Anne Henderson
- AWS Legal

Heading AWS Legal’s Estates, Wills and Trust team allows Anne Henderson to combine her passions for innovative legal problem solving and working with people.

A lawyer at AWS Legal’s head office in Invercargill since 1987, Anne entered Partnership a decade later. Her extensive legal expertise ensures solid structures are put in place to help her clients travel through life.

After four years working in the Commercial Team, she changed focus to oversee the firm’s estates administration practice, where a strong interest in elder law developed, including trusts, asset planning and ownership structures.

Anne has also maintained an interest in general property work and conveyancing. An array of issues face the growing elderly population and Anne’s expertise ensures her clients’ rights are protected.

Anne’s commitment to elder law sees her provide a free legal advice session to Grey Power when required and she also shares her experience at community seminars.

She believes strong communication and service, tailored to the individual client, are an important part of delivering quality legal support.
Bhairav Shah  
- AIG  

AIG New Zealand’s Head of Financial Lines and Casualty, Bhairav Shah, joins Lawlink with a wealth of knowledge about Financial Lines and Casualty Insurance. Bhairav’s insurance background and experience has seen him work in leadership roles for AIG across New Zealand and Australia, as well as underwriting and business development roles for Allianz and Sportscover.  

AIG has been protecting businesses and individuals around the world for 100 years and is a long-standing insurance provider for Lawlink members.  

In this session Bhairav will discuss emerging liability risks from both client and the insurer standpoints and will explain the importance of businesses having a solid risk management plan.

Denise Bovaird  
- Bovaird Partners  

Denise Bovaird is a management consultant specialising in strategy, risk and business process improvement. She works with clients across the private and public sector, commercial and not for profit. Denise is also facilitator for the Institute of Directors presenting courses on Governance, Strategy and Risk Management through NZ and the South Pacific.  

Denise has had a substantial involvement in member organisations:  

- Denise served 12 years as an elected Council member for the New Zealand Institute of Chartered Accountants, served 6 years on the Board and in 2007 was the national President. During this year she initiated the review of the Institute’s governance structure.  

- Denise is chair of the Board of Surf Lifesaving Northern Region and has recently lead the process for the development of the three year strategic plan.  

- On behalf of the Institute of Directors Denise has recently carried out an assignment for the Sisters of Mercy, Nga Whaea Atawhai o Aotearoa Tiaki Manatū Board facilitating the review of their governance structure and Board Charter.  

Denise has also served on the Board of the Real Estate Agents Authority from its inception in 2009 through to 2015 and was a Commissioner on the Earthquake Commission and chaired the Audit and Risk Committees of both organisations throughout.
Dugald Hamilton  
23LEGAL, Brisbane

Founder of 23LEGAL, a boutique law firm offering traditional dispute resolution, restructuring, insolvency and commercial legal services but with a modern-world approach.

Prior to starting 23LEGAL, I spent 10 years working in high-end boutique law firms across Brisbane, gaining general practice experience in my early career before specialising in litigation, dispute resolution, restructuring and insolvency since 2010. I have acted for a wide variety of individuals, small business, large companies both in Australia and internationally and having worked on some of the largest and most complex litigation matters in Australian history.

As a self-professed tech geek, I am passionate about technology, particularly emerging technologies and the ways that technology (both current and emerging) can provide new and novel solutions to age-old complex problems. The legal world, whilst being late to the party, is currently undergoing a digital and technological renaissance which is truly exciting. I have wholeheartedly embraced the emerging legal technology industry, hosting the Sydney leg of the inaugural Global Legal Hackathon in 2018 and incorporating a wide range of technology into 23LEGAL to streamline processes, make things easier, clearer and to reduce the costs to my clients.

Gina McJorrow  
ANZ

Gina is a Senior HR Manager at ANZ for NZ and the Pacific where she sets and drives the people and diversity strategies. She has nearly 20 years of experience across a range of HR functions including leadership of local and international teams.

Diversity, and in particular gender equality, has been an area Gina has become well known in and she has collected a range of diversity awards on behalf of ANZ. She co-created the Businesses Working to End Family Violence website in collaboration with the Human Rights Commission (and 6 other organisations) to raise the expectations of organisations to better support people who are experiencing Domestic Violence and regularly works with other organisations to share ideas and experiences.
Jessica Palmer

– University of Otago

Jessica is a Professor and Dean of the Faculty of Law at Otago University and teaches courses in contract, equity and commercial law. She is a graduate of Auckland and Cambridge.

She was a Judges’ Clerk in the High Court in Auckland and worked in a national corporate law firm. She has published articles and book chapters on issues of equity and restitution and is an author of Equity and Trusts in New Zealand (Butler (ed), 2nd ed, Thomson Brookers, 2009).

Jessica was a member of the reference group assisting the New Zealand Law Commission in its recent Review of the Law of Trusts.

Jonathan Gillard

– Chairman, The Lawlink Group Limited

Jonathan leads the national Commercial Property & Projects Team at Wynn Williams.

He has more than 20 years’ experience in commercial property acquisitions & disposals and leasing, investment in New Zealand, commercial contracts, rural property and trusts. Jonathan acts for a number of leading commercial property developers, investors and corporate entities.

Jonathan has been advising overseas investors and business migrants for more than 10 years. His experience in this area makes the investment process clear and uncomplicated for overseas investors.
Liam Malone

- Gold Medallist Blade Runner, World Record Holder and Inspirational Speaker

Liam Malone is nothing short of inspiring. He made quite an impression on the world stage as a world number one in blade running, taking home two gold and a silver medal at the 2016 Paralympic Games, but this now retired athlete hasn’t stopped there. Today his passion for technology and innovation has put him at the cutting edge of artificial intelligence development working at Auckland based tech firm Soul Machines.

Liam’s knowledge on the fascinating movements in AI, digital disruption, innovation and what it means for doing business as we know it are incredibly insightful and I know he looks forward to sharing them with you.

Liam Malone appears by arrangement with Celebrity Speakers NZ.

Michele A’Court

- MC

Winner of “Female Comedian of the Decade” at the 2010 NZ Comedy Guild Awards, Michele A’Court is a full time professional stand-up comedian and freelance writer.

Her work turns up everywhere - on stage, television, radio; in newspapers and magazines - and she is in demand as a comic, an event MC, and also as a social commentator across all media.

Michele’s solo comedy show, “Stuff I Forgot To Tell My Daughter”, was a sold-out hit at the 2013 NZ International Comedy Festival and the 2014 World Buskers Festival.

In 2015, the show became a bestselling book published by Harper Collins, debuting at number one on the Indie Top 20, and sitting cheerfully on the Booksellers Top Ten list for three months.

Her international experience as a stand-up comedian includes work in the United States, Canada, the UK, Australia, Papua New Guinea and East Timor; and she has performed at the Edinburgh, Melbourne, Adelaide and NZ Comedy Festivals. She has been working as an after-dinner speaker, event host and conference MC for more than 20 years.

Michele A’Court appears by arrangement with Celebrity Speakers NZ.
Dr Paul Wood

- Switch Coaching & Consulting

Dr Paul Wood is an expert in helping people overcome the barriers that are holding them back and being the best version of themselves possible. His TED talk was rated amongst the NZ Herald's top ten TED talks to watch, he is a blogger for the Huffington Post, and regular contributor within the media. Yet at 18 Paul’s life was completely off the rails. Paul will be using his journey from delinquent to doctor to illustrate the process of transformational change and how to turn adversity to your advantage.

Paul Wood appears by arrangement with Celebrity Speakers NZ.

Peter Goodall

- Marsh

Peter is an insurance claims broker for Marsh New Zealand. He graduated from Auckland Law School in 1994, and initially worked in Phillips Fox’s insurance and litigation teams for three years, including as a (very) junior solicitor on the 200+ day Equiticorp trial.

From 1997-2007 Peter worked in-house in London for a large insurance broker, gaining extensive experience in large UK and global insurance and reinsurance claims disputes.

In 2008 Peter returned to New Zealand as Marsh’s company solicitor, and in 2009 he was asked to lead Marsh’s claims practice, before specialising in claims advocacy.

For the last 10 years, Peter has assisted with trouble-shooting large, complex, or disputed insurance claims for many New Zealand companies and public entities. Peter has particularly enjoyed working alongside a number of LawLink firms.
Sam Coupland  
– FMRC

Sam joined FMRC in January 2000 and became a Director in July 2006. His client facing roles span direct consulting and management training.

In any one year he would be engaged by 50+ firms to assist with strategic planning, partner compensation, equity valuation and succession related issues.

Sam is considered the foremost authority on law firm valuations and would value more law firms than anyone else in Australia. He has developed a robust valuation methodology which calculates an accurate capitalisation rate that assesses the risk profile, cash flow and profitability of the firm.

From a training perspective, Sam is involved in presenting at conferences as well as developing and presenting numerous FMRC programmes.

Prior to joining FMRC Sam’s professional life saw him working at Ernst & Young for four years followed by a stint in London conducting due diligence on businesses listing on the London Stock Exchange whilst working for Smith & Williamson.

In June 2015, Sam was invited to be a principal of Edge International – the leading law firm management consultancy group.

Scott O’Donnell  
– HW Richardson Group

Scott’s early background included senior financial roles in Telecom NZ plus European telecoms and banking operations. He returned to Invercargill in 1995 and joined the family owned HW Richardson Group (HWR).

He was GM of the transport and contracting divisions of HWR and then took over the Managing Director’s role in 2006. He retired from this role in 2015. Scott now continues to be member of the HWR board and many of its subsidiary boards as well as Chairman of Blue Sky Meats (an unlisted public company) and HWCP Management – which is redeveloping the Invercargill CBD. Scott works closely with his wife Joc O’Donnell on the management of Transport World and its various attractions.
Stacey Muir  
« Southern District Health Board

Stacey Muir is a Senior Social Worker with the Southern DHB.

Troy Sutherland  
« ANZ

In his role as General Manager within ANZ’s Commercial & Agri division Troy manages the relationship teams that deliver customer solutions to over 7,000 customers in the Corporate, Commercial and Agri segments. While the Banks Southern business is weighted towards the rural sector the region also contains the key commercial hubs of Christchurch and Dunedin. Operating from 11 sites it is the largest and most comprehensive relationship banking network in the South Island. Troy also oversights the Corporate Agri offering for ANZ and is heavily involved in the Transformation programme of the banks offering to Business customers.

Before joining the ANZ Group in June 2010, Troy spent a number of years with BNZ in the Corporate & Institutional business and the Leverage & Acquisition Finance teams. Before working at BNZ, Troy spent ten years with the Royal New Zealand Air Force.

He has a Bachelor of Business Studies in Finance and Communication Management from Massey University.
Warwick Deuchrass

– Consultant

Warwick was with Anderson Lloyd for more than 40 years, in which time he built a loyal client base spanning from large corporates to farmers and private clients. He retired as a Partner in 2017, however remained with the firm in a consultancy capacity until this year. He is also involved in mentoring younger lawyers coming through and in giving strategic advice to a number of professional firms throughout New Zealand.

Warwick’s expertise lies in advising on corporate and local authority commercial issues, large farming clients and restructuring of businesses at all levels, financing, asset protection and the establishment of trusts and companies. Warwick is also a member on a number of boards.

Giving back to the legal profession is important to Warwick. He has served on the New Zealand Law Society board for many years and is a past treasurer and South Island vice-president. He also spent a number of years chairing the New Zealand Law Foundation and the New Zealand Law Library board. Warwick is currently a Council member and Deputy Chairman for the Council of Law Reporting and a Director of Stepping Up, a New Zealand Law Society course which prepares lawyers intending to go into partnership, or become a sole practitioner or barrister.

Warwick’s relationship with Lawlink is strong and long standing. He is a former board member and Chairman, and is currently engaged as a Contractor to negotiate professional indemnity and related insurance covers for all 17 Lawlink firms throughout New Zealand.
FINDING YOUR 
COMPETITIVE EDGE 
NOW A LITTLE EASIER

At ANZ we understand how important it is to remain competitive and progressive in an increasingly demanding business environment. That’s why we have sector specialists, industry events, benchmarking and research papers providing you access to knowledge and insights. So it’s a little easier to make better decisions and stay on top of your business.

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