

5th Annual Conference



Advocacy 2010

Skills for practitioners to be clear,
well organised, efficient and persuasive

9 March 2010

Marriott Hotel, Brisbane

Program highlights

- **Learn preparation skills** for delivering clear and concise submissions
- **Develop persuasive techniques** that extend beyond minimum competence
- **Present your cases** with hallmarks of the highest professional standards
- **Take on more cases** by dealing with matters more efficiently
- **Learn from experience** without making a mistake in practice

Speakers

Ian Callinan AC QC
Barrister, Queensland Bar

Robert Wensley QC
Barrister, Queensland Bar

Kathryn McMillan SC
Barrister and Mediator, Queensland Bar

David North SC
Barrister and Mediator, Queensland Bar

Suellan Walker-Munro
Barrister and Mediator, Queensland Bar

Olivia Perkiss
Barrister and Mediator

Craig Smith
Barrister and Lecturer

Early Bird Discount expires 29 January 2010

PLUS PLUS Executive panel from the
Crime & Misconduct Commission

➔ Register online today: www.lexisnexis.com.au/pd

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Advocacy 2010

8.30 **Registration**

8.45 **Feedback on advocacy as observed from the Bench**

- Observations on the adequacy of applications
- Highlighting the elements of strong submissions
- Common mistakes and areas for improvement
- How to practice the effective handling of witnesses

The Honourable Judge Rafter SC, District Court of Queensland (tbc)

9.20 **Coordinating functions between solicitors and barristers**

- Hallmarks of adequate and inadequate instructions from a solicitor
- Setting out a balanced overview of strengths and weaknesses in advice
- Methods of coordinating your main point with necessary and relevant evidence
- What writing skills to take away and practice

Suellan Walker-Munro, Barrister and Mediator, Queensland Bar

Olivia Perkiss, Barrister and Mediator, Queensland Bar

10.00 **Advocacy at CMC investigative hearings**

- Adjusting techniques of advocacy from courts to hearings
- How to properly prepare for attendance at a hearing
- Advocacy lessons from misconduct and crime hearings
- Examples of good conduct at a hearing
- What options to expect after a hearing

Executive panel of presenters, Crime & Misconduct Commission

10.40 **Setting out the structure of cogent written submissions**

- How to determine whether you have a clear purpose
- What logical structure and organisation will achieve
- Suggestions for identifying and expressing the issues
- How to build your structure and use appropriate length

Craig Smith, Barrister and Lecturer, Queensland Bar

Legal Practice Course and Bar Practice Course

11.20 **Morning tea**

11.40 **Being understood when delivering oral submissions**

- Combining a clear aim with clarity of expression
- Using logical structures with a beginning, middle and end
- How to work on your delivery: audibility, pace, language & eye contact
- Dealing with questions and adapting to opponent's points

Craig Chowdhury, Barrister & Mediator, Queensland Bar

12.20 **Focusing on skills for a strong opening and closing**

- Staying simple, direct and interesting while focusing on the facts
- Key skills for communicating the meaning of complex issues
- Giving your audience a roadmap by starting with the conclusion
- How to practice building bridges for continuity and development

David North SC, Barrister & Mediator, Queensland Bar

1.00 **Proof and fact finding for affidavits without crafting the case**

- What needs to be known about writing affidavits as evidence in chief
- Practical advice for choosing when to draft your affidavit
- How schedules can determine the strength of a statement
- Choosing when to exchange affidavits for strategic reasons

David Topp, Barrister, Queensland Bar

1.30 **Networking lunch**

2.30 **Effectively examining evidence in chief**

- Potential traps for telling a story through the witness
- Skills for eliciting substance and avoiding the irrelevant
- How to build momentum with the facts not in dispute
- Controlling witnesses with short, simple questions, one at a time

Kathryn McMillan SC, Barrister and Mediator, Queensland Bar



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Marriott Hotel, Brisbane

3.00 **The application of Advocacy Skills in Prosecuting Major Crime**

- Demonstrating knowledge of the facts through your use of questions
- How to control interaction with closed and concise questions
- Ensuring the form of your questions concern fact, not argument
- How to make challenges necessary to put your case forward
- Knowing when to stop

Brendan Campbell, Consultant Crown Prosecutor,
DPP Brisbane Chambers

3.30 **Working effectively with or against an expert witness**

- Framing the issues on which your expert will express an opinion
- Identifying the persuasive elements of objective written outlines
- Advice on attacking the credibility or compellability of an expert
- Looking to how authority of experts has been unravelled in practice

Robert Wensley QC, Barrister, Queensland Bar

4.00 **Advocacy on trial in appellate courts**

- Strengths of conduct observed in the highest court of Australia
- Words of advice on skills to be practised as an advocate
- Actual techniques of powerful persuasion deployed in court
- Writing skills that have worked well with conveying the right message

Ian Callinan AC QC, Barrister, Queensland Bar

4.30 **Close**

4.30 – 5.30

**Drinks and
Networking**

With the Queensland Young
Lawyers Association and
Women Lawyers Association
of Queensland



Upcoming Brisbane events

Contracts 2010

18-19 February 2010, Stamford Plaza

Australian Corporate Lawyers Association

Corporate Counsel Day & Gala Dinner
11 March 2010, The Emporium Hotel

Wills and Estates 2010

18-19 March 2010, Stamford Plaza

Who should attend?

- Junior Solicitors
- Trainee Solicitors
- Graduate Solicitors
- Paralegals
- Associates
- Article Clerks
- Junior Counsel
- Legal Officers
- Law Clerks



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Priority registration form Advocacy 2010



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to register

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Fax: (02) 9422 2338
Mail: Conference Co-ordinator, LexisNexis
Locked Bag 2222,
Chatswood Delivery Centre, Chatswood NSW 2067
or: DX 29590 Chatswood

Please complete sections A, B, C, D

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First name Last name

Position: _____

Organisation: _____

Postal address: _____

Suburb Postcode State

Telephone: _____

Fax: _____

Email (required**): _____

Delegate 2 details

Mr/Ms/Dr: _____
First name Last name

Position: _____

Telephone: _____

Fax: _____

Email (required**): _____

Delegate 3 details

Mr/Ms/Dr: _____
First name Last name

Position: _____

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Please tick as many practice areas you work in which apply:

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 & safety
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This will help us keep you informed about topics relevant to your business needs.

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- Between one calendar month plus one day and 14 days prior to the first day of event: LexisNexis will refund 50% of the fee paid by you and provide you with a copy of event papers.
- 13 days or less prior to the first day of the event: LexisNexis will not refund any part of your fee. However, you may nominate a replacement delegate to attend in your place.

C Event Pricing (please tick your selection)

EXAMPLE

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Group Booking Price (per person, available anytime)

Please Select	Options	Qty	Price	Subtotal
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<input type="checkbox"/>	One day conference		\$1,050 + GST = \$1,155	
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Standard Price (register and pay after 29 January 2010)

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* Early Bird, team discounts and any other discount cannot be taken concurrently

TOTAL

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Please add me to the LexisNexis Monthly Professional Development email list

GROUP BOOKING

Register 3 or more people from the same organisation at the same time and book at the advanced price per person.

CONFERENCE RESOURCES

I am unable to attend but would like to purchase a set of the Advocacy 2010 papers for \$180 + GST = \$196

D Payment details

Payment is due upon registration. This document will be a Tax Invoice/Receipt for GST upon completion of payment.

Enclosed is my cheque for: \$ _____ made payable to LexisNexis

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