

# 12<sup>TH</sup> MANAGING PARTNERS FORUM

PROFESSIONAL DEVELOPMENT | NETWORKING | FIRM GROWTH

22 & 23 February 2019

AN OVERVIEW

# ChilliIQ

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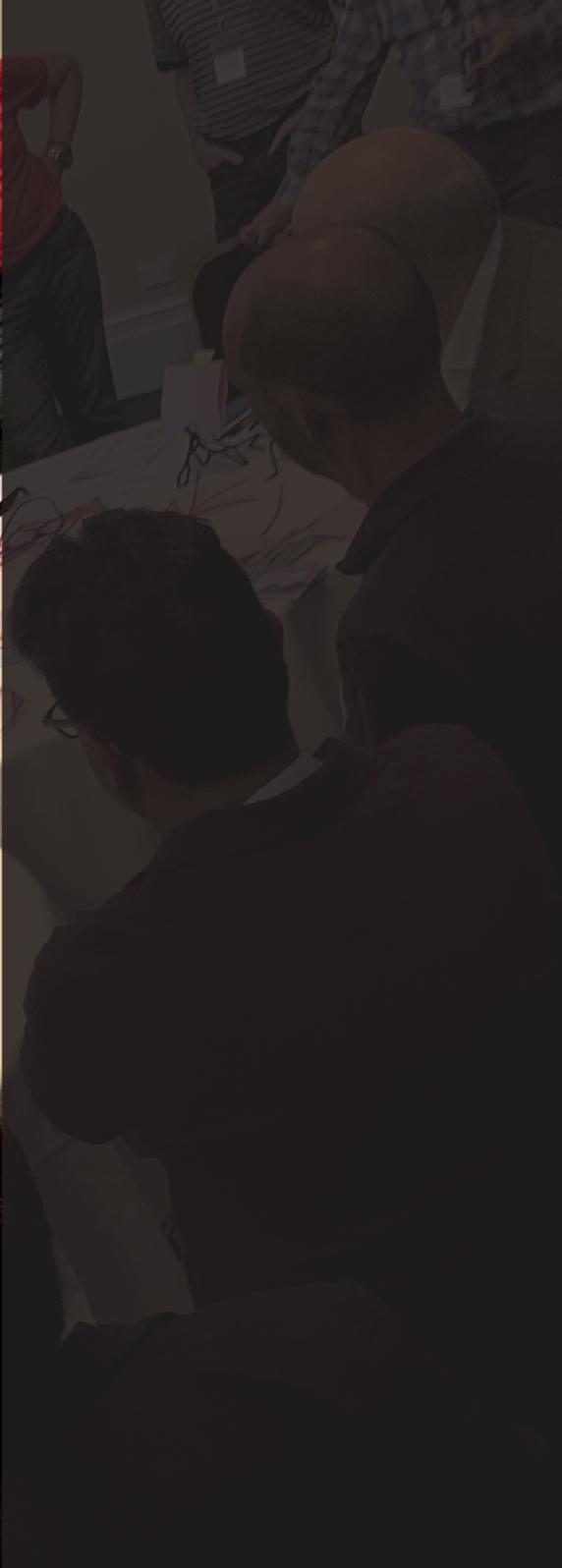


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## THE AUSTRALIAN LEGAL INDUSTRY IN 2023 | THE WRAP UP

Neither rain, hail nor Cyclone Oma could keep the delegates away from the Managing Partners Forum held at the InterContinental Sanctuary Cove last week. It is now in its twelfth year and in the words of one of the delegates ‘the event gets better and better’ which makes us here at Chilli IQ, humbly proud.

The forum was opened by Bill Fazio of Fazio Advisory who always does an impeccable job as Chair, adding insights and ensuring that the event flows smoothly. As a former managing partner, Bill has a deeper understanding of the issues facing legal leaders and always asks the right questions.

The current economic and political scene was set by Tom Switzer from the Centre for Independent Studies, the opening speaker, and it was refreshing to hear that it is not all doom and gloom. Tom underlined the fact that Australia might be going through political leadership uncertainty but as a country we are stable and united. It breathes confidence in the future and quoting one of his slides:

“ Understanding what the future has in store means being better armed and better prepared”.





“ I found this to be a truly outstanding conference, I’ve gone to a lot of conferences, seminars & meetings in my 45 years in law and I don’t think I’ve ever been to one as comprehensive, practical and useful as this one, sincerely.. “

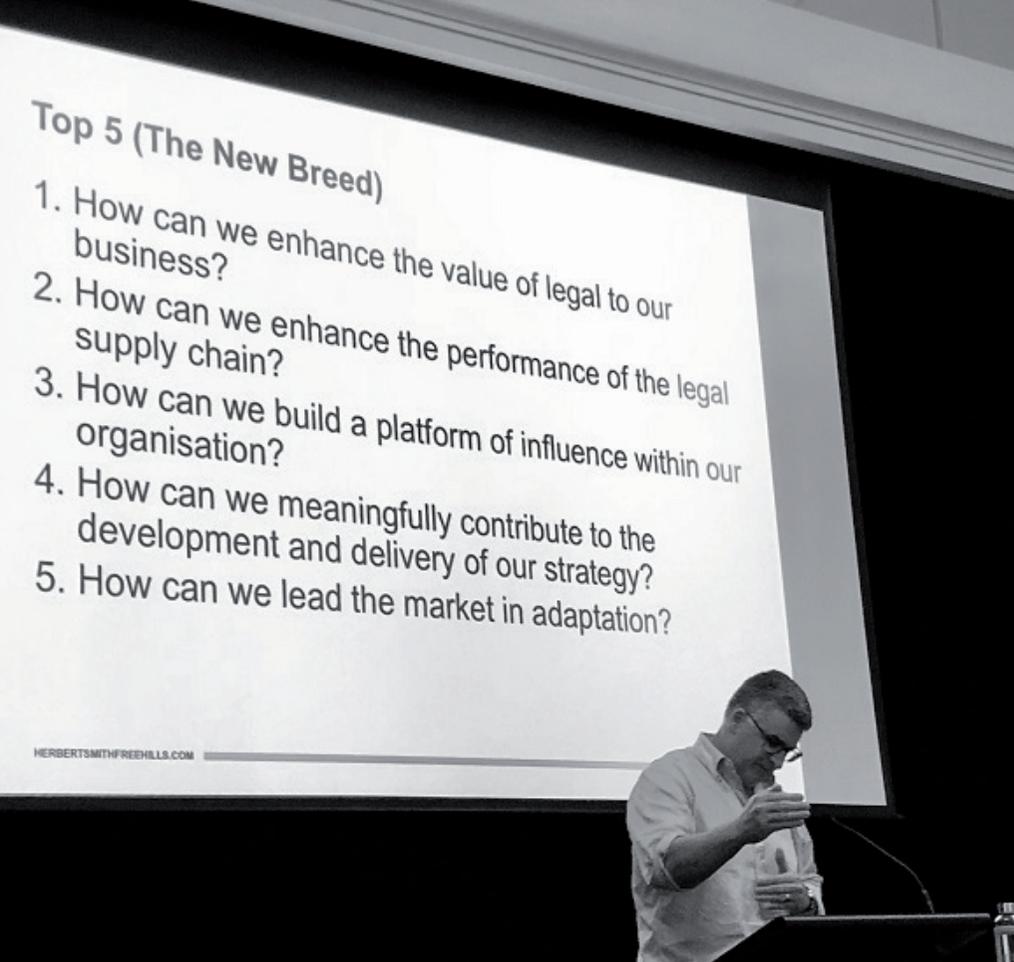
Ralph Baxter | Board Member, intapp, Harvard Law School & Stanford Law School

Thomas Daemen from Microsoft showed exactly how technology can catapult a firm forward and not back to the future. He was followed by Ralph Baxter, an experienced law firm leader, Board Member of intapp, Harvard Law School and Stanford Law. His talk on the future of legal services highlighted the changes needed for better legal service delivery.

Adding to the main theme of the event: the Australian legal industry in 2023, Joel Barolsky and Ray d’Cruz’s interesting, interactive session described the strategic capabilities needed by law firms to succeed; including diversification, technology and client demands of more-for-less. Enthusiastic participation from the delegates and the debate from the floor made it an interesting interactive session.

To finish off the first day, John Ravitch, the design thinking superstar of IDEO and Human Centered Designer of ANZ Bank, got everyone moving and thinking and working in pairs to produce some amazing results.

The evening continued with drinks poolside and then onto the Grange for dinner and table talk.



**The Royal Commission** and its aftermath has been on many legal agendas of late and day two started off with an incredibly dynamic panel of legal leaders. Fiona Crosbie, Michelle Dixon, Craig Rogers and Sumith Perera. No topic was too delicate and the honest discussions that flowed from Joel Barolsky's excellent direction was as one delegate said "very thoughtful and insightful".

It was a hard session to follow yet Anthony Kearns from Herbert Smith Freehills managed it with ease. His unperturbed manner and thorough knowledge of working with clients addressed the issues facing general counsel and the opportunities for law firms.

Juliet Bourke from Deloitte provided a powerhouse session all about work, workers and workplace which was an incredible knowledge sharing opportunity for delegates to rethink the way they dealt with their colleagues and employees. This was followed by Simon Pole of Unispace who delved into the legal workspace and what its future might look like. Simon's knowledge and experience as an architect, has brought great change to firms by creating fluid workplaces that assist in working in this disruptive era of change.



The importance of also hearing from people that offer technology solutions to law firms is relevant and a key focus in law firm strategy. The talk offered by event supporters FTI Consulting, by John-Henry Eversgerd highlighted the importance of valuing your business and how to increase its value. Another increasingly valuable session was the importance of cybersecurity and safeguarding your firm from attacks. Scott Deacon from Mandiant Consulting at Fireeye presented an eye opening session and his incredible knowledge in this area certainly left all with the thought of being alert is better than being alarmed.

Completing the event and speaking on what is at times called the graveyard shift was left to John Chisholm whose witty style of talking about pricing and its future was definitely a good way to finish the day. He underlined the fact that lawyers need to better understand, capture and communicate the value they create and price accordingly.





As with every successful event, the influence and knowledge brought to the programme from the beginning by the advisory panel is what guides the programme. Thank you again to our esteemed advisory panel for 2019: Fiona Crosbie, Allens; Michelle Dixon, Maddocks; Sue Kench, King Wood Mallesons, Gavin Macleod, Corrs Chambers Westgarth; Tony Macvean, Hall & Wilcox, Mark Rigotti, Herbert Smith Freehills and Paul Jenkins, Ashurst.



Done and  
Dusted!



We are also grateful to all our speakers for their time, commitment and knowledge sharing and to our sponsors for their support. Thank you also to our delegates for attending and enabling us to offer a platform for law firm leaders to network and learn.

Thank you again for being part of the event and we look forward to seeing you again in the next decade - 2020.

**Jenny Katrivesis**  
Conference Director



CONNECTING BUSINESS LEADERS + IDEAS

Any event is only as good as its speakers and we at Chilli IQ are incredibly lucky to have had leading experts from across Australia and the US to share their knowledge with this unique group of delegates – we would like to personally thank them again.

**Thank you also to the sponsors, who make it all possible and to you the delegate, for attending. We hope that you found the event both informative and enjoyable.**

Jenny, Kathy & George - Chilli IQ



JENNY KATRIVESIS

CONFERENCE  
DIRECTOR



KATHY KATRIVESIS

OPERATIONS  
DIRECTOR



GEORGE KATRIVESIS

MARKETING  
AND SALES DIRECTOR

The logo for ChilliiQ, featuring the word "ChilliiQ" in a white, sans-serif font. The letter "Q" is stylized with a thick white outline and a small white tail that curves upwards and to the right, resembling a wave or a stylized letter. The background is a dramatic, overcast sky with dark, heavy clouds, and a beach scene with waves crashing onto the shore in the foreground.

# ChilliiQ

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