

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

PROFESSIONAL DEVELOPMENT | NETWORKING | FIRM GROWTH

17<sup>TH</sup> & 18<sup>TH</sup> February 2017

Byron At Byron Resort & Spa | Byron Bay - NSW

AN OVERVIEW

Chilli*i*C

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Every law firm  
– no matter its size  
and reach – has the  
opportunity to adopt  
new practices, embrace  
new technologies and  
explore fresh business  
practices in order to  
streamline operations  
and deliver better value.

CONNECTING BUSINESS LEADERS + IDEAS





## BEING AGENTS OF CHANGE – LEADING TOWARDS THE FUTURE

The Chilli IQ annual Managing Partners Forum is the first conference to kick off the event calendar and an excellent way to start the year. The Forum having reached its tenth year has become a ritual for managing partners, an occasion to connect with peers in a neutral and unthreatening environment and an opportunity to hear exceptional speakers on topics of importance.

The theme for 2017 was how law firm leaders can become agents of change and the word most commonly used to express this is the other four letter word ‘innovation’. During the two days, delegates learnt that every law firm – no matter its size and reach – has the opportunity to adopt new practices, embrace new technologies and explore fresh business practices in order to streamline operations and deliver better value. What the conference showed was that you must not fear taking the first step towards this innovation journey.



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Michelle Dixon, the Chair for the two-days, conducted the proceedings with excellent time and question management and brought great insights with an overview of each session. With the main focus being on innovation and doing things differently, the two days had a number of informative panels, practical workshops and thought provoking informative sessions. Joel Barolsky from Barolsky Advisors that opened the event with his realistic and truthful analysis of the current legal landscape, which was compelling and practical, his session was both comprehensive and relevant. It is understandable why Joel is one of the most sought after management consultants.

The area of performance review is a complex one and Ray D'Cruz from Performance Leaders brought his findings of Partner Performance Management Study to a keen room of eager recipients. His main objective was to review the effectiveness and efficiency of the current partner performance and contribution management process and identify opportunities for improvement and priorities for change. His clear presentation style delivered his findings with accuracy and clarity.

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As innovation was centre stage at the event – Paul Hawkins from Crazy Might Work brought a little bit of positive disruption to the room and got everyone tapped into their inner child for his workshop. The room was abuzz with marshmallows, straw towers and delegates running to and fro getting their groups message across. It was an extremely interactive and fun session that proved that a little crazy does work and that doing things differently can have pleasing results.

With so many disruptions what are the critical leadership attributes for this new world?

Kim Schmidt from Grant Thornton delivered a different style of workshop that asked some important questions regarding leadership in times of significant change: with so many disruptions what are the critical leadership attributes for this new world? Can these be developed? Her brilliantly executed session was informative and thought provoking and brought an end to day one.



## Opportunity for Law Firms to Guide their Clients

- Decrease Disconnect (the diversity analogy)
- Help GCs define what is innovation (or they will define it for you)
- Instead of worrying how to measure/quantify, help determine how to value/reward it

The incredibly energetic and dynamic presentation from Michele DeStefano a Harvard law school professor and founder of LawWithoutWalls kicked off day two with a bang. Michele's allergic enthusiasm and exceptional knowledge in the area of innovation kept the room in awe for two hours. She covered so much interesting material that the delegates' comments can be rounded off to one word 'awesome!' It set the pace for the second day and the panels and tech talks that followed complimented her session.

"Michele was amazing. What an impressive woman. I would go as far as to say she is the best presenter I have encountered."

MANAGING PARTNER, Swaab

Another area of innovation that is important in our modern world is the changing look of the workplace and Simon Pole from Unison delivered an interesting session of the evolution of the legal workplace. He discussed how a fluid workplace can be a comfortable answer to the wave of disruptive change.



The importance of technology in this changing world has been a key focus in most sessions and the tech talks by our supporters FTI Consulting, Thomson Reuters, Aderant and LexisNexis highlighted the offered solutions. The technology expert panel was then the platform to address issues of major importance for most law firms. The industry's leading legal technology experts: Beth Patterson from Allens, Peter Campbell from Hall & Wilcox and Petra Stirling from G + T candidly discussed areas of significant change in law firms and what the future holds. It is an area of growing interest to managing partners as understanding the growth of technology and how it can be utilised to enable change is imperative.

The last panel of the day – the closing debate – brought what is known as the graveyard session to an informative and tantalising high. Bringing together thought leaders from diverse areas including: John Daley- Grattan Institute; Sue Gilchrist – HSF; Peter Francis – Maddocks; Shelley Reys – Arrilla Indigenous Services and Mary Digiglio – Swaab and ALS Alliance it was an opportunity to discuss the influence on social change from different perspectives. The panel, expertly moderated by Tony Crawford – Grant Thornton discussed the importance and relevance for law firms to lead social change. It was a great discussion rather than a debate and concluded the two days on a positive note.

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As with every successful event, we are always grateful to 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 2018.

Jenny Katrivesis  
Conference Director

“No matter how many times I attend this conference I am always enlightened by what is presented and appreciate the open discussions that surround both the formal and informal sessions. Thank you to all at Chilli IQ.”

TREVOR EDMOND, Wallmans Lawyers







# PRESENTATIONS OF THE 10<sup>TH</sup> MANAGING PARTNERS FORUM

Click on the session titles to access the presentation

## DAY 1

- SESSION 1 • [The Current Legal Landscape: Australia And Our Neighbors](#)
- TECH TALK • [FTI Consulting](#)
- SESSION 2 • [Partner Compensation & Performance](#)
- TECH TALK • [Thomson Reuters](#)
- SESSION 3 • [Harnessing Creative Thought And Human Centred Design Approaches To Transform Legal Strategy](#)
- SESSION 4 • [Reinventing Leadership In Times Of Significant Change](#)

## DAY 2

- SESSION 1 • [Innovation In Law: The Value Equation](#) [NO DOCS -Contact CHILLI IQ for Michele's details]
- SESSION 2 • [Unispace](#) [No presentation available]
- SESSION 3 • [Key Trends In Technology That All Managing Partners Should Know](#) [NO DOCS]
- TECH TALK • [Aderant](#)
- TECH TALK • [LexisNexis](#) [No presentation available]
- SESSION 4 • [Law Firms And Leading Social Change](#)



## EVALUATION FORM

In order for us to continue to produce current and relevant conference programmes we would appreciate your feedback on the event.

<http://chillliq.polladdy.com/s/11lawtechfeedback>



## 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 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 and we hope that you found the event both informative and enjoyable.**

Jenny, Kathy & George - Chilli IQ



JENNY KATRIVESIS

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DIRECTOR



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