

**The Law Society of New South Wales and the
Women Lawyers' Association of NSW Inc.**

**Work2Suit® Forum: Innovative Business Models for
the Lawyers of Tomorrow**



The Law Society
of New South Wales



women
lawyers
association of nsw

Registration Form/Tax Invoice
(please keep a copy for your records)

ABN 19 092 974 880

Fax (02) 4392 9410
DX7304 Wyong

Date: Thursday, 30 April 2009
Venue: The Law Society of NSW, 170 Phillip Street, Sydney NSW 2000
Time: 5:30pm – 7:30pm
Cost: \$25.00pp including GST (light refreshments served)

The traditional business model for most law firms is anchored in the billable hour and centralised decision making. Flexible working arrangements and work life balance initiatives are often expected to operate harmoniously within the conventional framework. This is not always easy to achieve.

What if firms were to rethink their business models completely? Speaking at the forum will be two lawyers whose firms have done just that.

Amber Sharp is a Partner at Marque Lawyers, a firm which claims to have “the single ambition of completely changing the way that law is practised”. To do this, Marque Lawyers has abandoned the traditional time costing model and replaced it with a range of arrangements including retainers, fixed and capped fees or outcome-based fees arrangements on non-litigious work. From a people management point of view, this has put a different perspective on measuring and evaluating performance and regulating workflows.

Joydeep Hor is Managing Partner of Harmers Workplace Lawyers, which, since its inception in 1996, has operated under an “Audit Business Model” which provides for profit sharing, information sharing and consultative decision making. Apart from certain reserve powers, the equity partners in the firm have ceded their powers under the partnership agreement to an extensive consultative process in which all staff participate.

Join us for a panel discussion with Amber and Joydeep about these different models and what the implications might be for flexible work practices and alternatives to the traditional model of partnership.

Name: _____ Tel No: _____

Organisation: _____

Address: (DX referred) _____

E-mail: _____

Law Society Member WLANSW Member Guest

Attendee's Name (s): _____

I/We wish to attend the Work2Suit® Forum. I/We enclose a Cheque made payable to the Women Lawyers Association of NSW/ Please debit the Credit Card as detailed below for a total of \$_____.

AMEX Mastercard Visa EFT (Please contact us for details)

Card #: _____ Expiry Date: _____

Name on card: _____ Cardholder's signature: _____

Please RSVP with payment by Monday 27 April 2009 and forward to:
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