

# REGISTRATION



**ALPMA SUMMIT 2016 | ETIHAD STADIUM, MELBOURNE | 7 – 9 SEPTEMBER 2016**

## EARLY BIRD PRIZE

Register before **2 AUGUST 2016** to enter the draw for our Early Bird Prize worth \$500.

## HOW TO REGISTER

**FAX:** + 617 3117 0980  
**Online:** [www.alpma.com.au/Summit/registration](http://www.alpma.com.au/Summit/registration)  
**MAIL:** ALPMA, P.O. BOX 939, Eltham, Vic, 3095  
**DX:** DX 99513 Eltham, Victoria  
**PHONE:** +613 9005 1079

## DELEGATE DETAIL (Please Complete)

Full name	
Job title	
Company	
Address	
Postcode	
Phone	
Mobile	Twitter A/C
Email	
Special Dietary Requirements	

## FULL REGISTRATION TO SUMMIT INCLUDES:

### WEDNESDAY (7 Sept)

- Access to the extended hours Trade Exhibition
- Partner Connection Sessions
- Behind the Scenes Tour of Etihad Stadium
- Welcome Cocktail Function
- .....
- Workshops - charged separately

### THURSDAY (8 Sept)

- All Plenary Summit sessions
- Breakfast, morning and afternoon tea and lunch in the Trade Exhibition Area
- ALPMA Members meet and greet
- Gala Dinner

### FRIDAY (9 Sept)

- All Plenary Summit sessions
- Breakfast, morning and afternoon tea and lunch in the Trade Exhibition Area



## ALPMA SUMMIT LIVE and ON-DEMAND

Please go to [www.alpma.com.au/summit/live](http://www.alpma.com.au/summit/live) for more information and to register.

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All prices are AUD and include GST. Upon payment of the appropriate amount, this is your tax invoice. Confirmation will be sent via email.  
\* Eligible Non-Member registrants who meet the membership criteria will be offered free 2016/17 membership.

## PRE-SUMMIT WORKSHOP (Wed 7 Sept)

12:30pm – 4:45pm (run concurrently).  
Open to members and eligible\* non-members only.

### WORKSHOP A:

#### Legal Innovation for Small Firm Teams

Therese Linton | Managing Director and  
Principal Consultant | The BASALT Group

@ \$395 Members \$ \_\_\_\_\_

@ \$495 Eligible Non-Members\* \$ \_\_\_\_\_

### WORKSHOP B:

#### A Process for Change and The Leader's Role

Steve Wingert | Principal | Nesso Strategies

@ \$495 Members \$ \_\_\_\_\_

@ \$595 Eligible Non-Members\* \$ \_\_\_\_\_

## FULL REGISTRATION SUMMIT (Thurs 8 and Fri 9 Sept)

### Early Bird registration

(Payment Received by 2/08/16 - SAVE 30%)

@ \$950pp Members \$ \_\_\_\_\_

@ \$995pp Additional Delegate Same Firm \$ \_\_\_\_\_

@ \$1,325pp Eligible Non-Member\* \$ \_\_\_\_\_

### Standard registration (3/08/16 onwards)

@ \$1,350pp Members \$ \_\_\_\_\_

@ \$995pp Additional Delegate Same Firm \$ \_\_\_\_\_

@ \$1,750pp Eligible Non-Member\* \$ \_\_\_\_\_

### Other delegates

(Not eligible for ALPMA Registration)

@ \$1,995pp \$ \_\_\_\_\_

### Day rate Thursday only

(Does not include Gala Dinner)

@ \$795pp \$ \_\_\_\_\_

### Day rate Friday only

(Does not include Gala Dinner)

@ \$795pp \$ \_\_\_\_\_

**Sub total** \$ \_\_\_\_\_

\*Eligible non-members are those who meet the ALPMA's membership criteria.

## COCKTAIL & GALA EVENING TICKETS

### Additional Welcome Cocktail ticket (Wed 7 Sept)

@ \$85pp \$ \_\_\_\_\_

Accompanying Person/s: .....

Special Dietary Requirements: .....

### Additional Gala Evening ticket (Thurs 8 Sept)

@ \$190pp \$ \_\_\_\_\_

Accompanying Person/s: .....

Special Dietary Requirements: .....

**Sub total** \$ \_\_\_\_\_

## ACCOMMODATION OPTIONS

(All Accommodation is ROOM ONLY)

### Quest Docklands

[http://www.questapartments.com.au/Accommodation/6/Australia/Melbourne\\_CBD\\_Fringe/Quest\\_Docklands/Welcome.aspx](http://www.questapartments.com.au/Accommodation/6/Australia/Melbourne_CBD_Fringe/Quest_Docklands/Welcome.aspx)

- Studio Apartment @ \$217.00 per night
- One Bedroom Apartment @ \$235.00 per night
- Two Bedroom Apartment @ \$320.00 per night

### Travelodge Docklands

<https://www.tfehotels.com/brands/travelodge-hotels/travelodge-docklands>

- Guest Room @ \$175.00 per night

### Peppers Docklands

<https://www.tfehotels.com/brands/travelodge-hotels/travelodge-docklands>

- Hotel Room @ \$265 per night
- 2 Bedroom Hotel Room @ \$540.00 per night
- 2 Bedroom Hotel Room with balcony @ \$560.00 per night

**Room type:** (Please circle) **King** **Double**

**Check In:** \_\_\_\_\_ **Day/Date:** \_\_\_\_\_

**Check Out Time:** \_\_\_\_\_ **Day/Date:** \_\_\_\_\_

**Sub total** \$ \_\_\_\_\_

**TOTAL** \$ \_\_\_\_\_

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## SUMMIT OPTIONS

(This information allows us to set up the rooms to comfortably accommodate all attendees.)

### WEDNESDAY 7 SEPT

#### Etihad Behind-The-Scenes-Tours

- 3:30pm Tour
- 6:45pm Tour

#### Partner Connections

- 5:20 - 5:40pm Balancing the opportunity and risks posed by digital transformation to process risk better?  
**Benjamin Balk | Presented by SAI Global**
- 5:45 - 6:05pm Tips to avoid being the next Panama Papers event. The Panama Papers shone a spotlight on the importance of truly knowing your customer.  
**Moses Samaha, General Manager Commercial & Property Solutions | Presented by Veda**
- 6:10 - 6:30pm InfoTrack/ALPMA Survey Overview: The Quest for Changing Mindset & Partner Connections: Behaviours to Achieve Operational Efficiency.  
**John Ahern, CEO | InfoTrack**

#### First Timers & Solo Connections

Meet at the Continue the Conversation Zone

- 6:30 - 7:00pm If this is your first time at Summit or you are coming by yourself, then this is the perfect way to meet with other delegates in the same boat, buddy up for Summit and have some fun in the process!

#### Welcome Cocktail Function

- 6:30 - 8:00pm Held in the Trade Exhibition Area

### FRIDAY 9 SEPT – MEDIATION SESSION

- 8:10 – 8:50am Looking after your team's most precious resource  
**Tomas Jajesnica | Mr. Meditate**

### CATERING OPTIONS

Locations and times will be displayed on the Summit APP and Program

- Breakfast (Thursday) @ Trade Display Area
- Gala Dinner (Thursday night)
- Breakfast (Friday) @ Trade Display area

### BREAKOUT SESSIONS

(Please select A, B or C)

**Note: you are permitted to change your preference on the day.**

- Session 4A:** Psychosocial Risks in Law Firms: Why prevention is Better than Cure
- Session 4B:** How to Transform and Position your Firm for the New Business in a Digital Age
- Session 4C:** Effective Use of Technology and Responding to Cyber Risks

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- Session 7A:** Profit Comes from Risk: There is No Blueprint for Change – But A Lot To Gain From Taking Risks!
- Session 7B:** Clever Communication in Change
- Session 7C:** Algorithms, AI and Apps – The Rise of the Robot Lawyer

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- Session 8A:** Increasing Profitability in your Firm
- Session 8B:** The Motivation Imperative
- Session 8C:** Clever ways to create more value using LinkedIn

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- Session 9A:** Reinventing Performance Management
- Session 9B:** Breaking the Barriers - How to Develop a Digital Marketing Strategy to Attract New clients AND Tell You What They Are Thinking
- Session 9C:** The Future of Law Firms in a World of Change

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## PAYMENT DETAILS

### PAYMENT TYPE

- Cheque**      Made payable to "ALPMA"
- Direct Transfer**      BSB 333-030  
Account 700642223  
(please quote your surname and ALPMA16)
- Credit Card**       Visa       Mastercard       American Express

Card number

<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
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Cardholder name

Expiry date

CVV

Signature

## CANCELLATIONS

Written cancellations received on or before 7/08/16 will incur a processing fee of \$100 per registrant.  
No refunds available after 7/08/16.

## PRIVACY STATEMENT

*I do not agree to my details being forwarded to the ALPMA Sponsors as an attendee of this conference.*

*Collection Statement: ALPMA will treat the information you provide on this form in accordance with the ALPMA privacy statement (see <http://www.alpma.com.au>). Your personal details will be collected and used to process your registration to the conference. Your personal details may be disclosed to sponsors of the event, for the purposes of allowing them to contact you about their goods or services. If you do not wish your details to be disclosed to sponsors at this event, please tick this box.*

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