SALPMA+ALTA BUSINESS OF LAW SUMMIT SEPTEMBER 3-5 SYDNEY | ICC

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SUMMIT + ALTACON PROGRAM

TRAILBLAZING TOMORROW: PEOPLE, TECHNOLOGY AND LAW ON THE NEW FRONTIER



SUMMIT PRINCIPAL PARTNER







PRE-SUMMIT WORKSHOPS - WEDNESDAY 3 SEPTEMBER 2025

8.20am

"Kiwis at Summit" Delegate Breakfast (Separate registration required)

8.00am

REGISTRATION OPEN

Drop in early to print your name badge at one of the registration kiosks.

WORKSHOP 1 C2 2

WORKSHOP 2 C23

WORKSHOP 3 C2 4

CENERAL COUNCIL WORKSHOP (BY INVITATION ONLY) C2.5 & C2.6

Exclusive General Counsel Workshop at ALTACON in

Collaboration with She Breaks the Law

Building High-Performance Law Firms: How to Attract, Retain and Engage Top Talent Trudy MacDonald, Managing Director, Founder and Speaker, TalentCode HR

Getting Al Enabled - How to get the Most out of GenAl in your Firm Fiona McLay, Consultant, Mcay Legal Consulting

Leading Legal Organisations through Technological Change **Dr Felicity Bell,** Senior Lecturer and Deputy Director,

Centre for the Future of the Legal Profession, UNSW

Vicki McNamara, Senior Research Associate, Centre for

the Future of the Legal Profession, UNSW

Confirmed panelists include: Nigel Bond, General Counsel Consumer, Technology and COO Legal, Westpac

In today's competitive legal landscape. attracting and retaining top talent while driving high performance is more challenging and more critical than ever. With remuneration, reward, and performance reviews consistently ranked as the top concerns for legal practice managers, this interactive and practical workshop is designed to help you future-proof your firm's people strategy.

It's time to stop experimenting and start building. This interactive workshop will guide participants through the process of designing a realistic, actionable plan to implement

GenAl in their firms.

How do you strike the balance of leading and embracing the new, while also providing the reassurance that your people need? Leadership has always been associated with dynamism and change, perhaps even more so today, yet legal organisations often struggle to know when and how to drive that change.

Legal Innovation and Technology Committee Chair Peter Connor, Founder & CEO, T-Shaped Legal **Ivana Kovacevic,** Advisory Board Member Thomson Reuters Practical Law Global & Former Group GC of Tabcorp

Ioin Australia's most senior General Counsels for an exclusive

genuine relationship building. This inaugural program brings

together legal leaders to navigate the evolving landscape of in-

morning of strategic insights, peer-to-peer learning, and

Karen Lee, Regional Lead Counsel - IAPAC, Clinigen & ACC Australia

Join award-winning leadership expert Trudy MacDonald for this dynamic, high-impact session tailored specifically for the legal sector. You'll explore the frameworks, tools. and conversations needed to build a highperformance law firm where people thrive and stay.

Using The Al-Enabled Law Firm Roadmap, attendees will map out their own Al journey—from education and use case discovery to adoption and long-term support. Learn from the first wave of GenAl experimentation and avoid making the same mistakes.

The model of a single visionary leader has been supplanted by a more collaborative leadership style in the form of leaders whose skill is getting the best out of everyone and creating highly engaged and motivated workforces. We hear a lot in leadership about bringing everyone along on the journey. When it comes to implementing tech, this is more vital than ever, but also more challenging. Yet there is a lot of uncertainty surrounding technology in law, including a sense that developments are occurring too quickly for us to keep up with. At times like this we look to leadership to set parameters, reassure and guide us.

knowledge on leadership in law, but also what we know

kinds. We look at what the research shows us about the

contexts. We assist participants to reflect on their own

they should productively seek change. Participants will

plan out their own leadership strategy either in relation

to a specific project, or more generally in light of their

leadership style, what they can build on, and where

In this interactive workshop, we review current

about leading technological change projects of all

most effective leadership styles in both of these

house practice in the age of Al. The legal profession is at a critical inflection point. As technology reshapes how we practice law and business demands evolve, General Counsels are uniquely positioned to lead transformation from within their organisations. This exclusive workshop creates space for Australia's legal leaders to share real experiences, tackle common challenges, and chart the path forward together.

Program Highlights

Panel Discussion "Reimagining the Future of In-House Legal (in the Age of AI)"

Interactive Roundtable Sessions: Dive deep into the topics that matter most, facilitated by fellow General Counsels:

Final roundtable topics will be tailored to attendee preferences

- retaining top legal talent in a changing market
- recognition beyond salary

During the session, participants will be guided through the process of creating a clear blueprint for rolling out GenAl that aligns with their organisation's needs, resources, and risk appetite.

What You'll Gain:

- A clear roadmap for attracting and
- Best-practice approaches to reward and
- Practical strategies to improve performance and accountability through effective review conversations
- Insights into what high-performing individuals truly want from their firm, and how to deliver it
- Templates and frameworks you can immediately implement to create a more engaged and aligned team

current responsibilities.



2.50pm



BUSINESS OF LAW SUMMIT - DAY 1 WEDNESDAY 3 SEPTEMBER 2025

12.00pm	REGISTRATION OPEN Drop in early to print your name badge at one of the registration kiosks.			
	PYRMONT THEATRE			
1.00pm - 1.20pm	Welcome to Country Uncle Allen Maddenn, Respected Gadigal Elder, cultural representative for the Metropolitan Local Aboriginal Land Council Welcome to the Business of Law Summit Stephen Van Dorp, ALPMA President and COO / CFO, SLF Lawyers MC: Tessa van Duyn, CEO, Moores			
1.20pm - 1.40pm	Welcome Address & Findings from the ALPMA Changing Legal Landscape Report Carl Olson, Managing Director APAC, Dye & Durham Australia			
	Influence 2.0 - Mastering the Art of Opening Minds Michael McQueen, Speaker, Change Strategist, Author, The Nexgen Group			
1.40pm - 2.40pm	Nothing changes until minds do. While persuading others has always been challenging, it has never been more difficult. In this era of high turbulence and low trust, many traditional influence techniques are increasingly ineffective. We can easily fall into the trap of using 19th and 20th century tactics for trying to change 21 st century minds.			
	 This practical, thought-provoking keynote draws on the latest discoveries in neuroscience and behavioral psychology to explore: Why people are NOT actually AFRAID OF CHANGE - and the surprising truth about what really drives RESISTANCE in individuals and teams. How to spark the sort of CURIOSITY that leads to BOLD, GAME-CHANGING ideas. A COUNTERINTUITIVE and research-backed approach to DEFUSING DEFENSIVENESS. How to help others embrace NEW POSSIBILITIES and PERSPECTIVES while affirming their DIGNITY, AGENCY, and AUTONOMY. 			
	So, whether you're aiming to influence customer choices, team dynamics, or organizational culture, this keynote will give you the tools for powerful, lasting impact.			
	Platinum Partner Presentation Digital Maturity in Law Firms: What Practice Managers Need to Drive the Next Phase of the Business of Law Zahn Nel, Regional Vice President, Actionstep MC: Tessa van Duyn, CEO, Moores			
2.40pm - 2.50pm	Practice managers are the engine room of law firm operations—but your influence goes far beyond day-to-day efficiency. In this fast-paced, practical session, learn how to drive digital maturity from the middle. You'll explore where your firm sits on the digital maturity curve, how to influence leadership and fee earners, and uncover quick, tech-forward wins you can lead. Leave with a customisable scorecard, advocacy scripts, and practical next steps you can put into action immediately.			
	What you'll learn: The five stages of digital maturity and where your firm stands How to influence tech decisions and innovation Quick wins to improve efficiency and client experience today			

AFTERNOON TEA





BUSINESS OF LAW SUMMIT - DAY 1 WEDNESDAY 3 SEPTEMBER 2025

CONCURRENT SESSION 1.1 | PYRMONT THEATRE

Measuring AI ROI in Legal Practice: Beyond the Hype - Panel Session Panellists:

Robyna May. CIO. McInnes Wilson. **David Langdon**, Founder & Principal Consultant, Blindspot Solutions Michelle Mahonev. Chief Innovation Officer. King & Wood Mallesons William Welch, Principal Solution Architect - Al And Legal Sector Division, Cybertify Chair: Chris Dormer

This panel will address the critical gap in measuring return on investment for AI implementation in legal practice. While many firms are adopting AI technologies, few have established frameworks to evaluate their effectiveness and financial impact. Panelists will share practical methodologies for measuring Al and/or automation ROI across different practice areas, discuss key performance indicators and provide case studies of successful Al implementations with demonstrable returns.

CONCURRENT SESSION 1.2 | C2.2 & C2.3

New Frontiers for Law Firm Management and Leadership

Panellists:

Ioel Barolsky. Principal. Edge International **Sumith Perera.** Chief Operating Officer, Hall & Wilcox **Ionathan Gillard.** Managing Partner, Saunders Robinson Brown Cathy Revnolds. Chief Operations Officer, McInnes Wilson Chair: Nicole Anderson

This session will unpack the Chief Operating Officer/General Manager (COO/GM) role in Australian and NZ law firms in 2025. It will address the long-term trends in the scope, responsibility and complexity of the role, as well as future leadership and technology-based challenges. Panel members will share their advice on how to influence without authority, particularly when working with senior partners and legal staff. Each panel member will share their firm's and their personal growth journey, and the key factors that have underpinned success. The discussion will explore how a COO/GM should approach their own learning and career development.

5 MINUTE ROOM CHANGE

CONCURRENT SESSION 2.1 | PYRMONT THEATRE

Courageous Conversations: The Key to Building High-Performance Legal Teams Trudy MacDonald, Managing Director, Founder and Speaker, TalentCode HR Chair: Justine Fletcher

In the fast-evolving legal landscape, the ability to lead with confidence, navigate tough conversations, and drive accountability is a critical skill for leaders at all levels—whether you're a Managing Partner, Practice Manager, HR Leader, or Legal Operations Professional. This high-impact session will provide practical strategies for mastering difficult conversations, ensuring law firm leaders can address underperformance, drive cultural change, manage expectations with partners and staff, and build a workplace where transparency and accountability thrive. Trudy MacDonald will share her proven frameworks for tackling challenging discussions with clarity, empathy, and authority—empowering legal leaders to build highperformance cultures where people and business results thrive.

CONCURRENT SESSION 2.2 | C2.2 & C2.3

Balancing Human Ingenuity with Technological Innovation

Professor Michael Legg, Centre for the Future of the Legal Profession, UNSW Chair: Begonia Silvestre

With the advent of Generative AI (GenAI), lawyers are under renewed pressure to utilise it, and other legal technologies, for reasons of efficiency. Yet at the same time the profession is confronted by many unknowns, ranging from ensuring safe and ethical use, to the potential longer term impacts for learning and expertise.

We analyse the existing studies on GenAl and its influence on human performance in legal settings, such as recent studies of law students using GenAl, as well as research that has been conducted in other professional fields. We step through what these findings suggest for lawyers, including whether cognitive decline is a real risk for both law students and those in practice. We then turn to consider how a balanced approach can ensure lawyers can make the most of GenAl to augment their existing expertise while upholding their ethical obligations and values.





BUSINESS OF LAW SUMMIT - DAY 1 WEDNESDAY 3 SEPTEMBER 2025





	THE GALLERY				
5.30pm	Evening Welcome Function				
	THE GALLERY		ALTACON STAGE, THE GALLERY		
	Enjoy drinks and canapes whilst networking with colleagues and Exhibitors. Explore the Exhibition space and make a start on the Exhibition Passport Competition. Dress Code: Country Casual	5.30pm - 5.50pm	Welcome to ALPMA + ALTACON Business of Law Summit		
5.30pm - 8.00pm		5.50pm - 6.25pm	Networking in a Digital Age Katrina Gowans, Director Legal Operations, IFM Investors Today, networking is rarely "taught". Yet undoubtedly it remains imperative for those of us in the business of law to build and maintain networks for a variety of reasons including: • What's going on in the profession and the industry (everyone has a take on Gen AI) • Who to reach out to for help or that hard question when I get stuck • What other roles and work is out there that I might consider one day as part of my career development. And while the use of digital applications like LinkedIn has made connecting with someone on the other side of the world as simple as one click, in my session I will explain how it's the human touch that counts and the best way to remain competitive and connected.		
		6.25pm - 6.45pm	ALPMA – First Timers and New Members - Welcome at the Saloon Bar		

8.00pm **CLOSE DAY 1**







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C2.3

8.00am

Breakfast hosted by Cybertify

(by invitation only)

CYBERTIFY.

PYRMONT THEATRE

ALTA Principal Partner Presentation What the AML/CTF Amendment Act 2024 means for Legal and Conveyancing Firms

Lee Bailie, Head of Property Australia, InfoTrack

InfoTrack's COO Lee Bailie will unpack what Tranche 2 of Australia's AML/CTF regime really means for lawyers and conveyancers, not in

abstract policy terms, but in the day-to-day workflows of client onboarding, VOI, source-of-funds checks, and transaction monitoring. He will outline the compliance milestones ahead of July 2026, the risks of delay, and the grey areas still under consultation, while addressing the profession's biggest concerns: cost, liability, privilege, and overlap with existing obligations. Most importantly, Lee will demonstrate how technology can reduce the compliance burden, with practical examples of integrated VOI, PEPs, Sanctions, and UBO checks within existing practice management and conveyancing platforms. Attendees will walk away with a clear picture of the "what" and "when" of Tranche 2, but also the "how" of making it manageable, defensible, and client-friendly through tools that fit seamlessly into current legal workflows.

ALTA

Welcome to ALTACON + Introduction to the **Dragons Den** Infotrack & Andrew McDuff. ALTA President

ALTACON STAGE. THE GALLERY

KEYNOTE

Navigating the Human-Al Partnership in Legal Practice: Beyond the Technology Trap

Dr. Fiong Kerr. Founder. The Neurotech Institute MC: Tessa van Duvn. CEO. Moores

Legal professionals today face a paradox; while AI promises unprecedented efficiency and capability, it also threatens to create new forms of professional paralysis. The abundance of legal tech solutions has led many firms into analysis paralysis, endlessly evaluating options while their competitors move forward. Meanwhile, the subtle erosion of fundamental legal skills—critical thinking, nuanced judgment, client relationship building—occurs as practitioners become increasingly dependent on AI tools for routine tasks.

The real challenge isn't choosing the right technology; it's architecting a practice where human expertise and artificial intelligence create genuine synergy rather than substitution. This requires moving beyond transactional problem-solving to cultivate the uniquely human capacities that AI cannot replicate: creative legal strategy, empathetic client counsel, and the ability to navigate ambiguous ethical terrain.

Successful firms are learning to have different conversations—not just about which tools to buy, but about how to measure value in a hybrid human-Al environment. They're asking: How do we preserve the apprenticeship model of legal learning while leveraging Al efficiency? How do we maintain our profession's intellectual rigor while embracing technological augmentation? And perhaps most critically, how do we ensure our people remain the irreplaceable center of legal practice, not merely the operators of sophisticated software?

This keynote will explore practical frameworks for making these decisions, fostering human creativity alongside AI capability, and building practices that are both technologically sophisticated and deeply human-centered.

2025 Legal Tech Showcase with Australia's LawTech Hub

Courtney Blackman, Lander & Rogers Walter Mver. CEO & Co-founder. Amender Peter Cole. Co-founder. CourtAid Jack Rathie, Co-founder, DDLoop Jordan Parker, Founder, Lawme Oliver Tod, Director, Mobius by TILT Legal

Launched in 2019, the LawTech Hub by Lander & Rogers unites lawyers and entrepreneurs to create transformative legal technology, which has changed the way firms across Australia and around the world do business.

The equity-free program runs for six months, during which startups refine their concepts, pilot their technologies, and engage with VCs and funding experts. The program culminates in the globally renowned Legal Tech Pitch Night.

The legal tech showcase at the ALMPA + ALTA Business of Law Summit 25 will introduce the 2025 cohort, where attendees can learn about the startups' Al solutions in an exciting, fast-paced session. The event will be hosted by the director of the LawTech Hub, Courtney Blackman.









	PYRMONT THEATRE		ALTACON STAGE, THE GALLERY
9.50am - 10.00am	Platinum Partner Presentation The Al Paralegal is Here: Unlocking New Revenue Channels for Law Firms Christian Beck, LEAP		Technology as an Enabler: Empowering Legal Teams in the New Frontier David Atherton-Cooper, Dye & Durham
	ok at how AI tools can replicate junior legal tasks, reduce overhead; allowing lawyers to focus on strategic, high-value work, and make re money.		This session explores how legal firms can harness technology to balance efficiency with oversight,
10.00am - 10.30am	ALPMA Award Winners Showcase - Panel Session Facilitated by Carl Olson, Managing Director, APAC, Dye and Durham Panellists: Andrea Tham, Head of Capability Development, Gilbert + Robin Courtney Blackman, Head of Partnerships, Landers & Rogers Jane Bowes, Partner, Bowes LEgal Janelle Kerrisk, Co-Founder & CEO, Helix	10.00am - 10.30am	ensuring that AI augments rather than replaces human expertise. With new hires expecting seamless digital experiences and Partners requiring deep analytical insights, firms must align their technology stack to support both immediate operational needs and long-term strategic goals. By integrating data from trusted sources with firm-specific knowledge—such as precedents, workflows, and CRM insights—firms can empower Directors with a 360-degree view of performance, risk, and opportunity. This approach not only enhances decision-making but also helps firms anticipate and capitalise on future market shifts.
10.30am	MORNING TEA	10.30am - 10.35am	MORNING TEA / 5 MINUTE ROOM CHANGE
		10.35am - 10.45am	TECH TALK: Clio + vLex: Uniting Legal Research, Practice Management and AI for the Next Era of Law Denise Farmer, General Manager, APAC, Clio This session explores why Clio's US\$1 billion acquisition of vLex marks a watershed moment in legal technology, creating the world's first end-to-end AI-powered platform combining legal research and practice management. Join us as we discuss the strategic impact, market acceleration, and transformative potential behind this landmark deal, and what it means for the future of legal services worldwide.
		10.45am - 10.55am	TECH TALK: Mary Technology Legal AI Solutions that Say they will Replace Humans are Lying Daniel Lord-Doyle, CEO, Mary Technology









CONCURRENT SESSION 3.1 PYRMONT THEATRE

Succeeding in an Al-enhanced World: Why being human is your competitive advantage **Anna Glynn.** Speaker, Author, Trainer and Coach on Sustainable High Performance Chair: Leanne Alfonso

Al has transformed the legal landscape, but your biggest competitive edge isn't technology - it's You. The most successful firms won't just adopt Al, they'll amplify their impact by focusing on what makes them human. This Keynote explores firefighting one challenge after another instead what it takes for legal professions to thrive in an Al- enhanced world, and how you can confidently lead this transformation in your

Kev take-aways:

- Why mindset not technology is the first barrier to AI progress, and how to shift it
- How human strengths like EO, empathy. ethical judgement and critical thinking, outperform AI in the areas that matter most in law
- How to use AI to free up time for more meaningful, energising and high-impact work.

CONCURRENT SESSION 3.2 C2.2 & C2.3

From Overwhelm to Empowerment - The Strategic Plan you Need

Mr Brent Szalav. Strategic Advisor and Founder. Leaders in Business

Dr Marli Watt. Executive Mindset Coach. Leaders in Rusiness

Chair: Anthony Panella

Many legal practitioners and leaders find themselves caught in the daily grind, constantly of leading with purpose. Without a clear path forward, firms risk stagnation, inefficiency and burnout. The result? Leaders who feel stretched too thin, teams that lack alignment, and businesses struggling to grow sustainably. What's missing? A powerful, strategic plan that not only drives growth but also gives the business owner back control over their time. This session isn't iust about business growth; it's about finally reclaiming time and steering a business in the direction you always envisioned. This interactive workshop delivers a practical, five-step framework for law firm transformation. Attendees will walk away with an actionable roadmap to move from overwhelm to feeling empowered —building a firm that thrives now and into the future.

AML - CONCURRENT SESSION 5.3 C2.5 & 2.6

Navigating the New AML/CTF Maze: Governance and Compliance for Law Firms

Adam Simms. Director, Acclivity Chair: Bion Behdin

Australia's AML/CTF regime is on the cusp of a seismic shift, with law firms set to fall squarely within its regulatory reach. This session unpacks what's coming and what it means. We'll explore the emerging obligations, the operational and ethical dilemmas they raise. and how firms can respond with integrity and foresight. From governance frameworks and risk assessments to client onboarding, suspicious matter reporting, and the spectre of tipping-off, the maze is complex but navigable. We'll also examine how legal practices can embrace technology without compromising privilege, and how compliance can be embedded without paralysing the business of law. Whether you're in leadership, risk, or practice management, this session offers practical guidance to prepare your firm now and position it as a credible, compliant, and trustworthy advisor in a new regulatory era. Ignorance will not be a defence: preparation is vour best protection.

ALTACON STAGE. THE GALLERY

People in Legal LIVE David Woolstencroft. Novum Global

"People in Legal: Stories and Insights from the Human Side of the Legal and Tech Industry."

Join us as David Woolstencroft, the host of the People in Legal podcast, explores the personal journeys. challenges, and triumphs of professionals working in law and legal technology - with live interviews on the ALTACON stage.

Whether you're a seasoned professional, an emerging talent, or simply curious about the people driving change in legal and tech, these candid conversations offer inspiration, practical insights, and authentic human stories.

TECH TALK: LEAP - Law, Evolved: How Lawvers Thrive in the age of AI Aaron Sahin, LEAP

The integration of Artificial Intelligence into the legal landscape is not a futuristic concept but a present-day reality that is reshaping the profession. For the modern lawyer, thriving in this environment isn't about competing with Al. but to collaborate with it to enhance unprecedented efficiency, deliver greater outcomes for clients, and focus on the uniquely human aspects of legal practice. By leveraging Alpowered tools, lawyers can automate much of their day-to-day tasks with confidence and gain deeper insights from their practice they may not have realised before.

TECH TALK: NetDocuments: Al Readiness: **Activating Your Content for Secure Al** Adoption

IIII Schornack. Vice President of Product. **NetDocuments**

Enrich and activate your document management solution as a secure foundation for your AI strategy. NetDocuments VP of Product Jill Schornack spotlights the next wave of legal AI, where content is automatically classified and profiled and knowledge is more available than ever through contextual search.









CONCURRENT SESSION 4.1 PYRMONT THEATRE

Al & the Human Touch: The Future of Client Experience in Law Carl White. Director. PWC New Law Chair: Iustine Fletcher

The rise of AI in legal services presents both a challenge and an opportunity. While Al streamlines legal research, automates contracts, and enhances client service efficiency, it cannot replace the human qualities that clients value most—trust. empathy, and strategic insight. As Al-driven tools become more prevalent, the role of the lawyer is evolving. The future of legal client experience will not be defined by technology alone but by how well firms integrate Al to amplify, rather than replace, human interactions. This is not just another talk about AI—this is an experience designed to challenge, inspire, and engage. Through realworld case studies and interactive polling, we will explore how law firms can harness AI to redefine the client experience. Expect a dynamic and thought-provoking session where cutting-edge technology meets the human touch.

CONCURRENT SESSION 4.2

Negotiating the Future you Want: How to **Embrace Discomfort and get Outcomes** that Matter

Glin Bayley. Director. The Value Negotiator Chair: Stephanie Pearce

Negotiation isn't just a skill - it's a mirror. In this powerful session. Glin Bayley reveals how the conversations we avoid often hold the kevs to the future we want. Blending commercial insight with inner transformation. Glin introduces her signature VALUE framework to help you move beyond surfacelevel tactics and negotiate from alignment, not approval. You'll explore how discomfort can be a signpost for growth, how to navigate high-stakes conversations with clarity and confidence, and how to lead with values in moments that matter. For legal professionals ready to step into more meaningful influence - this session will shift how you see negotiation forever.

AML - CONCURRENT SESSION 4.3 C2.5 & 2.6

Is Your Firm Ready for AML? Practical Guidance on What you Need to Do Kath Bowler. General Manager

Keddie Waller. Head of AML/CTF Strategy. Holley Nethercote Chair: Bion Behdin

As of March 2026, sweeping reforms will bring thousands of lawyers under the Anti-Money Laundering and Counter-Terrorism Financing (AML/CTF) regime for the first time.

Common services like setting up legal arrangements including trusts, assisting in the sale, transfer or purchase of a business, or drafting or reviewing documents such as company constitutions or trust deeds are amongst a range of new services that will soon be regulated under the AML/CTF reforms.

If your firm provides these services, this session is critical for you to attend.

This practical, hands-on session will assist you to develop and implement an AML/CTF program and the timeline you should work towards to be ready to operate under the amended regime in July 2026.

Join this session to understand the practical steps your business must take to prepare, ensure compliance, and avoid significant penalties.

Legal Tech USE CASE: ActionStep Turning Priorities into Practice: How to Build

ALTACON STAGE. THE GALLERY

Your Workflow Advantage **Andre Fisher.** Solutions Engineer. Actionstep

Midsize firms are balancing big priorities with the realities of day-to-day practice. The 2025 Australian Midsize Law Firm Priorities Report shows that 71% of firms see client satisfaction as their top revenue driver, but 74% say time pressures get in the way. At the same time, only 37% plan to use automation to relieve workloads. In this 30-minute session, we'll show how Actionstep helps firms bridge that gap with practical tools that make a difference every day:

- Co-Pilot inside matters streamline research and drafting so lawvers can focus on highervalue work.
- Guided workflows keep matters moving consistently while ensuring governance and compliance.
- Automated tasks and client emails cut out repetitive admin and keep clients informed with ease.
- Zapier integrations connect Actionstep to the tools your firm already relies on, driving even more efficiency.

USE CASE: Copilot in Practice: Everyday Workflows Reimagined

David Diamond, Founder, Datachef Al

Explore what Microsoft 365 Copilot can do out of the box. In this session, we walk through real workflow examples—showing how Copilot can support daily tasks, boost productivity, and help teams work smarter.





ALTA InfoTrack

		ALTACON STAGE, THE GALLERY
1.00pm LUNCH	1.00pm	LUNCH / 5 MINUTE ROOM CHANGE
	1.05pm - 1.15pm	TECH TALK: FirstAML: Every Client, Every Matter: AML Tech without Compromise Bion Behdin, CRO & Co-Founder, FIrstAML Compliance isn't the problem - control, speed and client experience are. Learn how the right AML technology gives you both: efficiency for routine matters and depth for complex ones.
	1.20pm - 1.30pm	TECH TALK: AplyiD: No-nonsense AML: Lessons from NZ's Evolution Toby Taylor, General Manager - Australia, AplyiD Toby Taylor will deliver a no-nonsense AML lesson based on key insights we learnt from New Zealand's Tranche 2 reforms. Showcasing how APLYiD's platform makes compliance simple, secure, and effortless. Backed by banking-grade tech and trusted by NZ law firms, we'll share insights, demos, and practical advice for firms navigating Australia's AML landscape.
	1.35pm - 1.45pm	TECH TALK: easyAML: Long Distance Relationships are Hard: Going Local is Easy Ches Rafferty, CEO/Co-Founder, easyAML Finding a provider with the right technology and features are important. However looking at the overall solution including outsourced services and local support should also be considered when choosing a provider.
	1.50pm - 2.00pm	TECH TALK: RealAML: Compliant AML for Australian Law Firms: Preparing for Tranche 2 Colin Groves, RealAML Discover what Tranche 2 means for law firms, the three key partners you'll need for AML/CTF compliance, and how Realaml's pay-per-use platform makes client due diligence simple, secure, and AUSTRAC-compliant.









CONCURRENT SESSION 5.1 PYRMONT THEATRE

Firm's Profit and Cashflow

Matt Schlyder, Director, FWO Chartered Accountants

What if two simple numbers could unlock the full financial potential of your law firm? In this high-impact session, Matt Schlyder known as "The Lawvers' Accountant"—will reveal the two most powerful metrics every SME law firm must master: Average Rate and Revenue Lockup Percentage. Drawing on real life results experienced by Law Firms across Australia. Matt will show how these two numbers drive both profitability and cash flow —and how most firms are leaving money on the table by not managing them effectively.

This session is designed specifically for Practice Managers and Managing Partners who want to:

- Increase profit without increasing workload
- Improve cash flow without chasing debtors
- Build a firm that funds its own growth

You'll learn:

- How to calculate and benchmark your firm's Average Rate and Revenue Lockup Percentage
- The hidden drivers behind these numbers —like file velocity, productivity, and billing systems
- Practical strategies to lift performance across your team without burnout
- How to design cash flow systems that serve your firm—not just your clients

CONCURRENT SESSION 5.2 C2.2 & C2.3

The Two Numbers That will Transform Your High Performance for Overwhelmed, Burnt out and Disengaged Teams Amanda Goodfellow, Director, Agile Mind

> In this session. Amanda Goodfellow. mindfulness expert will explore how mindfulness goes beyond stress management and relaxation to redefine high-performance in modern organisations.

> By cultivating presence, self-awareness, and emotional intelligence, mindfulness empowers individuals to navigate high-pressure environments more skilfully -minus the burnout.

Amanda will share the 3 foundations of mindful leadership that are transforming workplaces around the world.

She will speak to real life examples of mindful leadership in action and practical strategies that managing partners, practice managers. and team members can implement to create a truly high performing culture.

Delegates will walk away feeling inspired and equipped to do wellbeing differently in their organisations.

AML - CONCURRENT SESSION 5.3 C2.5 & 2.6

Lesson from the Frontline: Real Life **Experiences of AML Technology Implementation**

Mark Greenslade, Director, Head Of Client Success And Training, Verlata Consulting Parvaneh Yavari, Verlata Consulting, Spinika Rob Lynch, CRO, Spinika Jamie Lynch, Head of AML, Gilbert + Tobin Chair: Bion Behdin

Taking lessons from a series of real-life examples, the Panellists will share their experiences as compliance managers, practice managers, consultants, and technology providers in the NZ market where AML has been impacting legal practice since 2018. providing valuable insights for law firm compliance teams. Key issues that law firms need to be aware of when implementing AML technology are highlighted including the balancing of compliance within the realities of day-to-day practice. How do you make sure you meet your AML obligations without negatively impacting on the experiences of clients and staff alike? The Panellists will outline the importance of selecting technology solutions that are scalable and adaptable to the firm's specific needs, recognising that every firm needs to identify its unique risk factors to be able to effectively meet obligations. The importance of a phased implementation approach, bringing your people along for the journey and testing in refining the technology are underscored.

ALTACON STAGE. THE GALLERY

Beyond the Features: A Strategic Guide to **Legal Tech Selection**

David Langdon, Founder and Principal Consultant. Blindspot Solutions

In this session. David explores the core themes from his book. Beyond the Features, and unpacks why software alone won't solve your firm's challenges. From misaligned expectations to siloed decision-making, he'll highlight the factors that make—or break—a legal tech project. Whether you're selecting new tools or trying to get more value from the ones you have, this talk will help you zoom out, rethink priorities, and focus on

Legal Tech USE CASE: Master your AI **Workflows with Archie Prompt Library**

what really drives successful change.

Hunter Steele, CEO, Smokeball Adele Hoyle, Chief Product Officer, Smokeball Talya Faigenbaum, Principal Lawyer & Director, Nest Legal

Join Smokeball's Hunter Steel and Adele Hoyle, and Nest Legal's Talva Faigenbaum, for a practice and engaging session exploring how law firms can unlock the full potential of AI through strategic prompt design. Discover how your firm can leverage Archie, Smokeball's trusted AI matter assistant, to craft high-performing prompts that deliver powerful, accurate, and consistent results.

Plus, you'll also learn how Smokeball's new Prompt Library feature can enable you to save, organise, and share your most effective prompts — empowering your entire team to access effective and repeatable Al-driven workflows that reduce bottlenecks and help you reclaim valuable time.

5 MINUTE ROOM CHANGE









CONCURRENT SESSION 6.1 PYRMONT THEATRE

The Man who Saved the World: The Role of Humans Managing Risk in Automated Systems

David Bowles, Ethics Counsel, Queensland Law Society

Chair: Ann-Maree David

Anyone tasked with implementing AI and system automation in professional services needs to rely heavily on risk frameworks to ensure ethical obligations are followed and disasters are avoided. One of the primary tools in those frameworks is the "human in the loop" - a supervisory layer designed to spot errors and ensure that the inherent limitations of a machine's "thinking" is overcome. Unless great care is taken, the assurance that person can offer becomes illusory. Join David Bowles, QLS Ethics Counsel for an overview of the human element of AI risk management in AI deployment in general and law firms in particular. We will review both the emerging frameworks and the lessons of history to determine what parameters need to be in place to allow the human to do their job and protect the organization from automated error.

CONCURRENT SESSION 6.2

Career Killers; The Price of Misconduct

Adair Donaldson, Director, Adair Donaldson Pty

Ltd

Chair: Erin Gold

Many senior leaders in law firms don't consider the consequences of breaches of codes of conduct, bullving, casual racism, sexual harassment, and domestic violence can have on their businesses. It does not rate highly on their agenda and they delegate it to someone else to manage. They cross their fingers and hope for the best, risking financial and productivity losses along with a decline in staff morale and workplace culture. In this session you will gain an insight and a reminder into the impacts of workplace misconduct and what you can do as a business managers to proactively address these issues, not only to ensure you are complying with the law, but what we all can do as a business community to create lasting cultural change. The session will be engaging, thought provoking and entertaining. It is a chance for attendees to take time to reflect and learn from others' experiences through the power of storytelling.

AML - CONCURRENT SESSION 6.3

All your Questions Answered - AML Preparation and Rollout Q&A

Panel facilitated by Bion Behdin, CRO & Co-Founder, First AML Panelists include:

Adam Simms, Director, Acclivity

Keddie Waller, Head of AML/CTF Strategy, Holley

Nethercote.

Jamie Lynch, Head of AML, Gilbert + Tobin

Join the Speakers from today and have all of your questions answered for any component of the upcoming AML/CTF changes for your firm. The Panel will provide Q&A for common questions or challenges firms may be facing to implement changes needed prior to the deadline including, risk management and compliance, business processes, workflows, training requirements, reporting, and everything in between!

ALTACON STAGE, THE GALLERY

View from the Cockpit: The Art of Piloting Naheed Sanusi, Senior Manager, Digital Change, Herbert Smith Freehills Amanda Fajerman, Head Of Digital Change, Herbert Smith Freehills Daniel Valenta, Analyst, Digital Change, Herbert Smith Freehills

In this session, attendees will embark on a journey to master the art of piloting new tools. The focus will be on understanding a high-level evaluation methodology and exploring practical insights through case studies of specific tools being tested internally. This session will highlight: the importance of a strategic approach to adopting new technologies and introduce a standardised evaluation methodology to assess the potential of GenAl tools and use cases, ensuring alignment with organisation goals and delivering real return on investment. The session will provide valuable insights on leveraging this methodology to drive innovation within organisations.

.00pm -3.35pm

3.35pm

AFTERNOON TEA









PYRMONT THEATRE ALTACON STAGE. THE GALLERY Dragons Den - Finalists and Outcome Platinum Partner Presentation From Storage to Strategy: The Evolution of the Intelligent DMS *Iill Schornack.* Vice President of Product, NetDocuments Andrew McDuff + Dragons Hunter Steele, CEO, Smokeball The Document Management System (DMS) is evolving from a passive repository into a strategic platform that drives productivity and innovation. Tobi Heskett. VP Product Australia. Dve & This session explores the shift from classic differentiators like versioning and metadata to emerging capabilities such as Al Profiling, Agentic Al, and Durham semantic search. Attendees will gain insight into the Intelligent DMS - where content is activated, answers are unlocked, and workflows are enriched. Steve Hantos, CEO, Angel Investor, Tensis Stuart Clout, Founder, GTM Garage Laura Vickers. Founding Director. Nest Legal Thriving, Not Just Surviving: Building a Law Firm Where People Want to Stay **Ziggy Cheng.** Asia & Emerging Markets. Renee Branson, Founder | Principal, RB Consulting and Timothy Corcoran, Founder | Principal, Corcoran Consulting Thomson Reuters Legal MC: Tessa van Duvn. CEO. Moores loin legal industry experts Renee Branson and Tim Corcoran as they explore how firm culture, well-being, and profitability are deeply connected. In this dynamic session, you'll learn why burnout isn't just a people problem—it's a business problem. Through real-world case studies, humor, and data-driven insights, discover how to build a law firm where people thrive, clients stay, and the bottom line benefits. Day 2 Wrap-Up MC: Tessa van Duvn. CEO. Moores

DAY 2 CLOSE

7.00pm -10.30pm Location: WatersEdge at Campbells Stores, 25 Hickson Road THE ROCKS, NSW 2000

Entrance: Bay 6 Hickson Road Dress Code: Buckles and Bling

Transport: Buses depart ParkRoyal at 6.45pm and return between 9:00 and 10:30pm.



Actionstep











ALTA InfoTrack

8.30am	REGISTRATION OPEN Drop in early to print your name badge at one of the registration kiosks. Grab and go breakfast available in The Gallery		
	PYRMONT THEATRE		ALTACON STAGE, THE GALLERY
9.05am - 9.15am	Platinum Partner Presentation Why 1000 Law Firms Connected their Phone Systems to their Legal Software Luke Campbell, CEO, VXT MC: Tessa van Duyn, CEO, Moores The number of Aussie law firms connecting their phone system to their practice management system is growing by more than 10% per month. By coming to this talk you'll learn why, with real examples from local firms. "We're recovering 30 extra minutes [of billable time] per lawyer daily." ASCO Legal "Now, phone calls are saved straight to client matters." Nest Legal "With automatic time tracking you literally hang up the phone and it's logged in our practice management system." Collective Family Law "The integration helps us catch so much more billable time" Johnstone Reimer	9.00am - 9.35am	Workflow Intelligence: Harnessing Multi- Step Copilot Agents David Diamond, Founder, Datachef AI Go beyond single prompts. See how multi-step Copilot agents can coordinate tasks across Microsoft's ecosystem. This session explores intelligent workflows and what these agents can unlock for legal professionals.
9.15am - 10.15am	Does Attenborough Snore in the Tent? Secrets Behind the World's Best Nature Documentaries Dr. Chadden Hunter, Environmental Biologist and Award-winning Filmmaker Sir David Attenborough's right hand man, Dr. Chadden Hunter, takes us on a journey to the wildest corners of the planet in search of new frontiers in wildlife filmmaking.	9.35am - 10.15am	Beyond the Hype: the Reality and Unfiltered Limitations of AI at Law Firms Elena Tsalanidis, Co Founder and COO, Deeligence The rise of artificial intelligence has prompted widespread excitement across the legal profession, with many law firms exploring how best to harness generative AI tools. Yet a gap often exists between the perceived promise and the practical realities of adoption. This presentation bridges that gap by illustrating why a problem-first, not AI-first, approach is crucial to maximising returns on investment and ensuring genuine utility for legal professionals.









Embracing AI and Technology: Simplifying Marketing for Legal **Practices**

CONCURRENT SESSION 7.1

PYRMONT THEATRE

Jenn Donovan, Founder, Social Media and Marketing Australia Chair: Maureen Schull

In a world where technology is evolving faster than ever, legal practices must adapt without losing their human touch. In this practical and engaging session, marketing strategist and former property law specialist lenn Donovan will show you how to harness AI and technology to simplify your marketing, strengthen client relationships, and future-proof your firm. Designed for practice managers, lawyers, and legal marketers, this session will explore how to balance innovation with authenticity. ensuring your firm remains trusted and relevant. You'll learn how to save time using AI tools, build stronger client lovalty, and adopt practical strategies that won't overwhelm your team. Whether you're just beginning your tech journey or ready to enhance your current efforts. this session will give you the clarity and confidence to embrace AI while staying true to the values that set your practice apart.

CONCURRENT SESSION 7.2 C2.2 & C2.3

Building Sustainable & Effective Teams: Competitive Attraction, Retention and Well-being Strategies

Panellists include:

Zakary Nash, Director, Harperlloyd Recruitment Kelly Pankhurst, GM People & Culture, Anderson Lloyd Belinda Balmer, Head of People & Culture, Moores Chair: Nicole Anderson

This session delves into the heart of attraction, retention and well-being strategies in today's competitive market. The Panel will share insight into current leadership strategies. change management and the essential skills required at all levels of an organisation to achieve successful outcomes. The Panel will also explore how to balance human elements with technology to stay competitive and predictions on how the profession can evolve beyond traditional talent strategies, along with the challenges firms face in adopting technology in their attraction process.

ALTACON STAGE. THE GALLERY

Strengthening Cybersecurity, Risk Management, and Data-Driven Decision Making: A Considered Approach

Madeleine Porter, Legal Industry Expert (APAC), iManage In today's digital landscape, legal departments and firms must strike a balance between leveraging data for strategic decisions and ensuring robust cybersecurity to protect client confidentiality. Yet, managing this intersection of cybersecurity, risk, and data can be complex. This session will provide actionable strategies for navigating these challenges, including how to build a comprehensive risk management framework, comply with evolving privacy regulations, and protect data from both internal and external threats. Attendees will also gain insights into the current cybersecurity landscape and the importance of aligning legal teams around secure, data-driven decision-making.

11.10am

CONCURRENT SESSION 8.1 PYRMONT THEATRE

Facilitating in the Friction: Reclaiming Confidence and Curiosity in **Times of Change**

Mollie Tregillis. Founder. Mollusc Chair: Ann-Maree David

When change hits, even confident facilitators can wobble. In legal and professional settings, where precision and control are highly valued, leading discussions, meetings and workshops during times of uncertainty or resistance can feel risky and exhausting. This session helps you reclaim your confidence to lead these discussions, not by pushing harder, but by leaning into flexibility, structure, and human-centred skills.

Through practical tools and real-world examples, you'll leave with strategies to lead more engaging, impactful sessions even in the face of disruption. Ideal for anyone having to hold hard important conversations, this is your invitation to reset your facilitation mindset and return to the room with more clarity, capability, and courage.

Regardless of your current confidence levels or how often facilitation features in your role, you'll walk away better equipped to design and lead insightful, challenging, and inspired workshops, meetings, and group experiences.

CONCURRENT SESSION 8.2 C2.2 & C2.3

MORNING TEA

Transforming Legal Services with Technology: Delivering Client-Centric Outcomes

Gene Turner, Managing Director, LawHawk **Richard Smith**, Director, GSJ Consulting Chair: Chris Dormer

As AI begins to outperform humans in many legal tasks, law firms are grappling with two critical challenges:

- How to adapt business and pricing models when efficiency disrupts traditional work types and billable hours, and
- How to redefine roles for younger lawyers and support staff whose tasks are most automatable.

This session moves beyond outdated metrics of success hours worked or time saved - and introduces a transformative framework for legal service delivery: Time Well Saved, Time Well Spent, and Time Well Invested.

ALTACON STAGE, THE GALLERY

Leveraging Existing Technology Solutions for Legal **Use Cases Demetrio Zema**, Founder and Director, Law Squared

Demetrio Zema, Founder and Director at Law Squared. will guide legal teams on how to maximize the value of their existing technology ecosystems, particularly within Microsoft's suite of solutions. Through a case study, Demetrio will demonstrate how legal functions can adapt and enhance current tools to solve key challenges, providing practical frameworks and strategic insights. Learn when to use existing technology versus investing in new solutions, how to identify and enhance legal applications within their current tech stack, and best practices for embedding and sustaining legal technology. The session aims to empower in-house legal teams, legal ops professionals, and technologists to optimize their technology investments and implement tech- enabled legal operations without costly, complex software changes.









	5 MINUTE ROOM CHANGE			
	CONCURRENT SESSION 9.1 PYRMONT THEATRE	CONCURRENT SESSION 9.2 C2.2 & C2.3		ALTACON STAGE, THE GALLERY
12.20pm - 1.00pm	From Fax Machines to TikTok: Managing the Generational Mash-up in Law Lara Wentworth, Director/Co-founder, Coaching Advocates Pty Ltd, Andrea Foot, Coaching Advocates Chair: David George Law firms are facing new people challenges as multiple generations, each with unique values, communication styles, and expectations, coexist in the workplace. Coaching Advocates' global research reveals that these generational shifts are impacting firms financially, operationally, and reputationally. What once worked in leadership and talent management is no longer enough. This interactive workshop is designed for HR leaders, law firm executives, and those responsible for developing legal talent. Participants will explore how generational mindsets shape workplace culture and discover practical strategies for leading across the generational divide. Through hands-on activities and real-world scenarios, attendees will reflect on their own leadership style, gain insight into managing generational dynamics, and identify simple actions to foster stronger, more adaptable teams. This session isn't about replacing the old with the new, it's about building bridges, embracing difference, and leading law firms into the future with clarity, confidence, and inclusivity.	Trailblazer Showdown: New Frontiers of the Business of Law Facilitated by Warrick McLean, panellists include: Melissa Lyon, Executive Director & Experience Designer, Hive Legal, Janelle Watts, Chief Platform Officer HPX Group, Emiliya Peneva, CEO, Jackson Macdonald Saddle up, partners! It's high noon at the ALPMA Corral, and our quickdraw trailblazers are ready to face off in the wildest showdown this side of the legal frontier. These seasoned Trailblazers will be drawing their arguments faster than you can say "billable hours," tackling the most wanted outlaws of law firm resistance. In this interactive session, we'll break into posse's to tackle pricing dilemmas, reimagine ways of working, and how to revolutionise legal service delivery. Then, witness our sharpshooters engage in a rapid-fire showdown, responding to real-world scenarios and arguments you face daily revealing the hidden gold mines of change that'll keep your firm from becoming a ghost town. By the time the dust settles, you'll be armed with a six-shooter full of strategies to outdraw the change-resistant cowboys back at your firm. You'll learn how to lasso new pricing models, corral flexible work arrangements, and stake your claim in the boom town of future legal services. So polish your spurs and get ready to blaze new trails – this interactive roundup will have you ridin' high into the sunset of law firm innovation!	12.20pm - 12.40pm 12.40pm - 1.00pm	Finding the Right Fit: Identifying Al Agent Opportunities David Diamond, Founder, Datachef Al Not all tasks need an agent—but the right ones can transform your firm. In this session, we break down how to spot ideal use cases for Al agents and what makes them valuable, reliable, and scalable. Build & Test: Bringing a Copilot Agent to Life David Diamond, Founder, Datachef Al See how a simple Copilot agent is created from start to finish. Learn the key steps, watch how the pieces fit together, and walk away with a clear understanding of how to bring your own agents to life.
1.00pm		LUNCH	1.00pm	Partner Prize Draws









PYRMONT THEATRE

Platinum Partner Presentation Tranche 2 arrives in 10 months - 10 key things you need to know Ches Rafferty. easyAML

A high level overview of the most important things you need to understand about the upcoming AML changes for the legal profession. Covering what and when you need to prepare to have a smooth transition.

Future of Learning

Delphine Loo, Sing Yee Chua and Jiamin Leow, Singapore Academy of Law MC: Tessa van Duvn. CEO. Moores

With the advent of Gen AI and the ever-evolving geopolitical situation and ever-increasing client demand, what is the future of learning for legal professionals in order to keep up with the demands of their jobs? Discover the Singapore Academy of Law's take on the future of learning and how we can all leverage on the latest insights and technology to sharpen our professional edge.

So they Can

Emily Whitehouse. Partnerships Manager. So They Can

Discover how giving back is not a nice-to-have - it's the fuel for a high-performing team and a positive workplace culture.

ALPMA Summit + ALTACON + theWiLD Close

Tessa van Duyn. CEO, Moores, Andrew McDuff. ALTA President, Stephen van Dorp, ALPMA President & CEO, SLF Lawyers

SUMMIT + ALTACON CLOSE