

# Costs: How LPA provisions can assist your practice become sustainable

Wednesday 22 June | 12.30-1.35pm

ONLINE

## Overview

Join our presenters break down common LPA (*Legal Profession Act 2007*) provisions that can assist your practice become sustainable.

1 CPD Point

# Program

12.20-  
12.30pm

## Virtual registration

12.30-  
12.35pm

## Welcome remarks

Presenter: **Stafford Shepherd**, Principal Ethics and Practice Counsel, QLS Ethics and Practice Centre | Legal Practitioner Director, QLS Solicitor Support Pty Ltd, Queensland Law Society

12.35-  
1.35pm



## How LPA provisions can assist your practice become sustainable

This session is designed to remind practitioners as to the statutory obligations with respect to costs disclosure and the ongoing responsibility to review costs estimates which provides a valuable opportunity to highlight to clients the value we offer. In addition to discussing the statutory obligations the panel will consider how we should talk to clients about costs, different bases to charge and the importance of the bill.

Presenters:

**Peta Gray**, Principal Director & Legal Advisor – Business and Property, Enterprise Legal

**Liz Harris**, Director, Ovid Consulting; Board Member, Victorian Legal Services Board and Member Legal Service Council

Chair: **Stafford Shepherd**, Principal Ethics and Practice Counsel, QLS Ethics and Practice Centre | Legal Practitioner Director, QLS Solicitor Support Pty Ltd, Queensland Law Society

1.35pm

## Event close

## Presenters

### Peta Gray

Principal Director & Legal Advisor – Business and Property, Enterprise Legal



Peta is a founding Principal Legal Director and Owner of Enterprise Legal - winner of the LawyersWeekly Regional/Suburban Law Firm of the Year in 2018 and Toowoomba's most innovative law firm. Enterprise Legal is the first and only law firm in the Darling Downs region to offer absolutely all of its services on a fixed fee, capped or retainer basis, providing an unprecedented level of fee-certainty for clients, which is a crucial factor in creating accessibility to legal services for small business owners.

Peta has practiced exclusively in business and commercial property law for the duration of her career and as such, she has worked on thousands of business and property transactions. Peta has extensive experience advising a range of business clients, from ASX-listed corporates to 'mum and dad' business owners.

Peta's particular passion lies in supporting and enhancing small to medium-sized local businesses and the people behind them and it was this passion which was one of the main driving factors behind Peta and her business partner starting Enterprise Legal in September 2017.

### Liz Harris

Director, Ovid Consulting; Board Member, Victorian Legal Services Board and Member Legal Service Council



Liz helps transform law firms by aligning the value they deliver to clients through their pricing strategy, utilising design-thinking to create a great client experience and legal project management to maximise profitability. She has a background as a practising lawyer specialising in costs law in the area of client disputes, and with commercial and government clients on managing legal spend. Liz's insights highlight how clients perceive value. She takes a practical and regulatory focus when implementing value pricing.

She regularly presents workshops on pricing, legal spend management and legal project management in Australia, the UK and the USA.

### Stafford Shepherd

Principal Ethics and Practice Counsel, QLS Ethics and Practice Centre | Legal Practitioner Director, QLS Solicitor Support Pty Ltd, Queensland Law Society



Stafford was admitted as a solicitor in 1987. After admission he practised for a number of years in partnership and subsequently as a sole practitioner. Stafford sold his practice in 2004. Between 2004 and 2008 he worked as a consultant to a number of law practices. In 2008 he joined the Queensland Law Society as an Ethics Guidance Officer. In 2015 Stafford was appointed as Director, QLS Ethics and Practice Centre ('the Centre'), and now holds the title, Principal Ethics and Practice Counsel and further he serves as secretary to the Society's Ethics Committee. He is also the Society's representative on the Professional Ethics Committee of the Law Council of Australia.

Stafford was appointed as Legal Practitioner Director of QLS Solicitor Support Pty Ltd ('QLS Solicitor Support') from 1 October 2019. QLS Solicitor Support is a wholly owned incorporated legal practice of the Queensland Law Society. The services provided by QLS Solicitor Support include ethics and practice support guidance to the Society's membership.

The Centre provides ethical guidance and practice support services. In addition, the Centre delivers practical legal ethics and practice support sessions to members, the profession and students (whether at university or practical legal training).

Stafford is the executive editor of the Australian Solicitors Conduct Rules 2012 in Practice: A Commentary for Australian Legal Practitioners. He has written extensively on legal ethics.

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Stafford is a sessional member at the Queensland University of Technology. On 15 November 2021 he was appointed as an Adjunct Professor with the School of Law and Justice, University of Southern Queensland. He holds a Bachelor of Laws and Master of Laws (Commercial and Corporate) from the University of Queensland, a postgraduate certificate in arbitration and mediation from the University of Adelaide. Stafford is also a member of the Society of Trust and Estate Practitioners (STEP). Stafford's areas of interest are trust, succession law and the equitable doctrines underpinning legal ethics.

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