



BAR ASSOCIATION  
OF QUEENSLAND

The Bar Association of Queensland

# ADR Conference 2015

*Saturday 17 – Sunday 18 October 2015*

*Sheraton Noosa Resort, Queensland*

Advocacy and Mediation: How can mediators and mediation advocates do the best for their clients?

*Agreement*

*Mediation  
Advocacy*

*Conflict  
Resolution*

*Negotiation*

*ADR*

*Solution*





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# CONFERENCE WELCOME

The ADR Committee of the Bar Association of Queensland welcomes you to the annual ADR Conference to be held at the Sheraton Noosa Resort on Saturday 17 and Sunday 18 October 2015.

*Our theme is Advocacy and mediation: Exploring how can mediators and mediation advocates do the best for their clients.*

Each year the conference brings together mediators and other ADR practitioners for a convivial and informative weekend of professional development. The conference program has a variety of formats designed to provide you with new and honed skills, knowledge, information and motivation. Feedback from previous conference attendees has been outstanding and you will not want to miss out on this one!

## This year we have a multi layered approach with:

- ★ Master class workshops on advocacy and mediation, including ethics and updates
- ★ New developments
- ★ Insurance Issues
- ★ 'The impasse' in family law and other mediations
- ★ Short and sharp papers on topics from family law and P & E to commercial law
- ★ Open mic – your turn!
- ★ A variety of formal and informal discussions

## Our keynote presenter is:

- ★ John Sturrock QC

## Other presenters are:

- ★ Ian Hanger AM QC
- ★ Andrew Crowe QC
- ★ Doug Murphy QC
- ★ Catherine Carew QC
- ★ Mick Eastwood
- ★ Wallace Campbell
- ★ Chris Newton
- ★ Ron Ashton

***Be sure to register early to secure your early bird discount and your place at this popular conference.***

This year we have a special conference dinner and the evening will be the perfect way to wind down after a busy day and catch up with everyone. Come along for a relaxing night dining al fresco on the Lily Pond Terrace. Accompanying guests are welcome!

Special thanks to our conference sponsors Mercedes-Benz Brisbane and Thomson Reuters for their support.

We have secured a special conference rate at the Sheraton for accommodation.

**Click here for more information.**

The room block is limited so we encourage you to book early to avoid disappointment.

**8 CPD points - Ethics, Barrister Skills, Substantive Law, Evidence, Practice and Procedure and**

# ABOUT THE PRESENTERS

## John Sturrock QC

We are delighted to announce that John Sturrock QC will be the keynote presenter for the ADR Conference 2015. John is the founder and Chief Executive of Core Solutions Group and has pioneered mediation and high quality training in business, the professions and the public sector in Scotland and elsewhere. He has been described as “universally regarded as Scotland’s finest mediator” and is recognised in the Best of the UK Mediators in Chambers Guide.

John has been involved nearly 400 mediations covering a broad range of disputes in the public and private sectors in the UK, mainland Europe, Middle East, Africa and elsewhere. He is also a mediator with the highly regarded Brick Court Chambers in London. Who’s Who Legal’s listing of the world’s leading commercial mediators describes John as “internationally recognised as a major player in this area”.

John Sturrock QC received Honours and Master’s degrees in law from the Universities of Edinburgh and Pennsylvania and was admitted to the Scottish Bar in 1986. He had a very busy civil practice and from 1994 to 2002 was the first Director of Training and Education in the Faculty of Advocates where he designed and led the Scottish Bar’s award-winning advocacy skills programme. John was appointed Queen’s Counsel in 1999. He left practice in 2002 to establish Core. He trained in negotiation at Harvard University and was named Specialist of the Year at the Scottish Legal Awards in 2003 and Mediator of the Year at the Law Awards of Scotland in 2009. He was awarded the Honorary Degree of Doctor of Laws from Edinburgh Napier University in 2010.

An internationally recognised coach and facilitator on the fields of negotiation, mediation, collaboration and communication, John has worked with business leaders, senior executives and managers, judges and top athletes and with senior politicians and civil servants in ground-breaking training in UK parliaments and assemblies. He has also been described as “one of the best teachers of mediation”.



# PROGRAM



## Saturday 17 October

8.45 - 9.15	<b>Registration, arrival refreshments, meet and greet</b>
9.15 - 9.30	<b>Opening remarks &amp; welcome</b> <b>Chair: Ian Hanger AM QC</b> <b>Presenter:</b>
9.30 - 11.00	<b>Session 1: Really Effective Preparation</b> <b>Presenter: John Sturrock QC</b> <b>Chair: Ian Hanger AM QC</b> <ul style="list-style-type: none"><li>• Problem analysis</li><li>• Identifying real needs and interests in advance</li><li>• Expanding BATNAS and WATNAS</li><li>• Understanding and using behavioural psychology</li><li>• Engaging with the other 'side'</li><li>• Drafting and crafting written and oral presentations</li></ul>
11.00 - 11.30	<b>Morning Tea</b>
11.30 - 12.15	<b>Session 2: Using the Opening Two Hours to Real Effect</b> <b>Presenter: John Sturrock QC</b> <b>Chair: Andrew Crowe QC</b> <p>Topics will include:</p> <ul style="list-style-type: none"><li>• Engaging with others in the mediation – informally and formally</li><li>• Getting to know the mediator</li><li>• Involving the client(s) in a meaningful way</li><li>• Letting go and encouraging client autonomy</li><li>• When to rely on the law and facts</li><li>• What sort of advocacy works?</li><li>• The role of private and joint meetings</li></ul>
12.15 - 1.00	<b>Session 3: Insurance Issues in Mediation and ADR</b> <b>Presenter: Ron Ashton</b> <b>Chair: Andrew Crowe QC</b> <p>Topics will include:</p> <ul style="list-style-type: none"><li>• Underwriting, reinsurance, double insurance, indemnity for legal costs</li><li>• Uninsured component/deductibles, reserves</li><li>• Different insurance cover for different periods of time</li><li>• More than one relevant insurer</li></ul>
1.00 - 2.00	<b>Lunch - Relax and enjoy lunch and informal discussion on the Lillypond Terrace</b>
2.00 - 3.15	<b>Session 4: This Will Never Settle!</b> <b>Presenter: Catherine Carew QC</b> <b>Chair: Doug Murphy QC</b> <p>Topics will include:</p> <ul style="list-style-type: none"><li>• The impasse and how the response to can either advance or hinder progress.</li><li>• The approaches taken by lawyer mediators compared with psychologist mediators.</li></ul> <p>While this session will have particular interest to family law mediators, the discussion will be broad ranging, and input from mediators of any dispute will be encouraged.</p>

# PROGRAM



## Saturday 17 October

3.15 - 3.45	<b>Afternoon Tea</b>
3.45 - 4.15	<b>Session 5: Creative negotiation</b> <b>Presenter: John Sturrock QC</b> <b>Chair: Doug Murphy QC</b>  Topic: What tends to work and what impedes? <ul style="list-style-type: none"><li>• Saying no and getting to yes</li><li>• Handling emotions and fatigue</li><li>• How to get messages across to the other side</li><li>• Managing client and solicitor</li><li>• Making concessions work</li><li>• When to leave it to the mediator and when to act</li></ul>
4.15 - 4.45	<b>Open Mic:</b> To conclude the first day you have the opportunity to share your views, ask questions and make suggestions
7.00 - 10.00	<b>Pre Dinner Drinks &amp; Conference Dinner - Lillypond Terrace</b>

## Sunday 18 October

7.30	Optional beach activities, walk in the national park or at leisure
9.30 - 10.45	<b>Session 6: Ensuring an agreement is reached:</b> <b>Presenter: John Sturrock QC</b> <b>Chair: Andrew Crowe QC</b>  The topics will include: <ul style="list-style-type: none"><li>• The real work that needs to be done</li><li>• Scraps on the table</li><li>• Maximising the gains and minimising the losses</li><li>• Risk analysis</li><li>• Reality checking</li></ul>
10.45 - 11.15	<b>Morning Tea</b>
11.15 - 12.15	<b>Session 7: Ethics</b> <b>Presenter: Mick Eastwood</b> <b>Chair: Ian Hanger AM QC</b>  Mick Eastwood will be addressing the National Mediator Accreditation System Practice Standards 2015 - what changes are there from previous years and how do they affect your practice? Be prepared to talk about the way in which you practice because he will be comparing practices to ethical requirements imposed by the Standards.'
12.15 - 12.45	<b>Session 8: Wrap up and open mic</b> <b>Presenters: ADR Committee</b> Closing remarks and conference finale
12.45 - 2.00	<b>Lunch and farewell</b>

# TERMS & CONDITIONS



## CONFERENCE REGISTRATION FEE *(Does not include conference dinner)*

- \$895 Member early bird - book before 4 September 2015
- \$925 Member standard - book before the closing date 30 September 2015
- \$995 Non Member early bird - book before 4 September 2015
- \$1150 Non Member standard - book before the closing date 30 September 2015
- \$695 Member Reader rate - book before the closing date 30 September 2015
- \*Late fee of \$110 after 30 September 2015
- \$130 Dinner per person (Includes arrival drinks and some wine and soft drinks with dinner)

## CONFERENCE VENUE & ACCOMMODATION

Venue: Sheraton Mirage Resort, 14-16 Hastings Street Noosa, Queensland. Please note entry to the carpark is from Noosa Parade and parking is \$20 per day. Accommodation: Conference rate is \$305 per room, per night and payment is made direct to the hotel.

For further information and bookings, please click on this link to [Starwoods website](#) or call Sheraton Mirage Resort on (07) 5449 4888 and ask for in-house reservations. **Please book early to secure conference rates.**

## SPECIAL REQUIREMENTS

So that we can make the conference as enjoyable as possible please advise us of any special dietary, physical or other special requirements.

## PRIVACY

Please advise if you do not wish your details to be included in the conference materials or provided to sponsors, or receive promotional materials.

## CONFERENCE ATTIRE

Smart casual is recommended as you will be sitting for several hours and, as the temperature in the conference rooms can vary slightly, we advise a jacket or jumper may be necessary.

## CANCELLATIONS

All requests for refunds must be made to the **Chief Executive** of the Bar Association of Queensland and will be discretionary. An administration fee of \$110 will be charged. No refunds after 30 September 2015, however substitutions are permitted.

## CPD POINTS

Attendees may accrue 1 CPD point per hour of attendance and presenters may accrue 3 CPD points per hour of presentation. All categories are accredited for accredited mediators. Mandatory categories include Ethics and Professional Responsibility, Barrister Skills, Substantive Law, Evidence, Practice and Procedure and Mediator. Attendance at the entire conference will accrue 8 CPD points.

## ENQUIRIES

**CPD, Bar Association of Queensland**  
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