



NEW SOUTH WALES
BAR ASSOCIATION

How much should I charge? When I can put up my fees? Practical advice from clerks on building a practice, marketing and managing a practice in the early years.

**Presented by: Michele Kearns,
Martin Place Chambers
Angela Noakes, Ground Floor
Wentworth Chambers &
Andrew Laughlin, 7
Wentworth Selbourne**

Chair: Greg Antipas

**NSW Bar Association
Common Room**

5.15pm Monday 20th July

**1.5 HOUR SEMINAR
1.5 CPD POINTS IN THE
MANAGEMENT STRAND**

This seminar has been organised by the New Barristers Committee. Points obtained may be counted as reader-specific CPD.

It will cover:

- Things that silks, senior juniors and instructing solicitors won't tell you but they tell your clerk
- Floor v member expectations: what service to expect from your floor
- Things you may be afraid to ask your clerk
- Setting appropriate fee levels
- When to increase fees? How often? By how much?
- Tips on billing – detail or too much
- Should I get a book-keeper
- Gaining experience and exposure
- Marketing

THIS SEMINAR IS OPEN TO EVERYONE

REGISTRATION IS NOT REQUIRED

For more information, please contact Bali Kaur
bkaur@nswbar.asn.au OR (02) 9229 1722

NSW Bar Association
Selborne Chambers, B/174 Phillip Street, Sydney

cpd Continuing Professional Development