

Monday 25 -Tuesday, 26 March 2019
L'Aqua, Cockle Bay, Sydney
(Networking Dinner 25 March)

**Meeting your ILRA & Continuing Legal Education Annual CPE/CPD/CLE Requirements*:
Are you and your team audit-ready? CPE/CPD/CLE Total: 13 hours ***

Chaired by: Richard Fisher AM *General Counsel, Adjunct Professor, Faculty of Law, Office of General Counsel, University of Sydney*

TOPICS INCLUDE:

- ✚ ILRA Review Update on any new developments/ Anti-Phoenix & Hayne Report Proposals
- ✚ Calculating & Approval of Remuneration
- ✚ ****Stop Press**** Restricting Creditor Voting Rights
- ✚ Attacking (or defending!) Subrogation Claims
- ✚ State Of The Market Panel – Connecting with and perspectives from the Non-Bank Lenders
- ✚ Using Barnes v Addy To Attack Phoenix Transactions
- ✚ The High Court on Holding DOCAs
- ✚ Claims Against Directors
- ✚ Dealing With Claims For Special Purpose/Quistclose & Express Trusts
- ✚ Intellectual Property & Insolvency
- ✚ Insolvency & Managing Information - Data Protection & The Privacy Act
- ✚ Selling Assets Without A Secured Creditor's Consent – Caledon Coal Group Case Study
- ✚ Voidable Transactions
- ✚ Regulator /Legislator Panel – ASIC, AFSA, FEG
- ✚ 7 year PPSR Review
- ✚ Personal Insolvency Update for Corporates
- ✚ Special Purpose Liquidators

Media Partner



PRESENTATIONS BY:

- Andrea Beatty**, *Partner, Piper Alderman Ashurst*
- Bridget Slocum**, *Barrister, Victorian Bar*
- Chris Prestwich**, *Partner, Allens*
- Danielle Funston**, *Partner, Maddocks*
- David Watts**, *Professor of Information Law and Policy, La Trobe University*
- Geoff Green**, *Chair of Investment Committee, Ecosse Capital Partners*
- Jason Harris**, *Professor of Corporate Law, The University of Sydney, The University of Sydney Law School*
- Joseph Hansell**, *Senior Managing Director, FTI Consulting*
- Henry Carr**, *Senior Executive Lawyer/ Branch Manager, Recovery and Litigation Branch, Australian Government, Department of Jobs and Small Business Chambers*
- Matthew Aubrey**, *Managing Director, Australia, Gordon Brothers*
- Nicholas Mirzai**, *Barrister, Level 22 Chambers*
- Paul Shaw**, *National Manager, Regulation and Enforcement, AFSA*
- Peter Francis**, *Partner, FAL Lawyers*
- Peter Langham**, *CEO, Scottish Pacific*
- Peter Smith**, *Partner, Herbert Smith Freehills*
- Robert Newlinds SC**
- Sally Nash**, *Consultant Solicitor, O'Neill Partners Commercial Lawyers*
- Sam Kingston**, *Special Counsel, Maddocks*
- Stephen Mullette**, *Principal, Matthews Folbigg*
- Thea Eszenyi**, *Senior Executive Leader, Insolvency Practitioners, ASIC*

Organised by Rosie Traill of Traill & Associates Pty Limited ABN: 47085482533
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18th Annual Practical Insolvency Conference & Networking Dinner

Monday, 25 and Tuesday, 26 March 2019 (Networking Dinner 25 March)

L'Aqua, Cockle Bay, Sydney

8.30 – 8.35 **Welcome by Rosie Traill**

8.35 – 9.20 **Opening Remarks from the Chair**

Richard Fisher AM, General Counsel, Adjunct Professor, Faculty of Law, Office of General Counsel, University of Sydney; Consultant, Ashurst

Insolvency Law Reform Review

Update on any new important developments you need to be aware of including the Anti-Phoenixing Bill and proposals in The Hayne Report.

****Stop Press** Restricting Creditor Voting Rights**

On 30 November the Government tabled the *Insolvency Practice Rules (Corporations) Amendment (Restricted Related Creditor Voting Rights) Rules 2018* which restrict the rights of related parties to vote at creditors meetings using debt that they have purchased.

This is a simple change conceptually, but it does throw up a number of practical issues for insolvency practitioners, and so I will be asking our speaker to use case studies to explain:

- Which forms of corporate insolvency administration are affected?
- The appointee's obligation to inquire about assignment of debt
- What forms of assignment are caught? Will sub-participation arrangements or risk sharing structures be affected?
- What does "Related party" capture?
- Do the rules only apply to physical meetings?
- The extent of an appointee's obligation to identify related party status

Richard Fisher AM, General Counsel, Adjunct Professor, Faculty of Law, Office of General Counsel, University of Sydney; Consultant, Ashurst

9.20 – 10.00 **The High Court on 'Holding' DOCA's**

The use of 'holding' DOCA's has not been without its critics: Is there really a proposal? How can the administrator actually form an opinion? These and other questions were considered by the High Court in *Mighty River International Limited v Hughes Limited [2018] HCA 38 (12 September 2018) [2018] HCA 38*

I have asked **Robert Newlinds SC** - counsel involved in the matter to give you the background to the decision which split the Court 3/2 on this important question, and tell you about the practical implications of the case and what it means for practitioners.

He will also detail the Impact of the ability of an insolvency practitioner as a chairperson to adjourn the second meeting of creditors for up to 45 business days unilaterally – (75-140 Insolvency Practice Rules).

Robert Newlinds SC, Banco Chambers

10.00 – 10.50 **Claims Against Directors**

I work hard to keep my programs timely and topical, and so they very much reflect judgments and Court cases over the preceding twelve months. There haven't been many 420A decisions so that is a topic that "fell off" the program. By contrast claims against directors has forced its way back on with a flurry of cases.

Chris Prestwich will take you through a number of recent decisions including:

- *Re Ezyfix Caravan Repairs Pty Ltd (In Liq) [2018] VSC 343 (22 June 2018) [2018] VSC 343* - redirection of insurance claim proceeds and de facto director status

- **Simpson v Tropical Hire Pty Ltd (in liq) [2017] QCA 273** Alleged breaches of duties as a director of the respondent in distributing the proceeds of the sale of company's business
- **Australia's Residential Builder Pty Ltd (In Liq) & Anor v Robert Wiederstein & Ors [2018] VSC 37 (9 February 2018) [2018] VSC 37**
- **Peter Hillig in his capacity as liquidator of ACN 092 745 330 Pty Ltd (in Liquidation) & Anor v Battaglia & Ors [2018] NSWCA 67 (10 April 2018) [2018] NSWCA 67** – payments to senior employee's spouse and family company, de facto director status
- **Lewis Securities Ltd (in liq) v Carter [2018] NSWCA 118 (7 June 2018) [2018] NSWCA 118** - fraudulent scheme by director to create appearance that his personal indebtedness to the company had been repaid.

Chris Prestwich, Partner, Allens

10.50 – 11.10 Morning Tea

11.10 – 11.50 Using Barnes v Addy To Attack Phoenix Transactions

The High Court decision in **Ancient Order of Foresters in Victoria Friendly Society Limited v Lifeplan Australia Friendly Society Limited [2018] HCA 43 (10 October 2018) 2018] HCA 43** is not an insolvency matter per se - but it does deal with the situation that many insolvency practitioners will be familiar with, where key staff move to a business rival to utilise:

“valuable confidential information of their employer...to attack the commercial base of that employer...to take as quickly as possible the business presently enjoyed by [their former employer] and replicate its success for the benefit of the new prospective employer”

I have asked **Ashurst experts** who acted for the successful respondents to take you through the decision with a particular focus on phoenix transactions and to understand when it might provide a better way to claw back a business that has been transferred and what other tools are available to Insolvency practitioners in relation to Phoenix situations.

Ashurst

11.50 – 12.35 Insolvency, Managing Information - Data Protection & The Privacy Act

Biondo v Baycorp Collections PDL (Australia) Pty Ltd & Anor [2018] FCCA 1853 highlights a practical problem for insolvency practitioners. A practitioner found themselves dealing with the son of a bankrupt - and no doubt at that time it appeared that the son was trying to assist - but roll forward however, and the trustee is dealing with claims of maladministration including breaches of the Privacy Act.

Using **Biondo** as a base, I've asked the leading expert, former Victorian Commissioner for Privacy and Data Protection **Professor David Watts** to take you through a more wide-ranging discussion of how the Privacy Act and insolvency/bankruptcy legislation interacts to ensure that you understand and comply with your personal obligations at law.

David Watts, Professor of Information Law and Policy, La Trobe University, formerly, Victorian Commissioner for Privacy and Data Protection

12.35 – 1.20 Lunch

1.20 – 2.05 Intellectual Property & Insolvency

As the world moves towards automation and digitisation, ideas, apps and computer code becomes increasingly valuable. I have asked **Peter Francis**, a specialist Intellectual Property expert to help you to understand:

- how ideas are protected through patents, copyright, and trademarks
- how insolvency practitioners can ascertain ownership of IP
- how to determine whether intellectual property assets are caught by security structures
- when an appointee might consider initiating IP protection.

Peter Francis, Partner, FAL Lawyers

2.05 – 3.05 Regulator Panel – ASIC, AFSA, FEG
Update on the important issues and focus areas for the 12 months ahead.

Jason Harris will moderate this important session where you will have the opportunity to ask the regulators your pressing questions. Please send in the topic areas you most would like addressed by our expert panel comprising of:

Moderator: Jason Harris, *Professor of Corporate Law, The University of Sydney,*
The University of Sydney Law School

Thea Eszenyi, *Senior Executive Leader, Insolvency Practitioners, Australian Securities*
and Investments Commission (ASIC)

Henry Carr, *Senior Executive Lawyer/Branch Manager, Recovery and Litigation Branch,*
Australian Government Department of Jobs and Small Business

Paul Shaw, *National Manager, Regulation and Enforcement, Australian Financial*
Securities Authority (AFSA)

3.05 – 3.20 Afternoon Tea

3.20 – 4.00 Selling Assets Without A Secured Creditor's Consent
Caledon Coal Group – A Case Study.

The liquidators of the *Caledon Coal Group* successfully secured orders from the *Supreme Court of Queensland under section 99 (2) of the Property Law Act (Qld)* (similar provisions in other states) facilitating a sale of property free of the security interest of a secured creditor who refused to consent to the sale and agree to release its security. **Peter Smith**, who was involved in the case, will discuss with reference to this application, the Court's power to make an order for sale and what evidence should be placed before the court in support of the application.

Peter Smith, *Partner, Herbert Smith Freehills*

4.00 – 5.00 State Of The Market Panel – Non-Bank Lending Issues and
Opportunities

I'm not sure whether it is the continued good health of the economy which means that banks don't need to appoint, or perhaps the shadow of the Royal Commission making them slow to appoint, but it is true that activity from the banks is at a very low level.

To highlight the new paradigm, this year my State of the Market is going to be comprised wholly of non-banks who will give you some perspectives on where you might find opportunities for additional sources of work in this tough market for the profession.

Moderator: Joseph Hansell, *Senior Managing Director, FTI Consulting*

Panellists:

Geoff Green, *Chair of the Investment Committee, Ecosse Capital Partners*

Peter Langham, *CEO, Scottish Pacific*

Andrea Beatty, *Partner, Piper Alderman* - Author of the leading consumer law text
'Annotated National Code' published by LexisNexis

Matt Aubrey, *Managing Director, Australia, Gordon Brothers*

5.00 Close of Day One
5.01 Informal drinks

6.30 – 7.00 Pre-Dinner Drinks L'Aqua

7.00 – 11.00 NETWORKING DINNER

DAY TWO Tuesday, 26th March

8. 45 Opening Remarks from the Chair

Richard Fisher AM, *General Counsel, Adjunct Professor, Faculty of Law, Office of General Counsel, University of Sydney; Consultant, Ashurst*

9.00 – 10.00 Personal Insolvency Update for Corporate Practitioners

As I write this program there are still some very significant reform in the wings, with legislation to implement so-called 'one-year bankruptcy' I've asked **Sally Nash** to provide an overview to help you understand the changes and what they will mean for insolvency practice, including anything new and some recent cases impacting on the profession. Sally will bring up to date current case law, both good and bad news, for Trustees.

- Commissioner of **Taxation v Tomaras (2018) HCA 62**
- **Sloan v Sloan (2018) FamCA610**
- Trustee of the Bankrupt Estate of **Hicks v Hicks [2018] FamCAFC 37**
- 12 month bankruptcy gone but not forgotten, elections, lost opportunities and changes to Statement of Affairs
- **Doggett v Commonwealth Bank of Australia [2019] FCAFC 19**
- **Szepesvary v Weston as trustee of the bankrupt estate of Aaron Szepesvary**
- **Silvia (Trustee) v Williams [2018] FCAFC 194**
- **NSW Finance Pty Ltd v Borsellino (No. 2) (2016) NSWSC 1338 (followed by NSW Finance Pty Ltd v Borsellino (2018) NSWSC 134**
- to **Young v Randall; In the matter of Galtari Pty Ltd (in liq) [2018] NSWSC 917**
- Robert Whitton as Trustee in Bankruptcy Estate of Steven Leonard Watton v Watton [2018] NSWCA 277
- **Coshott v Parker [2019] FCAFC 14**

Sally Nash, Consultant Solicitor, O'Neill Partners Commercial Lawyers

10.00 – 11.00 Voidable Transactions Annual Briefing

Voidable preferences might not be the sexiest part of insolvency practice - although our expert speaker, **Stephen Mullette** might beg to differ - but for many practices they can be the difference between a job being good or bad, and so this session is always one of the best attended and most listened to. Yet again there are a number of cases to keep up with, this year including:

- **In the matter of Bias Boating Pty Ltd [2017] NSWSC 1524 (joinder of multiple parties)**
- **In the matter of Bias Boating Pty Limited (receivers and managers appointed) (in liquidation) [2018] NSWSC 1977 (separate determination of insolvency)**
- **In the Matter of Bias Boating Pty Limited (receivers and managers appointed) (in liquidation) [2019] NSWSC 47 (all defendants liable for costs of separate issue).**
- **Stone v Melrose Cranes & Rigging Pty Ltd, in the matter of Cardinal Project Services Pty Ltd (in liq) (No 2) [2018] FCA 530 (19 April 2018) [2018] FCA 530**
- **Melrose Cranes & Rigging Pty Ltd, in the matter of Cardinal Project Services Pty Ltd (in liq) (No 3) [2018] FCA 863 (12 June 2018)) [2018] FCA 863**
- **Re N.W.E.L. Pty Ltd (In Liq) [2018] VSC 634 (31 July 2018) [2018] VSC 634**
- **Re Cyberduck Software Pty Ltd (In Liq) & Anor [2018] VSC 122 (23 March 2018) [2018] VSC Quigley (Liquidator) v Minesite Maintenance Pty Ltd, in the matter of Perthmetro Pty Ltd (in liq) [2018] FCA 316**
- **Hayden Leigh White In His Capacity As Joint And Several Liquidator Of Port Village Accommodation Pty Ltd (In Liq) -V- Acn 153 152 731 Pty Ltd (In Liq) [2018] Wasca 119**
- **Featherstone v Ashala Model Agency Pty Ltd (in liq) & Anor [2017] QCA 260**
- **Shot One Pty Ltd (in liq.) & Anor v Day & Anor [2017] VSC 741 [2017] VSC 741**
- **In the matter of Heavy Plant Leasing Pty Ltd (In Liquidation) (ACN 151 786 677) [2018] NSWSC 707 (8 February 2018) [2018] NSWSC 707**

Stephen Mullette, Principal, Matthews Folbigg Lawyers

11.00 – 11.20 Morning Tea

11.20 – 12.00 Dealing With Claims For Special Purpose/Quistclose & Express Trusts

This is another topic which has forced its way back on to the program. Very clearly, appointees are increasingly having to deal with claims that assets are held in trust for other parties. **Bridget Slocum**, who has some first hand knowledge of this topic, will review a number of recent cases, including:

- **AAD Services Pty Ltd (In liq) v ALD Wholesale Pty Ltd & Anor [2018] VSC 585 (8 October 2018) [2018] VSC 585** – Whether an advance was made to borrower company or to the effective controller of the borrower company personally.
- **Braham Investments v Sovereign MF [2017] VSC 801 (22 December 2017) [2017] VSC 801** -Whether a transfer to solicitor's trust accountant was an express trust.
- **In the matter of Courtenay House Capital Trading Group Pty Limited (in liquidation) [2018] NSWSC 404** Whether funds held in an unregistered managed investment scheme were held on trust for investors or part of general assets.
- **In the matter of Stream Customised Claims Pty Ltd (recs & mgrs apptd) (in liquidation) [2018] NSWSC 1812 (27 November 2018) [2018] NSWSC 1812** whether reference in correspondence evidenced an intention to create a trust or a proprietary interest.
- **In the matter of Australian Institute of Professional Education Pty Limited (In Liquidation) [2018] NSWSC 1028 (4 July 2018) [2018] NSWSC 1028** whether the *Education Services for Overseas Students Act 2000* (Cth) operated to create a constructive trust.

Bridget Slocum, Barrister, Lonsdale Chambers, Victorian Bar

12.00 – 12.50 Calculating & Approval of Remuneration

I like a long list of cases in my program to provide readers with a glimpse of the detailed research that goes into my conferences, and in all honesty some of the cases are routine, but some such as **Provident, Beechworth**, and **Westpoint** are very clearly not.

Although the Court may decide in some cases that “It would be entirely impracticable...to undertake a line-by-line examination of the administrators’ administration claims” (Ross J in **re Beechworth**), in other cases the Courts are quite prepared to do so!

Danielle Funston will spend time on the most significant cases, from at least the following:

- **Lock, in the matter of Cedenco JV Australia Pty Ltd (in liq) (No 2) [2019] FCA 93**
- **Re Firebrace Life Pty Ltd (in liquidation) [2018] VSC 252 (18 May 2018) –[2018] VSC 252**
- **Re Alternate Dwellings Pty Ltd (in liquidation) [2018] VSC 653 (1 November 2018) - [2018] VSC 653**
- **Australian Executor Trustee Ltd v Provident Capital Ltd [2018] FCA 439 (3 April 2018) [2018] FCA 439**
- **In the matter of Beechworth Land Estates Pty Ltd (in liq) and Griffith Estates Pty Ltd (in liq) (No 5) [2018] NSWSC 959 (22 June 2018) [2018] NSWSC 959**
- **Westpoint Corporation Pty Ltd (in liq) v Yeo [2018] VSC 705 (16 November 2018) [2018] VSC 705**
- **Re Matthew Forbes Pty Ltd (in liq) [2018] VSC 331 (19 June 2018) [2018] VSC 331**
- **In re Specialist Australian Security Group Pty Ltd (in liquidation) [2018] VSC 199 (27 April 2018) [2018] VSC 199**
- **Re Custometal Engineering Pty Ltd (in liquidation) [2018] VSC 726 (23 November 2018) [2018] VSC 726**
- **Re Tuscan Property Development Pty Ltd [2018] VSC 511 (7 September 2018) [2018] VSC 511**
- **In the matter of Banksia Securities Limited (in liquidation) (receivers and managers appointed) [2018] NSWSC 229 (28 February 2018) [2018] NSWSC 229**
- **In the matter of Say Enterprises Pty Ltd [2018] NSWSC 396 (29 March 2018) [2018] NSWSC 396**
- **In the matter of Idylic Solutions Pty Ltd as trustee for Super Save Superannuation Fund and Others [2018] NSWSC 700 (17 May 2018) [2018] NSWSC 700**
- **Re Houben Marine Pty Ltd (in liq) [2018] NSWSC 745 (24 May 2018) [2018] NSWSC 745**

Danielle Funston, Partner, Maddocks
Sam Kingston, Special Counsel, Maddocks

12.50 – 1.50 Lunch

1.50 – 2.30 PPSR Review - A round-up of the most important cases impacting on Insolvency Practitioners from the past 12 months

Nicholas Mirzai, back by popular demand, will be providing a PPSA case law update following the important end of the 7-year registration period on 30 January 2019 (and the consequences that will have for security interests which continue).

Amongst other topics, attendees can expect to traverse:

- Where the jurisprudence is at regarding extension of time applications generally;
- Whether insolvency practitioners need Court orders when security is granted in a “trade-on” scenario;
- When is a purchase money security interest classified as such and what does this mean for the vesting rules?
- The consequences of vexatious registrations and pollution on the PPSR;
- Non-PPSA transactions and the PPSA – bequeaths of property under a will and the taking free rules

Nicholas Mirzai, *Barrister, Level 22 Chambers* - Co-author of the *Annotated Personal Property Securities Act and the PPS in Practice*

2.30 – 3.10 Attacking (or defending!) Subrogation Claims

Most practitioners are familiar with the concept of subrogation, most commonly seen when a guarantor claims the benefit of a secured lender's security. But on 28 November, a judgment of *Marra Capital Investments Pty Ltd, in the matter of Tri-City Trucks (NSW) Pty Ltd (in liq) v Smith (liquidator) [2018] FCAFC 211* provides a very interesting example of a liquidator successfully challenging a subrogation, and achieving a very big win for unsecured creditors.

Our speaker will review the case and help you to understand how badly constructed global settlements might inadvertently damage standing to claim the benefit of subrogation, and what insolvency appointees should do to confirm that a claim is valid.

3.10 – 4.00 Special Purpose Liquidators

There is an increasing use of special purpose liquidators, with a number of cases this year, including:

- *in the matter of Italian Prestige Jewellery Pty Limited (in liq) [2018] FCA 983* – where a creditor would only fund an investigation conducted by the special purpose liquidators
- *in the matter of ACN 093 117 232 Pty Ltd (in liquidation) [2018] FCA 1922* – application to appoint special purpose liquidator to investigate a company restructure which ‘resembled impermissible phoenix activity.
- *in the matter of Umberto Pty Ltd (in liq) [2018] FCA 541* - where the appointment of special purpose liquidators was sought to investigate and prosecute claims arising from transactions with related companies
- *In the matter of ACN 152 546 453 Pty Ltd (formerly Hemisphere Technologies Pty Ltd (In Liq) [2018] NSW SC 1002* where creditor undertakes to fund investigations of additional liquidator to investigate potential recoveries

Our speaker will look at the use of SPL appointment to see when it can be an alternative to an outright replacement, the factors that the Court will take into account, and consider whether it might lead to a different initial assessment of independence.

4.00 – 4.15 Closing Remarks from the Chair

4.15 – 4.30 Afternoon Tea and Close of Conference

WHY YOU SHOULD ATTEND



Timing - conveniently timed before the end of March for the CPD/CPE cut off, there are CPD/CPE of 13+ hours/points if you attend every session.

Location –Overlooking Darling Harbour. Easy and cost-effective to get to for local and interstate practitioners, many affordable accommodation options (contact me for suggestions).

Cost/Value- including time away from the office, the early bird is on now!

Content- I work very hard to listen to your concerns and match your needs with technical, practical information from the experts, and I'm always open to how I can improve and will include on the program any new developments that arise before March.

Networking - catch up with your peers and increase your contact base, I will make personal introductions for you that will help you find opportunities in this market cycle, talk to me if you want to meet anyone in particular at my event.

Resource Papers - The preparation that goes into the presentations and discussion notes will benefit you in your daily practice immediately and provide you with an excellent resource to add to your library for you and your team.

Substitution/Sharing privileges - available on request *. If you can't get away for a day, you can send another colleague in your place and they will also benefit from the learning and networking (*t's & c's apply).

In addition, I ask you to support me, a small business independent learning provider who has shown commitment to the profession for close to 22 years and provided a quality technical training, mentoring, networking and platform for speakers to showcase their talents and build their profiles. I really care about your needs and I genuinely listen to your concerns and ask my speakers to go the extra mile to address them to help you achieve your goals and objectives.

My 18th Annual Practical Insolvency Conference & Gala Dinner is proving to be one of my most exciting to date and we have a slight change of scenery being one level up from where we usually, at the stunning L'Aqua overlooking Darling Harbour and I'm thrilled to welcome back to the Chair, the ever-popular **Richard Fisher AM**. The event covers all the recent developments and current judicial decisions, law reform and practice strategies to assist you to achieve even more successful outcomes. I am so thrilled to announce that over the course of the event there will be a large number of highly-experienced practitioners from the Legal, Accounting, Non-Bank Lending, Credit Finance and Government sectors in attendance.

I have invited some of the highest calibre speakers to do the hard work for you, many of whom have an intimate first-hand knowledge of their subject matter. As I specialise in commercial insolvency conferencing, I have the luxury of spending many months researching topics and speakers carefully. Selection is based on the feedback from my expert advisory panel consisting of past speakers, former delegates and personal contacts with whom I have developed strong relationships over the many years since I started to put my first Insolvency Conference together in 1995.

Sometimes I get conflicting ideas on what ought to be included so it is very tough for me to balance out the program and maintain freshness in an annual event. I try to strike up a happy medium between giving exposure to new speakers and securing those you have asked for again. The speakers all work extremely hard as I have requested they develop new papers based directly on your needs. It is not always their preference, but when I ask you to spend two days out of your busy practice, I am very aware that the time you spend away needs to be as valuable to you as if you were back on the job. I never want to hear anyone say "I've heard all this before".

I also want to provide you with outstanding value not just with the cost, but also measured in terms of who you meet. I encourage you to make the most of the networking opportunities and invite you to approach me personally if you would like personal introductions to any of your fellow attendees or speakers. If there is anyone whom you would like attend, please let me know now. Make sure you get in early and invite your guests to what I know will be another great opportunity for networking at the dinner. The feedback from my dinner last year was overwhelming.

Here's a sample of some of the overall comments:

"Great content, quality speakers & so well organised with lunches & dinner the cherry on the top! Congratulations yet again (Pure Legal); "A terrific opportunity to catch up with other delegates. Good food & wine. Well done to Rosie and Team!" (Korda Mentha) ; "Excellent work by the Barrister James Foley"; (BDO)

As always, I encourage you to get in touch with any feedback and any particular areas of concern you would like any of the presenters to cover at the conference. Thank you so much for your support and encouragement, I hope you find this event as stimulating as it is practical. I look forward to welcoming you there.

Warmest regards

R. Traill

Rosie Traill

Managing Director

13 hours + CPD/CPE

Re Insolvency Practitioners: *Meeting your ILRA annual CPE Requirements. Under Practice Rule 20-5 you need at least 40 hours of CPE every year. You can count self-study towards that total but you need at least 10 hours “capable of being objectively verified by a competent source”. In other words, external study. This conference offers 13 hours if you attend every session.

Barristers and Solicitors require 10 hours CPD per year with 31 March usually the cut—off date.

Make sure you are audit-ready.

We issue certificates for attendance upon request for registrants. Contact your professional body or us for more details.

HOW TO FIND L'AQUA

Situated on level 1, up one level from Dockside, the Balcony Level at Cockle Bay Wharf on the city side of Darling Harbour, Dockside is between the Sydney Aquarium and former Imax Theatre site.

Via Foot: Walk down Market Street past the Darling Park monorail station on your right. Go down the escalators onto the Pyrmont Pedestrian Bridge level and turn left.

Via Train: Alight at Town Hall Station, and follow the directions as above

Taxi Drop Off : Ask to be dropped off at Cockle Bay Wharf under the blue canvas awning. The driver needs to take Wheat Road by keeping left going past the former Imax Theatre site. Take the escalators up one level to Dockside.

Via Car: Darling Park car park is located at 201 Sussex Street. We recommend this car park for evening events.

FOR FURTHER DETAILS ON THE PROGRAM, REGISTERING AT THE LOWEST RATE, PRESENTING, FEEDBACK ON THE DRAFT OR SPONSORING PLEASE CONTACT:

ROSIE TRAILL M: 0405 136 001 ph : 9880 9570 rtraill@traillassociates.com.au

Traill & Associates : Suite 1A, Level 2, 802 Pacific Hwy, Gordon, NSW 2072

Register today to lock in the best available registration rate.

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18TH ANNUAL PRACTICAL INSOLVENCY CONFERENCE AND GALA DINNER
25 and 26 March 2019, L'Aqua, DOCKSIDE, COCKLE BAY, SYDNEY
Networking event - Monday, 25 March 2019

Yes! Please register me for this event. FILL OUT BELOW, please print clearly. Photocopy for multiple registrations.

Name _____ Surname _____
Email _____
Organisation _____
Position _____
Address _____
Suburb _____ State _____ Postcode _____
Mobile _____ Telephone _____ Fax _____

CONFERENCE AND DINNER RATES

	PRICE	GST	TOTAL
<input type="radio"/> Supporting Organisation*	\$1850.00	\$185.00	\$2035.00
<input type="radio"/> EARLY BIRD	\$2290.00	\$229.00	\$2519.00
<input type="radio"/> STANDARD	\$2950.00	\$295.00	\$3245.00
<input type="radio"/> GALA DINNER	\$230.00	\$23.00	\$253.00

TOTAL (plus credit card fees if applicable) _____

Please add Credit Card Fees - Visa, Mastercard, AMEX - 2.5%

The Gala Dinner is separate and **NOT** included in the conference rate.

** Tables of 10, please attach or email details indicating the main contact and include name and company of your dinner guests so correct name badges can be prepared. Tables of 12 can be arranged upon request.

For full Terms & Conditions & Privacy Policy see website. Cancellation Policy

We will refund your registration in full, less \$220 service charge (incl GST) provided we receive cancellation in writing up to thirty working days prior to the event. A substitute from your organisation is welcome at no extra charge. Regrettably, no refunds can be made less than thirty days prior to the event as all suppliers orders are based on estimated numbers of attendees and are paid in advance.

Traill & Associates will safeguard your information. Please contact us for details on our Privacy Policy. Tick here if you do not wish to have your name disclosed to sponsors or appear on the list of participants.

HOW TO REGISTER :

FAX to: 02 9844 5445

EMAIL: rtraill@traillassociates.com.au

MAIL: Suite 1A, Level 2, 802 Pacific Highway, Gordon NSW 2072

MOBILE: 0405 136 001 or PH: +61 2 9880 9570

PAYMENT REFERENCE - Full payment in advance is required.
NB - Please note credit card fees. Visa/Mastercard/AMEX - 2.5%
Electronic Funds transfer is the preferred payment method

- Cheque enclosed (payable to Traill & Associates Pty Ltd)
 Electronic Funds Transfer to Traill and Associates
BENDIGO BANK, BSB 633 000, ACCOUNT NBR 148 724 719
 VISA MASTERCARD AMEX

CARDHOLDER'S NAME _____

CARD NUMBER _____

EXPIRY DATE _____

SIGNATURE _____

***This rate is only available for members of supporting organisations. Contact us directly for further details on supporting organisations member discounts. Please call Rosie on 0405 136 001 to see if you are eligible for this rate.**

Accommodation: Please contact us if you would like to receive our accommodation guide. We would be happy to provide a list of suggested hotels close to the conference venue.

Some Financier Client Session Packages may be available. Contact us for further details via email rtraill@traillassociates.com.au.

Sponsorship: A number of innovative promotional opportunities are available and can be tailored to fit your marketing strategies. Please contact Rosie for a full proposal & intensive consultation on ways for you to increase your profile to find work in this challenging market.

Disclaimer

Traill & Associates Pty Limited reserves the right to change some elements of the program at any time in the event of unforeseen circumstances. Traill & Associates accepts no liability for any loss or damage suffered by any person at any event organised by Traill & Associates by reason of any act or omission on the part of any other person however that loss or damage is caused including but not limited to any negligence on the part of any other person. Information obtained at the event does not constitute legal advice and should not be relied upon as such.

www.traillandassociates.com

Tax invoice (ABN 47085 482 533). This document will be a tax invoice for GST purposes when you make full payment. Please keep a copy of completed Registration Form for your GST records. Copyright Traill & Associates © 2019