

SPEAKERS



Trudi Bennett, Wardrobe Flair, Wellington

Trudi started www.wardrobeclair.com in 2005 after finding there was a huge market of men and women unhappy with their personal and professional wardrobe. She wanted to give people the tools to make wise, logical and easy shopping decisions based on their colouring and shape. Trudi has helped numerous individuals, corporate companies and enjoyed TVNZ fashion segments. She is most proud of her work when clients realise any shape or size can look fantastic.



Sharon Cornwell, Martelli McKegg, Auckland

Sharon is a registered legal executive and joined Martelli McKegg in 2012. Sharon has over seven years' experience in deceased estates administration and is currently involved in charitable trust administration, including overseeing a scholarship programme, estate planning, wills and succession. She is also a committee member of the Auckland branch of the NZILE.



Wayne Coutts, Thomson Wilson Law, Whangarei

Wayne is a registered legal executive whose practice consists of commercial, property and trust law. His early career involved many years in the public service with the office of the Māori Trustee. As a result Wayne has a comprehensive knowledge and understanding of Māori land law and he acts for a number of Māori and forestry incorporations.



Sean Gollin, Minter Ellison Rudd Watts, Auckland

Sean is a litigation partner based in the Auckland office. His particular areas of expertise are the commercial and litigation aspects of insolvency and restructuring law, the enforcement of securities, credit and financing agreements, banking recoveries and general creditors remedies action. Sean is a member of the NZLS/NZICA joint insolvency committee, a member of INSOL New Zealand, and was a contributing author to Heath and Whale on Insolvency.

SPEAKERS



Mike Hart, LINZ, Christchurch

Mike has extensive experience as a corporate lawyer, specialising in property law and land title registration. He was formerly District Land Registrar, Canterbury and is currently a senior advisor to the Registrar-General of Land.



Jenny Henry, Minter Ellison Rudd Watts, Auckland

Jenny is a registered legal executive specialising in debt recovery action, primarily mortgagee sales and related transactions. Her clients include all major New Zealand banks together with second tier lenders both here and in Australia. Having dealt with all aspects of mortgagee sales for the past 20 years, Jenny is well versed in issues that arise on such transactions and what a legal executive/solicitor should be advising clients looking to purchase at a mortgagee sale.



Kirsten Hodgson, Kaleidoscope Marketing, Auckland

Kirsten has 13 years' marketing and business development experience in the professional services sector, working in-house and as a consultant. Her first book *The Complete Guide to LinkedIn for Lawyers: Connect, Engage and Grow your Business* was published by LexisNexis in September 2012. It's designed to give legal professionals answers to the "what", "why" and "how" of LinkedIn. Kirsten is currently developing a modular-based training course for legal professionals interested in using social media to grow their practices.



Ian Jespersen, Burton & Co, Auckland

Ian is a registered legal executive and a Fellow of NZILE. He has been in practice for more than 25 years, most of that time in the Auckland office of Simpson Grierson where he was responsible for managing the relationship with a major client and spent his time working on many major and innovative land development projects, dealing with complex and interesting legal and commercial issues. Since returning to New Zealand in 2010 Ian has been with Burton & Co and is actively engaged in complex development projects and commercial transactions working directly with the partners and clients of this boutique law firm.



Tim Jones, Glaister Ennor, Auckland

Tim practises in the area of land development and property law. He has been involved with the Unit Titles Act 2010 from about 2003 when the first steps were taken to review and revise the 1972 Act. Tim is the convener of the NZLS/PLS Land titles committee, a council member of the NZLS Auckland Branch council, and a former member of the ADLS Inc Documents and Precedents Committee.

SPEAKERS



Chris Kelly, Greg Kelly Law Ltd, Wellington

Chris has 31 years' experience as a lawyer specialising in trust and estate work. He is a co-author of the leading New Zealand legal text book on trusts: Garrow and Kelly Law of Trusts and Trustees (6th edition). Chris has also co-authored a number of other legal texts and publications and has presented a number of papers at NZLS CLE conferences over the years. He is one of the authors of the recent 5th edition of Dobbie's Probate and Administration Practice. Chris is a barrister and solicitor of the High Court of New Zealand and a member of the Society of Trust and Estate Practitioners.



Greg Kelly, Greg Kelly Law Ltd, Wellington

Greg has 34 years' experience in the wills, trusts and estate area. He is a member of the Wills and Trusts Committee of the NZLS Property Law Section, and of STEP (Society of Trust and Estate Practitioners) and chaired the NZLS CLE Trusts Conference in 2009 and 2011. Greg is a contributor to Butterworth's Law of Trusts, probate and administration author for McGechan on Procedure, co-author of Garrow and Kelly Law of Trusts and Trustees (6th edition) and of Dobbie's Probate and Administration Practice (5th edition).



Jeff Kenny, Wynn Williams, Christchurch

Jeff has 26 years' experience in trust law. He is a member of the Wills and Trusts Committee and a member of the Trusts Law Review Working Group of the NZLS Property Law Section. Jeff is also a co-convenor of the Canterbury/Westland Branch of the NZICA Trusts Special Interests Group and a member of STEP. He is a contributing author of New Zealand Conveyancing Law and Practice published by CCH New Zealand and a contributing author of Equity and Trusts in New Zealand published by Brookers.



Jonathan Pitts, DLA Phillips Fox, Wellington

Jonathan works in the firm's corporate and commercial team. He advises clients on corporate restructuring, corporate governance, intellectual property and the PPSR. Jonathan has acted on a number of significant acquisitions, dispositions and restructures. He regularly advises clients on corporate governance and administration matters, also share and business acquisitions and disposals, commercial law and contracts, insolvency and restructuring, and general corporate compliance and regulatory matters.



Duncan Terris, Mobile Conveyancing, Christchurch

Duncan has over 25 years' property experience in New Zealand and Australia including commercial and residential transactions. He founded Christchurch's first mobile law service in 1997 as mobile Conveyancing Services. Part of his involvement with the New Zealand Law Society is serving on the Executive of the Property Law Section and writing regular articles for the profession. Duncan has also presented property law courses for lawyers for many years.

SPEAKERS



Dr Duncan Webb, Lane Neave, Christchurch

A partner at Lane Neave, Duncan has practised law since 1989. He has taught in law schools in the United States and New Zealand and has a distinguished career as a former professor of law. Between 2008 and 2010 Duncan held a quasi-judicial appointment within the Ministry of Justice as Legal Complaints Review Officer. He was also closely involved in the preparation of the new Rules of Professional Conduct and Client Care. He has presented numerous papers and seminars on professional conduct and practice and is the author of the authoritative text in the area, *Ethics Professional Responsibility and the Lawyer*.



Michelle Williams, DLA Phillips Fox, Wellington

Michelle specialises in advising clients in residential and commercial property transactions, including their financing requirements, and has been involved in a number of financing and refinancing transactions for corporate entities. Michelle also advises lenders in relation to recoveries, including mortgagee defaults and sales, and other clients in relation to a wide range of matters to do with trusts, personal asset management and asset ownership structures, estate planning, deceased estate administration, and relationship property. She also assists with structuring small to medium-sized businesses.



Michael Wood, Simpson Grierson, Auckland

Michael is a partner and heads the firm's commercial property group in Auckland. He specialises in property, local government, and infrastructure. For over 20 years Michael has advised local authorities and other bodies on buying, selling, developing, leasing, managing, and operating their property assets. He has particular expertise in the Public Works Act, including acquisition and compensation negotiations, and the obligations that arise when public land is sold. He also has extensive commercial property experience in leasing, subdivision, and property transactions.



Ashley Wright, LINZ, Christchurch

Sean is a litigation partner based in the Auckland office. His particular areas of Ashley is the technical leader for Land Information New Zealand's titles business. He manages a small team of solicitors who advise operations staff and customers on complex registration issues and is heavily involved in the ongoing development of Landonline. His background is in Law, Commerce and Computer Science and he worked as a Legal Advisor in LINZ Christchurch office before taking on the role of Principal Titles Advisor in 2011.

CONTENTS

In session order

Conference scenario	1
Best principles in structuring a trust.....	3
<i>Chris Kelly and Jeff Kenny</i>	
Estate administration	31
<i>Sharon Cornwell and Greg Kelly</i>	
Unit titles' compliance, insurance & disclosure.....	51
<i>Tim Jones</i>	
Mortgagee sales – buyer beware!	63
<i>Sean Gollin and Jenny Henry</i>	
Generating work from LinkedIn and Twitter	73
<i>Kirsten Hodgson</i>	
Last minute settlement problems.....	95
<i>Ian Jespersen and Michael Wood</i>	
Ethics for legal executives.....	105
<i>Dr Duncan Webb</i>	
The pitfalls of purchasing a business	111
<i>Jonathan Pitts and Michelle Williams</i>	
Māori land issues.....	135
<i>Wayne Coutts</i>	
New Land Transfer Bill.....	159
<i>Duncan Terris</i>	

LINZ update 169

Mike Hart and Ashley Wright

CONTENTS

Alphabetical by author/presenter

Author		Title	Page
Bennett	Trudi	What to wear	
Cornwell	Sharon	Estate administration	31
Coutts	Wayne	Māori land issues	135
Gollin	Sean	Mortgage sales – buyer beware	63
Hart	Mike	LINZ update	169
Henry	Jenny	Mortgage sales – buyer beware!	63
Hodgson	Kirsten	Generating work from LinkedIn and Twitter	73
Jespersion	Ian	Last minute settlement problems	95
Jones	Tim	Unit titles’ compliance, insurance, & disclosure	51
Kelly	Chris	Best principles in structuring a trust	3
Kelly	Greg	Estate administration	31
Kenny	Jeff	Best principles in structuring a trust	3
Pitts	Jonathan	The pitfalls of purchasing a business	111
Terris	Duncan	New Land Transfer Bill	159
Webb	Duncan	Ethics for legal executives	105

Williams	Michelle	The pitfalls of purchasing a business	111
Wood	Michael	Last minute settlement problems	95
Wright	Ashley	LINZ update	169