

PUBLICATIONS RECEIVED

Judgments Bulletin
Supreme Court of the NT Library
No 1

Commercial Dispute Resolution Journal
Butterworths
Volume 1, No 1, August 1994

Weekly Information Guide
Supreme Court of the NT Library
No 5

Law Talk
The New Zealand Law Society
19 September 1994

Administrative Review and Funding Programs
(A Case Study of Community Services Programs)
Administrative Review Council
Report No. 37

**Environmental Decisions and the Administrative
Appeals Tribunal**
Administrative Review Council
Report No. 36

**Defunct Companies -
Deregistration and Reinstatement**
Corporations Law Simplification Task Force
August 1994

**Revised Procedures for Applications for Native
Title Determination & Compensation**
National Native Tribunal
October 1994

SOLICITORS SHOULD BE PROACTIVE RATHER THAN REACTIVE	
Proactive	Reactive
Estate planning. When discussing the transfer of assets, weigh up the pros and cons of transferring assets during a lifetime as against transfer on death.	Often solicitors merely state that it is cheaper to deal with matters under a will, without fully canvassing all options.
The need to make practical suggestions and set out examples as to how the practical suggestions can work.	Listen to what the client says, then tell the client to go away and work out what they want to do, then to come back.
The importance of having available for clients the following: information pamphlets concerning loans; a copy of Monday's Financial Review; setting out the advertisements of all major financial institutions in relation to base rates, loans, etc; articles on term insurance, the importance of reinstatement insurance.	Not my concern — too much bother.
Tell the client not what they <i>want</i> to hear but <i>your</i> opinion.	Don't rock the boat for fear of losing the client.
There is often an advantage in offering of a free initial consultation, then setting out a quote for a lump sum. For example, if a family transfer is to take 10 hours, isn't it more appealing to a client for you to quote \$1,600 rather than say that it will take 10 hours at \$160 per hour. <i>It is important to let the client know the costs before starting a matter.</i>	Don't worry, I'll rely on scale or time costing.

This is the second of two parts of a table reproduced from The Law Society Journal, The Law Society of NSW, (July 1994). Its author Bill Thompson — a partner of Commins Hendriks in Coolamon and Ganmain — believes solicitors can play a proactive role in assisting their farmer clients to obtain finance. He links the survival of family farms with the survival of country law firms. The issue is highly relevant for the Territory's many out-of-town lawyers.

PUBLICATIONS RECEIVED

Substantiation

(Tax Law Improvement Project)

Assistant Treasurer of the Commonwealth of Australia
Exposure Draft No 1

The Broad Framework

(Tax Law Improvement Project)

Assistant Treasurer of the Commonwealth of Australia
Information Paper No. 1

How to Report Suspected Breaches of the Corporations Law

Australian Securities Commission

Annual Report 1993

Northern Territory University

Law Society Journal

The Law Society of New South Wales
Volume 32, No 9, October 1994

Freedom of information

Australian Law Reform Commission
Issues Paper 12, September 1994

Annual Report 1993-94

Office of Courts Administration

Annual Report 1993 - 94

Department of Law

The Law Institute Journal

The Law Institute of Victoria
Volume 68, No 10, October 1994

Proctor

The Queensland Law Society
October 1994

Bulletin

The Law Society of South Australia
Volume 16, No 9, October 1994

Brief

The Law Society of Western Australia
Volume 21, No 8, September 1994

SUCCESS

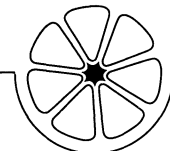
IN THE 90'S
REQUIRES A
PROFESSIONAL
TEAM OF
LAWYERS AND
ACCOUNTANTS

Successful litigation requires a professional team headed by Legal Practitioners with support from experienced and qualified Accountants. The financial aspects of potential litigation can be complex and difficult. It may be a claim for lost profits, a business valuation, a potential insurance claim or a matrimonial dispute.

For expert input from an accounting or financial perspective contact Ann McCallum (B.Com FCA) - phone 818255 or fax 411007.

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