



# AILA YOUNG PROFESSIONALS LUNCH TIME SEMINAR SETTLEMENT NEGOTIATIONS: TIPS & TRAPS

**Presented by Enzo Belperio**  
Barrister, Bar Chambers



**Attention to those in the insurance, broking and legal industries!**  
**Does your job challenge you to settle claims or disputes? How do you compromise effectively? How do you strive to achieve the best possible outcome? Can you avoid mediation or litigation?**

Whether you are new to your industry or want to brush up on your skills, AILA is delighted to invite you to a presentation by **Enzo Belperio\***, who will navigate through some tips and traps of settlement negotiations. Lunch is a bonus! Places are limited so book early to avoid disappointment.

**Earn 1 CPD/CIP point for attending (Law Society SA, NIBA, ANZIIF)**

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AUSTRALIAN  
**INSURANCE LAW**  
ASSOCIATION

When:  
Thursday, 8 October 2015  
at 12.30pm

Cost:  
\$45 + GST for AILA Members /  
\$55 + GST for Non-Members  
lunch included

Where:  
HWL Ebsworth  
Boardroom  
Level 21, Westpac House  
91 King William St  
Adelaide

RSVP: Thursday, 1  
October 2015

Registration Form  
attached

\*Enzo is a past winner of the Golden Gavel competition. Whilst specialising in commercial litigation most matters have had an insurer lurking somewhere in the background.

# “AILA Young Professionals Lunchtime Seminar”

Thursday, 8 October 2015

AUSTRALIAN INSURANCE LAW ASSOCIATION ABN: 81 052 374 713

## REGISTRATION FORM & TAX INVOICE

Professional Development Ratings: The Law Society SA 1 Unit CPD; The Institute ANZIIF CIP1 Point; NIBA CPD 1 Pt Ref #TBA

### PAYMENT DETAILS

		<i>Insert number/s in relevant box</i>	
MEMBERS	(inc. GST) \$45.00		<input type="text"/>
NON MEMBERS	(inc. GST) \$50.00		<input type="text"/>
<b>10 REGISTRATIONS</b>	(inc. GST) \$425.00		<input type="text"/>
<b>TOTAL INCLUDING GST \$ .....</b>			

### PAYMENT METHOD

Please circle 1. Visa 2. MasterCard 3. Diners Club 4. American Express

Credit Card Number: .....

Expiry Date: ..... Signature: .....

#### Cheque Payments

Please send cheques made payable to 'Australian Insurance Law Association' with a copy of this Tax Invoice/Registration Form to AILA SA Secretariat C/- Sparke Helmore, GPO Box 2573, Adelaide SA 5001

- **RSVP: 1 October 2015**

**NB: Cancellations can only be accepted 7 full days prior to date of this event**

### REGISTRATION DETAILS

FIRST NAME: ..... SURNAME: .....

FIRM: .....

ADDRESS: .....

SUBURB: ..... POSTCODE: .....

TELEPHONE: ..... EMAIL: .....

#### GUESTS NAMES:

FULL NAME: FIRM: Email address:

- 1) .....
- 2) .....
- 3) .....
- 4) .....
- 5) .....
- 6) .....
- 7) .....
- 8) .....
- 9) .....
- 10) .....

Please advise any **Dietary Requirements**.....

**Return to:** Complete Form & Email to: AILA SA Secretariat - Email: [sa@aila.com.au](mailto:sa@aila.com.au)  
**mail registration to:** AILA SA Secretariat C/- Sparke Helmore, GPO Box 2573, Adelaide SA 5001  
- **RSVP:** Thursday, 1 October 2015