

Law Way: Indigenous Business and the Law

A business development workshop for Indigenous entrepreneurs

NATIONAL TOUR 2017 5 WORKSHOPS / 5 CITIES

Terri Janke and Indigenous Business Australia (IBA) have teamed up to present 5 x half day workshops in 5 cities across Australia in 2017.

Everybody will tell you, it's tough running a business. But it's easier when you get help from an expert. Sometimes just a few tips, or a few answers.

- Want to start up your own business?
- Want to turbo charge an existing business?
- Do you have a skill, service or product that's in demand?
- Do you want to be your own boss? Want to do it your way?
- What's the best way? Who to believe?
- No more talk, time to step up.

LEARN FROM AN EXPERT

Terri Janke is a lawyer and businesswoman. She's been running her own law firm for more than 17 years. Has a team of 8 now. They do commercial law, intellectual property, governance, employment, mediation and other stuff. But Terri remembers what it was like starting out; lonely, stressful, lacking confidence, limited money, not knowing who to ask for help. Because she's been there, she knows what it feels like.

That's why Terri has designed a business development workshop for Indigenous business. **Law Way: Indigenous Business and the Law**. To help you succeed.

WHY YOU SHOULD ATTEND

Access to quality information is the key to winning in business. The workshop will give you the tools to improve your business and help you understand how the law works in business. **Law Way: Indigenous Business and the Law** is a half day workshop designed for Indigenous entrepreneurs. Workshop participants will learn the legal issues around:

- How to start a business
- How to sell services
- How to manage finances
- How to work with written contracts, leases and agreements
- Intellectual Property (IP) and Indigenous Cultural and Intellectual Property (ICIP) and how they operate in your business
- Opportunities with the Indigenous Procurement Policy (IPP).

WHAT DO YOU GET?

- Practical advice from Terri Janke
- Tips and strategies
- Real Life Case Studies
- Workshop materials
- Question and Answer sessions
- Where to get more information and template letters
- Healthy morning/afternoon tea
- Networking opportunities with like-minded people
- Law Way 10 Point Checklist
- Certificate of Completion.

WHO SHOULD ATTEND?

You should attend if you are Aboriginal and/or Torres Strait Islander, want to be your own boss and set up a business, or have started your own business, and you want some quick tips on how to succeed.

WORKSHOP LOCATIONS

Five workshops around the country, throughout April, May and June 2017, including:

- **SYDNEY** – Wednesday, 12 April 2017, IBA office Sydney.
- **CAIRNS** – Friday, 12 May 2017
- **BRISBANE** – Tuesday, 16 May 2017
- **BROOME** – Wednesday, 24 May 2017
- **ALICE SPRINGS** – Friday, 16 June 2017

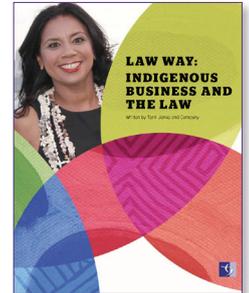
COST? VALUED AT \$395 BUT FREE TO SELECTED PARTICIPANTS WHO COMPLETE THE REGISTRATION FORM.



NATIONAL TOUR 2017 5 WORKSHOPS (HALF DAY) / 5 CITIES

Law Way: Indigenous Business and the Law is a business development workshop specifically designed in response to the needs of Indigenous entrepreneurs. The workshop builds on the *Law Way* YouTube series and the 36pg publication *Law Way: Indigenous Business and the Law*. Download a free pdf copy of the Booklet from www.terrijanke.com.au/resources

To win in business it is essential you gain a basic understanding of legal concepts and how the law will play a role in your business. The workshop will also introduce a recent initiative, the Indigenous Procurement Policy (IPP), which directs a percentage of Government spending on goods and services from Indigenous business. Opportunities for sub-contracting have also increased under the IPP. Interested in sub-contracting but don't want to get ripped off? Learn why a written agreement and good advice is so important.



ABOUT YOUR PRESENTER

Ms Terri Janke (BA.LLB)

Terri was born in Cairns with family connections to both the Torres Strait Islands (Meriam) and Cape York Peninsula (Wuthathi). She is a practicing lawyer, successful business owner, published author, accredited mediator and an in-demand board member. Terri is the 2011 NAIDOC Person of the Year, 2012 National Indigenous Legal Professional of the Year and a 2015 NSW Finalist in the Telstra Business Women's Awards. Her law firm, Terri Janke and Company Pty Ltd has completed more than 3000 matters and been advising business owners, organisations, corporations and government on legal issues, intellectual property, commercial and employment matters since April 2000. Terri Janke and Company is the largest and longest running, 100% Indigenous owned law firm in Australia.

ABOUT YOUR HOST AND WORKSHOP SPONSOR

Indigenous Business Australia (IBA) has a vision for a nation in which the First Australians are economically independent and an integral part of the economy. IBA's programs attempt to remove some of the obstacles that may prevent Indigenous people from creating wealth, accumulating assets and fulfilling their aspirations. For more information on IBA programs, see www.iba.gov.au



REGISTRATION FORM

Prior registration is **essential** to attend a workshop.

Yes, I would like to attend the half day Law Way Workshop in Sydney, Alice Springs, Darwin, Brisbane, or Cairns.
Please specify which city:

Yes, I understand that the purpose of the workshop is to provide general information only and this should not be construed as providing specific legal advice on a specific matter.

Yes, I confirm I am Aboriginal and/or Torres Strait Islander and I am interested in learning how to run a business.

Name

Business

Postal Address

Email

Phone

ADDITIONAL INFORMATION

Do you have an ABN (Australian Business Number) for your business?

Yes No

How did you hear about the workshop?

IBA

Terri Janke and Company

Facebook/Linkedin

Referral from friend/colleague/family

Other

Please complete the registration form and return (via email or post) to:

Ms Sarah Grant
Law Way Workshop Coordinator
Terri Janke and Company
PO Box 780, Rosebery NSW 1445
sarah@terrijanke.com.au

If you are interested in attending and want to know more, please contact sarah@terrijanke.com.au ph 02 9693 2577

**COST? VALUED AT \$395
BUT FREE TO SELECTED PARTICIPANTS WHO
COMPLETE THE REGISTRATION FORM.**

Leading the way **Law Way**