



# NEWSLETTER APRIL 2014

In the April edition of the NT Division E-Newsletter:

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## Division News

### NT Policy Update

**Proportionate liability:** Late last year, the Standing Council on Law and Justice (SCLJ, formerly the Standing Committee of Attorneys General) released model legislation for the consideration of each jurisdiction that would prohibit the contracting out of proportionate liability. While this move represents a big step forward, there are a couple of issues in the drafting that need to be resolved. Consult Australia has now made representations to the Attorney General of each Australian jurisdiction.

### NT Government Procurement review:

The Division continues to engage with various Government departments to advocate for procurement expertise across government, improve business consultation and engagement and develop and support the implementation and use of best practice, fairer contracts (incorporating fair allocation of risk), guidelines and training for agency procurement officers. Our latest meetings and engagement include:

Following a request from **NT Department of Infrastructure, Chief Executive, Dave McHugh** for Consult Australia's preferred contract for engagement, a letter advocating the use of AS4122-2010 was sent 19 March 2014. The NT Division Executive Committee continue to endorse the use of AS4122-2010 by both the private and public sector for the benefits to be felt by the building and construction industry more broadly.

Meeting held with **Department of Infrastructure (DoI) Director of Procurement Cindy McDonald** to discuss use and structure of tender panels.

Meeting held with **Department of Business (DoB) procurement representatives on Tuesday 15 April** regarding whole of government reforms.

Meeting with **Department of Infrastructure Head of Engineering, Jacqueline Bohn** to discuss use and structure of panels and government reporting going forward.

## FutureNet Darwin – Upcoming Event

**Wednesday 21 May 2014**

**Ducks Nuts, Mitchell Street**

**Client Relationships**

Lock in the date and look out for the flyer to be released soon.

The February speed networking event saw consultation expert **Jane Munday** from **Michaels Warren Munday** giving the tips and tricks of professional networking, how to network effectively and how to make a lasting impression. Over 40 young professionals working within the built environment then put theory into practice during a short speed networking session.





NATIONAL STRATEGIC PARTNER



NT DIVISION NEWS

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## HELP US GROW

To ensure the FutureNet group builds on the success of our first event we are calling on you for assistance.

What do we want?

- ✓To increase our database of **contacts** in Darwin
- ✓To attract an initial core group of **sponsors** to partner with us on this new initiative

Please assist us by passing this email on to anyone you know in the Darwin who may be interested in attending events or sponsoring. Anyone with interest in being involved at any level (attendance, committee, sponsor) should simply email [jan@consultaaustralia.com.au](mailto:jan@consultaaustralia.com.au) indicating areas of interest.

## Membership & New Members

**Consult Australia's services include:**

- An annual industry lead Salary Survey delivered in partnership with AON Hewitt;
- Practice Performance Survey— a 40 metric peer benchmarking tool delivered in partnership with Deloitte Private;
- The industry's first collaboratively developed Safety in Design Tool Kit;
- Free immigration advice;
- Company insurance offer;
- Standardised contracts;
- Professional development courses; and
- FutureNet for junior professionals and state-wide senior client networking opportunities.

**Are you a member yet?** Contact Jan Irvine, State Manager SA/NT for further information on membership services and benefits at

**E: [jan@consultaaustralia.com.au](mailto:jan@consultaaustralia.com.au)**

## Consult Australia Member Benefit spotlight –

The Call for Entries for the 2014 [Consult Australia Awards for Excellence](#) is now open. Entry forms are due by 23 May and submissions are due by 27 June. For more information on the Awards categories, the entry process and for a copy of the entry form please [click here](#). For any enquiries please contact National Events Manager, Alexandra Hopper on (02) 8252 6717 or via [email](#).

## Industry News

**'Cash is King! Negotiating favourable payment terms to improve your cash flow':** [Read the blog here](#) by Nicole Williams, co-owner of easyconsult. Discover the strategies you can implement to assist you with managing your cash flow, how you can structure your payment terms, invoicing frequency and manage debtors.

easyconsult is a world-first, unique and affordable coaching program tailored specifically for consultants.

**Sponsoring the NT Division ensures** we can continue with our **successful events program**, and **speak loudly** on behalf of our members across **varied, critical advocacy issues**.

If you would like to discuss opportunities to work with the NT Division please contact [jan@consultaaustralia.com.au](mailto:jan@consultaaustralia.com.au) or PH (08) 8216 1177

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