



# New Beginnings

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*Revenue Management Association Annual Country Conference 2018*

Vibe Hotel Marysville Victoria Proudly brought to you by the Revenue Management Association



## **Conference Information**

### **Conference Dress Code:**

Meet and Greet Wednesday night – Neat Casual

Thursday Conference – Business suit or equivalent

Thursday Night Dinner – Dress in line with the theme: *“A Night at the Movies”*. Come as your favourite movie character.

Friday Conference – Neat Casual

### **The Conference Venue:**

All conference functions, including meals will be located at the Vibe Hotel Marysville. All delegates, sponsors and speakers are able to make use of any of the facilities within the complex for the duration of the conference. Check out time on Friday is 11.00am. Please make sure that all luggage has been removed from rooms by this time, that keys have been returned to the front desk and that any costs have been settled.

### **Registration**

To register to attend go to <http://rma.org.au/rma-country-conference>

A registration table will be located at the entrance to the conference room located on the ground floor. This table will be manned by members of the Executive of the RMA from 2.00pm – 3.30pm on Wednesday 18<sup>th</sup> April, then again on Thursday 19<sup>th</sup> April morning from 8.00am until the commencement of the conference at 8.30am.

### **Name Badges**

Name badges will be issued upon registration and you are requested to wear these displayed in a prominent position during the course of the conference. (Badges need not be worn at the Thursday night dinner).

### **Car Parking**

Car parking is available at the Vibe

### **Timing**

As a courtesy to others, please be seated in the conference room as soon as possible before each session. If you arrive late for a session it may be polite to wait for an appropriate time before you go to your seat. If entering during a session, please do so in a way that causes the least amount of disruption to speakers and delegates.

### **Non Authorised Material**

Literature or any other form of merchandise is not permitted to be distributed or offered for sale at this conference by organisations other than that of the official sponsors of this Revenue Management Conference 2018. Sponsors are not to provide Coffee from their site booth. This facility is reserved to the Principal Sponsor.

### **Breakfast**

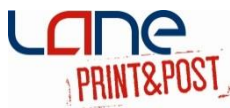
Breakfast will be served in the hotel's restaurant from 7.00am to 9.00am both Thursday 19<sup>th</sup> April; and Friday 20<sup>th</sup> April 2018.

## Sponsors

### PRINCIPAL SPONSOR



### Gold Sponsors



LG Solutions

"partners in Council's financial data"

[www.lgsolutions.net.au](http://www.lgsolutions.net.au)

## Conference Agenda

### Wednesday 18<sup>th</sup> April 2018

10:30 am to 3:30 pm	<b>18 Hole Golf Challenge</b> <i>Marysville Community Golf Club</i> <b>10:00am for 10:28am Tee Off</b>
2.00 pm to 3.30 pm	<b>Conference Registration</b>
4.00 pm to 6.00 pm	<b>Explore the surrounds of Steavenson Falls</b>
6.30 pm to 9.30 pm	<b>"ARL Meet and Greet"</b> <i>Sunset Buffet</i> <i>Venue Vibe Hotel Marysville</i>
9.30 pm onwards	<b>Free Time-</b>

### Thursday 19<sup>th</sup> April 2018

8.00 am to 8.30 am	<b>Conference Registration</b>
8.30 am to 8.40 am	<b>Conference Welcome</b> <i>Mr Ian Goulet President Revenue Management Association</i>
8.40 am to 9.00 am	<b>Opening Address</b> <i>TBC</i> <i>Murundindi Shire Council</i>
9.00 am to 10.00 am	<b>Centralised Valuations</b> <i>Valuation of Land Act Update</i> <i>Mr Mark Sanderson</i> <i>Valuer Generals Office Victoria</i>
10.00 am 10.20 am	<b>Principal Sponsor Presentation</b> <i>MidState CreditCollect</i>
10.20 am 10.50 am	<b>Morning Tea with sponsors</b>
10.50 am 11.50 am	<b>Update New Local Government Act</b> <i>Mr Gerry Smith</i> <i>Director of Sector Innovation Performance and Resilience</i> <i>Office of Local Government.</i>
11.50 am 12.15 pm	<b>Sponsor Presentation</b> <i>LG Solutions</i> <i>Mr John O'Connor</i>
12.15 pm 1.15 pm	<b>Lunch with sponsors</b>
1.15 pm to 1.50 pm	<b>State Revenue Office</b> <i>FSPL Update 3 years in.</i> <i>Yulianna Hocking</i>
1.50 pm to 2.50 pm	<b>Bob Patterson Address</b> <i>Mr Samuel Johnson</i> <b>2018 Victorian of the Year</b>
2.50 pm to 3.20 pm	<b>Afternoon Tea with the sponsors</b>
3.20 pm to 5.00 pm	<b>Master the Art and Science of "Prioritisation"</b> <i>Mr Ethan Glessich</i> <i>Managing Director Kognitive</i>
6.30 pm to 11.30 pm	<b>Theme Night "Forms Express Dinner"</b> <i>Prizes awarded for the best dressed to the Theme (A Night at the Movies)</i>

## Conference Agenda

Friday 20<sup>th</sup> April 2018

### Sponsors

#### PRINCIPAL SPONSOR



#### Silver Sponsors



#### Meet & Greet Sponsor



#### Conference Dinner Sponsor



8.30 am to 9.00 am	<b>Free time for discussion with Sponsors</b> Tea & Coffee available
9.00 am to 9.10 am	<b>Conference Recap</b> Mr Ian Goulet President Revenue Management Association
9.10 am to 10.00 am	<b>Enforcement of Bankruptcy as a Collection Option</b> Marelda Hibbard Maddocks Lawyers
10.00 am to 10.20am	<b>Sponsor Presentation</b> BPay Mr Andrew Whitmore
10.20am to 10.45am	<b>PEXA Update</b>  Mr
10.45am to 11.15am	<b>Morning Tea with sponsors</b>
11.15am to 12.30pm	<b>Q &amp; A</b> Mr Tony Jones (aka Les Mitchell) Chairs an Industry Panel In the theme of the ABC's Q & A program Panel includes Mr Chris Cantor, Mr Rod Leith, Ms Jade McKenzie and Mr Martin King.
12.30 pm to 1.00pm	<b>Sponsors Passport draw and Presidents closing comments</b>
1.00pm	<b>Conference Close – Lunch provided to take away compliments</b> <b>"Complete Credit Management"</b>

Friday Lunch provided for you by



## Venue Information

### Location:

Vibe Hotel 32/42 Murchison St  
Marysville Vic 3779

### Telephone:

(03)5957 7700 Fax (03) 5957 7799

### Email/ Web Address

Marysville@vibehotels.com.au

<https://vibehotels.com/hotel/marysville>



### Bookings

Accommodation has been reserved for Conference participants and bookings should be made direct with the venue.

Please quote that the booking is for **attending the Revenue Management Association Conference** to ensure you receive the "Conference Room Rates" detailed below.

Delegates are responsible for all accommodation and associated costs incurred. See other details under "The Conference Venue" for other related information.

**It should be noted some delegates will be located off site either within a short walking distance or transport to and from the conference venue will be provided.**

## Hotel Corporate Tariffs

**Woodland Room** \$189.00 per night with Breakfast

Room Features:

- One king bed or 2 single beds
- Work desk
- In-room safe
- Mini bar and tea & coffee amenities
- Individually controlled air-conditioning
- Iron & ironing board
- Bathroom with shower
- Bathroom amenities and hairdryer
- LCD TV with Foxtel
- iPod docking station
- Bluetooth clock and USB charging point
- Pay per view movies (fees apply)



**See booking sheet attached to be completed when booking accommodation at the Vibe Marysville.**

### **Alternative Accommodation details**

The Tower Motel (directly across the road)

[http://www.towermotel.com.au/Tower\\_Motel/Welcome.html](http://www.towermotel.com.au/Tower_Motel/Welcome.html)

Marysville Garden Cottages (directly across the road)

<http://www.gardencottages.com.au/>

Kerami Manor (short drive from the Hotel)

<https://keramimanager.com.au>

Balangara Cottages (five minute walk from the Hotel)

<http://balangaracottages.com/>

Marysville Caravan Park (short walk from the Hotel)

<http://www.marysvillecaravanpark.com.au/>

**Registration Form**  
**Revenue Management Association**  
**Annual Country Conference**  
**“New Beginnings”**  
**April 18, 19 & 20 2018**  
**Vibe Hotel**  
**32/42 Murchison St Marysville Vic 3779**

<p><b>1. Name:</b></p> <p><b>Position:</b></p> <p><b>Council:</b></p> <p><b>Member:</b> YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p>A meeting fee of \$280.00 is payable for non-members and non-financial members as at 31/1/2018 wishing to attend the Conference.</p> <p>A tax invoice will be issued upon receipt of Registration and must be paid prior to the event.</p>	<p><b>Golf:</b> YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p><b>Steavenson Falls:</b> YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p><b>Attend Meet &amp; Greet:</b> YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p><b>Member Conference:</b> YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p><b>Non Member Conference:</b> YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p><b>Dinner Only:</b> YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p style="text-align: center;"><b>Conference includes Theme Night Dinner</b></p> <p>A Dinner only fee of \$90.00 is payable for non-members, non-financial members as at 31/1/2018 or members partners wishing to attend the Dinner only. A tax invoice will be issued upon receipt of Registration and must be paid prior to the event.</p>
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**Corporate Membership provides for attendance by two members**

**A meeting fee of \$280.00 is payable for additional attendees.**

**A tax invoice will be issued upon receipt of Registration and must be paid prior to the event.**

**Apology:** I am unable to attend the meeting and wish to be listed as an apology

**Name/Council:**

**Registrations will be accepted by:**

Email to: [kwelling@darebin.vic.gov.au](mailto:kwelling@darebin.vic.gov.au)

Online <http://www.rma.org.au>

**Registrations must be received by Friday 6<sup>th</sup> April, 2018**

**(Register by 23<sup>rd</sup> March 2018 & you could win a \$50 Dan Murphy Voucher)**

**Cancellation Policy:**

The Revenue Management Association (RMA) reserves the right to cancel an event and notify all those registered of the cancellation.

The RMA reserves the right to levy any costs it has incurred for a registered participant as a result of the registered participant not attending an event where that person has failed to give the RMA at least 2 days notice prior to the date of the planned event of their nonattendance.

All cancellations and substitutes must be emailed to the Secretary RMA [kwelling@darebin.vic.gov.au](mailto:kwelling@darebin.vic.gov.au)

**Insurance:**

The RMA will not be held responsible for any claims regarding travel, accommodation and/or registration costs, nor injury or loss of property. Personal insurance should be obtained by each participant through the organisation they are representing at any RMA event.

## About some of our speakers

### Chris Cantor Maddocks Lawyers

#### Partner – Public Law Group

Chris Cantor is a Partner in the Public Law Government Advisory group at Maddocks. He practices in the niche areas of land valuation disputes, compulsory acquisition and compensation and Council rates and finances. Although Chris works across both the public and private sectors, his practice has a significant local government focus.

For the past several years Chris has presented regularly to the Revenue Management Association and Municipal Group of Valuers.

Prior to joining the Public Law Group, Chris was Principal Solicitor with the Department of Sustainability and Environment, based at Land Victoria where he conducted litigation lawyer for the Valuer-General and Registrar of Titles.

### Marelda Hilder Maddocks Lawyers

#### Partner – Commercial (Banking, insolvency and reconstruction)

Marelda is an experienced practitioner in the areas of insolvency, banking recovery and restructuring. She has advised on a wide range of bankruptcy, corporate insolvency, securities enforcement and commercial litigation.

Marelda acts on behalf of government agencies, insolvency practitioners, secured lenders, directors and creditors in providing advice on all aspects of external administrations, including asset realisation and court proceedings commenced as a result of a company's insolvency. She also acts on behalf of several banks in recovery of corporate and commercial debts.

Marelda has experience in advising clients from industries such as construction, banking and finance, State and Local Government, manufacturing, retail, and extractive industries. In recent times, she has acted in various capacities in relation to several large scale public company insolvencies.

Marelda is recommended for Restructuring and Insolvency in Doyles Guide 2016 & 2017, the Legal 500 Asia Pacific 2015 and Best Lawyers each year from 2013 to 2017 for Insolvency and Reorganisation. She is a committee member of the Reconstruction and Insolvency Committee of the Law Council of Australia.

## Mr Ethan Glessich

Productivity Expert • Aerospace Engineer

Paragliding Acrobatic Pilot



### *A little about Ethan*

Managing Director of Kognitive by day, paragliding acrobatic pilot by night, Ethan is no ordinary presenter. Having flown five of the largest mountain ranges in the world\*, in 2007 Ethan's adventures took a twist when he experienced a reserve malfunction and fell over a thousand metres to the ground. He was given a second chance at life when his equipment snagged in a gumtree and suspended him, unharmed 20 metres from the ground.

This drove Ethan to make a positive difference, to share his learnings and help others develop a deeper appreciation for life (without having to fall a 1000m). Founding Kognitive in 2013, together with his partner Dr. Patricia Martos (a Neuropsychologist with a PhD in Cognitive Neuroscience), Ethan helps people drive up productivity and invest their time in that which matters most. He believes improving our understanding of the brain is the key to unlocking higher performance, and his work at Kognitive leverages the latest research from cognitive science to help people and businesses achieve their goals —faster.

Working with organisations around the globe, Ethan has been shortlisted by MIT as one of the most innovative entrepreneurs under 35 and recognised internationally by the City of Melbourne, Barcelona Activa, Start-up Smart and RMIT among others.

Spliced with personal anecdotes, cutting edge science and practical tools, Ethan's interactive presentations both inspire and empower. Whether its on a stage, running a workshop, or in the sky, Ethan is driven to make a lasting positive impact.

#### Qualifications

- Bachelor of Engineering (Aerospace)
- Bachelor of Business (Business Administration)
- Certificate IV (Small Business Management)



# SAMUEL JOHNSON OAM



Samuel Johnson is Love Your Sister's resident 'de-lebrity' and has been disgracing our stages and screen as a middling actor for well beyond two decades now. He is best known for his work on cult hit *The Secret Life of Us* and cop drama *Rush*, and is mostly not remembered at all for his role as Mick Molloy's best mate in *Crackerjack*. He is now best known now for his Gold Logie winning portrayal of Ian Meldrum in Seven's ratings smash 'Molly', after which he promptly retired to spend all of his time in the LOVE YOUR SISTER Village "so that I can be a part of the new 'moonshot' and help kick cancer in the face-hole once and for all."

Most importantly, Samuel Johnson is Connie Johnson's little brother. After his big sister Connie was diagnosed with terminal breast cancer Samuel made Connie the promise of a lifetime. To ride his unicycle around the entire country for her in an effort to remind every young mum in the land to be breast aware. Samuel kept his promise. He spent a whole year atop a unicycle vowing to do whatever it takes to remind young mums to check their boobs.

Besides being a goose on a unicycle, Samuel begrudgingly bears the title of Chief Flagbearer here at Love Your Sister. He shirks at the idea of being a spokesperson, let alone a flagbearer, but LYS needs a voice and he accepts this. Connie was too sick to blow the trumpet as often as needed so Samuel became the guy at the front. But, in a way, Samuel's the guy behind it all too. Samuel built Love Your Sister while Connie was sick with gmail and a mobile phone. He hustles really hard and is constantly obsessing about how to improve Love Your Sister.

Samuel is a bit of a nutter. He can be volatile. When he's on there's nothing like it, when he's off you won't know where he is. He's an unpredictable, intense, loving, emotional and often over-enthusiastic guy whose pet hate is when his 'passion' gets taken personally. Someone who rides all the way around the country on one wheel has to have at least one screw loose and most people who know Samuel would concede this. Samuel has vowed to keep screaming from the rafters until our mum's stop dying, and that's why we put up with his shit.

Samuel is an accomplished public speaker. He was awarded the Centenary Medal in the Queen's Honours List in 2000 for Services to the Arts and the Community and has won an AACTA award for Best Actor in a Television Drama. He has been nominated for 5 Logies and has held the title for GQ Magazine's Social Force of the Year. His and Connie's book 'Love Your Sister' was nominated for Best Biography at the ABIA Awards and in 2016 Samuel was awarded a Medal of the Order of Australia (OAM) for his services to cancer research. To top it all off, Samuel was named the 2018 Victorian Australian of the Year.

## Notes