

Conveyancing, one step at a time

Title: *Step by Step Guide to Operating A Successful Conveyancing/Legal Practice*
Author: Garth Brown
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The Step by Step Guide to Operating a Successful Conveyancing/Legal Practice is provided primarily as an eBook resource and is written for those who aspire to set up and operate their own conveyancing practice.

The author of the book, Garth Brown, operates a successful conveyancing firm in Sydney. In writing this guide, the author has drawn on his own experience of taking a conveyancing practice from start-up to success.

The book consists primarily of a '12-step guide' designed to provide the reader with ideas for developing a successful business and an insight into the practice of conveyancing.

That being said, much of the book is geared towards the 'business' of successful conveyancing practice and the remainder is dedicated to the author's lessons and tips in respect of operating a small business.

On the business of conveyancing, the '12-step guide' provides useful information covering:

- how to market your business effectively, including via social media, and
- how to employ technology to streamline your business.

In respect of the practice of conveyancing, the '12-step guide' sets out a number of matters that a practitioner should consider in conducting a conveyance, including reviewing the contents and terms of a purchase contract, record keeping and the charging of professional fees.

In this respect, while the '12-step guide' is instructive, it must be kept in mind that the

practice advice provided by the author is generic. As such, Queensland practitioners who are conducting a conveyance should adhere to the matters set out in the Lexon Conveyancing Protocol.

Further, as the book is written based on New South Wales conveyancing regulations, those looking to operate a conveyancing practice in Queensland should familiarise themselves with the legal requirements of doing so.

What benefit will practitioners gain from this book? The book would be of most benefit to those looking to a career as a conveyancing solicitor or for existing solicitors who wish to commence a conveyancing practice on their own. The book is very easy to read and appears to be intended as a continual reference guide for conveyancers and conveyancers-to-be, rather than a one-time read.

– *Alistair Tindall*

This review appears courtesy of the Queensland Law Society Early Career Lawyers Committee Proctor working group. Alistair Tindall is a solicitor with Robinson Locke Litigation Lawyers.

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