

## Grope Hamilton Lawyers welcomes NEW PARTNER

We proudly welcome our new Partner Lorenzo Mazzocchetti whose expertise in property and building construction law will add real depth and breadth to our property and finance/business transactions areas of practice.

Managing Partner Mark Hamilton is excited about the latest appointment. "It is a pleasure to welcome Lorenzo to the firm, a true professional with excellent critical reasoning capacity, a can-do attitude and amazing drive," announces Mark.

In line with the firm's unique culture, he is proactive rather than re-active, and takes a hands on approach to provide commercially realistic, legal solutions and ensure risk minimisation for developers, landowners, contractors and professional service providers on their construction projects.

"Our clients expect more than just an answer. They expect and receive technical excellence, and Lorenzo's technical knowledge is unsurpassed. This man is a walking encyclopaedia of property practice," says Mark.

Lorenzo will lead Grope Hamilton Lawyers' specialised Commercial Leasing Services team to provide an unequalled service in Adelaide.

Before joining private practice, Lorenzo was an in-house solicitor to the Registrar-General and a member of the Executive Committee that developed the Community Titles Act (SA) 1996.

*Lorenzo's full curriculum vitae, along with those of all our exceptional team members can be found at our comprehensive website at [www.gropehamiltonlawyers.com.au](http://www.gropehamiltonlawyers.com.au)*



### Great news for clients with international interests: **Notary Public now on board.**

With the appointment of Lorenzo Mazzocchetti, Grope Hamilton Lawyers now has a Notary Public in the firm. What exactly does that mean? A Notary is a person recognised by law as having the ability to prepare and certify various legal documents for use in Australia and overseas. They serve the public in non-contentious matters usually concerned with estates, deeds, powers of attorney, and foreign and international business.

### Lorenzo Mazzocchetti's *expertise at a glance:*

- Advising on the acquisition and sale of commercial, industrial and retail properties, including environmental and planning issues.
- Advising on joint ventures and consortiums, including drafting joint venture agreements and partnership agreements.
- Negotiating and drafting construction, service and management agreements.
- Negotiating and drafting complex lease agreements.
- Advising, negotiating and drafting relevant security documents.
  - Advising, negotiating and drafting agreements for franchise systems.
  - Securing liquor licences and advising on liquor licensing issues for developers and owners of hotels, wine manufacturing facilities and multi-purpose sites.
  - Advising on risk management.

**GROPE HAMILTON LAWYERS**

Ethical Service Innovative Solutions Astute Advice Strategic Focus  
Specialist Excellence Tailored Approach Personalised Service Ethical  
Strategic Focus Ethical Service Innovative Solutions Astute Advice

## **During tough times: Grope Hamilton Lawyers looking to grow partnership**

In tough times legal firms must focus on their business just like every other industry segment, and look at all areas and opportunities that will see them through the uncertainty.

Managing Partner Mark Hamilton knows that to survive during a downturn, great customer service is essential.

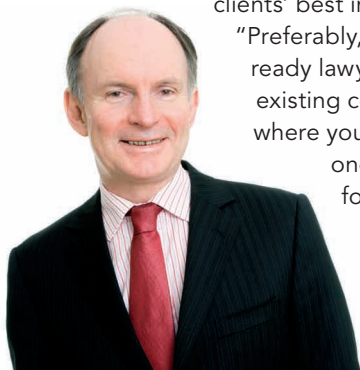
"Consistent with our value proposition of running hard and fast and going the extra mile for clients, we are putting our energies into recruiting new partner level lawyers with existing client pulling and servicing ability", says Mark.

Grope Hamilton Lawyers' growth strategy is already reaping rewards with the appointment of new Partner, Lorenzo Mazzocchetti.

"We continue to actively look for commercial lawyers with existing practices who would genuinely benefit from what the firm has to offer and add depth to our offering".

"We can offer lawyers the answer to that crucial issue many face; where lack of resources leads to the need for lawyers to attend to administrative work personally, or where the high billing requirements of the large firms compromise the ability of the lawyer to serve their clients' best interests", says Mark.

"Preferably, we are looking for partner ready lawyers who complement our existing commercial offering and where you can truly say that one plus one equals more than two for both parties. We are out there actively looking".



**Grope Hamilton Lawyers  
Managing Partner  
Mark Hamilton**

## **Online Commercial Lease Service Launched**

The arrival of new Partner Lorenzo Mazzocchetti heralds the launch of our Online Commercial Lease Service, giving clients a quick, cost-effective solution to securing income from their property assets.

With his extensive leasing experience, including advising on commercial and managed leasing issues for shopping centres and office buildings, Lorenzo, along with senior conveyancer Jim Bidstrup, leads our Commercial Leasing Services team.

Together they will offer the online preparation of set fee, legally binding, customised lease documentation for retail and commercial landlords, property developers and real estate agents within two working days of receipt of full instructions.

"Our clients work hard for their investments so we ensure those investments work hard for our clients by providing a well drafted lease in 48 hours. However, unlike real estate agents or specialist leasing companies, we offer the full legal experience and assist landlords in managing risk and building value," says Lorenzo.



*"As part of the settlement, your wife is asking for any three of the six letters of your name. You, of course, would retain the remaining three."*

*From The New Yorker Book of Lawyer Cartoons*

## **Nick steers change**

Having lost his father Des to bowel cancer in 2007, Partner Nick Baldock is passionate about being Chairman of the Cancer & Bowel Research Trust and playing his role in changing the organisation's focus to promoting awareness of bowel cancer prevention and the benefits of early detection.

"The majority of bowel cancers can be prevented by healthy diet and regular exercise and the level of mortality can be significantly reduced through early detection," says Nick.



**Grope Hamilton Lawyers Commercial Partner  
Nick Baldock outside a new cancer patient care facility.**

While funding is still provided to research projects and equipment to hospitals, Nick's pet project is the Patient Accommodation Programme where ten homes have been established around Australia (five in Adelaide) to be used by country or interstate patients who need to travel for treatment. It means the patients' families can be around them and they can have a home-away-from-home during weekend release.

"I am so proud of this successful project. It is very dear to my heart", Nick says.

Further information about the Cancer and Bowel Research Trust, including how to donate to this worthy permanent trust fund, can be found at [www.cancerresearch.org.au](http://www.cancerresearch.org.au).

## CELEBRATING OUR CLIENTS' SUCCESS




### Celebrating a Woodstock Win

Woodstock won the 'Best Restaurant in a Winery' category at the Annual Awards of Excellence for Restaurant & Catering SA on July 27th. Believed to be the first winery restaurant built in McLaren Vale, Woodstock Coterie showcases the best seasonal produce this iconic region has to offer. We wish them luck for the National Awards in October.



### The true secret of success

 Greg Ennis is one of Grope Hamilton Lawyers' longest standing clients, dating back to the early 1980s when Greg operated Fenwick Ennis Real Estate in partnership with Peter Fenwick who now operates Fenwick Real Estate at Prospect. Today, Ennis Partners is a boutique real estate agency that follows the Jenman System which promotes ethics in real estate and exceptional client care.

There are no auctions and no open inspections. Instead, they match the hundreds of buyer enquiries received every month, to introduce 'heart buyers' - qualified, genuine buyers who have been matched to the property.

"Good ethics is good business. We've proven that honesty brings success and loyal clients for life," says Greg. "I've enjoyed a long standing relationship with Mark Hamilton, Peter Grope and Jim Bidstrup and particularly appreciate their outstanding expertise and excellent response time."

### Bluestone sales *building well*

Three stages of the showcase \$150 million residential project Bluestone Mt Barker have been successfully released with two more to follow. Grope Hamilton Lawyers acts for Mount Barker Developments No 1 Pty Ltd in settlements and preparing land division documentation.



### Bright new asset

We welcome Kelly Angus to our firm as solicitor. Kelly's recent completion of a Bachelor of Laws and Legal Practice with First Class Honours tops her excellent, prize winning academic record. Admitted to the Bar in September, as Kelly's interests lie in commercial law, she will be a great and supportive asset for our firm.



### Raising the S-Bar



Congratulations to Ben Hodge, Matt Neal, John Begley and Rob Popplestone from PCG Hotels on opening their S-Bar at Westfield Marion on July 8th.

Serving up a double shot of Grope Hamilton Lawyers 'can-do' attitude and quality service, Daniella Di Girolamo organised the liquor licence transfer while Mark Hamilton delivered astute commercial advice during lease negotiations with Westfield.

"They were extremely thorough and we were very pleased with the level of service from both Daniella and Mark," says Ben Hodge.



At S-bar opening are (left to right) Matt Neal, Ben Hodge, Cosi (SAFM), John Begley and Rob Popplestone.

## DON'T JUST TAKE OUR WORD FOR IT

OUR LITTLE SPOT WHERE WE LET OUR CLIENTS SPEAK FOR US!

"Mark Hamilton was an absolute true professional in the manner in which he handled our difficult case. Mark is the only lawyer who has 100% common sense and we have so much respect for him. If every lawyer in this world was like Mark, what a wonderful world it would be. Thank you so much from our family."

**Diane and Martin Burnett of Darwin, NT.**

Mark Hamilton successfully acted for the Burnett family and their group of companies in relation to a complex multi-million dollar property matter involving criminal property forfeiture legislation in the NT Supreme Court.

## Mid-Winter drinks a roaring success

Grope Hamilton Lawyers entertained clients and business associates at Mid-Winter Drinks at The Lion on Friday 7th August. The evening was a roaring success - some enjoying more success than others. Amongst the revellers who continued partying, one temporarily forgot to go home, dropping in at the Casino and leaving with well-lined pockets, only to end up in the dog house.



Stuart Burns, Kylie Moyle and Kelly Sok (Grope Hamilton Lawyers) and Richard Stafford (Leetgeek)

Arturo Dal Cin (Murray Chambers) with Dennis Moss (M & M Financial Services) and Mike Hourigan (Grope Hamilton Lawyers)



Mark Taylor and Adam Lucey (Ashford Group) with Martin Coote (Land Management Corporation) and Jim Bidstrup (Grope Hamilton Lawyers)

Troy Manhire (Cancer and Bowel Research), Paul Corkhill (Cancer and Bowel Research) and Chad Loughead (Cancer and Bowel Research)



Nick Baldock and Mark Hamilton (Grope Hamilton Lawyers)

Dennis Davies (Craneford Wines) and Teri Sorrenson (Grope Hamilton Lawyers)

## Congratulations **Baby Babidge**

Congratulations to lawyer Susan Babidge (Mark Hamilton's very able associate lawyer from 2005-2006) and her husband Paul, on the birth of baby Helena on September 1st. Susan now works in employment law for Henry Davis York of Sydney.

Mark harbours hope that Susan will return one day.

### Contact us

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## Richard Stagg **retires**

One of the wonderful, colourful characters of Grope Hamilton Lawyers has recently retired. Richard Stagg, our Rounds/Land Searches guru is enjoying his well-earned retirement with wife Christine in Bellingen, NSW.



Introduced to the Grope Hamilton 'family' in 1990, Richard always had a joke or recipe to share; made available his impressive Calligraphy skills to all; loved his footy team and a few quiet beers with 'the old boys' at the pub. We miss him greatly.

## Coming soon:

### Online Company Incorporations and Trusts

We've always provided set-fee, fast turnaround services for off-the-shelf companies as well as company incorporations and trusts.

Soon these fast, cost effective services will be available 24/7 online ensuring your legal documentation is processed by our expert team and with the confidence of having sound legal backup should the set up not be so straight-forward.

## Expanding our *wealth of advice*

We're setting up an external panel of accredited advisers that our clients can tap into for expert Financial Planning and Estate Planning advice.

We're pleased to include Chris Giles of Genesis Wealth Advisers as well as Geoffrey Blackmore and Robin Honeychurch of Blackmore and Partners Financial Services on this panel. Just ask your Grope Hamilton Lawyers contact for an introduction.

## For the *love of Latin*

Mark Hamilton's love and use of latin in law has bamboozled team members and clients alike for years. Here Mark shares what is probably a somewhat irreverent homily for a client facing a challenging legal matter:

### ***Forsan et haec olim meminisse iuvabit***

(Pronounced: FAWR-sahn et hik OH-lim meh-mih -NIS-seh yuu-WAH-bit)

**Translation:** Maybe you'll be able to look back on this with pleasure one day. (Or, one day we'll all laugh about this!)