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Editor's note

Spot the Difference!

Geoff Coates, Ballarat

Geoff Coates



This first edition of Plaintiff for 1999 and my first as Managing Editor is a bit of a departure from the magazine's usual content.

The editorial group have had many suggestions from members about topics that go beyond strictly legal issues. We have decided in this issue to focus on some practice management issues having more to do with the business of being a lawyer and less on the law itself.

To provide a good service to their clients, lawyers need to run their business efficiently, to take advantage of the latest technology, to be aware of trends in customer service and to improve office management.

In this issue we have articles from Jane Fenton on how, when and where to advertise a business, from IPAC about after sales service (or how to ensure that the lump sum you get your client lasts), an article from Richard Faulks about how his office went about developing a useful computer system, from Macquarie Bank on practice finance, from David Aitken on how to accurately cost your file and from Peter Moon an article on internet jargon.

The editorial group would greatly appreciate any feedback about these articles as well as suggestions for future topics to do with practice management.

Ironically this "technology issue" coincides with the failure of my own internet and e-mail connection. Accordingly I have relied greatly on Jane Staley to do much of the work involved in putting together this issue. Thanks Jane!

Thanks also to Bill Madden who has given a great deal of time to his role as Managing Editor and has developed the magazine into the quality journal that you see now.

I hope to be able to continue this development and look forward to plenty of input from members as to the content and style that they want in their magazine.

We continue to need members to supply case notes, articles from all sources, and to identify potential authors for topics that may be of interest to other Plaintiff lawyers.

Happy New Year from the Plaintiff magazine and I hope 1999 will be a successful one for all of us. ■

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