

A stack of four stones balanced on a point against a sunset background. The stones are arranged in a pyramid shape, with the top stone being a smooth, reddish-brown sphere. The second stone from the top is a dark, elongated, flat stone. The third stone is a light-colored, smooth, rounded stone. The bottom stone is a large, light-colored, triangular stone. The background is a soft, warm sunset sky with a blue and orange gradient. The bottom right corner features a decorative pattern of diagonal lines in shades of blue and white.

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2024 Intensive Conference

BRINGING THE BALANCE

13 – 14 MARCH 2024 | NOVOTEL CANBERRA

The logo for actlaw society, with 'act' in orange, 'law' in white, and 'society' in grey, all on a dark blue background.

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A photograph of several smooth, rounded stones of various colors (brown, grey, red) stacked on top of each other, balanced on a light-colored surface. The background is a soft, light blue and white gradient.

Binding Financial Agreements: What you and your client need to know

PRESENTED BY AVERIL FOSTER AND KASEY FOX

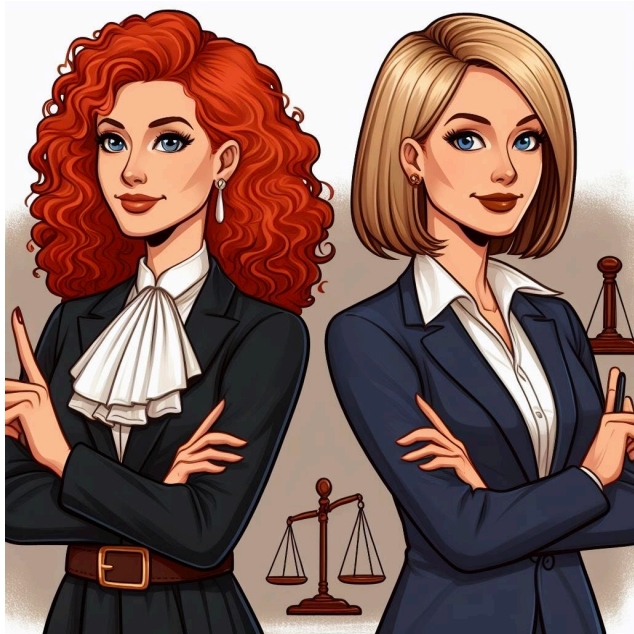
WEDNESDAY 13 MARCH 2024

Binding Financial Agreements:

*What you and your clients
need to know*

**FOSTER
JOHNSON**
FAMILY AND COLLABORATIVE LAWYERS

**FARRAR
GESINI
DUNN**



Who are we?

What is a BFA?

Why do your client's need BFA's?



- The Insurance Policy that you hope they don't need to use;
 - Protect inherited wealth;
 - Protect assets and super;
- Have a plan about what happens if they separate (avoid the Family Court at all costs!)



When is a good time to enter into a BFA?



Any time is a good time for a BFA!

How does the law work if you
separate without a BFA?

Why do BFA's need specialists?



Do you have a client who might
need a BFA?



Having the hard conversations

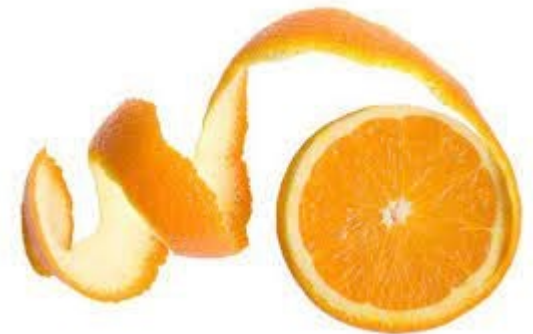
How to talk to your clients about BFAs

How do we negotiate BFA's?

The effectiveness of the Collaborative process
for BFA negotiations

Collaboration

- What is it?
- How would it benefit your clients?
- Are you up for it? The mindset shift - could you genuinely trust your opponent?



Questions?





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