



2024 Student and Graduate Engagement Initiatives



THE LAW SOCIETY
OF NEW SOUTH WALES

Table of contents

Introduction	3
Initiatives	5
Graduate and Clerkship Recruitment Programs	6
Law Students Careers Summit	7
Ready for Practice Day	8
Additional Opportunities	9



Introduction

The Law Society is a complex organisation and devising an effective membership strategy is equally complex. The needs of the profession, from students through to the most senior admitted practitioners and other potential members are diverse. Developing an effective membership strategy requires time, collaboration, a mix of evidence and creative thinking as well as a clear understanding of who our members are and what they need from their Law Society.

Law Society vision statement:

The Law Society works with and for NSW legal professionals.

As Australia's largest legal professional body, we work with our members to ensure the integrity of the profession and legal system, through co-regulation and advocacy for law reform.

As a membership organisation, we support the pursuit of excellence across the life cycle of a rewarding legal career.

As outlined in the current Membership Strategy, the Law Society of NSW is committed to improving our engagement with and support of students and graduates as they navigate their transition from law student to practitioner and take the first steps in their legal career journeys.

In 2023, our strong focus on driving student membership has resulted in the significant growth of our student member cohort to almost 2,000, in parallel with the development and improvement of a range of new and existing student focused resources, events and programs. Through our close connections with Law School Deans and Faculty members across NSW, we are continuing to foster stronger relationships and further our service offerings to this cohort.

As the future of the legal profession, it is important that students are able to rely on the Law Society of NSW to have a strong, supportive presence for them to lay the foundations for a long and prosperous career. We are confident that in 2024, we will continue to see a rise in our student membership numbers which will, in turn, be of benefit to our participating employers, as we again deliver a number of high-quality initiatives.



Initiatives

The 2024 programs and initiatives available to our participating employers include:

- Graduate and Clerkship Recruitment programs
 - Including a standard feature on the [Law Society Law Student Portal](#)
- Ready for Practice Day
- Law Students Careers Summit
- Additional Opportunities:
 - Features and display banner advertising in our Student Member e-Newsletter, Student Connect
 - Tailored solus eDM
 - Features in 2024 Careers Guide
 - Bespoke / Joint Event

*Those employers participating in our Graduate and/or Clerkship Recruitment Programs will receive a discounted rate to participate in our other 2024 initiatives.

Initiatives	Cost inc GST	
	Participating employer rate*	Standard rate
Graduate and Clerkship Recruitment Programs	Complimentary	Complimentary
Ready for Practice Day	Complimentary	Complimentary
Law Students Careers Summit Double Booth (standard)	\$4,480	\$5,600
Law Students Careers Summit Single Booth (standard)	\$2,240	\$2,800
Student Connect e-Newsletter Feature (sponsored content)	\$550	\$660
Student Connect e-Newsletter: Top banner display advertisement	\$385	\$462
Student Connect e-Newsletter: Low banner display advertisement	\$275	\$330
Tailored solus eDM	\$1,320	\$1,584
Careers Guide Feature (500 words or single page display advertisement)	\$550	\$660
Bespoke / Joint Event	\$2,640	\$3,168

To register for any of the above initiatives, please complete the registration page [here](#).



Graduate and Clerkship Recruitment Programs

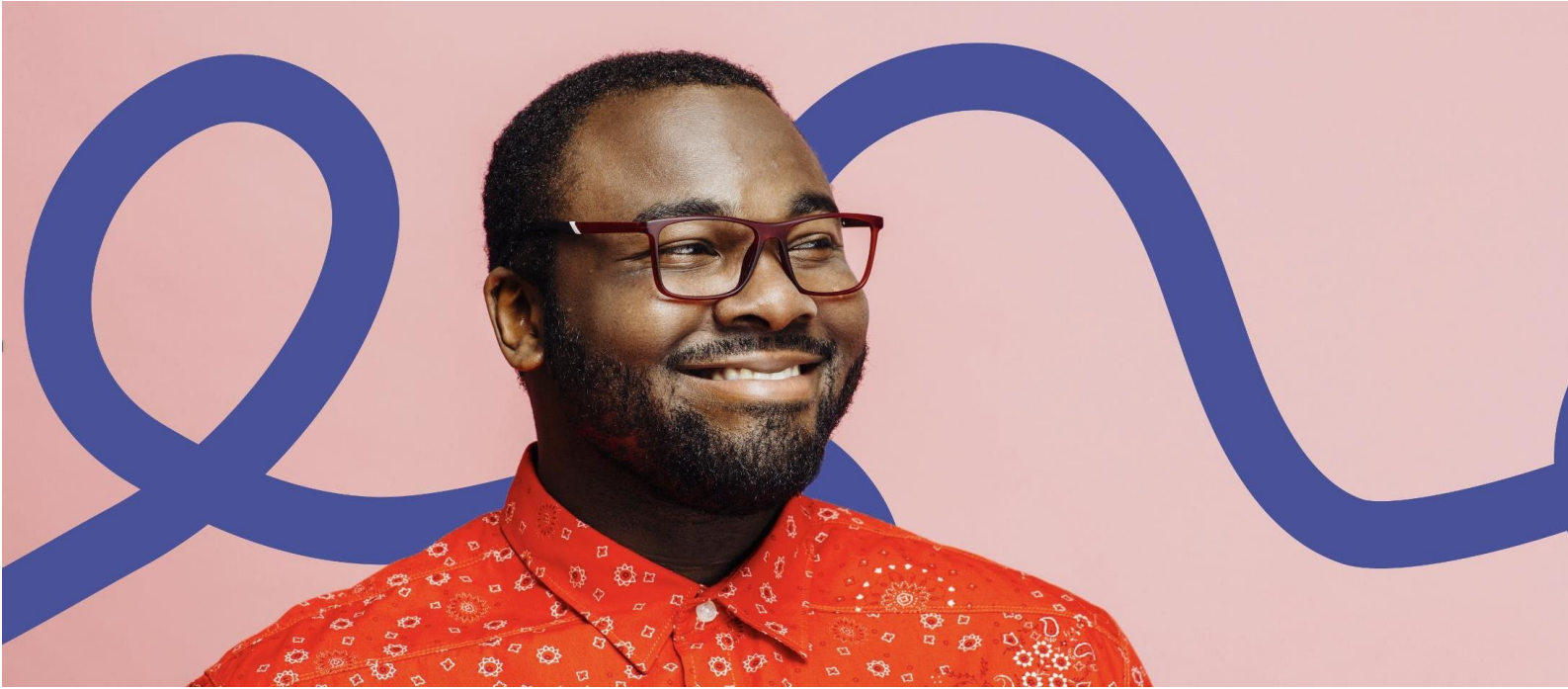
The Graduate and Clerkship Recruitment programs have formed an integral part of our student and graduate offerings. Allowing us to directly connect students from across NSW with an array of legal employers, these programs present a key opportunity for the Law Society to build and strengthen its relationships with both legal employers and educational institutions.

As part of the programs, the Law Society facilitates discussions between NSW universities and firms to determine the program dates for the following year. This is key to maintaining fairness and consistency in regard to offers being made to students and to coordinate recruitment with important university term dates and exam periods.

As part of a series of improvements made in 2022-23, employers participating in one/both of our recruitment programs are now featured on the Law Society's [Law Student Portal](#). Here, participating employers are listed in alphabetical order alongside a full toolkit of helpful resources and information to provide students with easy access to everything they need for their application in one efficient location.

We maintain open dialogue with our university contacts throughout the programs and this, in parallel with a series of coordinated events and cross-organisational marketing, ensures maximum exposure of our participating employers to student members and universities across NSW.

To continue to be able to improve upon our programs and remain responsive to changes, we hope to arrange frequent catch-up meetings to provide you with the opportunity to relay feedback. A survey will also be produced at the conclusion of the programs to gather information for this purpose.



Law Students Careers Summit

The Law Students Careers Summit (previously the NSW Law Careers Fair) is an annual flagship event for students provided by the Law Society of NSW.

Open to students from across NSW and all years of study, the Summit allows students to hear from and connect directly with employers from across the legal profession and engage in an exciting program of workshops and presentations aimed at equipping attendees with the professional skills and information to get a headstart on their career journeys and emerging legal trends.

The Summit provides a unique opportunity for employers to connect with students from across the State in one cost-effective and convenient setting on a date that strategically aligns with their recruitment initiatives.

Costs for the 2024 Law Students Careers Summit (inc GST) are:

	Single Booth		Double Booth	
	Participating Employer	General	Participating Employer	General
Super Saver Until 31 December 2023	\$2,160	\$2,700	\$4,400	\$5,500
Standard until 31 January 2024	\$2,240	\$2,800	\$4,480	\$5,600
Late	\$2,400	\$3,000	\$4,800	\$6,000

This year, pricing includes printing of a standard graphic on the back paneling of your booth. Exhibitors will have the option to further customise following registration.



Ready for Practice Day

In 2024, the Law Society of NSW will be hosting a 'Ready for Practice Day' to support and compliment the in-house training and inductions delivered by firms. The in-person event will provide new graduates of participating employers with an opportunity to connect with colleagues and fellow graduates and hear from key Law Society of NSW staff and external speakers.

The range of topics will provide information and advice aimed at equipping graduates with key adaptable skills and knowledge relevant to their first years of practice and assisting with their transition from graduate to solicitor with sessions including:

- Effective communication & relationship building
- Teamwork
- Making the most of a mentoring relationship/how to engage with your supervisor
- Time management
- Technology competence
- Design/creative thinking
- Wellbeing and productivity
- Law Society of NSW student membership



Additional Opportunities

As part of our strategic initiatives, we are continually looking to expand upon and improve our student focused offerings to support students and provide further opportunities for our participating firms and employers to connect with this key cohort.

In addition to the main initiatives highlighted, further opportunities for collaboration include:

Student Connect e-Newsletter

New to 2023, our award-winning LSJ Media team have developed, Student Connect, a tailored communication for student members. This quarterly publication features informative articles, links to podcasts, information on upcoming events and programs and advertisements from supporting organisations. Student Connect is distributed to our 2,000 student members.

Examples of potential collaboration: feature article/podcast episode with details about your organisation, graduate or clerkship program, or an interview with a recent graduate or clerk. Or you could utilise display banner advertising to provide a quick link through to graduate and clerkship positions available or any other link you prefer on your website.

Tailored solus eDM

Alongside our Graduate and Clerkship Recruitment Programs, participating firms are able to compose a tailored eDM communication to be sent to our full student membership cohort to promote your organisation and encourage applications to your programs. This can be circulated amongst our student members, and universities across NSW.

Feature in 2024 Careers Guide

New to 2024, the Law Society Careers Guide is intended to provide students with a source of information for career pathways, information on areas of law and types of practice, and advice and guidance on applications.

Examples of potential collaboration: A 'day in the life' feature of a graduate or clerk at your organisation or an advertisement.

Bespoke / Joint Event

Alongside our main initiatives, we welcome the opportunity to collaborate on a bespoke or joint event

with your organisation. This presents an opportunity for you to showcase your organisation, including your graduate and/or clerkship programs in-person or online to our large audience.

Examples of potential collaboration: Graduate and/or Clerkship Information Session, Skills/Mock Interview sessions.