





We listen

We listen to you and understand. We answer your questions and deliver a service that will meet all of your needs. We invest in lasting relationships and take the time to develop closer relationships focused on better legal outcomes through expert advice. It's simple - its about respect and taking the time to understand what you need.

We understand

Good or bad, you need to know where you are before you can determine where you need to be. We tell it like it is. We won't sugar coat the issues. We see the early warning signs and will warn you before it's too late. We will arm you with informed answers to tough questions and keep you on top of the facts that matter.

Gillis Delaney Lawyers

For over 40 years, Gillis Delaney Lawyers has delivered legal solutions to businesses operating in Australia. We specialise in the provision of legal services in the insurance industry and our expertise includes workplace relations, employer liability, commercial law, finance, insolvency and construction law. Our clients include Government agencies, public and privately listed companies, insurers and underwriters, insurance broking groups and insurance brokers, underwriting agencies, and third party claims administrators.

We deliver quality legal services with commercially focused advice. We make it easier for you to face challenges and ensure you are 'fit for business'.

As businesses focus on ways to improve shareholder return and improve operational efficiency a relationship with Gillis Delaney Lawyers presents the opportunity to develop a strategic partnering solution that will allow you to take control of your spend on legal services.

Insurance Solutions

We deliver a complete legal service for the insurance industry. Our specialist services include:

- Claims advice
- Management of claims and insurance-related disputes
- Dual insurance claims
- Subrogation actions
- Policy drafting
- Indemnity advice and indemnity disputes
- Premium recovery
- Contract analysis to identify the impact on insurance programs
- Insurance Contracts Act advice
- Compliance and Financial Services advice
- Corporate Governance for insurers and intermediaries
- Licensing and APRA issues
- Acquisitions of Insurance Brokerages, Underwriting Agencies and Financial Service Providers

We are proactive

Prevention is better than a cure. We strive to identify issues before they become problems. Early intervention, proactive management and negotiated outcomes form the cornerstones of our service.

Our service is personal

Our service is personal and 'hands on' and our mix of professionals ensures that you enjoy high level partner contact at all times. Our people are accessible and responsive and provide creative and innovative solutions cost effectively. We have 24/7 accessibility to lawyers.

We work as a team

Teamwork is very important to us and we ensure that we have the right person for the right job. We draw on our range of specialists to deliver the best service with fewer people and without duplication. We deliver the right level of service to meet your needs and our teams can turn around quality work quickly and efficiently. We relentlessly pursue customer value and all our actions are focused on satisfying your needs.



We communicate effectively

You need the best service and information at your finger tips. We provide the best of both worlds, proven technology delivering internet access to all of your information and a serious focus on communication in plain English. With our personal service, simpler communication and easy access to information you spend more time doing business and less time chasing down problems.

We deliver results

You need practical ideas that deliver real results. Our people and our ideas can make a difference and we thrive on the opportunity to think creatively and deliver innovative solutions. We listen, understand, provide the best information and deliver value for money. We embrace ideas and use creativity to find better ways to do things.

We add value

Delivering results on time and on budget is not enough anymore. We focus on a third dimension: on value and the value adds that we bring to your needs.

We have a track record in the provision of on-going training in the insurance industry and our monthly newsletters provide up to date information on legislative changes, cases and trends that impact on the insurance industry.

We are different!

We set ourselves apart from other lawyers by:

- identifying your needs and responding with the most cost effective solution
- providing practical expert advice
- meeting deadlines, building relationships and delivering value for money
- supporting creativity and diversity of thought and bringing excellence to all that we develop, deliver and achieve
- utilising a team approach that maximises efficiencies and minimises duplication
- identifying the right legal strategy for the best commercial outcome

... and having fun whilst doing it.

What next?

Opportunities for improvement are everywhere. We know where to look and how to take advantage of them. We are passionate about understanding and helping our clients. If you like what you've seen and are looking for a long term one on one relationship give us a call.



Strength & Reliability

- ISO 9000 accredited
- Insightful unbiased recommendations
- Strategies tailored to your needs
- Focus on outcomes not barriers
- Understanding and management of commercial pragmatics and non legal aspects
- Diligent investigation and thorough preparation
- Robust representation and advocacy
- Efficiency built on market-leading workflow tools, intelligent precedents and information technology
- Cost accountability
- Impressive and cost effective results

Our Industry Experience

- Accountants
- Alternate Health Professionals
- Airlines
- Banking & Finance
- Building, Construction & Engineering
- Catering
- Cleaning
- Couriers
- Financial Services
- Government Agencies
- Health Care and Aged Care
- Insurance & Insurance Broking
- Labour Hire
- Manufacturing
- Marine and Freight
- Medical and Health
- Mining
- Property Development
- Rail & Stevedoring
- Real Estate and Valuers
- Retailing and Wholesaling
- Stockbroking
- Transport



Contact us

David Newey
E dtn@gdlaw.com.au
T +61 2 9394 1111

Michael Gillis
E mjg@gdlaw.com.au
T +61 2 9394 1188

Marcus McCarthy
E mwm@gdlaw.com.au
T +61 2 4968 6611

Peter Mathews
E ppm@gdlaw.com.au
T +61 2 9394 1132

Amanda Bond
E asb@gdlaw.com.au
T +61 2 9394 1118

Stephen Hodges
E sbh@gdlaw.com.au
T +61 2 9394 1120

Naomi Tancred
E ndt@gdlaw.com.au
T +61 2 9394 1122

Sydney

Level 11
179 Elizabeth Street
Sydney NSW 2000
T +61 2 9394 1144
F +61 2 9394 1100

Newcastle

Level 1
161 Lambton Road
Broadmeadow NSW 2292
T +61 2 4968 6600
F +61 2 4968 6699



Claims

We offer a broad range of services in insurance claims litigation and can assist you with a wide range of insurance classes including:

- Public and Products Liability
- Professional Indemnity
- Property and Industrial Special Risk
- Financial Risk
- Construction and Contract Works
- Directors & Officers Liability
- Employment Liability
- Compulsory Third Party Insurance
- Marine and Aviation
- Catastrophic claims

We provide intuitive legal strategies for the investigation, management and resolution of claims. The strategies are developed in collaboration with you and a consistent agreed approach ensures the delivery of best practice claims management.

We analyse the commercial and legal impact of all claims, the impact of deductibles, the costs of any dispute process, the merits of the claim and recovery potential. We implement settlement strategies consistent with the potential of the claim.

We stand by our promise to deliver superior services by simplifying issues rather than over complicating them. We explain information in plain language and respond promptly and effectively. We keep you informed and ensure investigators, assessors, experts, collection agents and loss adjusters that assist in claims provide value for money services.

We are committed to delivering a quality claims service in a manner which will exceed your expectations.