



Castle Keeper Retainer

Thank you for your interest in Castle Keeper. I know that time is your most precious commodity - so my intention in offering this service is to make it efficient, easy & less expensive for you to access good governance and risk management mentoring, keep your legal documents up to date and shiny, and maintain vigilance around your intellectual property. The bigger your business gets, the more risk you are exposed to, and the less time you have to deal with it. Together we can identify the necessary action to keep you and your clients safe and increase your peace of mind. I'll also provide awesome accountability, so avoidance & resistance won't stop you doing what you need to do. My intention in offering this service is to support you to make your business SAFER, SANER and MORE SUSTAINABLE. Engaging me to provide this service is subject to the following Terms. Please read them carefully. They are for our mutual benefit. If you have any questions at all, please contact me.

1. Responsible Solicitor

I am the solicitor solely responsible for your matter and I will assist you personally.

Michelle Whitehead trading as Carefree Counsel

BA (Hons 1) LLB (Hons 1) LLM (Hons)

NSW Solicitor #: 58004

ABN: 91 968 443 292

Postal Address: PO Box 438, South West Rocks, NSW 2570

Phone: 0436291346

Please only call or text in an emergency. I prefer contact by email: michelle@carefreecounsel.com.



This service is offered in compliance with Australian Consumer Law.

2. Identification of Client

Please check these details carefully and let me know if there are any errors (especially if you are a company / organization rather than a sole trader).

Name:

ABN:

Address:

Contact Details:

3. Scope & Duration of Work

The services that you have requested are set out in Schedule 1. Variations to the scope of work may be agreed on by email between us.

There is a minimum commitment of 3 months at a time, unless I have agreed to an alternative arrangement. If this is the case, the alternative arrangement will be set out in Schedule 1.

4. Payment

I will charge you a monthly fee for this service, at the rate specified in Schedule 1. Fees are in Australian dollars and include GST.

You may choose to pay monthly, quarterly or yearly. Tax invoices will be sent out at your chosen intervals.

Making your payment

Payment is due within 14 days of receipt of my invoice. My preferred payment method is by direct deposit or EFT (electronic funds transfer) to the account nominated on the tax invoice. Please use your surname and invoice number as the reference when making a deposit.

Account Name	Branch Code (BSB)	Account Number
M M Whitehead	082-491	82 659 2006

IMPORTANT! My bank account details will not be changed from the details above. If you receive any correspondence suggesting that I have changed my bank account details and asking you to pay into a different account, please call me on 0436291346 or send me a message through Facebook to confirm **BEFORE PAYING**, as this is a common cybercrime tactic.

PayPal is available on request if you prefer to pay by credit card. Please confirm the details of the payment with me and wait for me to issue a PayPal invoice before making a PayPal payment. I reserve the right to add a surcharge of 2.5% as a contribution towards PayPal's fees. (This is less than PayPal charges me).

Make sure you keep a copy of the invoice as this work should be claimable as a business expense for tax purposes, although you will need to confirm this with your accountant or financial adviser.

IMPORTANT NOTE - If you have any difficulty paying an invoice, YOU MUST CONTACT ME so we can make alternative arrangements. I promise to understand. There is nothing worse than being ghosted and having to beg for payment. If there is a problem, if you need more time or if you are not happy, reach out and tell me so I can be generous and offer a win/win solution. Don't make me feel mean and nasty by hiding from me! Let me know what is going on for you so we can find a way forward without ruining our relationship. Sound reasonable?

Late payment consequences (because no-one should have to beg to get paid)

If I have not received payment after 14 days from the date of the invoice, I will send you a reminder. If payment is not received within 7 days of that reminder, all services will be paused until payment is made.

Many of the services included in this retainer are provided quarterly, based on you making a 3 month commitment. If you have already received services that have not been paid for (such as Update Your Legals, Ongoing Vigilance Report, IP Strategy Session, Mentoring or a guaranteed 14 day turnaround on drafting work), and your payment is not received before the end of the relevant quarter, I reserve the right to cancel your retainer and charge you full price for that service at the following rates (which are what I would charge a client outside of Castle Keeper for performing them):

Update Your Legals - \$880

Ongoing Vigilance Report - \$880

Any Consultations including mentoring - \$440 / hour

14 day urgency fee – 50% in addition to the price of the contract

You agree that this is entirely reasonable as I have performed those services at a discounted price in reliance on your promise of monthly payments. If you fail to keep your promise without making alternative arrangements with me, you will lose the benefits that come from this retainer relationship.

The *Legal Profession Uniform Law* (NSW) (“the Uniform Law”) provides that I cannot take action for recovery of legal costs until 30 days after a tax invoice which complies with the Uniform Law has been given to you. I am patient – I am willing to wait three times that long. However, if an invoice is more than 90 days overdue, you agree to pay all costs, including debt collection agency fees and solicitor’s costs (including my own), that I may incur in taking steps to recover any money that you owe to me, whether or not legal proceedings are issued in relation to the debt. This includes the full price invoices for services performed but not paid for.

5. *What you can expect:*

This is the general process that occurs for each of the normal service offerings included in the full package. There may be minor departures from this process depending on your specific needs. If at any time you are unsure of what to expect, or feel confused about the process, please contact me so we can ensure we are both on the same page. I have used the term “each quarter” for convenience to refer to a 3 month period, but depending on when you ask to start your subscription, the “quarter” that applies to you may not necessarily align with the normal calendar quarters.

Update Your Legals

Once each quarter, you can choose to either:

- send me your existing contracts for me to read through and update based on your emailed instructions, up to a maximum of 2 hours of my time per quarter, or
- book a 1:1 Update Your Legals session of up to 2 hours duration at a time that suits you – I do the editing while you talk through what you need.

If you are choosing to send me a contract to update, please allow a turnaround time of approximately 2 weeks to complete your revisions. If you are waiting for a document and have not heard from me, please reach out (gently) to see how I am going.

The document I send you will have “markup” turned on so that you can see my changes, & I can track any changes that you make. You are expected to read the revised document carefully, to make any further amendments or comments and ask any questions that you have. The document may contain highlighted areas and comments in the margin where I have requested further information from you. It is your responsibility to make sure you have software that can read these comments (Microsoft word; Google docs). If you have any difficulty with opening or accessing the document, please notify me asap. When you have completed your review, please email it back to me to finalise. You can treat this process as an informal conversation between us – do not hesitate to ask questions or make highlighted comments in the document. If you don't like something, I need you to tell me!

If you have chosen the in-person option, please email the document to me before the session in Word or Google Doc format. I will share your document on my screen and revise it as you talk through any changes you require.

This is a significant upgrade on my normal group Update Your Legals sessions, where you do the updating and I am only available to answer questions.

I will send you reminders about this service at the start of any month in which you have an unused Update Your Legals entitlement.

Trade mark searches / Ongoing Vigilance Report

In Schedule 1 of this Agreement, I will ask you to nominate a trade mark. This may be registered or unregistered. Once each quarter, I will conduct ongoing vigilance searches of the Australian and global trade mark databases, Google search engine up to 5 pages in, and 2 social media platforms (usually Facebook and Instagram, unless you choose something else). **I will send you a report outlining the results of my search – IF I find something worth noting. If you would also like confirmation that the search has been performed with no issues being found, please let me know.**

I cannot guarantee that I will identify every possible potential for conflict in my searches (although I will try hard to do so). Potential problems that I identify may (or may not) ever come to pass. What I can guarantee is that I will run your trade marks through the specified searches, assess the results

based on my professional knowledge and experience, and alert you to any potential problems that I believe should be brought to your attention. If there are no issues, I will report that also.

If your trade marks are particularly complex (for example if you are licensed to use other people's trade marks or other people are using your trade mark under licence, or your trade mark is too generic and there are lots of people using marks that are very similar) this complicates the ongoing vigilance process. I will discuss this with you to set reasonable expectations and determine the best way to modify the process for your needs.

If an infringement of your trade mark is found, I will not charge you any additional fees for sending an initial cease and desist letter and engaging in minor correspondence with the infringer. I will keep you in the loop of all correspondence and seek your instructions before sending anything.

Please note that if the initial approach is ignored or met with an aggressive response, I will need to refer you to a specialist in IP litigation for further advice and assistance, which may incur additional costs.

Mentoring (Best Practice, Good Governance & Risk Management)

You are entitled to up to 3 hours of my time per quarter (or 12 hours per year if you have paid for a year in advance). You can use this completely confidential time to talk about anything you want – but it is especially useful for exploring issues of best practice, good governance and risk management. Take advantage of these mentoring hours to touch base with me regularly and talk through niggling worries, rather than waiting for crises to blow up and require urgent assistance! Here are some examples of potential topics:

- refine your refund, appointment & cancellation policies
- deal with difficult clients and improve your boundaries
- get advice on a contract or more intellectual property strategy time
- sort out sticky situations without spiralling into sabotage
- explore succession planning for your business
- communicate with clarity & compassion to avoid conflict
- design automated systems & process to make your life easier
- risk management, good governance & best practice support
- pick my brain and benefit from my win/win thinking

You will be sent an email around the start of each month with a reminder of how much time you have left available, the date by which your entitlement must be used, and the booking links for 15m, 30m, and 60m consultations, to use in whatever combination you desire.

Any follow up work connected with this mentoring will be charged at \$375 / hour instead of my normal rate of \$440 / hour. **Please note that if you are in a conflict situation, I can assist you with preliminary advice, but will refer you to another lawyer if the matter is adversarial and we cannot negotiate a peaceful resolution in a reasonable time.**

IMPORTANT NOTE: I deeply value the investment you've made in this service, and it genuinely matters to me that you get the most out of it. To ensure we stay on track, I've made it a mandatory requirement that you schedule at least one 30-minute call per month so we can touch base and keep things moving.

I strongly recommend booking at least three calls (one per month) at the start of each quarter. You'll always have the flexibility to reschedule if needed, but having them set in our calendars from the outset ensures we stay aligned and ready to support your goals effectively (instead of leaving me wondering what's going on then scrambling to get up to speed when you come to me with a problem – which we may have been able to mitigate or avoid entirely if we'd addressed it sooner).

Contract Drafting – Guaranteed 14 day turnaround

You are entitled to a guaranteed 14 day turnaround on any contracts that you engage me to draft for you. You will still pay my normal contract drafting price, but you are guaranteed to receive your first draft within 14 days of our intake interview.

This avoids my normal turnaround time, which is normally 4–6 weeks, but has been known to stretch to 2–3 months in busy periods, without incurring my urgency fee. For a 14 day turnaround, the urgency fee normally adds an additional 50% to the cost of the contract.

Speaking Engagements

This isn't calculated in the cost of the retainer because I am happy to do it for you anyway – I offer it generally on a “pay what you feel” basis, but I want to make sure you are aware of my availability. You are welcome to invite me to provide a presentation or facilitate a legal or risk management workshop or intensive at your retreat, conference, summit, symposium, membership or course. If it is a live event, you will only pay for my travel and accommodation. If it is online, then there is no charge.

I am prepared to be very flexible and create exclusive content to complement the theme of your event or any specific requests you have (as distinguished from the ad hoc rambling interview format I offer everyone else).

Co-working

I provide you with complimentary access to the co-working calendar that is used for my Serenity Connective membership. You are welcome to book into any available slot for co-working companionship and accountability. Other Castle Keeper clients and Serenity Connective members may also join us. We have a quick check in, and then focus on our own work for 40 minutes, followed by another quick check in.

Custom AI Assistant

Using ChatGPT, I will create a custom AI Assistant for you, making productivity fun and providing personal motivation to integrate habit stacking and mindset work into your day, while supporting you to achieve your goals. This is a brand-new offering, so I'm keeping things flexible. More information will be provided if you choose to take advantage of this offer.

6. Use it or Lose it!

It is important to me that you get the full value that you have paid for, so I will proactively remind you around the start of each month to book in or use the entitlements that you have chosen. After that, it is your responsibility for booking in and using my services effectively. As a result, your entitlements are reset at the start of each new 3 month period. The exception is if you have paid for a year's retainer in advance. In this case, I am more flexible about when you use your entitlements, and they will reset at the start of each new 12 month period.

PLEASE be mindful of my workload, plan in advance and don't try to book everything in during the last week of the last month - this will just stress me out and potentially reduce the quality of my work! Any unused entitlements will expire. They will not be carried over into the next 3 month period (or 12 month period if applicable) unless I have explicitly agreed to do so in writing. You agree that this is entirely reasonable. This is intended to be a long-term ongoing relationship - so even if you don't take full advantage of your entitlements in some quarters, there will likely be other times when I go above and beyond those entitlements for you! If at any time you feel that you are not receiving an equal exchange of value, let me know and we can renegotiate your entitlements to suit your needs.

7. Variables

On rare occasions, unexpected issues may arise which require that our retainer relationship be renegotiated. If this happens, I will contact you immediately to discuss the situation. Common variables which may arise include:

- excessive correspondence
- your prompt and efficient response to requests for information or instructions
- any variation to your instructions
- changes in the law, and
- the degree of complexity or uncertainty concerning legal issues affecting your circumstances.

8. Questions and Complaints

If you have any questions or complaints about my services or the retainer relationship, please do not hesitate to contact me. If anything is unclear, I will be happy to explain it and if there is a problem, I will work with you to resolve the matter to our mutual satisfaction. You also have the right to seek independent legal advice if you have any questions about these terms of service.

9. Personal Liability

If you are providing instructions to perform work on behalf of another person or entity (such as in your capacity as an authorized representative of a company) in doing so you agree to be personally jointly and severally liable for my fees. “Jointly and severally” means that if there is more than one person authorized to provide me with instructions for an entity, I can recover my costs from you together or individually as the case may require.

10. Disclaimer

The services I provide for you are based on my knowledge of contract law, intellectual property law, small business best practice, good governance and risk management in Australia and New Zealand,

as well as my long & varied experience in working with business owners, online and face to face. If an issue arises that I feel is beyond my skill level, I will refer you to a specialist legal practitioner.

As we work together, I will do my best to identify and alert you to potential problems or difficulties that I foresee with regard to your business, intellectual property assets, your contracts and your business relationships. I am human, and there is a possibility that I may miss something – particularly if the situation is complex. While we will both do our best to foresee potential problems, unfortunately it is not possible to identify every possible scenario where things could go wrong.

If you do notice something I have missed, or if you have any concerns, please bring it to my attention ASAP, and I will work with you to try to find a mutually acceptable solution.

11. *International Use*

My legal services are intended for Australian and New Zealand businesses only. In rare cases, I may agree to assist an international client, but this is not a legal service – it is merely mentoring and coaching – even if I agree to assist you with updating your legals or ongoing vigilance. Any document resulting from this mentoring **MUST** be checked thoroughly by an appropriately qualified legal practitioner in your jurisdiction to ensure it is compliant with the laws applicable to you. If you choose to work with me in this way, you agree that you fully understand these limitations, and you take sole responsibility for any consequences that arise, with no recourse of any kind against me.

12. *Testimonials & Results*

Any testimonials and promised results that may have influenced you in choosing to work with me are based on my experience and those of my previous clients. They are not guaranteeing that anyone else will achieve the same results. Testimonials on my website may be edited for spelling, grammar and conciseness but have not otherwise been changed from the original.

After we have been working together for a while, I may send you a request for a testimonial. You give me unconditional permission to display your testimonial on my website and social media profiles, including any photograph of you that you provide, and a link to your business website.

If you wish your testimonial to be taken down or not used for any reason, please let me know.

13. Intellectual Property

Trade marks

My logo, the name Carefree Counsel™ and Contracts that Care™ are common law trade marks. They may not be used under any circumstances without my express written permission.

Copyright

I retain ownership of the copyright in any document that I draft for you. This means that you may only use it within the context of your business. You must not allow anyone else to copy your document or use it in any way that is substantially different than the purpose contemplated at the time of drafting. Please ask me if you have any questions about this.

Your IP

Any intellectual property you share with me in the process of providing these services remains yours and will only be used for the purposes for which it has been provided.

14. Confidentiality

Trade secrets & my duty of care

During our retainer relationship, I understand that you will be sharing highly confidential information with me relating to your business and future plans, including trade secrets – and that this information may not be in the public domain. As a lawyer, I have a strict duty of confidentiality. Any information that you share with me may only be used for your benefit. It cannot be shared or disclosed to any third party without your express permission.

The relationship between a lawyer and their client is a fiduciary one – this means that it is a relationship of extreme trust and confidence. I take my ethical duties extremely seriously, and I will not knowingly engage in any conduct that may compromise my integrity or professional standing.

Zoom recordings

I record any consultations we may have via Zoom. Recorded consultations are solely for my own records and will never be shared with anyone or used for any purpose, unless they are required by my insurer or professional standards board, which is extremely unlikely.

File storage & CRM

All files and notes are stored on a password protected computer. I use Streak and a paid version of Google Workspace as my customer records management database and for all communication. You can read more about their security provisions here:

Gsuite - https://workspace.google.com/intl/en_au/security/

Streak - <https://www.streak.com/security>

My privacy policy

I manage and protect your personal information in accordance with my privacy policy: <https://www.carefreecounsel.com/privacy-policy/>. My privacy policy contains information about how you can access and correct the personal information I hold about you and how you can raise any concerns about my personal information handling practices. For more information, please contact me in writing.

Archives

On completion of our retainer relationship, I will retain electronic copies of your documents for 7 years (subject to potential technical failure, which could result in files being inadvertently destroyed earlier). Your agreement to these terms constitutes your authority for me to destroy the file after those 7 years.

15. *Sending Material Electronically*

During the course of your matter we will send and receive documents to each other electronically. I commonly use Gmail, Google Drive, Acuity and Dropbox. My accounts with these programs are password protected, and I have investigated and have every confidence in the strength of their security provisions. I also maintain top quality internet security software on all my devices. I endeavor to use best-practice cyber-security principles at all times.

However, it is a fact of modern life that such transmissions may not be secure, and documents may be copied, recorded, read or interfered with by third parties while in transit. By accepting these terms, you release me from any claim you may have as a result of any unauthorised copying, recording, reading or interference with that document, for any delay or non-delivery of any document and for any damage caused to your system or any files.

16. *Consumer Guarantees*

The services included in this retainer relationship require a considerable investment of my time.

You agree to give me a fair opportunity to deal with any concerns that you have. If you feel that any aspect of my services has not met your needs, please let me know immediately, or as soon as possible after the situation comes to your attention. If you do not notify me that there is a problem before paying your next invoice, then I am entitled to assume that there is no problem, and the invoice becomes a debt that you must pay.

I take my obligations under Australian Consumer Law seriously and will do my best to address any issues that arise. However, even if there is a major problem, my liability is strictly limited to:

- providing the services again, or
- if I am unable to do so within a reasonable time, paying the cost of having the relevant goods or services supplied to you again.

Minor Problems

A minor problem will have occurred if I become ill or am otherwise unable to deliver my services in a timely manner. I admit that at times, I get an unexpected influx of urgent work, or my family's needs intervene, and works in progress may slip down the queue. If for any reason you feel that I am taking longer than is reasonable to complete any aspect of my services, I ask that you reach out (gently please) by email, and remind me that you are waiting. I will then prioritise your work to the best of my ability, or negotiate a time frame for completion with you.

Major Problem

I consider it to be a major problem if you feel that the service I provide for you is not suitable for your needs or not performed with due care and skill. I ask that you notify me of any issues immediately, and I will try to work with you to resolve any issues to our mutual satisfaction.

17. *Limitation of Liability*

Subject to my obligations under Australian Consumer Law, I am not liable to you for any costs, loss, injury or damage that you or your business may suffer that is not directly attributable to my negligence or the negligence of my subcontractors.

You take full responsibility for your implementation of any suggestions that I may make while providing my services. You understand that my guidance is limited to providing you with options for your consideration, and that you are solely responsible for any actions that you choose to take. Always consult your own values and vision, do your own research, and check with appropriately qualified professionals before making major decisions. You agree to indemnify me against all consequences arising directly or indirectly from your choices.

You expressly agree that if this limitation of liability is unenforceable for any reason, my total cumulative liability for all causes of action of any kind (other than negligence) shall not exceed the amount that you have paid to me under this Agreement for the relevant quarter).

18. *Severability & Inclusion*

If any part of this agreement is held to be void, illegal or unenforceable, it can be removed without affecting the validity, legality or enforceability of any other part of this agreement.

Where the words “including” or “includes” appear in this agreement, they mean “including (or includes) without limitation”.

19. *Jurisdiction & Dispute Resolution*

Jurisdiction

This Agreement is subject to the governing law of New South Wales. Regardless of where you live in the world, you irrevocably agree that if the dispute resolution processes fail, the courts of New South Wales, and the Commonwealth of Australia, will have exclusive jurisdiction.

Negotiation

If you have any issue or complaint arising out of our retainer relationship, you and I agree to make a genuine effort to find a win/win solution and resolve the dispute through negotiation and discussion.

Mediation

If the dispute cannot be resolved by negotiation and discussion within 14 days, you agree to proceed to mediation with the assistance of an independent accredited mediator, seeking mediation online or by telephone if anyone would need to travel for more than an hour to attend the mediation.

The mediator is to be appointed by agreement, or failing agreement within 14 days of the negotiation period ending, I will provide you with contact details for at least 2 appropriately qualified, neutral mediators (having first confirmed their availability), and you must select one of them within 48 hours of receiving the nominations. All costs of mediation must be shared equally.

Legal action must not be commenced until, in the opinion of the independent mediator, the potential for negotiation and mediation have been exhausted.

Professional standards complaint

If we are unable to resolve a dispute by negotiation and mediation, you may access the complaints procedure offered by the Law Society of New South Wales here: <https://www.lawsociety.com.au/for-the-public/making-a-complaint>.

Respectful communication

If a dispute arises, you agree to refrain from engaging in any public discussions regarding the matter, communicate with me in a polite and respectful manner and avoid any behaviour or communication that could reasonably be expected to negatively impact my business or personal interests. I make a similar commitment to you.

20. Acceptance of these Terms

By signing this Agreement, you agree that you have read and agree to be contractually bound by these terms and conditions. Please contact me immediately if you have any concerns. I have done my best to create a contract that cares for us both – so if you feel that anything here is unfair, I warmly invite you to propose a reasonable alternative.

If you are signing on behalf of a company or other legal entity, you promise that you are authorised to do so, and that your signature is legally binding on that entity.

If you are a sole trader, please enter your registered business name where it says "Company" and write "sole trader" where it says "Title".

If you are a trading trust, please enter the name of the trust where it says "Company" and write "Trustee" where it says "Title" (but only if that is your role.)

Contact me if you have any questions.

Schedule 1

Payment amount & frequency:

\$770 MONTH

\$2310 QUARTER

\$9240 YEAR

Scope of Services to be provided:

UPDATE YOUR LEGALS up to 2 hours per quarter

ONGOING VIGILANCE REPORT up to 2 hours per quarter

BEST PRACTICE MENTORING up to 3 hours per quarter

GUARANTEED 14 DAY TURNAROUND ON CONTRACT DRAFTING

CUSTOM AI COMPANION with unlimited tweaks

Any variations that you wish to request (or questions about the services above):

Your nominated trade mark for ongoing vigilance (email me if you don't know):