

<b>IAN GRAY SOLICITOR (PROFILE)</b>
---

Ian Gray is a specialist in Business Succession Planning, Exit Strategy Advice and Business Risk Management.

He is the proprietor of Ian Gray Solicitor, a legal firm based in Brisbane that services Advisers, Accountants and Clients in every state and territory of Australia.

In 1987, Ian developed the Business Insurance Trust Agreement, a unique structure that allows business people and high net worth individuals to deal with all business, personal and self-managed superannuation insurance needs on one Insurance Policy (the "One Page, One Policy Strategy").

The Agreement conveys insurance proceeds from an insurance company to the intended recipients via a Trustee, both securely and tax-effectively.

Equally importantly, the Agreement simplifies insurance arrangements that might otherwise have complex commercial, legal and taxation implications.

The Business Insurance Trust Agreement is unique in that it is the only Buy/Sell Agreement that has been submitted to and received a positive opinion from the CGT Cell of the Australian Taxation Office.

Ian was Dux of St Paul's School in Brisbane in 1974, and received a National Undergraduate Scholarship to study at the Australian National University, Canberra.

He was first admitted as a solicitor in 1981. He was employed as a solicitor at Cannan and Peterson (now Deacons Graham and James, Brisbane) and Feez Ruthning (now Allens Arthur Robinson, Brisbane), before establishing the firm Holmans (which later became part of the interstate firm Middletons Moore and Bevins) in 1987.

Ian was a partner of the national firm Phillips Fox from 1995 to 1997, when he established Ian Gray Solicitor as a specialist Succession Planning practice.

Ian has had extensive experience in commercial, banking, insolvency, taxation, intellectual property and insurance law.

He has acted for banks and financial institutions such as Commonwealth Bank of Australia and Australian European Finance Corporation, multinational companies such as Tamrock, national companies such as Ampol, and semi-government bodies such as the Pacific Film and Television Commission.

He has also had business experience as the General Manager, Production and Industry Development, Pacific Film and Television Commission and the Chief Executive Officer of a privately owned animation and visual effects company based at the Warner Roadshow Movieworld Studios.

As a journalist and writer, he has also interviewed many artists, including Graham Chapman of Monty Python fame.

He has had extensive experience as a Board Member of arts organisations such as Institute of Modern Art Limited, La Boite Theatre and Film Events Queensland (formerly Brisbane International Film Festival Limited).

Ian has conducted presentations about Succession Planning at numerous industry conferences and seminars since 1987.