



PROACTIVE LEGAL SOLUTIONS TO SAFEGUARD YOUR BUSINESS AND REPUTATION

| REGULATORY RESPONSE EXPERTISE FRACTIONALISED LEGAL COUNSEL |

Legal Partners in Your Success

When regulatory challenges threaten your business, **Hamilton Blackstone Lawyers** stands ready. For 20 years, we've safeguarded financial service providers through strategic legal guidance and practical solutions.

Your Shield Against Regulatory Pressure

Our specialty lies in shielding AFSLs and their businesses from ASIC scrutiny. With our expertise, clients navigate the regulatory maze with confidence and emerge with their businesses intact as well as the freedom to meet their business objectives.

Beyond Traditional Legal Services

We offer:

- ✓ Responsive regulatory solutions
- ✓ AFSL protection strategies
- ✓ Fractionalised in-house legal services
- ✓ Mediation and expert dispute resolution

Industry Connections That Matter

Our seats at key industry association tables ensure your voice is heard when policy decisions are made. Through our network of professional partners, we deliver comprehensive support tailored to your specific business needs.

Proven Experience, Measurable Results

Led by a regulatory response specialist with 20 years in the field, we've earned the trust of major financial institutions by delivering clear guidance to help manage regulatory complexity.

We don't just solve legal problems - we build lasting partnerships that support every aspect of your business growth.

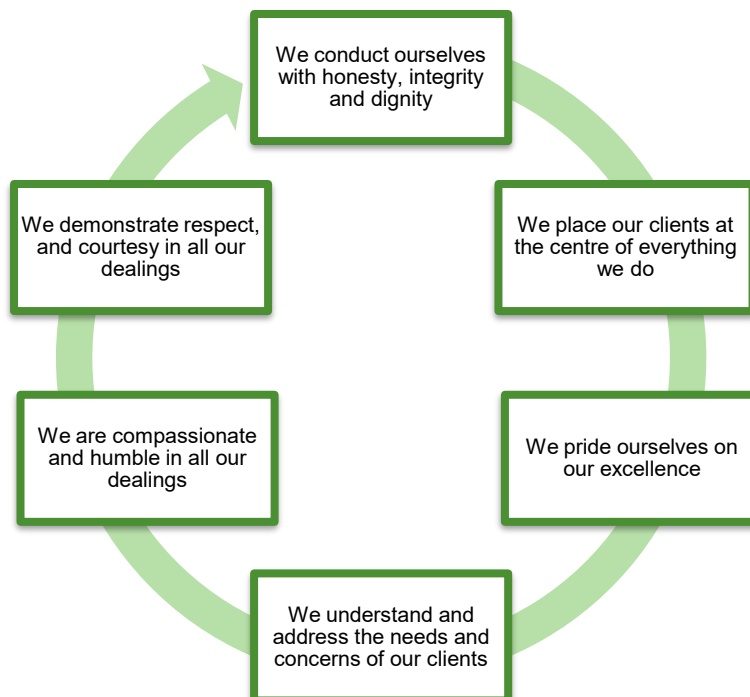
OUR MISSION

Our mission is to strengthen financial services businesses through strategic legal guidance that balances opportunity with protection. We partner with our clients to navigate regulatory complexities while empowering their growth and innovation. Through clear communication and proactive counsel, we transform legal challenges into strategic advantages.

We are guided by unwavering integrity, deep industry expertise, and an authentic commitment to our clients' success. Every interaction reflects our dedication to excellence, accessibility, and practical solutions that deliver measurable value.

By providing certainty in uncertain regulatory environments, we enable our clients to move forward with confidence, knowing their interests are protected and their ambitions supported.

OUR VALUES



OUR CLIENT-CENTRIC APPROACH

Hamilton Blackstone Lawyers delivers practical legal solutions designed specifically for regulated businesses. Our client-centric approach is designed to protect your interests and provide early warning of regulatory shifts.

We translate complex legal requirements into clear, actionable guidance you can immediately implement. Rather than simply identifying problems, we develop strategic response plans that transform regulatory hurdles into business opportunities.

Every client relationship begins with understanding your business objectives. This foundation allows us to provide advice that not only addresses immediate legal concerns but supports your long-term goals. We measure our success by your ability to operate with confidence in challenging regulatory environments.

Our commitment extends beyond transactional legal work. We position ourselves as an extension of your team - a trusted advisor invested in your sustained growth and protection.

UNMATCHED EXPERTISE FOR YOUR BUSINESS NEEDS

Regulatory Assurance and Fractional In-House Services



Receive hands-on regulatory expertise seamlessly integrated into your operations. With proactive support, you can focus on your business goals while regulatory complexities are expertly managed. Benefit from legal representation, preparation of submissions in regulatory investigations, and strategic regulatory responses, all designed to keep your business running smoothly



We offer on-demand legal, company secretarial, and regulatory support through secondments or as virtual in-house counsel, tailored to meet the unique needs of your business. We will manage the legal aspects of your M&A activity, provide expert input into your deal flow, and liaise with your third party suppliers



We support all aspects of AFSL licensing, including comprehensive assessments of licensee governance, development of policies, manuals, charters, and procedural documents, as well as thorough assessments of potential acquisitions or appointments to help manage and mitigate risks in your key business decisions

Mediation Expertise with a Trusted Dispute Resolution Specialist

For a smooth and expert-led mediation and determination process, we offer a comprehensive guide that covers everything you need to know. [Click here](#) to download our Mediation Guide to learn more about how mediation works, its benefits, and how to avoid common pitfalls when resolving disputes.

AMPLIFYING YOUR SUCCESS THROUGH EXPERT INSIGHTS



Strategic Insights Beyond Legal Counsel

In 2024, we established our Advisory Board to provide you with an unparalleled competitive advantage. This carefully selected group of financial services leaders brings decades of frontline industry experience directly to your matters.

How Our Advisory Board Benefits Your Business

This strategic initiative delivers three core advantages:

- ✓ **Insider Regulatory Intelligence** - Our advice is informed by those who have successfully navigated regulatory challenges within the industry, giving you insights not available from typical legal advisers.
- ✓ **Strategic Business Alignment** - We deliver legal solutions that address compliance while supporting your operational realities and growth objectives.
- ✓ **Access to Industry-Leading Perspectives** - Your matters benefit from the collective wisdom of executives who have shaped financial services policy and practice.

Meet Our Expert: Matthew Fogarty

Our Advisory Board is led by Matthew Fogarty, whose 25-year career spans CEO, executive leadership, and director roles across financial planning, AFSL management, insurance, and compliance functions in Australia and internationally.

Matt's involvement in the Licensee Leadership Forum - where AFSL executives develop policy positions for government - means our clients receive advice that anticipates regulatory trends rather than merely responding to them.

This combination of legal expertise and practical industry leadership ensures your business doesn't just comply with the law - it thrives because of how strategically you navigate them.

CRISTEAN: YOUR LEGAL SPECIALIST



Why Cristean?

With 20 years of legal experience, Cristean specialises in all aspects of financial services licensing and the challenges of running a financial services business. As a regulatory response expert, he helps clients navigate regulatory challenges to ensure businesses can operate smoothly. Cristean is a Nationally Accredited Mediator, whose empathetic, solutions-focused approach to dispute resolution provides his clients with the clarity, relief, and confidence to move forward with peace of mind.

Clients appreciate Cristean's:

- ✓ Strategic solutions-based approach
- ✓ Clear, practical guidance
- ✓ Personalised support tailored to specific needs.

Record of Success

Cristean has proven expertise defending financial services businesses against regulatory challenges, with a remarkable record for overturning and minimising adverse ASIC actions and sanctions. As former General Counsel for StatePlus (now Aware Super), he led major transformational projects including the company's rebranding, sale, and digital transformation initiatives while supporting a network of 160 advisers across 19 offices.

His expertise spans across multiple regulators including ASIC, APRA, ACMA, ATO, and the TPB. Cristean has successfully implemented governance and regulatory frameworks for financial services marketing providers, AFSLs, and super funds while influencing industry regulation during pivotal reforms. Cristean represents financial planners in complex disputes while helping businesses navigate investigations with strategic, results-focused counsel.

Cristean has written and spoken widely on tax, financial services, estate planning, regulatory affairs, and corporate law.

TESTIMONIALS

We are excited to share the experiences and feedback from our clients and partners. These testimonials highlight the positive impact of our services and our commitment to excellence.

Andrew Kennedy Group Head of Advice, Count Financial	Cristean is a trusted expert and partner whose counsel we value. I am pleased to endorse Cristean for his commercial acumen and ability to simplify the complex into workable solutions.
Peter Roan CEO and Founder, Roan Financial Group	Cristean's invaluable counsel and client-centric focus has been a great support to our advisers across Regional NSW, and his Masterclasses are always well received by our members.
Jasia Fabig CEO, Fitzpatrick's Private Wealth	The Fitzpatrick's Group has benefited immensely over the years from having Cristean as our fractional in-house compliance and regulatory counsel, and his commercial and practical approach to problem solving has added tremendous value to the Group.
Charlie Viola Executive Chair Adviser, Founding Partner	Working with our internal governance team and acting as our standing counsel, Cristean provided our Board and Management with assurance that our governance and compliance arrangements were best practice. I always felt that our regulatory affairs were being managed by a strong pair of hands, freeing me up to do what I do best for my clients.
Neil Macdonald CEO – The Advisers Association	Cristean is a tremendous source of comfort and counsel to our advice practices, providing strategic counsel and a sensible approach to dispute resolution which has advanced our members' interests.

OUR FEES

We offer fixed fee and retainer-based pricing, providing transparent and predictable models to help you manage legal costs effectively, with all services protected by legal professional privilege.