

# Hayden Fox

DIRECTOR - LITIGATION AND DISPUTES

## WHAT IS YOUR AREA OF EXPERTISE?

I am focussed on resolving business disputes. I help businesses manage disputes with customers, suppliers, stakeholders and regulators. This often involves advising on how the law applies to a commercial issue, and regularly involves court proceedings. Lawyers generally call this area "commercial litigation".

## HOW LONG HAVE YOU BEEN DOING THIS?

About 22 years.

## HAVE YOU ALWAYS BEEN BASED IN SYDNEY

Yes. Before joining ABLA in early 2015, I worked with Blake Dawson/Ashurst for many years, and with international firm Baker & McKenzie earlier in my career. Although always based in Sydney, I also had the privilege to work in-house on secondment for Japanese trading house, ITOCHU in 1999-2000.

## WHAT MOTIVATES YOU TO DO THIS WORK?

I enjoy the technical legal challenge of applying the law to real business situations. But even more, I enjoy helping clients to manage the uncertainties which are inevitable in contested matters.

## WHAT DO YOU DO BETTER THAN OTHERS IN YOUR FIELD?

I would say listening. And then the way I speak – I intentionally use a language which is easy to understand, not legal speak. I'm also known for only saying what needs to be said. Clients seem pretty happy with this mix and it delivers bang for buck!

## WHY WOULD A CLIENT WANT TO WORK WITH YOU?

**They would like working with me because I will give them the confidence that I will pursue their interests with the same vigour and commitment as they pursue them. And I will.**

## WHAT MAKES A STRONG AND SUSTAINABLE RELATIONSHIP WITH A CLIENT IN YOUR VIEW?

Only doing work which is valued by the client, and doing that work very well. This can only be achieved by gaining an understanding of their needs, which is built on frank communication.

## HOW DO YOU MEASURE SUCCESS?

I strive to help my clients, staff and colleagues to achieve their goals. I get a lot of referral work from what my clients say about me to others (when I'm not listening). That's a good indication to the extent of my success.

## IS ABLA DIFFERENT TO OTHER PLACES YOU HAVE WORKED IN?

Yes. There is a greater emphasis on delivering value for clients and less ruthless drive for profit.

## IF YOU WEREN'T AT WORK, WHAT WOULD WE FIND YOU DOING?

Writing a novel.

📞 0438 377 539

✉️ [hayden.fox@ablawyers.com.au](mailto:hayden.fox@ablawyers.com.au)