

A G E N D A

MEETING OF LAWEXCHANGE INTERNATIONAL

To be held at the Radisson Blu Scandinavia Hotel, Aarhus, Denmark
Friday, 29th April continuing Saturday, 30th April 2022

Friday, 29th April

1	9:30 a.m.	Welcome to delegates and opening of Meeting and apologies for absence
2	9:40 – 9:55 a.m.	Presentation by Jakob B. Sorenson, partner on behalf of host firm Holst, Advokater.
3	9:55 – 10:40 a.m.	Doing Business in Denmark: This presentation will be given by Danske Bank, Mr. Las Olsen, the Chief Economist of Danske Bank. The presentation will be followed by a Q&A session.
	10:40 – 11:00 a.m.	Tea and coffee break
4	11:00 – 11.35 a.m.	Presentation on behalf of new members <ol style="list-style-type: none"> 1. Waldmann Petitpierre 2. Praxio 3. NMCG <p>The three new members will each be invited to give a brief presentation of their firms. They will also be asked to include within that presentation their Speed Dating presentation on the topics described in item 5 below.</p>
5	11:35 a.m. – 12:30 p.m.	The LEI version of Speed Dating: <p>To celebrate meeting again after 2 years absence, we will ask member firms to present on what they think the biggest threat that their practice is facing in the contemporary world, and to report on any new area of opportunity or revenues that they have recognised. Participants should concentrate on a specific threat, perhaps arising from the way that working practices have changed in the pandemic, or something that has always been an issue. Hopefully there is a compensatory new opportunity that can also be described. Jim Perkins will be talking about the issues that he and his colleagues and contacts have been discussing during the Conference, but what are you talking about at a strategic level, and what are you doing about it?</p> <p>The member firms attending the Conference will be asked in the sessions before and after lunch to give a presentation lasting not more than 4 minutes (to be <u>ruthlessly</u> enforced by the Chairman) on the threat and opportunity they have selected.</p> <p>The session will continue after lunch.</p>
	12:30 – 2:00 p.m.	Lunch
6	2:00 -3:00 p.m.	The LEI version of Speed Dating (continued) <p>The morning's speed dating session will continue with the remaining member firms' Speed Dating presentations</p>
7	3:00 – 3:30 p.m.	Young Lawyers Initiative <p>Margarida Marques-Bom will give an update on developments since the last Conference and will introduce a presentation by the Young Lawyers Group. This session will also be made available online.</p>

8	3:30 – 3:45 p.m.	LawExchange International Protocols and the LawExchange International way, presented by Kristiaan Caluwaerts
9	3:45 – 4:00 p.m.	Expansion: Fred Tannenbaum will report on this.
10	4:00 – 4:15 p.m.	Marketing Kate van Engeland will describe current and forthcoming LawExchange International marketing initiatives
11	4:15 – 4:30 p.m.	Financial Update The Secretary will report on the accounts and proposals for subscriptions in 2022 and beyond
12	4:30 p.m.	Close of business.

Saturday, 30th April

	8:30 – 9:30 a.m.	Real Estate and Construction Group Colin Jones is convening a meeting of this Group, in person for those members of the Group present in Aarhus and on-line for others. Colin may allow others outside the Group to participate too if they ask him nicely!
13	9:30 – 10:45 a.m.	Business as Usual?: This presentation by Jim Perkins, will focus on the practical issues that law firms are facing as the restrictions of the pandemic fade but some of the longer term consequences of those restrictions stay with us. Do you now have too much office space? Or too little? Can you and your associates operate remotely? Do you need to, to accommodate new working patterns and to attract the right staff? And how do you retain staff when you have them when associates' remuneration is increasing in the battle for talent?
	10:45 – 11:00 a.m.	Tea and coffee break.
14	11:00 a.m. – 12:30 p.m.	Break-out session: In this session, the break-out groups will each be allotted one of Jim's topics, to consider how member firms are or could deal with that issue. To be followed by reporting from the break out groups and summary.
	12:30 – 2:00 p.m.	Lunch

15	2:00 – 3:00 p.m.	<p>The Last Two Years and the Next Two Years</p> <p>Allan Ritchie and Kris Caluwaerts report on LawExchange International during the two years when we have not been able to meet face to face, current marketing initiatives, the results of the members’ survey that Kris circulated and his ambitions for LawExchange International over the next two years</p>
16	3:00 – 3:15 p.m.	<p>The Lewis Isaacs’ Award:</p> <p>The Award winners from 2020, 2021 and 2022</p>
16	3:15 – 3:25 p.m.	<p>Regional Conferences – an update:</p> <p>Will be given by the Chairman.</p>
18	3:25 – 3:40 p.m.	<p>Next Conferences:</p> <p>Chicago - 8th to 10th September 2022</p> <p style="padding-left: 40px;">(to include a short presentation by Fred Tannenbaum on Chicago and Gould Ratner’s plans for the Conference)</p> <p>Berlin - Spring 2023</p> <p>San Diego – Fall 2023</p> <p>Belgium – 2024</p> <p>Others??</p> <p>(Note too that the next European Regional Conference will held on 4th November 2022 in London)</p>
19	3:40 – 3:45 p.m.	Any other business
20	3:45 p.m.	Close of conference