

Jointly Organised



INTERNATIONAL ASSOCIATION
OF YOUNG LAWYERS

[Webinar] Business Development for Lawyers in the XXI Century – What the Future Holds



24 May 2022, Tuesday
4.00pm – 5.30pm



*This programme is conducted as a live
webinar.*



No. of Public
CPD Points:
1.5

Practice Area:
**Professional
Skills**

Training Level:
General

About the Programme

The way in which business development in the legal industry is conducted has changed considerably with the COVID pandemic, leading to new ways and tools of communication and engagement in business development activities. With all the information that is available freely around the globe and an increase in competition not only among law firms but also with other service providers, an effective business development strategy is key. This webinar will take stock of the current situation and discuss innovative ways of doing business development.

Programme Outline

Time	Programme
3.30pm – 4.00pm	Registrants to log in
4.00pm – 4.15pm	Welcome Remarks Anna Wyrzykowska – President, International Association of Young Lawyers (AIJA) Jason Chan, SC – Vice President, The Law Society of Singapore
4.15pm – 5.30pm	Panel Discussion <u>Moderator</u> Julie Raneda – Partner, Schellenberg Wittmer <u>Panellists</u> Felicia Tan – Partner, TSMP Law Corporation Lars Raedschelders – Partner, Fieldfisher Lara Quie – Head of Business Development (Asia Pacific), Twenty Essex
5.30pm	End

Admin Note to Singapore Practitioners and s36B Foreign Lawyers in relation to the Mandatory CPD Scheme:

No of Public CPD Points: 1.5
Practice Area: Professional Skills
Training Level: General

Participants who wish to obtain CPD Points are reminded that they must comply strictly with the Attendance Policy set out in the CPD Guidelines. For this activity, this includes logging in at the start of the webinar and logging out at the conclusion of the webinar in the manner required by the organiser, and not being away from the entire activity for more than 15 minutes. Participants who do not comply with the Attendance Policy will not be able to obtain CPD Points for attending the activity. Please refer to <http://www.sileCPDcentre.sg> for more information.

Note: In the course of the event, photographs/videos/interviews of participants could be taken/conducted by the Law Society or parties appointed by the Law Society for the purpose of post event publicity, either in the Law Society's official publication/website, social media platforms or any third party's publication/website/social media platforms approved by the Law Society.

Speakers' Profile



Anna Wyrzykowska – President, International Association of Young Lawyers (AIJA)

Anna Wyrzykowska is the President of AIJA.

Anna is a partner in WKB, Wierciński, Kwieciński Baehr, Poland. Her practice is focused on real estate, M&A transactions and corporate law. She heads real estate practice and is a co-head of the firm's French desk. Anna is also a lecturer on corporate and real estate law at The Warsaw Bar Association and an author of the numerous publications, including two commentaries on company law.



Jason Chan, SC – Vice President, The Law Society of Singapore

Jason Chan SC is the Vice-President of the Law Society of Singapore. He is a Partner in Allen & Gledhill's Litigation and Dispute Resolution practice, and is the Co-Head of the firm's White Collar and Investigations practice.



Julie Raneda – Partner, Schellenberg Wittmer

Julie Raneda is a partner in Schellenberg Wittmer's international arbitration practice in Singapore. She represents clients in international commercial and investor-state arbitrations.

Julie has been involved as counsel in complex arbitrations seated in civil and common law jurisdictions and also acts as an arbitrator. Her main areas of expertise include construction and engineering, energy, pharmaceutical/life sciences, manufacturing and international sales.

After completing a degree in international relations at the Graduate Institute Geneva, Julie graduated with a law degree from the University of Geneva. Julie was admitted to the Swiss Bar in 2011 and to the Singapore bar in 2016 (foreign lawyer). She is a Fellow of the Chartered Institute of Arbitrators (FCIArb).

Julie is AIJA's National Representative in Singapore and a member of the Organizing Committee of the AIJA Congress 2022. She is the chair of the Swiss Arbitration Association (ASA) South East Asia Chapter, the co-chair of the IPBA Next Generation Committee and a co-founder of the Women's Business Society established in Geneva in 2012.



Felicia Tan – Partner, TSMP Law Corporation

Felicia is an experienced advocate who specialises in dispute resolution, with a particular focus in commercial, employment and insolvency disputes. Prior to joining TSMP, she spent several years in the dispute resolution department of one of the big four law firms, before moving on to head up the China practice at another firm where she represented clients across industry sectors on a full range of legal issues and high-level cases. Felicia was named Recommended Lawyer (Restructuring and Insolvency) in The Legal 500 Asia Pacific 2020.

From Felicia's dispute resolution background, her clients have come to expect nothing but direct, comprehensive and commercially-savvy advice and is often instructed to assist with negotiations and formulate risk mitigation strategies. She also spent years as a senior in-house counsel at a statutory board where she had a diverse portfolio advising senior management on project risks such as insolvency and other events of default, multi-billion divestment projects, construction and infrastructure disputes, regulatory compliance and collaborations with other government agencies.

A firm believer in making the law work for everyone, she has been volunteering at legal clinics and the Criminal Legal Aid Scheme since 2010, and is an SMC Accredited Mediator. Felicia was an elected Council Member of the Law Society of Singapore from 2016 to 2021 and also part of the Executive Committee from 2018 to 2021. She is presently Co-Chairperson of the Civil Practice Committee and Co-Chairwoman of the Women in Practice Committee. The former champion mooter and government scholar read law at the London School of Economics, writes and speaks fluent English and Mandarin (including the Hokkien and Cantonese dialects) and enjoys the occasional Japanese conversation.



Lars Raedschelders – Partner, Fieldfisher

Lars Raedschelders is partner Corporate M&A at Fieldfisher in Brussels with 18 years of experience as trusted advisor for many investors, dynamic start up's, medium sized and multinational businesses and its owners.

Over the years Lars' practice has developed mainly on domestic and cross-border transactional work gaining valued expertise in private equity, venture capital, buy-out / buy-in and real estate transactions as well as corporate restructurings and the negotiation of commercial contracts.

He acted as Group Legal Counsel of the holding company Xtrion NV, which controls, inter alia, the activities of Melexis NV, a chip manufacturer primarily for the automotive industry listed on NYSE Euronext Brussels, as well as of the holding company Elex NV.

Lars is a member of AIJA – the International Association of Young Lawyers, where he has been an Executive Committee Member since 2019 and acts as Vice President of the Banking, Finance & Capital Markets Commission. In September 2021, he also became an Academic Coordinator for AIJA's Annual Congress in Singapore, which will take place in August 2022 and will discuss "The Future of the Legal Profession" as well as "The Laws of Business and Business of Law in Asia".



Lara Quie – Head of Business Development (Asia Pacific), Twenty Essex

Lara Quie has been a business development and marketing professional in the legal industry for eight years. Originally a corporate solicitor in London, Lara became a Montessori teacher, entrepreneur, executive coach, and head of sales. She has lived in Asia for ten years and is the Head of Business Development, Asia Pacific at Twenty Essex, a leading international barristers' chambers. Lara is the host of the popular Legal Genie Podcast and mother of three wonderful daughters and two unruly sausage dogs. You can connect with Lara on LinkedIn: <https://www.linkedin.com/in/laraquie>

Registration Fees

Membership Category	Fees (Inclusive of 7% GST and course materials)
Law Society Member & International Association of Young Lawyers (AIJA) Member	\$53.50
SCCA Member	\$96.30
Non-Member	\$107.00

To register, please visit our website at: <https://www.lawsociety.org.sg/CPD-Portal/Law-Society-Events>. For enquiries, please contact us at cpd@lawsoc.org.sg or 6530-0230.

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- 1.1 Registration closes on the date as stipulated on the registration page or when all seats are filled.
- 1.2 The registration fee is due and payable upon registration and must be received prior to the programme.
- 1.3 Payment must be made by the closing date stated. Registration will only be confirmed upon receipt of full payment. An email confirming your registration will be sent to the email address provided in your registration, and/or a message confirming your registration will be displayed on the Website. If you do not receive confirmation of your registration within twenty-four (24) hours of your registration, please contact the Law Society CPD team at cpd@lawsoc.org.sg.
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- 4.3 You agree that any personal information you submit as part of your registration for the programme is accurate and that you have all necessary permissions to submit such personal information.