



amsterdam 2011

aija 49TH CONGRESS • AUG 23-27 • HOTEL KRASNAPOLSKY

49 ANNUAL CONGRESS
CONGRÈS ANNUEL



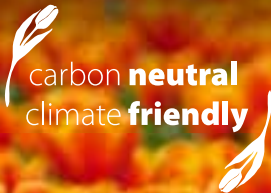
PROGRAM

23-27 August 2011
23-27 août 2011

AMSTERDAM

NETHERLANDS

www.aijaamsterdam2011.org



ASSOCIATION INTERNATIONALE DES JEUNES AVOCATS - INTERNATIONAL ASSOCIATION OF YOUNG LAWYERS

www.aija.org

WELCOME LETTER



Alessandra Tarissi De Jacobis
AIJA President

OUR GOALS

- Bringing together 600 – 700 delegates
- Offering a specialised and multidisciplinary training via a comprehensive academic program carried out by legal professionals and outside speakers
- Running over five days an international exchange platform to help you build an effective and friendly professional network
- More than 40 hours of permanent training



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WORKING METHODS

Numerous hot legal or practical topics covered:

- 9 working sessions of 3 hours for an in-depth study with panel and/or mock-cases run by a mix of lawyers or legal professionals
- 6 workshops of 90 minutes to discover new matters and/or debate on highly specialized topics
- Voice of the Profession session focusing on the role and situation of young lawyers and corporate social responsibility
- Pre-congress seminar in conjunction with ABA on managing a modern law firm
- Professional executive coach sessions



image: Lara van Brussel

WORK COORDINATORS

Sonia GUMPERT,
Monereo Meyer Marinel-lo, Spain

Manuela CAVALLO,
Portolano Colella Cavallo Studio Legale, Italy



Dear Colleagues,
Dear Friends,

I am more than honored to invite you to come to Amsterdam, *la Venise du Nord*, for the 49th Annual Congress of AIJA.

I believe that this Congress has all the ingredients to become one of AIJA's events to remember and I really hope that you will not miss the chance to say, 'I was there'.

The recipe for the success of this Congress is very easy:
Mix and melt together the following ingredients:

1. **one city known as the sparkling heart of Europe,**
2. **a very high profile scientific program**
3. **a Great "Dream Team" acting as the organizing Committee and, last but not least,**
4. **the most genuine, light and joyful AIJA Spirit Amsterdam**

and I have no doubt that you will obtain the Perfect AIJA Annual Congress!

Going into details and starting with the first ingredient, the city's rich historical heritage, its attitude to commerce and to be the undisputed leader of innovation, its livability and its creativity makes Amsterdam unique also among other major European cities.

Amsterdam's intellectual and cultural contributions are well known and worldwide respected; with some of Europe's most important museums – among which The Rijksmuseum (with the largest and most important gorgeous collection of classical Dutch art) and the Van Gogh Museum deserve a special mention – Amsterdam is a natural choice for inspiration.

The differing, but no conflicting backgrounds of its citizens, the huge variety of Amsterdam's businesses and the consequent innovative perspectives constitute the lifeblood of this extraordinary city.

Although Amsterdam has 165 canals (that are just waiting for you to be cruised!) with a total length of 100kms the city centre is surprisingly compact and all key attractions can easily be reached by foot. This will allow all AIJA Friends to easily discover together the secrets of this incredible city.

The work coordinators of this extraordinary event, Sonia Gumpert and Manuela Cavallo are making sure that its Academic Program – the second ingredient for creating the perfect AIJA Annual Congress – will be more attractive than ever and in compliance with AIJA highest standards. Whatever is your specialization or particular field of activity in the law panorama, you will be able to attend working sessions and workshops of your interest, to exchange professional experience and to network with colleagues coming from many different jurisdictions.

The third and the last ingredients are those that, at the end of every summer for 49 years, really transform a "normal" congress of lawyers into a unique event; on one side the members of the organizing committee, with their professionalism and efforts, are already proving that this Congress will be unforgettable and on the other side they are taking care that every single detail is branded with the well known AIJA Spirit. And "AIJA Spirit" will not only mean living, together with your AIJA friends, Amsterdam's vibrant day and night life, but also the chance for all participants to concretely contribute to human rights matters, as they are strongly supported by the major lawyers' communities, especially at an international level.

I really hope to have been able to utilize the proper terms to describe an event that, *per se*, is predestined to be one of the greatest AIJA Annual Congress.

Finally, I am personally looking very much forward to taste what will be the final product after having mixed and melted all the above ingredients. What about you?

Alessandra TARISSI DE JACOBIS

AIJA President



WHO IS THE CONGRESS DESIGNED FOR?

Young lawyers and in-house counsel

'Young lawyers'

From the professional starting his/her career to the partner or the general counsel within the age of 45. Average age: 35.

What is AIJA?

Key data:

- 3.000 members
- Present in 85 countries
- Law firms of all size and culture
- More than 60 collective members
- 21 scientific commissions
- More than 20 events every year

The 20 AIJA scientific commissions:

- Antitrust
- Banking, Finance and Capital Markets Law
- Commercial Fraud
- Corporate Acquisition & Joint Ventures
- Corporate Counsel
- Distribution Law
- Environmental and Energy Law
- European Law
- Skills, Career, Innovation, Leadership and Learning (SCILL)
- Human and Procedural Rights and Responsibilities
- Insolvency Law
- Intellectual Property, Technology, Media and Telecom
- International Arbitration
- International Business Law
- Labour Law
- Litigation
- Private Clients
- Real Estate Law
- Tax Law (TLC)
- Transportation Law

The age limit of 45 ensures the eternal youth of our association. Combine this with the 3-year maximum appointment policy for leaders of AIJA's commissions (in charge of the organization of the scientific work), committees (in charge of the management of the association), and national representatives, and you will find an association that remains dynamic and revitalized, and carves a path for lawyers and in-house counsel from around the world to make a career within a very successful international organization.

WELCOME ADDRESSES

It is with great pleasure and honour that I warmly welcome the delegates of the 49th Annual Congress of AIJA in Amsterdam.

Your association has a unique young and international vitality that seamlessly suits the true character of Amsterdam: coming from all over the world, working and learning together, putting creativity and diversity together with business and having a genuine interest in human rights and corporate social responsibility.

Traditionally, the legal sector is of great importance to the economy of the Amsterdam metropolitan area. The innovative power of the legal and financial professionals in Amsterdam is part of our heritage, like the creation of the first stock exchange in the Golden Age. And in the following centuries, the lawyers never lost their skills in finding creative solutions in trade and justice affairs.

I wish you an excellent stay in our great city.



Mr. E.E. van der Laan
Burgemeester van Amsterdam

Dear Colleagues,

The Netherlands, and its capital Amsterdam in particular, will host this year's congress of the International Association of Young Lawyers. Evidently, all Dutch members of AIJA who are already active within this association will grab the chance to participate. In addition, certainly a lot of until now less active Dutch AIJA-members will take the opportunity to undergo the AIJA experience for the first time or become a member and participate because the fun is just around the corner. That in itself is already a very good reason for me as representative of the Dutch Bar Association to welcome the AIJA Congress in The Netherlands.

The Netherlands is not a very big country; one of the advantages of being rather small is that there is so much foreign territory that Dutch entrepreneurs and certainly also Dutch lawyers are forced to think and act with an international and open minded view. This is illustrated not only by the past, but also by the present time.

For that reason all the AIJA members coming from abroad will find themselves in an open cosmopolitan environment, offering the proper inspiration for a successful congress.

Welcome to you all!

Jan Loorbach
President of the Dutch Bar



Mr E.E. (Eberhard) van der Laan,
Mayor of the city of Amsterdam



Mr J.D. (Jan) Loorbach,
President of the Dutch Bar

Welcome to Amsterdam in 2011!

Amsterdam will be your destination for the 49th Annual Congress of AIJA!

The Dutch team of AIJA is looking forward to show you how AIJA and Amsterdam can melt together. You will find the young and international atmosphere everywhere during this last week of August 2011 (23-27). We have prepared an unforgettable program where history meets innovation and where mind-broadening starts from a source of tradition. In every sense, Amsterdam's culture is revealing. The best way of experiencing the open and dynamic atmosphere of Amsterdam is to cross the city by foot, bike or boat, all starting from the most central point of historical Amsterdam. That is exactly what we are going to offer you.

The Amsterdam 2011 Organizing Committee consists of a team of very enthusiastic and experienced AIJA members, who have put all their efforts in making a new benchmark for all future congresses. The work coordinators Sonia Gumpert and Manuela Cavallo are fully part of the team and have created a wonderful scientific program. The social program will be in perfect harmony with the needs of the participants and with all the good things Amsterdam is able to offer, like culture, restaurants, bars, fashion, shopping, action etc.

For decades, the city of Amsterdam has been embracing and promoting diversity, tolerance and putting in practice human rights such as freedom of speech. The protection of those values, which are also key for AIJA, will be another theme of the 2011 Annual Congress.

What more do you want?

Michiel Groenland (President), *Benvalor*
Otto de Witt Wijnen, *Kneppelhout & Korthals*
Stein van Thiel, *Loyens & Loeff*
Wiebe de Vries, *Van Doorne*
Ingmar Wassenaar, *Lemstra van der Korst*

Lara van Brussel (assistant), *Benvalor*
Geraldine Marmelstein, *Gijs Heutink advocaten*
Janneke Bakker, *Holland van Gijzen*
Martine Hoogendoorn, *VMW Taxand*
Hugo Reumkens, *Van Doorne*
Manuela Cavallo, *Portolano Colella Cavallo Studio Legale*

Thomas Berendsen, *Banning*
Daan Folgering, *Banning*
Wouter Seinen, *CMS Derks Star Busmann*
Sonia Gumpert, *Monereo Meyer Marinello Abogados*

ORGANIZING COMMITTEE



PROGRAM OVERVIEW

TUESDAY 23 AUG 2011

WEDNESDAY 24 AUG 2011

THURSDAY 25 AUG 2011

08.00-09.00
Executive Committee

9.00-12.00 WORKING SESSIONS

<p>WORKING SESSION 1 Attracting and Retaining Clients in Difficult Times – Tools, Dos' & Don't's and Practical Aspects Skills, Career, Innovation, Leadership and Learning Commission & Corporate Counsel Commission</p>	<p>WORKING SESSION 2 Securities for Cross-Border Syndicated Loans - Issues Regarding Securities for Cross Border Lending and the Granting of Collateral by Multinational Company Groups Banking, Finance & Capital markets Commission</p>	<p>WORKING SESSION 3 By Air, Sea or Rail: Schiphol and Similar Real Estate Investment Project - Risks, Limitations, Opportunities Real Estate Commission</p>
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9.00-12.00 WORKING SESSIONS

<p>WORKING SESSION 4 Cloud Computing: How to Avoid Rainy Days Technology/IP/Media Commission</p>	<p>WORKING SESSION 5 Optimizing a Management Package: How to Handle it? Corporate Acquisition & JV Commission</p>
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12.00-13.00 COMMISSION MEETINGS

Corporate Counsel	Skills, Career, Innovation, Leadership and Learning	Banking Finance & Capital Markets	Real Estate
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12.00-13.00 COMMISSION MEETINGS

Technology/Media/IP	Corporate Acquisition & JV
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13.00-14.30 Delegate Lunch
13.00-14.30 First Timers Lunch

13.00-14.30 Commission Lunches

14.00-18.00 AIJA-ABA PRE-CONGRESS SEMINAR

Management of a Modern Law Firm: A Dream Come True or a Complete Nightmare?

14.30-16.00 WORKSHOPS

<p>WORKSHOP A An American Expert in Paris: The Expert Witness on Trial Litigation and Commercial Fraud Commission</p>	<p>WORKSHOP B Securities in Cross Border Syndicate Lending: Insolvency Litigation Insolvency Commission</p>	<p>WORKSHOP C International Transfer Fees And Taxation: How to Score a Professional Goal! Sports law Commission</p>
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14.30-16.00 WORKSHOPS

<p>WORKSHOP D Working Children – How to Secure the Best Interest of Children's Basic Rights and their Guardianship Human Rights & Private Clients Commission</p>	<p>WORKSHOP E Practical Skills Training in the Environmental Management: Lawyer, Publicity and Media Environmental law Commission</p>
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16.00-17.00 COMMISSION MEETINGS

EU law	Insolvency	Litigation	Commercial Fraud
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16.00-17.00 COMMISSION MEETINGS

Human Rights	Private Clients
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17.30-18.30
Voice of the Profession Session

17.00-18.30
Forum of the Commissions

18.00-19.00
Speed Dating

18.00-19.00
Management Committee Meetings
SPG, Finance, Congress

19.00-21.00
Welcome Reception

19.30-21.00
Opening Ceremony

19.30
Home Hospitality

21.00-01.00
Dinner, Drinks and Dancing





FRIDAY 26 AUG 2011

SATURDAY 27 AUG 2011

08.00-09.00
Membership Forum

08.00-09.30
Law Course Committee

9.00-12.00 WORKING SESSIONS

WORKING SESSION 6
Transport And Arbitration: A Love Story?
Transport law & International Arbitration Commission

SKILLS TRAINING AND PROFESSIONAL DEVELOPMENT SESSION
Strategic Management of Your Legal Practice: Key Steps for Staying on the Cutting-Edge

WORKING SESSION 7
Unions And Works Councils – Can One Do Without Them?
Labour law Commission

WORKING SESSION 8
Turmoil in the Pool: Cross-Border Cash Management Systems and Intra-Group Financing – How to Set up a Multi-jurisdictional Intra-Group Cash Pool?
IBLC

WORKING SESSION 9
The New Competition Rules on Vertical Restraints: What's New?
Antitrust & Distribution law Commission

09.00-10.00
Registration for the General Assembly

10.00-13.00
General Assembly

12.00-13.00 COMMISSION MEETINGS

Transportation law International Arbitration

Labour law IBLC (including Sports and Immigration laws) Antitrust law Distribution law

13.30-01.30
Day Out at the Dutch Coast
13.30 Lunch packet distribution
13.45 Departure for the train station
14.15 Departure from Amsterdam Central Station

13.00-14.30
EC Lunch

WORKSHOP F
Tax Measures to Address a Difficult Economic Environment
Tax law Commission

14.30-16.00
LCC Workshop

14.30-16.00
EC Meeting

Environmental and Energy law Tax law

16.00-18.00
Football Match



19.30-03.00
Gala Dinner





Dear Friends & Colleagues,

It is our great pleasure to offer you this splendid Annual Congress scientific program! To its usual high standard, AIJA has taken enormous care over the scientific content. Amongst the 9 Working Sessions and the 6 Workshops you will definitely find the hottest legal topics and outstanding speakers with interactive, lively and practical sessions. Whatever your field of practice, you will be enticed by all the sessions scheduled.

Furthermore we offer you a highly interesting pre-Congress seminar on a skill topic you will surely not have studied at university but with which every young lawyer is confronted sooner or later in his/her professional career. Don't miss the chance to listen to experienced law-firm managers, learn from them and share your own experiences with others!

In line with AIJA's high commitment to pro bono and human rights issues, the VOP session deals with the passionate topic of social responsibility of law firms. Whether or not you participate in social responsibility programs through your firm, the debate will be of interest and benefit to you.

Moreover there will be the nowadays customary session on skills training and professional development led by professional coach Debra Forman, who will also be providing personal executive coaching sessions.

Welcome to Amsterdam!



WORK COORDINATORS



Manuela Cavallo



Sonia Gumpert

Tuesday 23 August

14.00-18.00 PRE-SEMINAR Managing a Modern Law Firm: A Dream Come True or a Complete Nightmare?

One day it will be your turn, maybe sooner than you would expect: You will be in charge. Or you already are. How then do you deal with the challenges posed by the day to day management of your law firm in today's world? Make sure your dream becomes true by understanding the nuts and bolts and avoiding pitfalls. Participate in our half-day seminar led by fellow firm managers from all over Europe, Asia and the US. The seminar will open by a key address of one of the managing partners of Allen & Overy, followed by a panel discussion including the head of the Hong Kong and Shanghai offices of Vinge and a former chairman/general counsel of UBS regarding today's management challenges, and ending with a choice of three workshops on billing / HR / client retention.

Organizers Joint ABA Section of International Law and AIJA Skills, Career, Innovation, Leadership and Learning Commission

18.00-19.00 SPEED DATING at De Oude Kerk "The Old Church" (www.oudekerk.nl)

Open to all delegates registered for the whole congress, the "speed dating" will be an excellent opportunity for "first-timers" to make initial contacts at the very beginning of the congress, as well as for "regulars" to learn new things about their acquaintances or have an excuse to make new AIJA friends, instead of just spending time with old ones.

Wednesday 24 August

8.00-9.00 EXECUTIVE COMMITTEE

9.00-12.00 WORKING SESSION 1 Attracting and Retaining Clients in Difficult Times – tools, do's & dont's and practical aspects

To be a brilliant lawyer does not mean automatically to be equally successful in attracting and retaining clients. With this working session the Skills, Career, Innovation, Leadership and Learning and Corporate Counsel commissions want to provide tools to the participants on how to improve client relations. The working session will address, among other things, the following issues: How to be successful in pitches? How do I use Facebook, LinkedIn and other networks efficiently? What are the competitive edges in dealing with corporate counsels? How can a young lawyer be involved in attracting clients and compensate for his limited experience? Is billing by the hour soon going to be outdated? We trust that you will benefit a lot with this hands-on working session.

General Reporters Tomáš Rybár and Sergio Calderara (Skills, Career, Innovation, Leadership and Learning and Corporate Counsel)

9.00-12.00 WORKING SESSION 2 Securities for Cross-Border Syndicated Loans – Issues Regarding Securities for Cross Border Lending and the Granting of Collateral by Multinational Company Groups

Part 1: Transaction Security in the Insolvency: The working session will investigate the typical securities for syndicated loans in the different jurisdictions, e.g. share pledges, account pledges, security transfer, pledges over the all assets, floating charge, registered / unregistered securities, upstream guarantees. The working session will review the impact of insolvency procedures on the transac-





tion security and its enforcement in the insolvency. Also, statutory restructuring possibilities (scheme of arrangements, insolvency plan, chapter 11) should be highlighted and the possibilities of forum shopping.

Part 2: The Intercreditor Agreement: The working session will point out typical structures in Intercreditor Agreements, the relationship between lenders, borrowers and the security agents and the possibility of the senior lenders to enforce against the will of the subordinated (mezzanine) lenders (cf. IMO Carwash case in the UK).

General Reporter Andreas Müller-Driver (Banking, Finance and Capital Markets)

9.00-12.00 WORKING SESSION 3 By Air, Sea or Rail: Schiphol and Similar Real Estate Investment Project - Risks, Limitations, Opportunities

During this working session we will discuss so called transfer oriented developments (TODs). The TODs have great potential, as income and substantial profits are generated not only from the primal activity, being transport of goods or people, but also from the "business on the side" (restaurants, retail, services, etc). But what is the development procedure with regard to such TODs? At what point can investors get involved? What risks are involved with such investments? And when the development is finalized, how does a retailer set up the shop?

General Reporters Roger Canals and Josef Caleff (Real Estate)

12.00-13.00 COMMISSION MEETINGS: Skills, Career, Innovation, Leadership and Learning Commission Corporate Counsel Commission Banking Finance & Capital Markets Commission Real Estate Commission

13.00-14.30 LUNCH FOR THE DELEGATES

13.00-14.30 FIRST TIMERS' LUNCH

If this is your first visit to the AIJA Congress, this makes you a first timer, even if you have participated in AIJA seminars or conferences previously. The purpose of the first timers' lunch is twofold: (i) to explain AIJA from the inside and provide some useful tips on how to best get progressively involved in the life of the association, and (ii) to give first timers the opportunity to take an interest in the activities of the scientific commissions by directly engaging with their leaders. First timers and new members are most welcome to attend commission meetings (in charge of the organization of the scientific work) and committee meetings (in charge of the management of the association), in addition to the working sessions and workshops taking place during the congress.

14.30-16.00 WORKSHOP A An American Expert in Paris: The Expert Witness on Trial

Expert witnesses are occupying an ever-greater role at trials and arbitrations. Building a case without the assistance of an expert is now the exception, rather than the rule, in all but the simplest of cases. Learn how to pick, prepare, and present your expert witness, and hear from the experts themselves how their role is evolving.

General Reporters Nikiforos Iatrou and Janneke Bakker (Litigation and Commercial Fraud)

14.30-16.00 WORKSHOP B Securities in Cross Border Syndicate Lending: Insolvency Litigation

After the working session, this workshop analyses from an insolvency perspective the collateral granted by multinationals. Focus will be on the possibilities to litigate and challenge the way collateral is treated by a syndicate of banks in their intercreditor agreements. In a mock trial we will confront insolvency liquidators with commercial litigators, challenging the establishment and the enforcement of different securities. This mock trial is a reality check for the legal instruments discussed and brought forward during the working session in the morning. Attending this workshop will give you the critical background of these solutions and sharpen your awareness for insolvency-risks.

General Reporter Louis Verstraeten (Insolvency Law)

14.30-16.00 WORKSHOP C International Transfer Fees And Taxation: How to Score a Professional Goal!

Ever since the inauguration of the first Olympics in 1896, there has been a dream of making the world of sport truly international. But now, due to technology – satellite and the internet – it can truly be said that sport has gone global. Audiences for sporting events are larger than ever and this in turn increases the financial stakes. Sportsmen and -women change allegiances more frequently and increasingly not only move between teams but also between countries. This in turn impacts on transfer fees and the application of taxation laws globally. This workshop will be a great opportunity to understand what kind of issues arise and how they can be resolved.

General Reporter Roberto Viscomi (Sports Law (IBLC Sub-Committee))

16.00-17.00 COMMISSIONS MEETINGS: European Law Commission Insolvency Commission Litigation Commission Commercial Fraud Commission

17.30-18.30 VOICE OF THE PROFESSION SESSION: Corporate Social Responsibility for Law Firms – Can You Escape? In the Muziekgebouw aan 't IJ

While the practice of Corporate Social Responsibility (CSR) is much debated, it is a must for most of our corporate clients. More and more, law firms are perceived as corporations, too. Whereas clients may expect their lawyers to be socially responsible, the lawyers and/or law firms may see a need to disclose or even an advantage in disclosing their activities with respect to CSR or private social responsibility, as the case may be.

Our VOP Session will allow you to benefit from a high level debate about CSR for corporate clients and for law firms especially, and everyone who participates in the CSR survey conducted beforehand will get the further benefit of an overview on current CSR practice of law firms worldwide.

Organizer: Ines Pöschel (Human and Procedural Rights and Responsibilities)

Thursday 25 August

9.00-12.00 WORKING SESSION 4 Cloud Computing: How to Avoid Rainy Days

Cloud Computing is the trend in information technology (IT). It consists of moving IT functions to the Internet, sharing resources, infrastructure, software functionality and data storage, and is quickly becoming as ubiquitous, and necessary for business, as the electricity grid. Driven by the relentless search to reduce IT-cost and the increasing demand for data storage, computing power and connectivity, organizations start to transfer more and more of their IT into the Cloud. The legal framework is emerging alongside. However, this process is far from finished. Providers as well as customers are trying to find the right contract terms, based on new understandings of risks, opportunities and liabilities. More cross-border than ever before, Cloud Computing questions assumptions on issues such as principles of contract, regulatory compliance, data protection, security, intellectual property, etc. This working session will address these issues, and give insights on how to avoid rainy days.

General Reporters Joren de Wachter, Benjamin May, Steven de Schrijver and Julia Bhend (Technology, Media and Intellectual Property)

9.00-12.00 WORKING SESSION 5 Optimizing a Management Package: How to Handle it?

The management package (MP) constitutes a very efficient leverage for a company. By giving access to the share capital, it reinforces directors and senior employees' loyalty to the company and their motivations. It also helps the company to optimize its taxation and to enhance its strategy. Its implementation requires from lawyers not only a legal, but also a tax, managerial and accounting panoramic vision.

This session is aimed at being practical and operational. For this purpose, it will present the advantages of the MPs, the various categories of legal tools which may be utilized, recommendations for conceiving a MP, the documentation which requires being set up, respective expectations of the company and of the directors/senior employees (and the mistakes to be avoided) as well as the key-factors of success. This session will naturally review the specific features of international MPs and will highlight the main tax discrepancies between countries. This session will provide its attendants with practical knowledge and methodologies and will be useful in particular for lawyers active in corporate law, tax and/or M&A. It will be illustrated with experts' presentations and experience feedbacks.

General Reporter Laurent Julienne (Corporate Acquisition & Joint Ventures)

9.00-12.00 WORKING SESSION 6 Transport And Arbitration: A Love Story?

Arbitration is the main dispute resolution tool in transportation matters, specifically in maritime transportation. Most transport documents as well as other related contracts like insurance policies, contracts relating to documentary credits and bank guarantees contain arbitration clauses. Maritime arbitration has its specificities that need to and will be addressed in our working session.

General Reporters Raphaëlle Favre Schnyder, Michiel Spanjaart and Tom Belknap (Transportation Law and International Arbitration)

9.00-12.00 SKILLS TRAINING AND PROFESSIONAL DEVELOPMENT SESSION Strategic Management of Your Legal Practice: Key Steps for Staying on the Cutting-Edge

Balancing our members' exposure to substantive knowledge with professional development and skills training is a high priority at AIJA. We are proud to be holding our second extensive skills training program at an AIJA Congress this year at our Amsterdam Congress.

In Debra Forman's expert hands, participants will be instructed on important practice management and leadership topics; guided with regards to the (next) steps to take for practice "brand" review, evaluation, and potential rejuvenation; and led in a discussion of best practices involving practice development and social media and social networking.

Organizer: Debra Forman, PCC, Pinstripe Coaching

12.00-13.00 COMMISSION MEETINGS: Technology Media IP Commission Corporate Acquisition & Joint Ventures Commission Transportation Law Commission International Arbitration Commission

13.00-14.30 COMMISSION LUNCHES

14.30-16.00 WORKSHOP D Working Children – How to Secure the Best Interest of Children's Basic Rights and their Guardianship

The interests of children should take priority over everything. Children have rights that should apply in their work environment, when they decide to work or must do so. However, they are sometimes difficult to implement, it being due to the economic, social or geographic environment which prevails. The globalization of trade has also made the working and the existence conditions of some children precarious. Others suffer from being neglected by their parents and are left by themselves in a difficult environment. We will study the academic and practical aspects of these essential and how important elements of children's rights and rules that apply or should apply while at work, without closing our eyes to the reality of daily life. External absolutely prominent speakers of experience, practicing in renowned institutions and companies, will share their practical experiences and lead discussion with participants.

General Reporters Ville Salonen and Jean-Louis Collart (Human and Procedural Rights and Responsibilities and Private Clients)

14.30-16.00 WORKSHOP E Practical Skills Training in the Environmental Management: Lawyer, Publicity and Media

Forest wars, riots on oil refineries, NGO activism, consumer boycotts - is all publicity always good publicity for your client? How can you as a lawyer deal with journalists, NGOs and other stakeholders? And how should you interact with the requirements of bar association rules and non-disclosure against the media pressure? This workshop delivers interesting presentations from the corporate world and public relationship, and allows all participants an unique opportunity to participate in the practical skills training coached by a professional PR coach (a former lawyer) who has hands-on experience on such cases. The workshop is suitable not only for environmental law prac-





tioners but for anyone who wishes to improve his skills on dealing with delicate, high-profile matters with a lot of media attention.

General Reporter Sanna Suvanto (Environmental and Energy Law)

14.30-16.00 WORKSHOP F
Tax Measures to Address a Difficult Economic Environment

The workshop focuses on tax measures used by governments and tax authorities during an economic crisis. Fiscal incentives to stimulate economies are receiving much attention but also of importance is the trend of authorities finding new ways of securing their tax base through new taxes, anti-avoidance provisions, and information agreements.

General Reporter Lasse Dehn-Baltzer (Tax Law)

16.00-17.00 COMMISSIONS MEETINGS:
Human Rights Commission
Private Clients Commission
Environmental and Energy Law Commission
Tax Law Commission

17.00-18.30 FORUM OF THE COMMISSIONS

18.00-19.00 MANAGEMENT COMMITTEE MEETINGS:
Finance, Congress, SPG

Friday 26 August

8.00-9.00 MEMBERSHIP FORUM

9.00-12.00 WORKING SESSION 7
Unions and Works Councils – Can One Do Without Them?

This working session deals with the different challenges in the application of consultation models across the globe. Unions and (European) Works Councils and how they operate.

- How and when to face and successfully operate the different models
- How to avoid complications and pitfalls
- How to stay practical while complying with consultation requirements in international operations
- How to manage the consultation process
- Successful time management of the consultation process
- How to avoid escalation
- Collective action around the globe: do's and don'ts
- Negotiations: how and when

Who should attend? All lawyers and legal counsel interested in negotiation techniques, as well as members of the Labour, M&A, International Business Law, and European Law Committees.

General Reporter Lara Vivas Sanz (Labour Law)

9.00-12.00 WORKING SESSION 8
Turmoil in the Pool: Cross-Border Cash Management Systems and Intra-Group Financing – How to Set up a Multi-jurisdictional Intra-Group Cash Pool?

Cash Management Systems enable corporate groups to minimise expenditure for banking services and provide for a filled war chest. While setting up a cash pool in a multinational corporate group all involved jurisdictions must be taken into account. Various questions of legality and liability must be reflected. Let's dive into the glittering world of multicurrency and cross-border pooling, sweeps, toppings, netting, master and slave accounts as well as up- and downstream loans. Learn everything on the latest must have and state of the art bathing suits for physical or virtual pooling.

General Reporters Janneke Bakker and Justus Jansen (International Business Law)

9.00-12.00 WORKING SESSION 9
The New Competition Rules on Vertical Restraints: What's New?

The former European vertical restraints Block Exemption Regulation ("BER") and Guidelines expired on 31 May 2010, and they have been replaced by Regulation 330/2010 of 20 April 2010 and new Guidelines.

In August 2011 it will be very interesting to review the implementation of the new BER and Guidelines in the EU and in the Member States. It will be also the occasion to compare the new regime with the rules applicable to vertical restraints in non-EU jurisdictions, and especially in the U.S.

General Reporters Alexandre Glatz and Jean Philippe Arroyo (Antitrust and Distribution)

12.00-13.00 COMMISSION MEETINGS:
Labour Law Commission
IBLC Commission
Antitrust Law Commission
Distribution Law Commission

13.30 LUNCH (LUNCH PACKET)

Saturday 27 August

8.00-9.30 LAW COURSE COMMITTEE

9.00-10.00 REGISTRATION FOR GENERAL ASSEMBLY

10.00-13.00 GENERAL ASSEMBLY

14.30-16.00 EXECUTIVE COMMITTEE



SOCIAL PROGRAM

Activities in the social program included in the delegates' and accompanying persons' registration fee are as follows:

Sports activities

- **Jogging:** every morning from 7.00 to 7.30 and a 10 km run on Friday at the Day Out
- **Football match:** on Saturday afternoon, location the Olympic Stadium, buses leave at 15.00
- **Golf:** organized on the spot upon request



Tuesday 23 August

18.00-19.00 SPEED DATING

De Oude Kerk "The Old Church"

Open to all delegates registered for the whole congress, the "speed dating" will be an excellent opportunity for "first-timers" to make initial contacts at the very beginning of the congress, as well as for "regulars" to learn new things about their acquaintances or have an excuse to make new AIJA friends, instead of just spending time with old ones. You only have 4 minutes (2 minutes each for you and your partner) to introduce yourself and your



company to the person sitting in front of you. After this time one of you will have to move to another table. A facilitator will keep an eye on the time and help you observe the speed-dating rules.

19.00-21.00 WELCOME RECEPTION

De Oude Kerk, "The Old Church" (www.oudekerk.nl) is the oldest building in Amsterdam and located near our congress hotel in the middle of the city centre and the famous red light district. In other words: a lot of city sites that you cannot miss out on and the perfect location for our Welcome reception: Welcome to Amsterdam!

- ☑ **DRESS CODE:** smart casual.
- ☑ **VENUE** within short walking distance from the hotel Krasnapolsky.
- ☑ **DINNER** suggestions provided upon request.
- ☑ **AFTER HOURS:** if you wish to extend the evening, our local nightlife organizing committee will provide you with suggestions for nearby nightlife.

Wednesday 24 August

17.30-18.30 VOICE OF THE PROFESSION SESSION:

Corporate Social Responsibility for Law Firms – Can You Escape?

In the Muziekgebouw aan 't IJ

While the practice of Corporate Social Responsibility (CSR) is much debated, it is a must for most of our corporate clients. Our VOP Session will allow you to benefit from a high level debate about CSR for corporate clients and for law firms especially.



19.30-21.00 OPENING CEREMONY

Muziekgebouw aan 't IJ (www.muziekgebouw.nl)

During the opening ceremony the 49th AIJA congress will be officially kicked off with eminent speakers from the City of Amsterdam, the Dutch Bar, AIJA and the Organizing Committee.

The international character of the evening will be enhanced by an internationally acclaimed special act. This traditional event with international allure will inspire for the days to follow!

21.00-01.00 DINNER, DRINKS AND DANCING

- ☑ **DRESS CODE:** business attire or stylish and elegant for ladies.
- ☑ **TRANSPORT** to the venue is by boat, leaving from the Hotel Krasnapolsky every 10 minutes from 17.30 hours.
- ☑ **TRANSPORT** back to the hotel by bus, from 23.00 hours.
- ☑ **AFTER HOURS:** if you wish to extend the evening, our local nightlife organizing committee will provide you with suggestions for nearby nightlife.





Thursday 25 August

19.30 HOME HOSPITALITY DINNER

On Thursday evening, local lawyers will open their homes to AIJA delegates for the most charming aspect of any Congress: the traditional "Home Hospitality" dinner.

- ❑ **DRESS CODE:** smart casual unless otherwise indicated by your local host.
- ❑ **NOTE:** you will each individually receive the name of your host and the other guests, as well as instructions on how to get to the host's home. Should you not be able to attend, please let the organizers know as soon as possible! Please remember to bring a small gift to your host, which is often in the form of a souvenir from your country. Don't forget that most of the hosts are not AIJA members and have never attended AIJA events before.
- ❑ **TRANSPORTATION:** you will have to arrange for transportation yourselves. The Home Hospitality desk or the concierge will help you to arrange taxis.
- ❑ **AFTER HOURS SPECIAL EVENT:** after your home hospitality dinner you are invited to extend the evening at De Kring from 22.30 hours (De Kring / Club Up, address: Kleine Gartmanplantsoen 7-9, www.kring.nl or www.clubup.nl).

Friday 26 August

13.30-01.30 DAY OUT: a Dutch coastal experience!

The best of both worlds Holland has got to offer. A private train service will transfer you to a nature reserve in the Dutch dunes, which is the starting point of a cycling tour (approximately 1 hour) to one of the coolest beach clubs available on the Dutch coast. Set in beautiful surroundings the Bloomingdales Beach Club provides for all ingredients for a splendid outgoing day and night out. A true Dutch experience!

- ❑ **DRESS CODE:** relaxed and comfortable for cycling, nevertheless cool and fashionable!
- ❑ **TRANSPORTATION:** the AIJA Train will depart from Amsterdam central station and does not wait, please, leave the hotel for your walk to the station at 13.45 hours (NOT AIJA time).
- ❑ Please join our optional 10K run, do not forget to bring your running shoes and a change of clothes.
- ❑ Busses will leave the Beach Club on a regular interval during the evening.
- ❑ **AFTER HOURS:** if you wish to extend the evening, our local nightlife organizing committee will provide you with suggestions for nearby nightlife.

Saturday 27 August

16.00-18.00 FOOTBALL MATCH

Come and enjoy one of AIJA's cherished traditions, the football match between all those talented delegates. This year, the football match is held on historical grounds: the Amsterdam Olympic Stadium where in 1928 it all happened. The stadium has been the home site for many world famous football players. This is your chance to feel one of them, or at least come and see yet another chapter being added to the history of this renowned stadium. Busses leave from the congress hotel at 15.00 hours. Simple refreshments are being served.



19.30-03.00 GALA DINNER "Golden"; theme the Golden Age

This year's gala dinner will take you back to the Dutch Golden Era, the glory days of Holland and this beautiful city of Amsterdam. When the Dutch were revered as masters of the sea and when Dutch masters such as Vermeer and Rembrandt turned canvas into intricate and unforgettable works of art.

This gala dinner "Golden" is a celebration of Dutch history, art and culture, but above all it's a celebration of beauty, fine living and a splash of decadence. Live life to the fullest and make the best of every moment. Our motto for the evening: "Don't be good, be Golden!"
Venue: the stunning "Beurs van Berlage".

- ❑ 1 minute walk to venue.
- ❑ **DRESS CODE:** black tie and a glimmer of Gold.
- ❑ **AFTER HOURS:** if you wish to extend the evening, our local nightlife organizing committee will provide you with suggestions for nearby nightlife.



CONGRESS INFORMATION

Registration

To register for the congress, please complete the registration form and return it, together with your payment, to:

Judy Lane Consulting (JLC)
P O Box 5098 – Broadstone BH18 9WG – UK
Fax: +44 (0)870 429 2125
Email: office@judylaneconsulting.com

You can also register online at www.ajia.org. Your registration will be acknowledged by email within 48 hours of receipt. If you do not receive a response please telephone JLC: +44 (0)1202 699 488.

Congress registration fees

REGISTRATION CATEGORY	Before 15 June	15 June to 15 July	After 15 July and on site
AIJA Member ≤ 30	€ 950	€ 1,000	€ 1,200
AIJA Member ≤ 35	€ 1,100	€ 1,200	€ 1,300
AIJA Member > 35	€ 1,300	€ 1,450	€ 1,600
In-House Counsel	€ 950	€ 1,000	€ 1,200
Non Member ≤ 30	€ 1,050	€ 1,150	€ 1,250
Non Member ≤ 35	€ 1,250	€ 1,350	€ 1,450
Non Member > 35	€ 1,450	€ 1,600	€ 1,750
Accompanying Guest(s)	€ 450	€ 500	€ 550
Scientific Pass	€ 700	€ 850	€ 1,000
Transferable Firm Pass	€ 1,500	€ 1,750	€ 2,000

Registration fees (Skills, Career, Innovation, Leadership and Learning Seminar)

Note: attendance at the Skills, Career, Innovation, Leadership and Learning Seminar is not included in the Congress Registration Fees, but is included in the scientific pass and transferable firm pass.

You may register for the Pre-Congress Seminar without registering for the Congress.

Pre-congress Seminar: Managing a Modern Law Firm: A Dream Come True or a Complete Nightmare?

TUESDAY 25 AUGUST	Before 15 June	15 June to 15 July	After 15 July and on site
If registering and paying for the full congress	€ 180	€ 225	€ 270
Pre-congress Seminar only	€ 280	€ 325	€ 370

Registration fees include

Congress delegate

- All working sessions and workshops
- Congress CD
- Speed dating
- Welcome reception
- Voice of the Profession session
- Lunches and coffee breaks on Wednesday/Thursday/Friday
- Opening ceremony and dinner
- Home hospitality dinner
- Congress day out
- Gala dinner

Accompanying guest

- Speed dating
- Welcome reception
- Voice of the Profession session
- Canal bus pass on Wednesday
- Opening ceremony and dinner
- Home hospitality dinner
- Congress day out
- Gala dinner

Scientific pass

- All working sessions and workshops
- Pre-congress seminar
- Lunches and coffee breaks on Wednesday/Thursday/Friday

Transferable firm pass

- All working sessions and workshops
- Congress CD
- Pre-congress seminar
- Speed dating
- Welcome reception
- Voice of the Profession session
- Lunches and coffee breaks on Wednesday/Thursday/Friday
- Opening ceremony and dinner
- Home hospitality dinner
- Congress day out
- Gala dinner

Pre-congress seminar

Managing a modern law firm: a dream come true or a complete nightmare?

- Attendance at the pre-congress seminar
- Congress welcome reception on Tuesday evening

Cancellation/substitution of registration

Any cancellation must be sent in writing to JLC (office@judylaneconsulting.com) by 30 June 2011 in order for fees to be refunded. A 20% administration charge will be deducted from registration fees paid. No fees can be refunded after this date. A delegate can be substituted in writing any time without charge.

Registration desk opening times

Tuesday 23 August	14.00-19.00
Wednesday 24 August	08.00-18.30
Thursday 25 August	08.00-17.30
Friday 26 August	08.00-14.00
Saturday 27 August	08.30-14.00

Important dates

- 14 June** final date for early bird registration fees
- 30 June** final date for cancellation of registration (with 20% admin charge)
- 11 July** final date for guaranteed special hotel rates at the Grand Hotel Krasnapolsky
- 15 July** final date for regular registration fees
- 7 August** final date for hotel cancellation without penalty (Grand Hotel Krasnapolsky)
- 17 August** final date for receipt of your registration form by JLC if you would like your name to appear in the list of participants distributed at the Congress.

Badges

Your badge must be worn at all times during the Congress and social functions.

Official languages

Working sessions and workshops will be conducted in English or French. No simultaneous translation will be provided.





General conditions

The organizers reserve the right to modify or cancel any event or arrangement or modify the schedule without having to provide any notice or explanation, nor incurring any liability whatsoever for any loss, damage or inconvenience caused as a result thereof. Certain events are limited to a minimum or a maximum number of participants. The organizers have the right to refuse registration to such an event in application of the "first come, first served" rule, or to cancel the event.

ACCOMMODATION

AIJA has purchased a limited number of bedrooms for delegates, for the nights of 23-27 August 2011 (inclusive), at the Grand Hotel Krasnapolsky (congress venue). The Krasnapolsky is a five star hotel with 468 rooms. Situated in the very heart of Amsterdam at the cities' main square de Dam, it offers what a perfect AIJA congress needs: it is friendly and stylish but also professional and classy. Moreover, the Krasnapolsky is easily accessible: the central train station is only 10 minutes away and the Schiphol Airport is only a 25 minute journey by taxi or train.

The conference center of the Krasnapolsky is the largest of downtown Amsterdam and can host all working sessions, workshops, meetings and other events we have in mind for you. Wireless internet is available in order to enable you to stay in touch with home and the office and the hotel offers plenty of small rooms, corners and seats to breakout. And in less than a minute you will find yourselves in the city center with its terraces, shops, restaurants and – of course – canals.

Room rates:
Single Occupancy: €145 – Double Occupancy: €173.50
(rates are per room, per night, inclusive of breakfast and VAT, exclusive of 5% city tax)

The discounted rates apply, subject to availability, to reservations made via JLC by 11 July 2011. Any reservation made after this date will be subject to availability and possible rate increase. Check-in time is 15.00 hrs and check-out time is 12.00 hrs.

How to make a reservation

Complete the Accommodation section of the Congress Registration Form and return to JLC as soon as possible. Bookings cannot be made without a valid credit card number (Visa/Mastercard) to guarantee your reservation. Please ensure that the credit card number you provide on your form does not expire prior to the Congress.

Hotel cancellation terms and conditions

Should you need to cancel or amend your reservation at the Grand Hotel Krasnapolsky, please contact JLC in writing (office@judylaneconsulting.com). You will receive an e-mail confirming receipt of your cancellation/amendment. If you do not receive this response your cancellation/amendment has not been received or processed. In this case, please contact us by telephone on +44 (0)1202 699 488. We will make every effort to re-sell the room nights cancelled to another delegate but if we cannot, the following penalty will apply:

Full/partial cancellation of room nights
From 8 August 2011, the room rate plus city tax for the room nights cancelled will be charged to the credit card number you have provided for the room guarantee, unless the cancelled room nights can be re-sold to another delegate. No-shows (non-arrival on the day of your reservation without prior notification) will be charged for the full stay plus city tax.

Alternative accommodation (3 stars) within walking distance of the Hotel Krasnapolsky:

- Hotel Citadel (3 minutes walk)
 - Westcord City Centre Hotel (5 minutes walk)
 - Hotel Avenue and Hotel Bellevue (7 minutes walk)
- (No room blocks are being held by AIJA at the above hotels so please contact them direct for rates and availability)

All hotel information contained in this brochure is correct at the time of going to print.

Tours

Information on local tours/excursions will be forwarded with your acknowledgement of registration.



GENERAL INFORMATION



Travel arrangements and entry formalities

Delegates and accompanying persons are responsible for making their own travel arrangements and checking visa entry requirements. The Official Carrier for the Amsterdam Congress 2011 is Air France KLM, who are offering discounts on flights to Schiphol Airport between 18 August 2011 and 1 September 2011 (Event ID: 11559AF). More information and conditions on our website.

Schiphol Airport

The airport is located 25 km from the city centre. There is a frequent train service to Amsterdam Centraal Station (journey time: 20 minutes, ticket price: €3.70 one way). The Grand Krasnapolsky Hotel is located on Dam Square, a 10 minute walk from the station. Taxis from the airport to the hotel cost approximately €40-€50.

Amsterdam Station

At your arrival at the Amsterdam Station we advise you to take the tram (9, 16, 24) that will drive you in 5 minutes at the Grand Hotel Krasnapolsky.

Insurance

Delegates and accompanying persons are responsible for providing their own personal insurance. The organizers cannot be held responsible for any damage or loss.

Average temperatures

The average temperature in August is 17-22 degrees Centigrade (63 – 72 Fahrenheit), dropping to 13-17 degrees centigrade at night (55 – 63 Fahrenheit). The humidity varies, rainy days may be expected.

Currency

The unit of currency is EUR in the Netherlands. Major international credit cards are widely accepted in hotels, larger restaurants and department stores.

Time zone

CET. U.S. Eastern Standard Time +6 hours.

Electrical system

Local voltage is 220-230 volts AC. Plugs are the standard continental type, 2 pin round. Adaptors are available on request at the hotel.

Tipping

Although there are no fixed rules on tipping, it is customary to add an extra 10% to restaurant bills (unless a service fee is indicated on the bill) and taxi fares. Hotel porters, hairdressers and cloakroom attendants also expect to be tipped. For all other tipping, follow the guidelines used in the USA.

Shopping hours

Opening hours vary according to the type of shop, Monday: 12.00-18.00, from Tuesday, Wednesday and Friday: 9.30-18.00, Thursday: 9.30-21.00, Saturday: 9.30-17.00, Sunday 12.00-17.00.

Visa

The Netherlands is a member of the Schengen Area, and applies the Schengen legislation in full. You may find information on visa agreements, conditions of entry, procedural duties, and legal regulations on the official website of the Netherlands under: http://english.ind.nl/Brochures_en_Formulieren/index.aspx#paragraph1

It is recommended that you confirm your visa requirements with your local Embassy or Consulate. We are unable to send out letters supporting visa applications to embassies prior to receiving your registration form and full payment of registration fees. Please apply for your visa in good time in order to fulfil the cancellation policy.



The Organizing Committee gratefully acknowledges the support of the following sponsors

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