

CEELI INSTITUTE
PRAGUE



THE ONLY GLOBAL ASSOCIATION OF YOUNG LAWYERS



DeutscherAnwaltVerein
Arbeitsgemeinschaft für Internationalen Rechtsverkehr



PRAGUE

27-28 April 2007

CENTRAL AND
EASTERN EUROPE
REGIONAL MEETING

Law Firm Management and
Attracting & Keeping Clients

Drafting Clauses and Contracts
in English under English and
US Law; Pitfalls & Possibilities

Negotiating Deals in the CEE
Region



With the support of

GIESE & PARTNER, v.o.s.
RECHTSANWÄLTE LAWYERS ADVOCATE



35 JUDr. Bohumila Holubová
Attorney at Law

Introduction

The AIJA April 2007 Prague Seminar will be the first regional meeting for lawyers and in-house counsel of the countries of Central and Eastern Europe (CEE). Participants from all over Europe and the rest of the world are welcome as well. The meeting will be a splendid occasion for networking in the region along with developing legal skills.

The seminar's focus will offer tools to overcome major challenges when drafting contracts used in cross-border transactions and in a multi-jurisdictional context, to improve your negotiating skills and to address specific concerns when leading negotiations in the CEE region, and last but not least, to point out major issues of law firm management and establishment of an independent practice.

The city of Prague hardly needs to be introduced. We assume you have heard of its magic, and, as some claim, even mystic flair. For those who have not visited this urban jewel this seminar should prove to be a wonderful opportunity and for those who have already been here, we believe it won't take long to find an excuse to come back. After all, Prague's Old Town belongs to the UNESCO World Heritage and upon each visit it reveals new "secrets" about its blend of medieval streetscapes and modern urban sophistication with cosy cafés, world-class restaurants, museums, 19th century and contemporary art, musical and theatre performances ranging from classical to the far edges of underground as well as shopping for antiques, books, copyright glass-art work or the latest collections of Czech and international designers.



It remains an unresolved debate where the true geographical heart of Europe lies. In this context, Prague is cited very often. It is here where east meets west. Should facts claim anything else about the "European heart", we believe Prague can still win yours.

We are looking forward to this seminar with great anticipation and hope you can join us for a wonderful time in Prague.

More information at www.aija.cz



Programme

Thursday, 26 April 2007

17:00 Registration at Angelo Hotel

20:00 Welcome reception at the host law firm Giese & Partner v.o.s.

Friday, 27 April 2007

09:00 Registration at CEELI Institute

09:30 Opening Remarks by AIJA Representative, CEELI Institute, DAV Representative, Czech Bar Representative

10:00 Law Firm Management, Attracting & Keeping Clients, Law Firm Alliances, Managing the Business
Christoph Vaagt (Vaagt & Partner)

11:00 Coffee/Tea Break

11:30 Law Firm Management, Attracting & Keeping Clients, Law Firm Alliances, Managing the Business
Breakout sessions

Christoph Vaagt (Vaagt & Partner)

12:30 Lunch at the Institute

14:00 Drafting Clauses, in the English language under English and US law; Pitfalls & Possibilities

Jonathan Davey (Addleshaw Goddard LLP) – English Law

Stephanie Reed Traband (Proskauer Rose LLP) – US Law

15:30 Coffee/Tea Break

16:00 Influences of Anglo-American Legal Language and Principles on Civil Law Contracts

Thomas Krümmel (Meyer-Köring v.Danwitz Privat)

17:30 Drinks Reception at the CEELI Institute
Sponsored by the Förderverein (DAV)

20:00 Dinner at Sovovy Mlýny Restaurant

Saturday, 28 April 2007

09:30 Morning Coffee/Tea

10:00 Negotiation Skills Workshop

Jonathan Davey (Addleshaw Goddard LLP)

Stephanie Reed Traband (Proskauer Rose LLP)

11:00 Coffee/Tea Break

11:30 Negotiation Deals in the CEE region

- Cultural Specifics in the East-West Context

- Players: Law Firms, Banks, Investors and Corporate Clients, Governmental Authorities

- Behavioural Patterns and How to “De-Code” Them

Karl Wilson (Aareal Bank AG, General Manager Central Europe & Russia)

Panel Discussion:

Michael Diedring (CEELI Institute – Moderator)

Irina Anghel (Law Offices Anghel, Romania)

Dr. Ernst Giese (Giese & Partner, Czech Republic)

Karl Wilson (Aareal Bank AG, Poland)

13:00 Lunch

15:00 Tour of Prague (optional)

20:00 Dinner at Pálffy Palace Restaurant (optional)



Administration

Venue of Seminar

Villa Gröbovka (Central European and Eurasian Law Initiative Institute - CEELI), Havlíčkovy sady 58, 120 00 Prague, Czech Republic

Language – Number of participants – Cancellation

The Seminar will be held in English. The number of participants is limited. Registration is made on a first-come-first-served basis. The organizers reserve the right to cancel or modify the Seminar. In case of cancellation by a participant, no money can be refunded. A participant who cannot attend may send a substitute participant.

Registration Fee

	<i>before 18.3.2007</i>	<i>after 18.3.2007</i>
AIJA member < 35	EUR 280,-	EUR 320,-
AIJA member ≥ 35	EUR 320,-	EUR 360,-
AIJA non-member	EUR 360,-	EUR 400,-
Speakers	EUR 250,-	EUR 250,-
Accompanying persons	EUR 120,-	EUR 150,-

The participants registration fee includes attendance at the Seminar, documentation, all coffee breaks, reception and dinner on Friday and lunch on Saturday. Price for accompanying persons includes Thursday reception and Friday dinner.

Payment should be transferred in EUR with no cost to the organizers to the following account:

IBAN LU25 0030-1029-7491-0000 – BIC BGLLLULL
Fortis Banque Luxembourg – Agence Royale Monterey, 27, avenue Monterey, L-2951 Luxembourg
Ref: AIJA Prague

Scholarship

Delegates from the Central & Eastern Europe (CEE) countries may apply for a seminar fee waiver sponsored by the DAV-Förderverein für Freie Advokatur in Mittel- und Osteuropa e. V. established by DeutscherAnwaltVerein.

Waiver request with a delegate's CV shall be addressed to the chairman of the DAV – Förderverein, c/o Dr. Ernst Giese, Giese & Partner v.o.s., Ovocny trh 8, 117 19 Prague, Czech Republic; e-mail: giese@giese.cz

Accommodation

Accommodation is not included in the registration fee. A limited number of rooms has been reserved at the following hotel:

Angelo Hotel Prague ****

Radlická 1g, 150 00 Prague 5, Czech Republic

Tel.: +420 234 80 2202 | +420 234 80 1111

Fax: +420 234 80 9998

lucie.kralova@angelohotel.com | www.angelohotel.com

(unique rooms (single/double) EUR 115/night)

Reservations to be made directly with the hotel by filling the registration form herein attached and with quoting "AIJA".

Note: The preferential rates above apply only to a limited number of rooms and reservations must be made prior to 26 March 2007

Dress code: Seminar – business, Friday dinner – business attire, Saturday dinner – smart casual



REGISTRATION FORM

PRAGUE 27-28 April 2007



THE ONLY GLOBAL ASSOCIATION OF YOUNG LAWYERS

To be returned **18.3.2007** to:
 Association Internationale des Jeunes Avocats
 avenue Louis Lepoutre 59/20
 BE – 1050 Bruxelles – Belgium
 Fax +32-2-347.55.22
 adegimbe@aija.org
 Or register online at www.aija.org

Name

Law firm

Address

Telephone Fax

E-mail

Date of birth

Accompanying person(s)

First AIJA Event? Yes No

Registration Fees

	< 18.03.2007	≥ 18.03.2007	
<input type="checkbox"/> AIJA/ABA Member < 35	EUR 280,-	EUR 320,-
<input type="checkbox"/> AIJA/ABA Member ≥ 35	EUR 320,-	EUR 360,-
<input type="checkbox"/> Non AIJA/ABA Member	EUR 360,-	EUR 400,-
<input type="checkbox"/> Speakers	EUR 250,-	EUR 250,-
<input type="checkbox"/> Accompanying person	EUR 120,-	EUR 150,-
<input type="checkbox"/> Excursion on Saturday	EUR 25,-	EUR 25,-
<input type="checkbox"/> Saturday's Closing Dinner	EUR 65,-	EUR 65,-
<input type="checkbox"/> Donation SOS Avocats		
	TOTAL		EUR

I attach proof of payment by **bank transfer** at no charges for the payee at the account:
IBAN LU25 0030-1029-7491-0000 – BIC BGLULL
 Fortis Banque Luxembourg - Agence Royale Monterey, 27, avenue Monterey, L-2951 Luxembourg
Ref: AIJA PRAGUE

PAYMENT VISA/MASTERCARD
 I authorise AIJA to debit my credit card (Visa/Mastercard/) of the amount ofEUR
 (+ 20 EUR for bank costs per registration)
 Credit card Number:
 Exp. Date:.....
 Security Code:.....
 (3 last digits, printed at the back of your credit card under the signature panel)

NO CHEQUES

Hotel reservations must be made directly with the listed Angelo Hotel Prague ****.

Date Signature



ORGANIZING COMMITTEE

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L'AIJA EST LA SEULE ASSOCIATION GLOBALE CONSACRÉE AUX AVOCATS ET JURISTES D'ENTREPRISES DE MOINS DE 45 ANS. À TRAVERS UN LARGE CHOIX DE RÉUNIONS, SÉMINAIRES, COURS DE DROIT ET PLAIDOYER, L'AIJA ENCOURAGE LA COLLABORATION ET L'AMITIÉ ENTRE LES JEUNES QUI FONT CARRIÈRE DANS LES PROFESSIONS JURIDIQUES DANS LE MONDE ENTIER.

INTRIGUÉ PAR LES PROBLÈMES QUI TOUCHENT AU DROIT INTERNATIONAL ? INTÉRESSÉ PAR LA CRÉATION D'UN CABINET INTERNATIONAL ? ENTHOUSIASTE À L'IDÉE DE NE PAS SEULEMENT FAIRE PARTIE D'UN RÉSEAU DE MILLIERS D'AVOCATS OU DE JURISTES DÉMARRANT LEUR CARRIÈRE DANS LE MONDE ENTIER, MAIS DE FAIRE UN PETIT EFFORT POUR DEVENIR LEUR AMI ? ATTIRÉ PAR DES SÉMINAIRES DONNÉS PAR DES PROFESSIONNELS ENTHOUSIASTES QUI PARTAGENT LEURS IDÉES ET VOUS FONT PARTICIPER AUX DISCUSSIONS SUR LES DERNIERS DÉVELOPPEMENTS EN DROIT DES AFFAIRES ? L'AIJA EST VOTRE ASSOCIATION.

L'AIJA DONNE AUX PROFESSIONNELS DU DROIT UNE EXCELLENTE OPPORTUNITÉ DE CONTRIBUER DANS UN ENVIRONNEMENT INTERNATIONAL, AUX SUJETS IMPORTANTS QUI CONCERNENT LA PROFESSION. AU SEIN DE L'AIJA, AVOCATS ET JURISTES D'ENTREPRISES PARTAGENT LEURS VUES ET LEURS EXPÉRIENCES AVEC D'AUTRES COLLÈGUES DE PAR LE MONDE ET AMÉLIORENT LEURS APTITUDES PROFESSIONNELLES. NOUS NE METTONS PAS SEULEMENT L'ACCENT SUR LES COMPÉTENCES LÉGALES MAIS AUSSI SUR DES ASPECTS TELS QUE LA NÉGOCIATION, LA CAPACITÉ DE GESTION ET L'APTITUDE À TRAVAILLER DANS UN ENVIRONNEMENT MULTICULTUREL, QUI SONT TOUT AUSSI IMPORTANTS POUR LE DÉVELOPPEMENT PROFESSIONNEL DE NOS MEMBRES, ET QUI CONSTITUENT DES COMPÉTENCES PRIMORDIALES, QUE L'AVOCAT DU 21ÈME SIÈCLE DOIT POUVOIR GÉRER. EN REJOIGNANT L'AIJA VOUS BÉNÉFICIEZ DE LA CONTRIBUTION DE ET DE DISCUSSIONS AVEC DES COLLÈGUES SUR PIED D'ÉGALITÉ. NOUS NE DONNONS PAS COURS - NOUS « PARTAGEONS, APPRENNONS ET PROFITONS ».

TOUT EN DÉFENDANT CES PRINCIPES QUI FORMENT UNE PART ESSENTIELLE DES PROFESSIONS JURIDIQUES DE PAR LE MONDE, L'AIJA EST AUSSI UN ARDENT DÉFENSEUR DES DROITS DE L'HOMME ET DE LA RESPONSABILITÉ SOCIALE DES PROFESSIONS JURIDIQUES.

AIJA IS THE ONLY GLOBAL ASSOCIATION DEVOTED TO LAWYERS AND INHOUSE COUNSEL AGED 45 AND UNDER. AIJA, THROUGH A WIDE RANGE OF MEETINGS, SEMINARS, LAW COURSES AND ADVOCACY, PROMOTES PROFESSIONAL COOPERATION AND FRIENDSHIP AMONG YOUNG, CAREER BUILDING LEGAL PROFESSIONALS AROUND THE WORLD.

INTRIGUED BY ISSUES ON THE CUTTING EDGE OF INTERNATIONAL LAW? INTERESTED TO BUILD AN INTERNATIONAL PRACTICE? EAGER NOT ONLY TO BECOME PART OF A NETWORK OF THOUSANDS OF CAREER BUILDING LAWYERS AND INHOUSE COUNSEL FROM ALL OVER THE WORLD BUT ALSO, WITH A LITTLE EFFORT, TO BECOME THEIR FRIENDS? KEEN TO GO TO SEMINARS RUN BY ENTHUSIASTIC PROFESSIONALS WHO WILL SHARE THEIR IDEAS AND INVOLVE YOU IN DISCUSSIONS ON THE LATEST DEVELOPMENTS IN LAW AND BUSINESS? THEN AIJA IS YOUR ASSOCIATION.

AIJA GIVES LEGAL PROFESSIONALS AN EXCELLENT OPPORTUNITY TO CONTRIBUTE TO IMPORTANT TOPICS CONCERNING THE PROFESSION IN AN INTERNATIONAL ENVIRONMENT. WITHIN AIJA, LAWYERS AND INHOUSE COUNSEL CAN SHARE VIEWS AND EXPERIENCES WITH OTHER COLLEAGUES FROM AROUND THE WORLD AND ENHANCE THEIR PROFESSIONAL SKILLS. WE FOCUS NOT ONLY ON LEGAL SKILLS BUT EQUALLY IMPORTANTLY ON CONTRIBUTING TO THE BROADER PROFESSIONAL DEVELOPMENT OF OUR MEMBERS WHICH IS OF PARAMOUNT IMPORTANCE TO THE 21ST CENTURY LAWYER AND INCLUDES NEGOTIATION AND MANAGEMENT SKILLS AND THE ABILITY TO WORK IN A MULTI-CULTURAL ENVIRONMENT. BY JOINING AIJA YOU WILL BENEFIT FROM THE INPUT OF AND DISCUSSIONS WITH COLLEAGUES ON AN EQUAL FOOTING. WE DO NOT "LECTURE" – WE "SHARE, LEARN AND BENEFIT".

DEFENDING THOSE PRINCIPLES, WHICH ARE AN INTRICATE PART OF THE LEGAL PROFESSION WORLDWIDE, AIJA IS ALSO COMMITTED TO THE DEFENCE OF HUMAN RIGHTS AND THE SOCIAL RESPONSIBILITY OF LEGAL PROFESSIONALS.

Czech Republic

[Young lawyers of every country stand together. They intend to defend those principles which are common and which they consider to be indivisible from the notion of justice and law]

AIJA, Declaration of Athens. Adopted, August 27, 1966.

