



WSBA

THE WASHINGTON YOUNG LAWYERS DIVISION



THE ONLY GLOBAL ASSOCIATION OF YOUNG LAWYERS

**DOING BUSINESS IN ASIA:
FROM MARKET CHOICE TO INTELLECTUAL
PROPERTY PROTECTION**

September 29-30, 2006

**Seattle, Washington
USA**

Presented by the Washington Young Lawyers Division



IN PARTNERSHIP WITH SEATTLE UNIVERSITY'S ATJI

INTRODUCTION

This seminar will focus on the practical aspects of bringing a product, technique or idea to Asia and marketing and protecting that asset in different Asian Markets. The goal of this program is to provide hands-on, practical guidance on the laws affecting your client's business with the various markets, options for product placement (such as joint ventures or licensing), customs issues, financing, intellectual property protection and dispute resolution.

If your client has a product, technique or idea to introduce to an Asian economy, where do you even begin? How does your client move product from America to Asia? What barriers are there? What must be done in Asia in order to set up a home for your client's product? What type of agreements may be used to manufacture or supply products in Asia? What type of financing is available? What global and country-specific laws apply? How can you protect your client's product from piracy? If a dispute arises, what should you do? What tax consequences are there?

We hope you join us as we attempt to answer these questions and more.



SEMINAR SCHEDULE

Thursday, September 28, 2006

18:00 **Opening Reception at Hotel 1000:** 1000 First Avenue, Seattle, WA 98104
Keynote Address by Bill Neukom, President-Elect American Bar Association
Preston Gates Ellis, Seattle
(Free for Registrants and Guests) RSVP Required. Please arrive promptly at 6pm.

Friday, September 29, 2006 (Sorrento Hotel)

8:00 **Registration, Coffee and Pastries**

8:30 **Introduction and Welcoming Remarks:**
Malcolm McNeil, Honorary President of AIJA

8:50 **Overview of International Private Law**

9:30 **Picking the Right Market**

10:00 **Break**

10:10A **Market Entry: How to get your Product out of the US and into Asia**

10:10B **Private Equity Investments in China and Taiwan**

11:00 **Market Entry: Strategic Alliance, Licensing, Joint Venture or Investment**

11:50A **Negotiating with Chinese Companies**

11:50B **Negotiating with Companies in Asia**

12:30 **Lunch and Keynote Address: United States Attorney John McKay**

13:40A **Finding and Knowing the Law in China**

13:40B **Finding and Knowing the Law in Cambodia**

14:30 **Licenses, Pirates and People (Protecting Your IP)**

15:20 **Break**

15:30 **Panel Discussion: The Foreign Corrupt Practices Act**

16:20 **Day 1 Closing Remarks**

17:00 **Dinner at Pyramid Alehouse**

19:00 **Seattle Mariners vs. Texas Rangers** *(Tickets purchased separate from event registration)*

Saturday, September 30, 2006 (Seattle University)

8:30 **Opening Remarks**

8:40 **An International Intellectual Property Primer**

9:30A **International NGOs, Practice Aids and Assistance**

9:30B **Outsourcing in Asia**

10:10 **International Tax**

11:00 **Break**

11:10 **Dispute Resolution**

12:20 **Closing Remarks**

SEMINAR INFORMATION

Location

Friday, September 29, 2006

Sorrento Hotel

900 Madison Street (at Terry)

Seattle, WA 98104

Phone: (206) 622-6400

Toll-Free: (800) 426-1265

Saturday, September 30, 2006

Seattle University

Pigott Building, Room 103

901 12th Avenue, Seattle, WA

Phone: (206) 398-4173

Language - Number of participants – Cancellation

The course will be held in English without simultaneous translation. The number of participants is limited. Enrolment takes place on a first-come, first-served basis. The organisers reserve the right to cancel or modify the Seminar. In the event of cancellation by a participant, no money can be refunded. A participant, who cannot attend, may send a substitute participant.

Registration Fees

	Registration by September 8, 2006	Registration after September 8, 2006
Speaker	USD \$189.00	USD \$189.00
AIJA/ WYLD Member	USD \$189.00	USD \$225.00
Non-Members	USD \$250.00	USD \$275.00
Law Students Reception and Seminar Saturday	USD \$25.00	USD \$25.00
Accompanying person	USD \$100.00	USD \$100.00

Registration fees include seminar programming on Friday and Saturday, as well as admission to the Thursday evening reception, and the lunch and dinner (with open bar) on Friday night. Dinner will be held at the Pyramid Alehouse (<http://www.pyramidbrew.com/alehouses/seattle.php>) immediately across from Safeco Stadium – home to the Mariners Baseball Team. The registration fees also include coffee and snacks during the seminars. Additional fees apply to attend the Seattle Mariners Baseball game on Friday. For law students, the registration fee covers the Thursday evening reception and the Saturday seminar only.

Optional Seattle Mariners Tickets: Friday, Sept. 29, 7:05 p.m.; US\$30. Seattle vs. Texas Rangers. http://seattle.mariners.mlb.com/NASApp/mlb/index.jsp?c_id=sea. We have arranged field level group seating. Tickets are not limited to seminar attendees. For ticket reservations/information please contact Noah Davis at nd@inpacta.com or send payment to Noah Davis, In Pacta PLLC, 705 2nd Ave., Ste. 601, Seattle, WA 98104. You may also purchase tickets, space permitting on Thursday evening or Friday day (during the seminar).

Accommodations

Accommodations are not included in the registration fee. We have a limited number of rooms reserved through **8/30/06** at both the Sorrento Hotel (1.800.426.1265) www.hotelsorrento.com at USD \$199/night, and at the brand new and luxurious Hotel 1000 (1.877.315.1088) www.hotel1000seattle.com at USD \$235/night. We also have a block rooms reserved through **9/8/06** at the Silver Cloud (1.206.325.1400/1.800.590.1801) www.silvercloud.com/broadway.htm USD \$139/night located directly across from the Seattle University Campus. When booking these hotels, please either call and mention the WSBA/WYLD or AIJA (to obtain our specially negotiated rate).

CLE Credit

This seminar has been approved for 9.5 general continuing legal education credits in Washington.

AIJA has been certified by the New York State Continuing Education Board as an Accredited Provider of continuing legal education in the State of New York. Therefore this program will qualify for CLE credit for attorneys licensed in New York. The specific number of hours or quarter hours of CLE credit will be determined prior to the start of the program. In addition, many States and non-U.S. jurisdictions accept New York credits. Thus you should check with your local bar or accreditor for more information. This course is both transitional and non-transitional. It is appropriate for both newly admitted and experienced attorneys. AIJA also maintains a financial aid policy, a copy of which is available by contacting the AIJA office.

Information about Seattle: <http://seattle.citysearch.com/>

Dress code: Business for Friday's working sessions and the Thursday reception. Smart Casual for Saturday's working sessions. Casual for Friday Dinner and Mariners baseball game.

Limited Space: Space is Extremely Limited for this Conference so please register early.



ORGANIZING COMMITTEE

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With special thanks to the WYLD (and Amy O'Donnell), the AIJA organizing committee, Seattle University's Access to Justice (and Sudha Shetty) and the following young lawyers: Katherine Chung, Greg Gottainer and Jill Walker-Abdoveis

About AIJA

AIJA is the only global association devoted to lawyers and in-house 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 in-house counsels 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 in-house 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.

To register with AIJA, save on your conference registration fee and begin taking advantage of all AIJA has to offer, please visit AIJA's website at <http://www.aija.org/modules/motionmill/>

To learn more about the **Washington Young Lawyer Division (WYLD)** and its 6,000 Members, please visit our webpage at <http://www.wsba.org/lawyers/groups/wyld/>

To learn more about the **Seattle University Access to Justice Institute** please visit the ATJI website at www.law.seattleu.edu/accesstojustice.

#Y060929

--- REGISTRATION FORM ---

DOING BUSINESS IN ASIA:
FROM MARKET CHOICE TO INTELLECTUAL PROPERTY PROTECTION
September 29-30, 2006

Space is limited. To register, please FAX the following form to 206-860-0178 or mail with payment to, Noah Davis/In Pacta PLLC 705 2nd Ave Ste 601 Seattle WA 98104.

Questions? Contact Noah Davis at nd@inpacta.com or 206.734.3753.

Name _____ WSBA/AIJA# _____

Firm/Employer _____

Address _____

City/State/Zip _____

Telephone _____ E-mail Address _____

Registration BY September 8, 2006

Registration AFTER September 8, 2006

Speaker	USD \$189.00	_____	Speaker	USD \$189.00	_____
AIJA/ WYLD Member	USD \$189.00	_____	AIJA/ WYLD Member	USD \$225.00	_____
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Law Students			Law Students		
Reception and Seminar Saturday	USD \$25.00	_____	Reception and Seminar Saturday	USD \$25.00	_____
Guests	USD \$100.00	_____	Guests	USD \$100.00	_____

__ Check (payable to "In Pacta PLLC") or __ MC __ VISA __ AmXpress

Card # _____ - _____ - _____ - _____ Expires: ____ / ____ / ____ Security Code : _____

Signature : _____

Billing Address and Telephone Number for Card (if Different than above):

Street : _____ Tel No. _____

City : _____ State/Country : _____

SEMINAR #: Y060929: September 29-30, 2006

CREDITS: 9.5 general CLE Credits approved (in Washington state)
Approved for CLE Credit in New York State, number of credits pending