Schedule

Sunday, 29 January Hotel Bar and Restaurant

Cocktail Reception and Opening Dinner 18:30

Monday, 30 January Salettl

Welcome by Chairs Start at 16.00

Silvia Coulter, **LawVision Group, Manchester By The Sea, MA, United States.** A sought-after speaker and recognized leader in law firm business development and sales strategy, Silvia assists firms with strategic business planning, key client retention and growth strategies, client service strategies, and leadership and organizational culture. Silvia is the co-author of three books: The Woman Lawyer's Rainmaking Game, Rainmaking Advantage, and SAM-Legal: Beyond Key Clients. She is a co-founder and active board member of the Legal Sales and Service Organization. She is a former President of the Legal Marketing Association and is an elected Fellow of the College of Law Practice Management.

Patricia McGovern, **DFMG Solicitors, Dublin, Ireland.** Head of the Intellectual Property Department; Patricia is a Solicitor, Irish Trademark Agent and a European Trademark and Design Attorney. She has practised in almost all areas of intellectual property law. Patricia is a current member and former Chairman of the IP and Data Protection Committee of the Law Society of Ireland. Patricia is active in many intellectual property organisations both in Ireland and abroad. She has written and lectured extensively both in Ireland and internationally on general business law and intellectual property topics. Under leadership, the firm has been the recipient of many awards.

The Practice of Law – Covid and Post-Covid

Moderator: **Patricia McGovern, DFMG Solicitors, Dublin, Ireland.**

Speakers:

Claudia Berndt, Hahn & Hahn Inc., Pretoria, South Africa. Claudia heads the firm's local Paris Convention patent filing department, the local Design filing department, and Plant Breeders' Rights filing department. She is fluent in English, Afrikaans and German and will be the president of FICPI South Africa as of the World Congress in Cannes in September 2022.

Topic: **Coping with Covid during and beyond**

Joseph M. Matthews, **Arbitrator/Mediator/Advocate, Miami, FL, United States.** Joe has served as arbitrator for more than 30 years and an advocate for more than 40 years. He also serves as mediator in commercial, construction, insurance, hospitality, employment, class action and personal injury cases pending in state and federal courts of the United States, as well as in commercial and investment arbitration disputes domestically and internationally.

Topic: **Advocacy in Transnational Disputes: Seizing Opportunities the Pandemic has Revealed**

Catherine A. Sas, **KC, Immigration Law Centre, Vancouver, BC, Canada.** Catherine opened her own firm in 1990 and operated as a sole practitioner until joining Miller Thomson as a partner in 2010 where she practiced for 5 years. In May 2015, Catherine returned to sole practice, and then later that year in November, Catherine combined forces with Victor Ing, to form the Sas & Ing Immigration Law Centre (established November 2015).

Topic: **How did we survive and how are we operating now?**

Sonia M. Ziesche, PhD, Gowlings WLG, Vancouver, BC, Canada. Sonia is a principal, patent agent, and the chair of the Life Science Group of Gowling WLG's Vancouver office. Sonia provides strategic patent advice to individual entrepreneurs, small and medium-sized enterprises, as well as multinational corporations and academic institutions, mostly in the areas of biotechnology, chemistry, biochemistry, molecular biology, and agriculture.

Topic: **Post-Pandemic Mentoring**

Tuesday, 31 January — Salettl

The Practice of Law: Technology

Start at 16.00

Moderator

Utz Kador, **Kador & Partner, Munich, Germany.** Senior Partner and Founder, PhD (Munich Technical University); LLM (Suffolk University Boston, Lazarski University Warsaw). He is specialised in dealing with opposition proceedings before the EPO as well as important trademark and license agreements. He held several major positions in INTA and the Licensing Executive Society.

Speakers:

David Barker, **Senior District Judge, State of Nevada, Las Vegas, NV, United States.** Justice Barker retired from public service in 2017 to focus on developing a private ADR practice. He serves as mediator, arbitrator, private judge and special master. He also continues his service to the judiciary as a senior judge on an ad hoc basis.

Topic: **The Acceptance of Technology to Conduct Court Business**

Roman Zelichenko, **GMI Rocket, New York, NY, United States**. Founder. Roman Zelichenko is a former US immigration attorney. After practicing law at a Washington DC-area immigration law firm, he left to launch *LaborLess*, a tech startup that automates immigration compliance. GMI Rocket is a marketing agency focused on helping immigration firms around the world grow through digital marketing.

Topic: **Digital / Social Media Marketing in a Post-Covid World**

Christof Siefarth, **BODENHEIMER, Cologne, Germany.** Partner; Dr. iur (Cologne), LLM (University of Georgia, United States), Attorney-at-Law (New York); mainly representing foreign clients as counsel in international commercial disputes and negotiations, particularly in the fields of distribution, general commercial, construction, and IP.

Topic: **The Top 10 Topics for Home Office for Attorneys**

David Thibodeau, VLP Law Group, Boston, MA, United States. David's work emphasizes the building and refining of patent portfolios, providing strategic advice concerning competitive IP rights, and performing due diligence for technology-based financial, merger/acquisition and other business transactions. While David most often handles prosecution matters before the United States' and foreign patent offices, he has also successfully concluded license negotiations, litigations, and other disputed matters.

Topic: **Tales from a Virtual Law Firm: Maintaining Quality Work Product, Relationships and Firm Culture in a Distributed Workplace**

Wednesday, 1 February Salettl

The Practice of Law: People

Start at 16.00

Moderator

Silvia Coulter, LawVision Group, Manchester By The Sea, MA, United States.

Speakers:

Stephen M. Packman, **Archer, Philadelphia, PA, United States.** Chair: Bankruptcy, Restructuring and Insolvency Litigation Group and Chair: International Law Group; Steve practices primarily in the areas of business law, insolvency law and commercial litigation. His experience includes representing diverse clients in insolvency proceedings, litigation and business matters. Recent engagements include representation of debtors (as lead and local counsel), creditor's committees, trustees, foreign representatives and fiduciaries, as well as providing general counsel to private and public companies on a variety of litigation, financial, business and corporate issues.

Topic: **Dealing with Millennials and Beyond**

Dariusz Szcześniak, DMS DeBenedetti Majewski Szcześniak, Warsaw, Poland. Dariusz is responsible for the commercial litigation practice concerning financial market institutions and corporate disputes related to the operation of capital companies. This includes protecting the rights of shareholders, as well as issues involving the liability of members of management boards. Prior to founding DMS in 2004, he worked in financial institutions and cooperated with the Warsaw offices of international law firms, where he was responsible for services offered to pension and investment funds and advised Polish and international clients on matters concerning capital markets.

Topic: **Covid and Talent Retention**

Brent Turner (via zoom) is the Director of Advisory Services and Principal Consultant for Thomson Reuters. Brent provides law firm leaders a deeper understanding of their competitive landscape and market perception, as well as opportunities to improve operational efficiencies.

Topic **Associate Retention**

Thursday, 2 February — Salettl

The Practice of Law: Clients

Start at 16.00

Moderator: **Patricia McGovern**, **DFMG Solicitors, Dublin, Ireland.**

Speakers:

Madina Aylen, **CX Pilots, Raleigh, NC, United States**. Executive Director. Madina helps law firms with people-centric change initiatives to improve client retention and loyalty and drive revenue growth. Before joining CX Pilots, Madina was responsible for successfully driving Gowlings WLG's growth in Russia and the Eurasian Economic Union (CIS) prior to the Russian aggressor war towards Ukraine.

Topic: **Client Experience as the New Differentiator for Law Firms**

Karen S. Kienbaum, **The Kienbaum Law Group PC, Grosse Pointe Farms, Michigan, United States**. founding member; litigator and ADR champion with experience representing individuals and corporations; Karen is an authority in contracts, covenants not to compete, labour, employment law, and litigation, and sits as an arbitrator or facilitator. Karen is also founder of the risk-management program JustUs®, which assists companies, including GM, in meeting compliance standards, improving employee relations, and reducing legal exposure.

Topic: **What one needs to Impart to Clients**

Laura Devine, Laura Devine Immigration, London, England, United Kingdom. Her award-winning, top tier-rated, boutique immigration firm provides UK and US immigration advice, with the offices having been described as a "transatlantic powerhouse." Laura is the immigration correspondent for the Law Society Gazette and the author of numerous articles and books.

Topic: **TBD**

Hagstein Alm Dinner

Depart with Taxis at 18:30

Friday, 3 February	Salettl

The Practice of Law: Future of Law

Start at 16.00

Moderator: **Silvia Coulter**, **LawVision Group, Manchester By The Sea, MA, United States.**

Speakers:

Rahul Batra, Hudson McKenzie, London, England, United Kingdom. Managing Partner at Hudson McKenzie, a specialist global immigration law firm based in London. His practice focuses on all aspects of UK immigration law and corporate/commercial law.

Topic: **Diversity, Equity & Inclusion: DEI Strategies for Business Impact**

Gordon Muir, Hawkins Folsom & Muir, Reno, NV, United States. Gordon's practice focuses on all aspects of wills, trusts and estates, including basic to advanced and complex estate planning, business succession planning, asset protection, probate and trust administration and litigation, will/trust contests, elder abuse, guardianships, and estate, gift and generation-skipping transfer tax planning.

Topic: **DEI and BHR in Nevada Law Firms**

Joshua D. Rievman, Dunning Rievman & Davies LLP, New York, New York, United States. Josh specializes in the litigation and arbitration of commercial disputes and has successfully represented clients in jury and non-jury trials in New York State and federal courts, in state and federal appellate proceedings and in arbitration locally and internationally. Josh also counsels employees and employers with respect to separation, onboarding and internal investigations, as well as claims for discrimination and retaliation.

Topic: **Law firm Startups, mergers, brand building and succession**

Robert Epstein, Epstein Cohen Seif & Flora, Indianapolis, Indiana, United States. Bob has engaged in many areas of civil litigation, including product liability, medical malpractice, automobile accidents, and complex business litigation. He was the first lawyer in the US to litigate the constitutionality of a state's ban on interstate shipments of wine. The resulting opinion by the US Supreme Court in *Granholm v. Heald* found bans in Michigan and New York unconstitutional, opening the door for the interstate shipping of wine.

Topic: **The Past and Future of Wine Law in the United States: The Commerce Clause under the United States Constitution**

Concluding Group Dinner

Rasmushof Hotel Restaurant