SCHEDULE

SUNDAY, 21 JANUARY

6.30 p.m. Hotel Weisses Rössl, Welcome Reception, *Weisses Rössl Piano Bar*

7.30 p.m. Hotel Weisses Rössl, Opening Dinner, *Weisses Rössl, Restaurant*

Greeting: Dennis Campbell, Director, Center for International Legal Studies, Salzburg, Austria.
Introduction: Mark A. Nadeau, Squire Sanders & Dempsey, Phoenix, Arizona, United States.

MONDAY, 22 JANUARY

7.00 – 9.30 a.m.

INTERNATIONAL PRACTICE: CULTURAL, GOVERNMENTAL, AND OTHER IMPEDIMENTS

Subchair: Hans H. Hahn, Hahn & Hahn Inc., Hatfield, Pretoria, South Africa.

Moderator: David R. Zarka, Hackard, Holt & Heller, Gold River, California, United States.

Speakers:

- Bruce A. Campbell, Lawson & Fields, Dallas, Texas, United States.
  The Rise of Third-Party Claims against Lawyers and Other Professionals
- Irina Paliashvili, Russian-Ukrainian Legal Group, PA, Washington, D.C., United States.
  Effect of Globalization on Law Practice in the CIS Countries (using Ukraine as an Example)
- Carlos Sierra, Alegre y Sierra, Mexico, D.F., Mexico.
  The Mexico Perspective in International Practice
- Jerome R. Smith, Jr., Law Offices of Edward Langer, Raanana, Israel.
  Working with High-Technology Clients Overseas on Intellectual Property Strategy

4.30 – 6.30 p.m.

ADVERTISING AND MARKETING THE MULTINATIONAL FIRM

Subchair: Hans H. Hahn Hahn & Hahn Inc., Hatfield, Pretoria, South Africa.

Moderator: Claude Collarini, Kleyr Collarini Kerger & Grasso, Luxembourg.

Speakers:

- Josef Froehlingsdorf, Froehlingsdorf Abogados Asociados S.L., Madrid, Spain.
  Marketing the Multi-National Firm
- Domenico Sindico, Rossotto & Associati, Turin, Italy.
  Lawyers and Law Firm Advertising in Italy: Problems and Issues
- Shawn N. Sullivan, Lake Tindall LLP, Jackson, Mississippi, United States.
  Guidelines for Advertisments in South America

7.00 p.m. Departure from Hotel Weisses Rössl to Dinner at Stanglwirt
10.00 p.m. Departure from Stanglwirt back to Kitzbühel

TUESDAY, 23 JANUARY

7.00 – 9.30 a.m.

MULTI-DISCIPLINARY FIRMS (ACCOUNTANTS AND LAWYERS)

Subchair: Kevin L. Patrick, Patrick & Stowell, P.C., Aspen, Colorado, United States.

Moderator: Borislav Boyanov, Borislav Boyanov & Co., Sofia, Bulgaria.

Speakers:

- Ward Bower, Altman Weil, Inc., Newtown Square, Pennsylvania, United States.
  Multi-Disciplinary Practice in the Global Economy
- Troy Laws, PricewaterhouseCoopers LLP, Washington D.C., United States.
  Multi-Disciplinary Practice
- Philip Matthew Stinson, Sr., Stinson Law Associates, Bryn Mawr, Pennsylvania, United States.
  Multi-Disciplinary Firms

4.30 – 6.30 p.m.

RETENTION AND FEE AGREEMENTS

Subchair: Kevin L. Patrick, Patrick & Stowell, P.C., Aspen, Colorado, United States.

Moderator: Arnold C. Wegher, Wegher & Associates, Denver, Colorado, United States.

Speaker:

- Hans Hoegen Dijkhof, Hoegen Dijkhof Advocaten B.V., Amsterdam, The Netherlands.
  Law Firm Retention, Fee Agreements and Fee Collection Practices in the Netherlands
- Paul M. Hopkins, Edwards Geldard, Cardiff, Wales, United Kingdom.
  Litigation Funding in England and Wales
- Claus-Peter Martens, Clifford Chance Pünder, Berlin, Germany.
  Collecting Procedures in Germany
- Timothy D. Wittlinger, Clark Hill P.L.C., Detroit, Michigan, United States.
  Retention Agreements - The Best Defense to Professional Liability Claims

WEDNESDAY, 24 JANUARY

7.00 – 9.30 a.m.

MERGER AND ACQUISITION OF LAW FIRMS

Subchair: Jürg Martin, Martin Weber & Partner, Winterthur, Switzerland.

Moderator: Michal Dlouhy, White & Case, New York, New York, United States.

Speakers:

- Mohd Ali Azmi, Azmi & Associates, Kuala Lumpur, Malaysia.
  Merger and Acquisition of Law Firms in Malaysia
- Markus Heidinger, Wolf Theiss & Partner, Vienna, Austria.
  International Law Firm Mergers from an Austrian Perspective
- Warren A. Kirshenbaum, Goetz Fitzpatrick Most & Bruckamn, LLP, New York, New York, United States.
  The Three Elements of a Law Firm Merger

4.30 – 6.30 p.m.

REFERRAL NETWORKS AND JOINT VENTURES

Subchair: Jürg Martin, Martin Weber & Partner, Winterthur, Switzerland.

Moderator: Milton Babirak, Babirak, Albert, Vangellow & Shaheen, P.C., Sterling, Virginia, United States.

Speakers:

- Neal A. Connors, Grueninger & Connors, Belleville, Illinois, United States.
  Structuring Trade Relationships with Foreign Partners
- Jay W. Seeman, Morrison Cohen Singer & Weinstein, LLP, New York, New York, United States.
  Quality Control in Networks: Results of a Survey and Implications for the Future

7.00 p.m. Buffet Dinner at *Hotel Zur Tenne Restaurant Tenne Unten*

THURDAY, 25 JANUARY

7.00 – 9.30 a.m.

REGULATION OF FOREIGN LAWYERS I

Subchair: Manzoor G.K. Ishani, Mundays Solicitors, Esher, Surrey, England, United Kingdom.

Moderator: Chrysta Bán, Bán S. Szabó & Partners, Budapest, Hungary.

Speakers:

- Alban Caushi, Kalo & Associates, Tirana, Albania.
  Challenges for Lawyering in Albania
- Eugeniusz Piontek, E. Piontek, S. Rymar, A. Wisniewski & Partners, Warsaw, Poland.
  Rendering Legal Assistance by Foreign Lawyers in Poland
- Yoav Salomon, Avniel, Salomon & Co., Haifa, Israel.
  Regulation of Foreign Lawyers in Israel

4.30 – 6.30 p.m.

REGULATION OF FOREIGN LAWYERS II

Subchair: Manzoor G.K. Ishani, Mundays Solicitors, Esher, Surrey, England, United Kingdom.

Moderator: Victor Williams, Hahn & Hahn Inc., Hatfield, South Africa.

Speaker:

- Patricia Bonfils, Santilli & Associati, Rome, Italy.
  Regulation of Foreign Lawyers in France
- Marco Calabrese, Studio Legale Rosauer, Rome, Italy.
  Regulation of Foreign Lawyer in Italy
- Nikolaus Pitkowitz, Graf, Maxl & Pitkowitz, Vienna, Austria.
  Regulation of Foreign Lawyers in Austria
- Ernesto Gregorio Valenti, Vasalli & Associati, Rome, Italy.
  EU Regulation of Foreign Lawyers

FRIDAY, 26 JANUARY

7.00 – 9.30 a.m.

THE MANAGING PARTNERS' FORUM

Subchair: Elisabeth Hoffmann, Hoffmann & Partners, Brussels, Belgium.

Moderator: Henrik B. Sanders, Mazanti-Andersen, Korso Jensen & Partnere, Copenhagen, Denmark.

Panelists:

- Enrico Castaldi, Castaldi, Mourre & Partners, Paris, France.
- William C. Gifford, Davis Polk & Wardwell, New York, New York, United States.
- Michael Hatchwell, Davenport Lyons, London, England, United Kingdom.

4.30 – 6.30 p.m.

THE CORPORATE COUNSELS' FORUM

Subchair: Elisabeth Hoffmann, Hoffmann & Partners, Brussels, Belgium.

Moderator: Robert C. Harason, Beard Winter LLP, Toronto, Ontario, Canada.

Panelists:

- George E. Grassby, Sodak Gaming, Inc., Rapid City, South Dakota, United States.
- Gray McCalley, Jr., Coca-Cola Enterprise Europe Ltd., Uxbridge, Middlesex, England, United Kingdom.
- Ronald C. Potter, Parker Drilling Company, Tulsa, Oklahoma, United States.

7.30 p.m. Concluding Dinner, *Weisses Rössl Restaurant*

SATURDAY, 27 JANUARY

Individual Departure