



Primerus
The World's Finest Law Firms



International Society of Primerus Law Firms & Association of Corporate Counsel Europe Legal Seminar

September 8, 2016
London, United Kingdom

Thursday, September 8, 2016

5:00 p.m. – 5:30 p.m. Registration

5:30 p.m. – 6:00 p.m. Welcome and Introductions

- Janice More – Executive Director General Counsel, The Law Society; ACC Europe Board Member (London, United Kingdom)
- Jonathan Pearce – Marriott Harrison (London, United Kingdom)

6:00 p.m. – 7:00 p.m. Mentoring and Delegation: Making Careers and Making Money

- Speaker: Jack Downton – The Influence Business Ltd. (London, United Kingdom)
- Panelist: Lutz Auffenberg – WINHELLER Attorneys at Law & Tax Advisors (Frankfurt, Germany)
- Panelist: Koen De Puydt – ORYS Law (Brussels, Belgium)
- Panelist: Sophie Tredget – BT Group (London, United Kingdom)
- Panelist: Tara Trower – Hewlett Packard Enterprise (London, United Kingdom)

7:00 p.m. – 8:00 p.m. Cocktail Reception

Speaker Biography



Jack Downton

The Influence Business Ltd
St James House
13 Kensington Square
London W8 5HD United Kingdom
Phone: +44 (0) 870 428 8191

info@theinfluencebusiness.com
www.theinfluencebusiness.com

Rising to the rank of Colonel in the Royal Marines, Jack proved an outstanding motivator and communicator when leading teams in challenging situations. He brings out the best in people whatever the circumstances and is particularly interested in helping leaders and teams differentiate themselves from their competition.

Jack coaches at board level to raise personal impact and influence. His experience as President of the Admiralty Interview Board and Director of the Royal Navy Staff Course convinced him that people influence most effectively when at their natural, authentic best.

He created The Influence Business in 2007 of which he is now Managing Director and has been involved in coaching and training since 2000. Since then, he has worked with leading organisations across Europe and the Middle East. He has also coached in South East Asia.

Clients Include:

- Allen & Overy
- Arendt & Medernach
- Arthur Cox
- Baker & McKenzie
- Cleary Gottlieb
- Clifford Chance
- Collas Crill
- Clyde & Co
- DAC Beechcroft
- DLA Piper
- Hogan Lovells
- Ince & Co
- Loyens en Loeff
- McCann Fitzgerald
- Mourant Ozannes
- White and Case
- KPMG
- Intertrust
- Patrizia Alternative Investments
- Sir Robert McAlpine
- British Council

He holds an MA in Economic Science, a Certified Diploma in Accounting and Finance with ACCA and a Diploma in Performance Coaching.