

2015 Primerus Global Conference

September 30 – October 4, 2015

Radisson Blu Hotel | Amsterdam, Netherlands

INTERNATIONAL SOCIETY OF PRIMERUS LAW FIRMS



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A G E N D A

Wednesday, September 30, 2015

6:00 p.m. – 7:30 p.m.

Cocktail Reception

*Graciously Sponsored by Primerus Member Russell Advocaten B.V.
(Address: Reimersbeek 2 / 1082 AG Amsterdam)*

7:30 p.m. – 9:30 p.m.

Primerus Ambassadors Committee Dinner

(Address: Reimersbeek 2 / 1082 AG Amsterdam)

A G E N D A

Thursday, October 1, 2015

9:30 a.m. – 11:00 a.m.

Managing Partners Section Forum:

Your Biggest Challenges as a Law Firm Manager (*Wapen A&B*)

Moderated by Pippa Blakemore

The PEP Partnership LLP – Reading, United Kingdom

11:30 a.m. – 12:45 p.m.

Women Lawyers Section Lunch Meeting (a la carte)

(*Palmboom Restaurant*)

1:00 p.m. – 6:00 p.m.

Primerus Legal Risk Management Seminar:

A Comparative Analysis by World Region (*Wapen A&B*)

4:00 p.m. – 6:00 p.m.

Primerus Personal Injury Institute Meeting (*Batavia*)

6:30 p.m. – 8:00 p.m.

Opening Cocktail Party (*Passage Room*)

Hosted by the Primerus Young Lawyers Section

A G E N D A

Friday, October 2, 2015

7:00 a.m. – 8:00 a.m.

Breakfast – for Radisson Blu Hotel Guests (*Palmboom Restaurant*)

7:15 a.m. – 7:45 a.m.

First Time Attendee Meeting (*Wapen A&B*)

Sponsored by the Primerus Ambassadors Committee
(*Breakfast not included*)

8:00 a.m. – 8:50 a.m.

Welcome, Opening Remarks, and Member Introductions (*Wapen A&B*)

Jack Buchanan, Founder & President

International Society of Primerus Law Firms – Grand Rapids, Michigan

Prof. Dr. Eckart Brödermann

Brödermann Jahn – Hamburg, Germany

8:50 a.m. – 9:50 a.m.

Marketing Trends in the Industry – Is your firm prepared? (*Wapen A&B*)

Ross Fishman

Fishman Marketing – Chicago, Illinois

9:30 a.m. – 11:00 a.m.

Spouse/Guest Coffee/Tea (*Atrium Garden*)

9:50 a.m. – 10:15 a.m.

Break

10:15 a.m. – 11:15 a.m.

Give a Winning Presentation to Generate New Business (*Wapen A&B*)

Pippa Blakemore

The PEP Partnership LLP – Reading, United Kingdom

A G E N D A

Friday, October 2, 2015 (continued)

11:15 a.m. – 12:15 p.m.

Roundtable Discussion:

Leveraging Your Primerus Membership to Grow Your Firm (*Wapen A&B*)

Pippa Blakemore

The PEP Partnership LLP – Reading, United Kingdom

Ross Fishman

Fishman Marketing – Chicago, Illinois

Bob Brown

Donato, Minx, Brown & Pool, P.C. – Houston, Texas

12:15 p.m. – 1:00 p.m.

Networking Luncheon (*Palmboom Restaurant*)

1:00 p.m. – 6:00 p.m.

Leisure Activities

Zaanse Schans Windmill Area Tour

Tour departs at 1:00 p.m. – Arrive early

Walking Tour/Museum van Loon

Tour departs at 1:00 p.m. – Arrive early

Amsterdam Golf Club

Meet in hotel lobby – Van departs at 12:30 p.m.

(Box lunch provided)

6:00 p.m. – 6:45 p.m.

Young Lawyers Section Meeting (*Pastorie Bar at Radisson Blu Hotel*)

7:00 p.m. – 10:00 p.m.

Cocktail Party & Tobacco Theater Ritz Dinner Show

Short walk to the Tobacco Theatre (5 minutes away)

(Address: Nes 73-87 / 1012 KD Amsterdam)

Saturday, October 3, 2015

7:00 a.m. – 8:00 a.m.

Breakfast – for Radisson Blu Hotel Guests (*Palmboom Restaurant*)

7:15 a.m. – 7:45 a.m.

Succession Law Practice Group Meeting (*Wapen A&B*)

7:45 a.m. – 8:00 a.m.

Welcome (*Wapen A&B*)

Chad Sluss, Senior Vice President of Services

International Society of Primerus Law Firms – Grand Rapids, Michigan

8:00 a.m. – 9:00 a.m.

**Roundtable Discussion – Overcoming Cross-Cultural Differences
and Effectively Working Together in a Global Marketplace:**

Legal and Non-legal Aspects (*Wapen A&B*)

Co-Moderator: Tina Denso

Brödermann Jahn – Hamburg, Germany

Co-Moderator: Dr. Andrea Tiedemann

Brödermann Jahn – Hamburg, Germany

Panelist: Brian Davidoff

Greenberg Glusker – Los Angeles, California

Panelist: Jonathan Pearce

Marriott Harrison LLP – London, England

Panelist: Julian Felipe Rojas Rodriguez

Pinilla González & Prieto Abogados – Bogota, Columbia

Panelist: Suwit Suwan

Navinlaw – Bangkok, Thailand

Panelist: Mercedes Tort

1961 Abogados y Economistas – Barcelona, Spain

A G E N D A

Saturday, October 3, 2015 (continued)

9:00 a.m. – 10:15 a.m.

Social Media and Legal Ethics – A Global Perspective (*Wapen A&B*)

Moderator: Mark Berman

Ganfer & Shore, LLP – New York, New York

Panelist: Reinier Russell

Russell Advocaten B.V. – Amsterdam, Netherlands

Panelist: Murray Thornhill

HHG Legal Group – West Perth, Australia

Panelist: Carole Bos

Bos & Glazier, P.L.C. – Grand Rapids, Michigan

10:15 a.m. – 10:40 a.m.

Break

10:40 a.m. – 11:40 a.m.

Primerus Six Pillars “Reasonable Fees” Panel Discussion:

Charging Reasonable Fees and Avoiding Fee Disputes (*Wapen A&B*)

Moderator: Duncan Manley

Christian & Small LLP – Birmingham, Alabama

Panelist: John Pearce

Montgomery Barnett, L.L.P. – New Orleans, Louisiana

Panelist: Gary Kellar

Spicer Rudstrom, PLLC – Nashville, Tennessee

Panelist: Simon Creek

HHG Legal Group – West Perth, Australia

Panelist: Atul Dua

Seth Dua & Associates – New Delhi, India

Panelist: Luis Montes

Guardia Montes & Asociados – San Jose, Costa Rica

Panelist: Seth Price

Price Benowitz, LLP – Washington, DC

A G E N D A

Saturday, October 3, 2015 (continued)

11:40 a.m. – 12:15 p.m.

Primerus Personal Injury Institute Meeting (*Hotel Lobby*)

11:40 a.m. – 12:15 p.m.

Primerus Business Law Institute Meeting – All Regions (*Wapen A&B*)

11:40 a.m. – 12:15 p.m.

Primerus Defense Institute Meeting (*Mauritius*)

12:15 p.m.

Lunch on your own

1:00 p.m. – 5:00 p.m.

Leisure Activities

Rijksmuseum or Van Gogh Museum Tour

Tour departs at 1:00 p.m. – Arrive early

Anne Frank House Walking Tour

Tour departs at 1:00 p.m. – Arrive early

5:45 p.m.

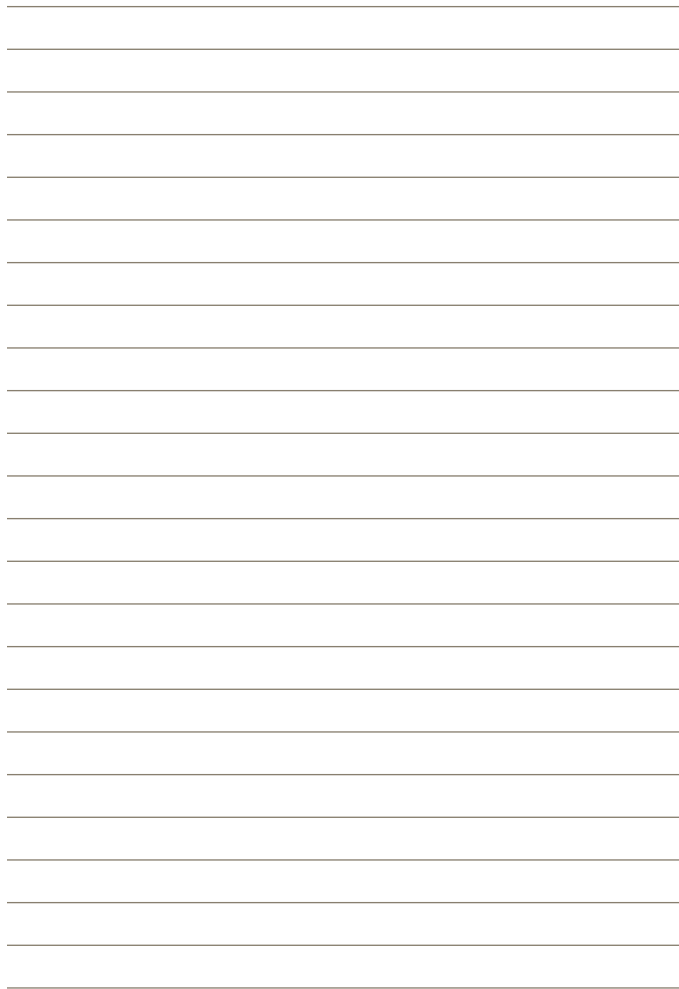
Meet in Hotel Lobby for Cocktail/Dinner Cruise

6:00 p.m. – 10:00 p.m.

Cocktail Cruise and Prins Van Oranje Dinner Cruise

The cocktail cruise leaves the canal dock in front of the hotel at 6:00 p.m., taking guests to the Prins Van Oranje. Guests will return to the Radisson Blu Hotel at 10:00 p.m. by canal boat.

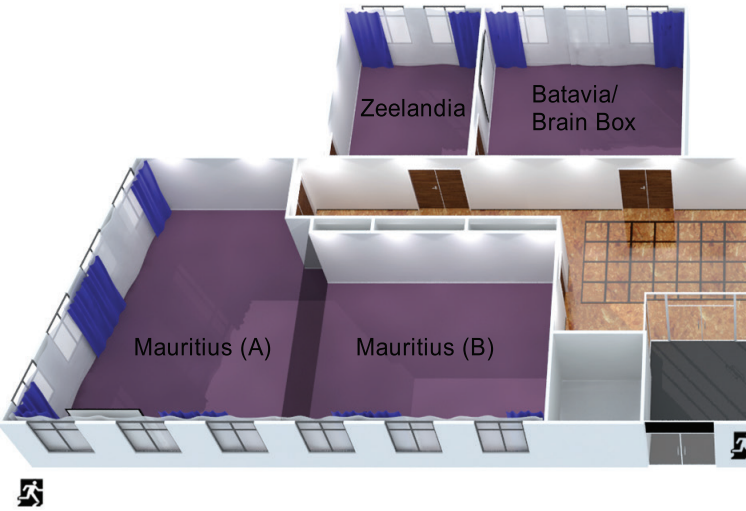
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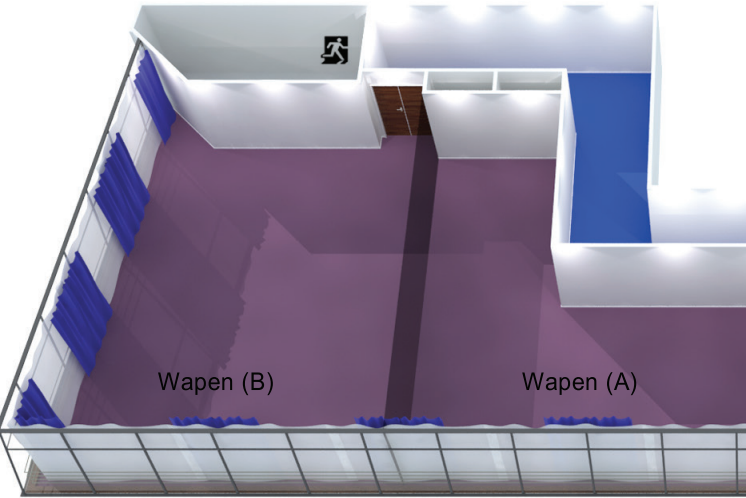
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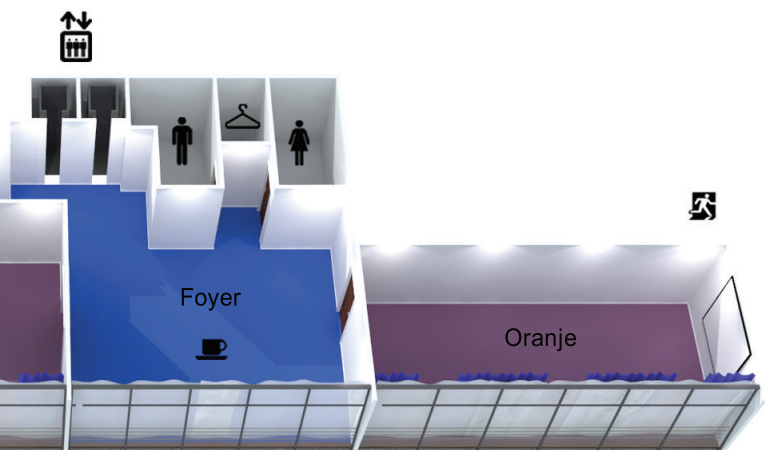
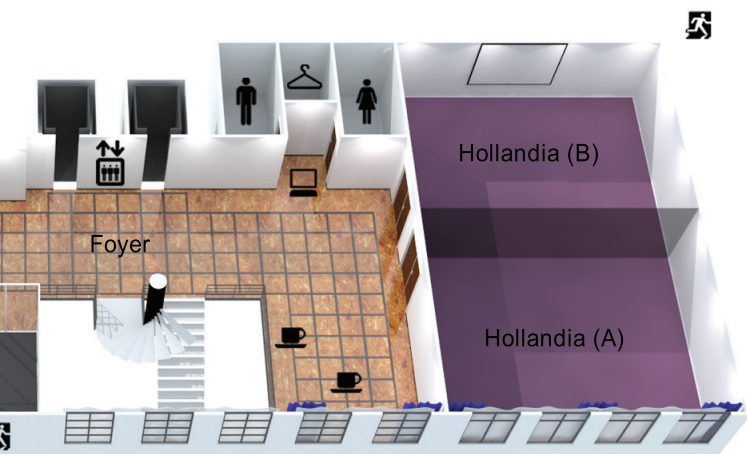


Experience Meetings Ground Floor



Experience Meetings 5th Floor







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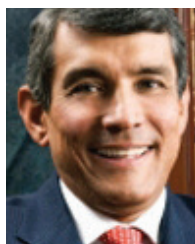
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This image shows a full page of blank, lined paper. It features approximately 20 evenly spaced horizontal grey lines across its entire width, providing a guide for handwriting or typing. The background is a clean, solid white color. There are no margins, text, or other markings present on the page.

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