

AGENDA



SUNDAY, MAY 9

Advisory Board Meeting Schedule

- 8:00 a.m. *TIAG Board Breakfast (Otter Room)*
- 8:30 – 11:30 a.m. *TIAG Board Meeting (Otter Room)*
- 11:30 a.m. – 2:30 p.m. *TIAG and TAGLaw Joint Board Meeting (Otter Room) and Lunch (Starlight Room)*
- 2:30 – 5:30 p.m. *TAGLaw Board Meeting (Otter Room)*

Click here to access a zip file containing all presentations and handouts.
Or, click the individual links following each session description below.

MONDAY, MAY 10

8:00 – 10:00 a.m. Conference Registration (*Ballroom Foyer*)

9:00 a.m. – 4:00 p.m. Early Bird Tour: A Tour of Amsterdam (*meet in hotel lobby at 8:45 a.m.*)
Spend the day touring our host city, beginning with a panoramic tour through old and new Amsterdam. Visit the Rijksmuseum, with its collection of masterpieces by famous artists such as Rembrandt, Vermeer and Frans Hals. Enjoy lunch at Chez Hugo, and finish with a walking tour along the city's canals. Along the way you will see historical landmarks such as the Royal Palace, the Mint Tower, the Skinny Bridge, Portuguese Synagogue, the Tower of Tears, and many more.

4:30 – 6:30 p.m. Conference Registration (*Ballroom Foyer*)

6:45 p.m. Cocktail Party and Welcome Dinner (*Cocktails: Ballroom III; Dinner: Ballrooms I & II*)
Hosts: Nysingh advocaten-notarissen N.V.; Apeldoorn, Netherlands
Rassers Advocaten en Notarissen; Breda, Netherlands
The Appleton Group, Inc.; St. Petersburg, Florida, USA
Now that everyone has arrived in Amsterdam, it is time to kick off the week with cocktails and enjoy a buffet dinner with old and new friends. Cocktails and hors d'oeuvres will be served in Ballroom III, followed by dinner in Ballrooms I & II at 7:45 p.m.

TUESDAY, MAY 11

7:30 – 9:00 a.m. Breakfast (*Le Camelia Brasserie*)
Breakfast is included in room rates for those who booked their hotel with the TAG reservation code.

9:00 a.m. – 4:30 p.m. Guest Tour: The Hague and Keukenhof Gardens (*meet in hotel lobby at 8:45 a.m.*)
Visit The Hague, the seat of the Dutch government and home to Holland's Queen Beatrix. After lunch, enjoy the colorful display of tulips and other springtime bulbs in bloom at the spectacular Keukenhof Gardens.

9:15 a.m. Welcome TAGLaw (*Ballrooms I & II*)
Includes an introduction to the Netherlands by Danielle Muller of Rassers Advocaten en Notarissen ([click here to view Danielle's presentation](#)); and an introduction to Toronto, TAGLaw's next conference destination, by Michael Penman and Steve Popoff of Blaney McMurtry LLP ([click here to view Michael and Steve's presentation](#); [click here to view the Toronto video](#)).

9:30 – 10:30 a.m. A Look Inside the International Criminal Court (*Ballrooms I & II*)
Reinhold Gallmetzer; Appeals Counsel; International Criminal Court; The Hague
The International Criminal Court (ICC) is a permanent, treaty-based court that investigates and prosecutes those who may have committed war crimes, crimes against humanity and genocide. Mr. Gallmetzer will provide a general introduction to the ICC focusing on its legal framework and jurisdiction. He will briefly highlight the main challenges the ICC faces in investigating and prosecuting crimes in the context of modern conflicts. He will also address several key legal issues that have arisen in current prosecutions at the ICC. [Click here to view the session presentation.](#)

AGENDA *(continued)*



10:30 – 11:00 a.m. Break (Foyer)

11:00 a.m. – 12:00 p.m. In-House Counsel Q&A: Trends to Watch in 2010 and Beyond (Ballrooms I & II)

Moderator: Mark Maraia; Founder; Maraia & Associates, Inc.

François Dessault; General Counsel; LVMH Fashion Group

Hans Peter Frick; Senior Vice President and Group General Counsel; Nestlé, S.A.

David L. Sasseville; Partner and General Counsel; Lindquist & Vennum PLLP

In-house lawyers are under extreme pressure to cut outside legal spend as their companies do all they can to survive the economic downturn. In this interactive session, Mark Maraia, our featured speaker, will facilitate a discussion among a panel of distinguished in-house lawyers. They will answer questions on such topics as budget pressures, legal outsourcing, alternative fee arrangements, outside counsel and inside counsel relationship management, how to deal with difficult inside counsel, and more.

12:00 – 1:30 p.m. Lunch (Ballroom III)

1:30 – 2:30 p.m. Practical Tools for the Complete Rainmaker (Ballrooms I & II)

Mark Maraia; Founder; Maraia & Associates, Inc.

How do you attract new clients, build new relationships and develop business in today's challenging economic climate? Learn 10 proven, effective and practical business development tools and techniques that any professional can implement to become a successful rainmaker. You will leave this session with practical tips on how to market your practice tastefully and network effectively with prospective clients. [Click here to view the session presentation.](#)

2:30 – 2:45 p.m. Break (Foyer)

2:45 – 3:15 p.m. TAGLaw Advisory Board Report (Ballrooms I & II)

[Click here to view the Advisory Board's presentation.](#)

3:15 – 5:00 p.m.

Specialty Groups

Corporate and M&A (Ballrooms I & II)

Co-chairs: Anthony Adler; Mitchell Silberberg & Knupp LLP; USA: California

Enrique A. González Calvillo, S.C.; González Calvillo, S.C.; Mexico

Bernhard Welten; Hodler & Emmenegger; Switzerland

A discussion of the current regulatory climate for international financial markets. Specifically, the session will cover regulatory hurdles which U.S. citizens and companies face in opening and maintaining bank accounts at and obtaining credit facilities from European-based financial institutions. Presenters will include Frank Schröder, Head of Commercial Banking Compliance - NL at ING Bank.

Employment & Labor (Meerman)

Co-chairs: Michael Sippitt; Clarkslegal LLP; England

Larry Drapkin; Mitchell Silberberg & Knupp LLP; USA: California

Members of the Employment and Labor Law Group will present and discuss the effect the global economic downturn has had and continues to have on international labor and employment.

IP & IT / Life Sciences (Joint Session) (Sakura Room)

Co-chairs: Gábor Germus; Germus & Partners; Hungary (IP & IT)

Mark S. Thomas; Williams Mullen; USA: North Carolina (IP & IT)

Barbara Rummel; Lindquist & Vennum PLLP; USA: Minnesota (Life Sciences)

A practical discussion of networking among TAGLaw IP & IT and Life Sciences practitioners to most effectively market their abilities to industries and multi-national clients.

AGENDA *(continued)*



Real Estate - TAG Property Group / Hotels & Leisure (Joint Session) (Griffioen Room)

Co-chairs: Karen Mason; Boodle Hatfield; England (Real Estate)

Victoria Symons; Boodle Hatfield; England (Hotels & Leisure)

Paul Shapses; Herrick, Feinstein LLP; USA: New York (Hotels & Leisure)

Repeating a successful formula adopted at the Las Vegas conference, the TAG Property Group and the Hotels and Leisure Group will once again be holding a joint meeting under the co-chairmanship of Karen Mason of Boodle Hatfield and Martin Davies of Kuit Steinart Levy LLP. The joint meeting will, in relation to the TAG Property Group, address the ongoing development of the group and a review of activities during the last year including participation at Mipim 2010. We will also look forward with ideas for the year ahead. In relation to Hotels and Leisure, it is intended to have a roundtable discussion on current market conditions and trends, and to explore the possibilities for cooperation between member firms to create more business mutually and generally to share ideas on how those attending see the market moving forward. [Click here to view the session presentation.](#)

5:00 p.m.

Close

6:30 p.m.

Depart Hotel for Cocktails and Gala (meet in hotel lobby at 6:15 p.m.)

Depart the hotel for an hour of cocktails on a canal boat, where you will experience the unique city life of Amsterdam. Enjoy cocktails and hors d'oeuvres as you cruise to the 17th-century domed 'Koepelkerk,' which owes its name and fame to its beautiful copper dome—a point of orientation for every citizen of the city of Amsterdam. Sit back, relax, and enjoy an operatic performance by former TAGLaw member Magnus Hybbinette, who will delight you with his magnificent voice. Buses will return you to the hotel. Or, you may want to make your own way back to the hotel as you are close to Dam Square and other exciting locations.

WEDNESDAY, MAY 12

7:30 – 8:45 a.m.

Breakfast (Le Camelia Brasserie)

Breakfast is included in room rates for those who booked their hotel with the TAG reservation code.

7:30 a.m. – 12:00 p.m. **Guest Tour: Aalsmeer Flower Auction** (meet in hotel lobby at 7:15 a.m.)

Every day millions of cut flowers and potted plants are auctioned in the vast halls of Aalsmeer. Gaze in wonder at the efficient operations and enjoy the smell of the overwhelming number of flowers passing by. Stop for coffee and cake, and then board the bus for a Hofjes tour.

9:00 a.m.

Welcome TAGLaw and TIAG (Ballrooms I & II)

9:15 – 10:30 a.m.

Post Recession Growth Strategies Panel (Ballrooms I & II)

Moderator: Sean M. King; Williams Mullen; USA: North Carolina and Virginia (TAGLaw)

Frank M. Young, III; Haskell Slaughter Young & Rediker, LLC; USA: Alabama (TAGLaw)

Robert Levy; Kuit Steinart Levy LLP; Manchester, England (TAGLaw)

Richard Attisha; Harper Grey LLP; British Columbia (TAGLaw)

Howard Wilkinson; Mercer & Hole; London, England (TIAG)

Felipe Pestana; Grupo Planus; Rio de Janeiro, Brazil (TIAG)

Norman P. Posner; Samet & Company; USA: Massachusetts (TIAG)

A panel of TAGLaw and TIAG members discuss various post-recession growth strategies for law and accounting firms, including identifying trends for profit; TAGLaw/TIAG network collaboration strategies; recruiting versus retrenching; and mergers and acquisitions.

10:30 – 11:00 a.m.

Break (Foyer)

11:00 a.m. – 12:45 p.m. **Specialty Groups**

Insolvency & Secured Transactions (Meerman)

Co-chairs: Chris Laughton; Mercer & Hole; England

AGENDA *(continued)*



Deborah Williamson; Cox Smith Matthews; USA: Texas

The Group will discuss the following topics: What recent cross-border insolvency and restructuring developments have been encountered in our jurisdictions? How should one best make use of the Specialty Group network (and the wider TAGLaw/TIAG network)? As the world emerges from the credit crunch, where should insolvency and restructuring specialists be directing their energies to win new instructions? [Click here to view the session presentation.](#) [Click here to view the session handout.](#)

Litigation & ADR *(Griffioen Room)*

Co-chairs: Alex Lever; Nysingh advocaten – notarissen; Netherlands

Willis Orton; Kirton & McConkie; USA: Utah

Michael Penman; Blaney McMurtry; Canada: Ontario

The Group will continue its initiative to identify clients that may be interested in using the services of more than one TAGLaw firm, whether on a referral basis or on a collaborative basis in multi-jurisdictional litigation. This part of the meeting will be more structured than last time. With that in mind, we encourage members of the Group to bring with them a list of firm clients that may be interested. At this time, there will be no wider distribution of those client names. The lists will simply enable us to assess the prospects for the initiative. We will also discuss the possibility of arranging regional Litigation & ADR Group meetings between the international meetings.

Tax *(Ballrooms I & II)*

Co-chairs: Hilton Bell; Milling Benson Woodward; USA: Louisiana (TAGLaw)

Sean King; Williams Mullen; USA: Virginia (TAGLaw)

Dirk Schellack; GGV Grützmacher/Gravert/Viegener; Germany (TAGLaw)

Larry Hamilton; Hughes Pittman & Gupton; USA: North Carolina (TIAG)

Kerri O'Connell; HSOC Consultants Ltd.; Ireland (TIAG)

The TAGLaw and TIAG Tax Specialty Groups will once again meet jointly for an innovative and productive two-part session. Part I, the technical session, will showcase members of the local Dutch TAGLaw and TIAG firms as they introduce the attractive tax and legal framework of Dutch holding company planning. Part II, the brainstorming session, will provide a forum to continue the Group's plans for expanded branding and marketing activity. Since our discussions in Las Vegas, the Groups have made significant strides in building a global TAG Tax brand. We plan to update members and continue to identify ways in which we can serve clients on a collaborative basis. Click the following links to view the session presentations: [Dirk Schellack/GGV](#); [Barry Nijkamp/van Elderen Accountants](#); [Gijs In 't Veld/Nysingh advocaten-notarissen](#); [Sean King/Williams Mullen](#).

12:45 – 2:00 p.m. **Lunch** *(Ballrooms IV & V)*

AFTERNOON OPTIONS

2:30 p.m. – 5:00 p.m. **Networking Tour: Van Gogh Museum** *(meet in hotel lobby at 2:15 p.m.)*

Enjoy the Van Gogh Museum's collection, including over 200 paintings, 500 drawings and more than 700 letters from Dutch painter Vincent Van Gogh, as well as a rich and varied collection of other 19th-century art, by artists such as Henri de Toulouse-Lautrec and Paul Gauguin.

– OR –

2:00 – 3:00 p.m. **Taking Advantage of the Cloud** *(Meerman I & II)*

Greg Tatham; Vice President of Advanced Technology; Wolters Kluwer Global Platform Organization

In his session, Greg Tatham, VP Advanced Technology of the global platform organization at Wolters Kluwer, the market-leading global information services company, will be taking the audience along a journey of cloud computing. Together, from the definition and history of cloud computing and e-adoption, the benefits will be explored and how tax and accounting professionals could best exploit the cloud to their advantage in their business. A best practice on adoption, planning and assessment based on a firm's size will be part of Greg's presentation. [Click here to view the session presentation.](#)

AGENDA *(continued)*



- 3:00 – 3:30 p.m.** **How To Do Business In Egypt** *(Meerman I & II)*
Karim Hisham Ahmed Labib; Hisham Labib & Co.; Cairo, Egypt
Karim Hisham Ahmed Labib will share a look at the business and accounting issues inherent for doing business in Egypt. Specifically, a review of the issues and traps that need to be considered for entity selection, entry and exit strategies, tax, dealing with revenue, and other special considerations. [Click here to view the session presentation.](#)
- 3:30 – 3:45 p.m.** **Break**
- 3:45 – 5:00 p.m.** **Management Forum – A Best Practices Specialty Group Session** *(Meerman I & II)*
Howard Wilkinson; Mercer & Hole; England
J. King Bourland; CF & Co. L.L.P.; USA: Texas
This interactive member-led management forum debuted at the Las Vegas conference and was a huge success. Come prepared to discuss such topics as succession planning, mergers and acquisitions, technology, lateral recruiting, partner compensation systems, and strategic initiatives for 2010. [Click here to view the session presentation.](#)
- 5:00 p.m.** **Close**
- 6:30 p.m.** **Optional Event: Bowling and Dinner** *(meet in hotel lobby at 6:15 p.m.)*
BACK BY POPULAR DEMAND!! Join us for a rematch of the Las Vegas bowling evening! Ask any member who attended the bowling event in Las Vegas, and they will tell you it was one of the best final evening events to date. Do not miss this evening of food, drinks and friendly competition!

While enjoying your stay, be mindful of trams, cars and the famous bicycles of Amsterdam!