

# **TAGLaw Fall Conference**

Dublin, Ireland

October 16-18, 2006

*All meetings will be held in Grosvenor Suite unless otherwise indicated*

Conference moderator: Peter Appleton Jones

**DRESS: Business Casual**

*Note: Some sessions may qualify for CLE/CPD credits*

## **Monday, October 16**

**9:00 – 5:00** TAGLaw Conference Registration

**9:00 a.m. – 12:00** TAGLaw Advisory Board Meeting (Liffey)

**TBA** **Early Bird Tour:** This tour will take you by many of the city's sites, including a visit to Dublin Castle and St. Patrick's Cathedral. Lunch at one of Dublin's pubs is the final stop before returning to the Hotel.

**6:30** **Welcome Cocktail Party (Grosvenor Suite 1)**  
TAGLaw Members and Guests will start the evening with cocktails followed by dinner in the Ballroom of the Berkeley Court Hotel.

**7:30** **Dinner (Grosvenor Suite 2)**

**Tuesday, October 17**

**7:30 a.m. – 9:00      Buffet Breakfast – Guests Included (Grosvenor Suite 2)**

**TBA                      Tour for Guests:** Please meet in the hotel lobby to depart for the Powerscourt House and Gardens. On site at Powerscourt is also Ireland’s premier shopping emporium “Avoca Handweavers”. After lunch, there will be time to shop here should you wish.

**8:45                      Peter Appleton Jones**

**8:50                      Welcome to Dublin**  
*Ed Butler, LK Shields Solicitors; Ireland*

**9:00                      Psychology of Client Relations**  
*Moderator: Dan Polsenberg; Beckley Singleton; USA: Nevada*  
An interdisciplinary panel of attorneys and psychology professionals discuss aspects of the professional/client relationship. Topics will include professional negligence and perceptions of attorney malpractice; communication patterns, active listening, and personal chemistry with clients; clients who try to “play lawyer;” and how lawyer/client relations sometimes hold the key to minimizing negative consequences of litigation. Learn how lawyers use psychology in everyday client interactions, sometimes without realizing it. Become aware of common mistakes and how to catch them before clients and courts do.  
*Panel Members:*  
*Adrienne Polsenberg; Psychologist*  
*Ken Murphy; Director-General; Law Society of Ireland*  
*Dr. Tim Trimble, Professor of Psychology; Trinity College*  
*Harvey Feuerstein; Herrick, Feinstein; USA: New York*  
*Laurence K. Shields; LK Shields Solicitors; Ireland*

**10:00                      Break**

**10:30                      Helping Your Lawyers Win More New Clients**  
*Peter Fleming; Director; Ridley Fleming*  
The market for professional services, while buoyant, is increasingly competitive. Clients are more sophisticated, more demanding and loyalty is a thing of the past. In the eyes of the client, technical expertise has become something of a commodity, which means other factors influence a client’s decision on which firm to select. Successful commercial organizations employ highly trained sales professionals to identify and develop new business. Most professional firms do not, but the need to generate and maximize fee income is just as strong within the professional sector as it is within the commercial world. In this session Peter Fleming will discuss the barriers that prevent lawyers from being more pro-active in their business development activities. Ridley Fleming have conducted considerable research in the area of business development capabilities of lawyers, the latest results will be presented.

**11:30**                      **Lessons from an Entrepreneur**  
*Leading Irish Entrepreneur*  
TAGLaw will hear from one of Europe's leading entrepreneurs with business interests in dozens of countries around the world.

**12:00**                      **Lunch - Grosvenor Suite 2**

**1:30**                      **DEBATE:**  
  
TAGLaw brings back the popular debate format for Dublin. Two teams will face-off and take opposing positions on the issue of law firm reform. Specifically:

**This house believes that firms must adapt to the lifestyle requirements of the rising generation or fall by the wayside.**

While the panelists may or may not hold the positions they have been assigned to espouse, we expect a lively and vigorous debate.

*Moderator: Bob Sattin; Reid and Riege, USA: Connecticut*

For the Motion

*Captain: David Rintoul; Clarkslegal; England*  
*Deborah Williamson; Cox Smith Matthews; USA: Texas*  
*Danielle Muller; Rassers Advocaten en Notarissen; Netherlands*  
*Joe Munger; Swift, Currie, McGhee & Hiers; USA: Georgia*

Opposing the Motion

*Captain: Joan Garson, Blaney McMurtry; Canada: Toronto*  
*Bernhard Welten; Hodler & Emmenegger; Switzerland*  
*Gill Leach; Blake Lapthorn Linnell; England*  
*Michael Saunders; Spencer Fane Britt & Browne; USA: Missouri*

**3:00**                      **Break**

**3:30**

**PARALLEL SESSIONS**

**Privacy & Data Protection**

*Moderator: Jill McCutcheon; Blaney McMurtry; Canada: Toronto*

Laws that govern the collection, use, disclosure and international transfer of personal information continue to develop and expand. No enterprise can carry on business without being impacted by obligations related to privacy and data security. Some jurisdictions have privacy and data security laws of general application and others have sector specific laws. Join TAGLaw's panel of privacy experts for an overview of the privacy laws applicable to the private sector in each of the UK, Australia, Canada and the United States. Hear about the privacy issues most likely to expose your clients to legal and reputational risk. A discussion of the steps law firms should take to protect sensitive data.

Panel Members:

*Geoffrey Sturgess, Blake Laphorn Linnell; England*

*D. Reed Freeman, Jr.; Kelley Drye Collier Shannon; USA: District of Columbia*

*Geert Somers; Lawfort; Belgium*

*Simon Ward; Piper Alderman; Australia*

-OR-

**The Impact of EU Law in Everyday Practice:**

**What Even Non-EU Lawyers Should Know About EU Law**

*Moderator: John Jennings*

- EU Sales Agency Directive: How To Save Your Client Half a Million Euros
- Financial Services Directive - the single European market for financial products
- Competition Law: early warning system in drafting commercial agreements
- EC State aid law: how to get a level playing field for foreign companies
- Import barriers and how to break them (?????)

Panel Member

**4:30**

**TAGLaw Advisory Board Report**

**5:00**

**Close**

**6:30**

**Gala Dinner** – Bus departs from the lobby for cocktails and dinner at the National Gallery of Ireland

**Wednesday, October 18**

**7:30 a.m. – 9:00      Breakfast – Guests Included (Palm Court & Berkeley Room Restaurant)**

**TBA                      Tours for Guests:** Two tours have been selected for this day. Guests may attend the tour to Trinity College in the morning and then in the afternoon have a special guided tour of Newgrange.

**8:45                      Expert Testimony: Accountants and Lawyers In the Courtroom**  
*Moderator: Mark Dietrichs; Swift, Currie, McGhee & Hiers; USA: Georgia*  
Lawyers and accountants often work together in building cases for the courtroom. This session will be presented by TAGLaw & TIAG members to examine some of the do's and don'ts of courtroom strategy.  
*Panel Members*  
*Jonathan Lloyd Jones; Blake Laphorn Linnell; England*  
*Tim Beard; DTE Group; England*  
*Alex Lever; Nysingh advocaten-notarissen; Netherlands*  
*Paul Pershes; RosenfarbWinters; USA: New Jersey*

**10:00                      First Set of Specialty Groups**

**Assurance Specialty Group (Grosvenor)**  
Co-chair: Paul Webster; Mercer & Hole; England

**Employment & Labor Law (Donnolly 2)**  
Co-chairs: Michael Sippitt; Clarkslegal; England  
Larry Drapkin; Mitchell, Silberberg & Knupp; USA: California

**Energy (Corrib)**  
Co-chairs: John Hove; Conner & Winters; USA: Oklahoma  
Jens Brede; Kvale & Co.; Norway

**Investment Management (Liffey)**  
Co-chairs: Patrick Sweeney; Herrick, Feinstein; USA: New York  
David Williams; LK Shields; Ireland

**Litigation and Alternative Dispute Resolution (Herbert)**  
Co-chairs: Chris Gilbert; Boulton, Cummings, Connors & Berry; USA: Tennessee  
Jonathan Lloyd-Jones; Blake Laphorn Linnell; England  
Alex Lever; Nysingh advocaten – notarissen; Netherlands

**Life Sciences (Lansdowne)**  
Co-chairs: Barbara Rummel; Lindquist & Vennum; USA: Minnesota  
Simon Smith; Blake Laphorn Linnell; UK

**11:15**

**Break**

**11:45**

**Second Set of Specialty Groups**

**Construction (Grosvenor 2)**

Co-chairs: Patrick Mead; Carter Newell; Australia  
David Rintoul; Clarkslegal; England

**Corporate Law and M&A (Grosvenor)**

Co-chairs: Alexander Lourie; Barack Ferrazzano Kirschbaum  
Perlman & Nagelberg; USA: Illinois  
Enrique A. Gonzalez Calvillo; Gonzalez Calvillo; Mexico  
Philip Jenkinson; Triplet & Associés; France

Virtual Data Rooms: Representatives from Merrill Corp. will discuss and demonstrate the use of Merrill DataSite, their virtual deal room offering, and related technologies useful in the M&A process. Pursuant to the demonstration, it would also be our intention to hold a slightly wider discussion with the TAGLaw speciality group members present on the perceived merits (or otherwise) of virtual data rooms in the M & A process.

**EU Law (Lansdowne)**

Co-chairs: Cees Dekker; Nysingh advocaten – notarissen; Netherlands

**Forensic Accounting & Litigation Support (Herbert)**

Co-chairs: Nick Fail; DTE Group; England  
Paul Pershes; RosenfarbWinters; USA: New Jersey

**Insolvency and Secured Transactions (Liffey)**

Co-chairs: Deborah S. Grieve; Blaney McMurtry; Canada: Ontario  
Robert Sattin; Reid and Riege; USA: Connecticut

**IP & IT (Corrib)**

Co-chairs: Mark Thomas; Maupin Taylor; USA: North Carolina  
Gábor Germus; S. B. G. & K.; Hungary

**Tax (Donnolly 2)**

Co-chairs: Kerri O'Connell; Hamill Spence O'Connell; Ireland  
Larry Hamilton; Hughes, Pittman & Gupton; USA: North Carolina

**Real Estate (Grosvenor 2)**

Co-chairs: Karen Mason; Boodle Hatfield; England  
David A. Rutter; *Boult Cummings Conners Berry*; USA: Tennessee

**1:00**                      **Lunch (Palm Court and Cigar Bar)**

**2:30 – 3:30**

**PARALLEL**

**Investment Management: Highlights From Key Jurisdictions**

*Moderator: Patrick Sweeney; Herrick Feinstein; USA: New York*

A collection of investment management experts share insights into some of the most current and intriguing investment opportunities and challenges.

*Panel Members*

*Nigel Stone; Boodle Hatfield; England*

*Louis Degabriele; Camilleri Preziosi; Malta*

*David Williams; LK Shields; Ireland*

*Bill Gibbon, Voisin & Co.; Jersey*

-OR-

**Foreign Investment in U.S. Real Estate**

*Moderator: J. Thomas Trent Jr.; Boulton Cummings Conners Berry; USA: Tennessee*

In 2004, foreign investors invested close to € 10.5 billion in U.S. real estate, an increase of more than 60% from 2003. This special presentation will discuss some of the issues commonly addressed in transactions involving foreign capital investment in U.S. real estate, including entity structure options, US tax implications, international treaty compliance, limitation of liability considerations and more.

*Panel Members*

*David Rutter; Boulton Cummings Conners Berry; USA: Tennessee*

*Marco Hickey; LK Shields; Ireland*

*Gerard O'Hanlon; LK Shields; Ireland*

**3:45**                      **Networking Tour** - Visit Ireland's oldest university, the esteemed Trinity College

**6:30**                      **Optional Dinner** – Meet in the lobby to depart for the Historic Guinness Storehouse where we will dine in true Irish fashion.