



**27-28 April 2007**

# **PRAGUE**

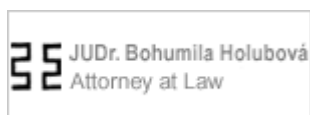
**Central and Eastern Europe  
Regional Meeting**

**LAW FIRM MANAGEMENT  
AND ATTRACTING & KEEPING CLIENTS**

**DRAFTING CLAUSES AND CONTRACTS IN ENGLISH  
UNDER ENGLISH AND US LAW;  
PITFALLS & POSSIBILITIES**

**NEGOTIATING DEALS IN THE CEE REGION**

**With the support of**



## **INTRODUCTION**

The AIJA April 2007 Prague Seminar will be the first regional meeting for lawyers and in-house counsels of the countries of Central and Eastern Europe (CEE). Participants from all over Europe and the rest of the world are welcome as well. The meeting will be a splendid occasion for networking in the region along with developing legal skills.

The seminar's focus will offer tools to overcome major challenges when drafting contracts used in cross-border transactions and in a multi-jurisdictional context, to improve your negotiating skills and to address specific concerns when leading negotiations in the CEE region, and last but not least, to point out major issues of law firm management and establishment of an independent practice.

The city of Prague hardly needs to be introduced. We assume you have heard of its magic, and, as some claim, even mystic flair. For those who have not visited this urban jewel this seminar should prove to be a wonderful opportunity and for those who have already been here, we believe it won't take long to find an excuse to come back. After all, Prague's Old Town belongs to the UNSECO World Heritage and upon each visit it reveals new "secrets" about its blend of medieval streetscapes and modern urban sophistication with cozy cafes, world-class restaurants, museums, 19<sup>th</sup> century and contemporary art, musical and theatre performances ranging from classical to the far edges of underground as well as shopping for antiques, books, copyright glass-art work or the latest collections of Czech and international designers.

It remains an unresolved debate where the true geographical heart of Europe lies. In this context, Prague is cited very often. It is here where east meets west. Should facts claim anything else about the "European heart", we believe Prague can still win yours.

We are looking forward to this seminar with great anticipation and hope you can join us for a wonderful time in Prague.

**More information at "<http://www.aija.cz>**

## PROGRAMME

### Thursday, 26 April 2007

17:00 Registration at Angelo Hotel  
20:00 *Welcome reception at the host law firm Giese & Partner v.o.s.*

### Friday, 27 April 2007

09:00 Registration at CEELI Institute

09:45 Opening Remarks by AIJA Representative, CEELI Institute, DAV Representative, Czech Bar Representative

10:00 Law Firm Management, Attracting & Keeping Clients, Law Firm Alliances, Managing the Business  
Christoph Vaagt (Vaagt & Partner)

11:00 *Coffee/Tea Break*

11:30 Law Firm Management, Attracting & Keeping Clients, Law Firm Alliances, Managing the Business  
Breakout sessions  
Christoph Vaagt (Vaagt & Partner)

12:30 *Lunch at the Institute*

14:00 Drafting Clauses, in the English language under English and US law; Pitfalls & Possibilities  
Jonathan W.Davey (Addleshaw Goddard LLP) – English Law, Stephanie Reed Traband (Proskauer Rose LLP) – US Law

15:30 *Coffee/Tea Break*

16:00 Influences of Anglo-American Legal Language and Principles on Civil Law Contracts  
Thomas Krümmel (Meyer-Köring v.Danwitz Privat)

17:30 *Drinks Reception at the CEELI Institute*  
*Sponsored by the Förderverein (DAV)*

20:00 *Dinner at Sovovy Mlýny Restaurant*

### Saturday, 28 April 2007

09:30 *Morning Coffee/Tea*

10:00 Negotiation Skills Workshop  
Jonathan Davey (Addleshaw Goddard LLP), Stephanie Reed Traband (Proskauer Rose LLP)

11:00 *Coffee/Tea Break*

11:30 Negotiation Deals in the CEE region

- Cultural Specifics in the East-West Context
- Players: Law Firms, Banks, Investors and Corporate Clients, Governmental Authorities
- Behavioral Patterns and How to “De-Code” Them

Karl Wilson (Aareal Bank AG, General Manager Central Europe & Russia)

Panel Discussion:  
Michael Diedring (CEELI Institute – Moderator)  
Irina Anghel (Law Offices Anghel, Romania)  
Dr. Ernst Giese (Giese & Partner, Czech Republic)  
Karl Wilson (Aareal Bank AG, Poland)

13:00 *Lunch*

15:00 *Tour of Prague (optional)*

20:00 *Dinner at Pálffy Palace Restaurant (optional)*

# Administration

## Venue of Seminar

Villa Gröbovka (Central European and Eurasian Law Initiative Institute - CEELI), Havlíčkovy sady 58, 120 00 Prague, Czech Republic

## Language – Number of participants – Cancellation

The Seminar will be held in English. The number of participants is limited. Registration is made on a first-come-first-served basis. The organisers reserve the right to cancel or modify the Seminar. In case of cancellation by a participant, no money can be refunded. A participant who cannot attend may send a substitute participant.

## Registration Fee

	<b>before 18.3.2007</b>	<b>after 18.3.2007</b>
AIJA member < 35	EUR 280,-	EUR 320,-
AIJA member > 35	EUR 320,-	EUR 360,-
AIJA non-member	EUR 360,-	EUR 400,-
Speakers	EUR 250,-	EUR 250,-
Accompanying persons	EUR 120,-	EUR 150,-

The participants registration fee includes attendance at the Seminar, documentation, all coffee breaks, reception and dinner on Friday and lunch on Saturday. Price for accompanying persons includes Thursday reception and Friday dinner.

**Payment** should be transferred in **EUR** with no cost to the organizers to the following account:

**IBAN LU25 0030-1029-7491-0000 – BIC BGLULL**

**Fortis Banque Luxembourg – Agence Royale Monterey, 27, avenue Monterey, L-2951 Luxembourg**

**Ref: AIJA Prague**

## Scholarship

Delegates from the Central & Eastern Europe (CEE) countries may apply for a seminar fee waiver sponsored by the DAV-Förderverein für Freie Advokatur in Mittel- und Osteuropa e. V. established by DeutscherAnwaltVerein.

Waiver request with a delegate's CV shall be addressed to the chairman of the DAV – Förderverein, c/o Dr. Ernst Giese, Giese&Partner v.o.s., Ovocny trh 8, 117 19 Prague, Czech Republic; e-mail: [giese@giese.cz](mailto:giese@giese.cz)

## Accommodation

Accommodation is not included in the registration fee. A limited number of rooms has been reserved at the following hotel:

### Angelo Hotel Prague

Stroupežnického 21, 150 00 Prague 5, Czech Republic

Phone: +420 2 96882106, Fax: +420 2 296882652

[conference@andelshotel.com](mailto:conference@andelshotel.com)

(unique rooms (single/double) EUR 115)

**Reservations** to be made directly with the hotel, quoting “AIJA”.

Prices are indications only.

*Note: The above preferred rates apply only to a limited number of rooms and reservations must be made by prior to 26 March 2007.*

**Dress code:** Seminar – business, Friday dinner – business attire, Saturday dinner – smart casual

# REGISTRATION FORM

## AIJA PRAGUE SEMINAR 2007 27-28 April 2007

To be returned **before 18.3.2007** to:  
Association Internationale des Jeunes Avocats  
Avenue Louis Lepoutre 59/20  
BE – 1050 Bruxelles – Belgium  
Fax +32-2-347.55.22  
adegimbe@aija.org  
Or register online at [www.aija.org](http://www.aija.org)

Name .....  
Law firm .....  
Address .....  
.....  
Telephone ..... Fax .....  
E-mail .....  
Date of birth .....  
Accompanying person(s) .....  
First AIJA Event?  Yes  No

<b>Registration Fees</b>	<b>&lt; 18.3.2007</b>	<b>&gt;18.3.2007</b>
AIJA member < 35	EUR 280,-	EUR 320,-
AIJA member ≥ 35	EUR 320,-	EUR 360,-
Non AIJA member	EUR 360,-	EUR 400,-
Speakers	EUR 250,-	EUR 250,-
Accompanying persons	EUR 120,-	EUR 150,-
Excursion on Saturday	EUR 25,-	EUR 25,-
Saturday's Closing Dinner	EUR 65,-	EUR 65,-
		<b>TOTAL EUR .....</b>

I attach proof of payment by **bank transfer** at no charges for the payee at the account:  
**IBAN LU25 0030-1029-7491-0000 BIC GBLULL**  
Fortis Banque Luxembourg – Agence Royale Monterey, 27, avenue Monterey, L-2951 Luxembourg  
**Ref: AIJA PRAGUE**

### PAYMENT VISA/MASTERCARD

I authorise AIJA to debit my credit card (Visa/Mastercard/) of the amount of .....EUR  
(+ 20 EUR for bank costs per registration)  
Credit card Number: .....  
Exp. Date: .....

Security Code:  
(3 last digits, printed at the back of your credit card under the signature panel)

### NO CHEQUES

Hotel reservations must be made directly with the listed hotel.

Date ..... Signature .....

### ORGANIZING COMMITTEE

#### Dr. Ernst Giese

GIESE & PARTNER, v.o.s.

Palác Myslbek

Ovocný trh 8

117 19 - Praha 1

tel: +420-2-21 411 511 - fax: +420-2-222 444 69

web: [www.giese.cz](http://www.giese.cz)

Email: [giese@giese.cz](mailto:giese@giese.cz)

#### Mgr. Slavomír M. Čauder

GIESE & PARTNER, v.o.s.

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