



Law Firm Management Day

26 October 2012

Consiglio Nazionale Forense, Rome, Italy

A Conference presented by the IBA European Regional Forum and IBA Law Firm Management Committee, and supported by the IBA Young Lawyer's Committee

Topics include:

- Liberalization of the legal profession
- Strategy and means for growth
- Client development
- HR management



Conference kindly supported by

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Law Firm Management Day

Friday 26 October

Consiglio Nazionale Forense, Rome, Italy
Via del Governo Vecchio 3

Conference Co-Chairs

Gianmatteo Nunziante *NUNZIANTE MAGRONE, Rome; Co-Chair IBA European Regional Forum*

Stephen Denyer *Allen & Overy LLP, Frankfurt; Co-Chair IBA Law Firm Management Committee*

0900 – 0915 **Welcome address**

Gianmatteo Nunziante

0915 – 0930 **Opening Remarks**

Guido Alpa *President, Consiglio Nazionale Forense, Rome*

0930 – 1115 **Liberalization of the legal profession**

Non-lawyers holding interests in law firms – are Alternative Business Structures a threat or a catalyst for change?

Panellists

Roberto Zanchi *Pavia e Ansaldo, Milan*

Riccardo G Cajola *Cajola & Associati, Milan*

Craig Byrne *Allen & Overy LLP, Milan*

Frank Maher *Legal Risk LLP, Liverpool*

1115 – 1130 **Coffee/tea break**

1130 – 1315 **Strategy and means for growth**

Organic expansion, lateral hires and mergers – when is which form appropriate? Is there a need for regional or wider international expansion?

Panellists

Hermann J Knott *Luther Rechtsanwaltsgesellschaft mbH, Cologne; Secretary IBA Law Firm Management Committee*

Filippo Modulo *Chiomenti Studio Legale, Rome*

Marco Nicolini *Orrick, Herrington & Sutcliffe LLP, Rome*

Claudio Visco *Macchi di Cellere Gangemi, Rome; IBA Council Member*

Roberto Donnini *CDP Studio Legale Associato, Rome*

1315 – 1430 **Lunch**

1430 – 1615 **Client development**

Best ways to retain and deepen the relationships with existing clients and to obtain new clients meeting the profile of a firm.

Panellists

Stefano Simontacchi *Bonelli Erede Pappalardo, Milan*

Michele de Meo *de Meo & Associati Studio Legale, Rome*

Mario Ferrari *R&P Legal, Turin*

Giulia Maria Picchi *Marketude in alliance with Kerma Partners, Milan*

Raimondo Rinaldi *Esso Italiana General Counsel, Rome*

Richard Turnor *Maurice Turnor Gardner LLP*

1615 – 1630 **Coffee/tea break**

1630 – 1815 **HR management**

Hiring and establishing a career path for young lawyers – partner profile and partner development.

Panellists

Gabriella Covino *Gianni, Origoni, Grippo, Cappelli & Partners, Rome*

Alfredo Lucente *Baker & McKenzie, Rome*

Guido Cravetto *Studio Tosetto, Weigmann e Associati, Turin*

Alberto Piergrossi *Piergrossi Studio Legale, Milan*

Rouven F Bodenheimer *Lungerich Lenz Schuhmacher, Cologne; Chair, IBA Young Lawyers' Committee*

1815 – 1830 **Closing remarks**

Stephen Denyer

Coffee breaks kindly sponsored by



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Registration form

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Personal details *(Please attach your business card or write in block capitals)*

Title _____

Given name _____

Family name _____

Firm/company/organisation _____

Address _____

Tel _____ Fax _____

E-mail _____

Which sessions do you want to register for?

Morning session

Afternoon sessions

All day sessions

Please return completed form to

LFM_Roma@nmlex.it



International Bar Association

the global voice of the legal profession

The **International Bar Association** (IBA), established in 1947, is the world's leading organisation of international legal practitioners, bar associations and law societies. The IBA influences the development of international law reform and shapes the future of the legal profession throughout the world. It has a membership of more than 45,000 individual lawyers and over 200 bar associations and law societies spanning all continents. It has considerable expertise in providing assistance to the global legal community.

Grouped into two divisions – the **Legal Practice Division** and the **Public and Professional Interest Division** – the IBA covers all practice areas and professional interests, providing members with access to leading experts and up-to-date information. Through the various committees of the divisions, the IBA enables an interchange of information and views among its members as to laws, practices and professional responsibilities relating to the practice of business law around the globe. Additionally, the IBA's high-quality publications and world-class conferences provide unrivalled professional development and network-building opportunities for international legal practitioners and professional associates.

The IBA's **Bar Issues Commission** provides an invaluable forum for IBA member organisations to discuss all matters relating to law at an international level.

The IBA's **Human Rights Institute** works across the Association to promote, protect and enforce human rights under a just rule of law, and to preserve the independence of the judiciary and the legal profession worldwide.

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