



Post Event Pack | Lisbon 2018 | #IRLisbon18

IR DealMakers

February 8th - 10th, 2018
The Tivoli, Lisbon



Mütze Korsch 
Rechtsanwalts-gesellschaft mbH

 GONZALEZ OLIVIERI LLC
IMMIGRATION LAW FIRM, HOUSTON, TEXAS

Message from MD



Attendees rated their event experience

9/10

Dear Attendees,

Thank you to everyone who contributed to such a wonderful event, we were delighted to see so many new relationships and collaborations forming.

This was another sold out event with 140 members attending from 45+ jurisdictions around the world. For a copy of the full attendee list, please contact Lorna at events@irglobal.com.

This event was our 2nd Annual 'Dealmakers' event. This year's program saw an extended social program including a city walking tour, multiple member hosted dinners, drinks reception, group networking dinner and a full day's excursion to Sintra. Whilst the professional program featured our 1st deals bash, guest speakers and a number of networking sessions aimed at sharing experiences and knowledge.

We hope you enjoyed the event as much as we did and would be grateful if you could complete the [event survey](#). Your feedback is much appreciated and helps us improve your experience at future conferences.

We look forward to seeing many of you at our Mid Year Event in Toronto and Annual Conference in London, later this year.

Warm Regards

Tom Wheeler

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Once again, IR Global delivered with an event at an ideal location with an excellent agenda that delivered opportunity for relationship building and international networking! I'm already excited for the next conference!

Dave Sheppard of MedWorld Advisors

Headline Sponsors



Mütze Korsch 
Rechtsanwaltsgesellschaft mbH

 **GONZALEZ OLIVIERI LLC**
IMMIGRATION LAW FIRM, HOUSTON, TEXAS

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Mütze Korsch Rechtsanwaltsgesellschaft mbH (MKRG) is an independent German business law firm. From our base in Düsseldorf we advise international and domestic companies, entrepreneurs, strategic and - financial investors, financial institutions and the public sector on all aspects of business law. In the process we focus in particular on providing comprehensive legal advice and business consulting services to foreign clients with regard to their activities within Germany. A further focal point of our operations is legal advice accompanying individual projects. The partners in our law practice draw on many years of experience at a number of prestigious domestic and global law firms.

Thanks to the long-standing interdisciplinary work of our partners and lawyers – together with their professional domestic and international network – we are in an ideal position to provide legal services not only to mid-sized companies and the public sector, but also to advise major corporations. Our legal services range from dealing with specific legal questions via the provision of end-to-end consulting on individual projects right across to long-term support relating to all aspects of business law.

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The Houston law firm Gonzalez Olivieri LLC is one of the Texas's leading immigration law firms. Immigration is not just a practice area for us, it is all we do. Led by founder and senior attorney Raed Gonzalez, JD, LLM, the firm, associates and staff bring more than 18 years of legal experience and expertise to your unique immigration case. Raed Gonzalez is a nationally recognised litigation attorney with published precedential decisions with the Supreme Court of the US and the 5th Circuit Court of Appeals.

The firm practices removal defence, family-based immigration, litigation and appeals, naturalisation and U.S. citizenship claims, as well as representing corporate America with all types of nonimmigrant visas including investors, H1B, H2B, L1, E, TN, O, P, foreign professionals, multinational managers, athletes and individuals with extraordinary abilities. Our knowledge of international legal, regulatory and policy issues allows us to provide our clients with strategic advice and effective and efficient immigration solutions to assist them in achieving and maintaining a competitive edge in the global marketplace.



VALADAS CORIEL & ASOCIADOS

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Valadas Coriel & Asociados was established in 2001. VCA has built a very energetic team sporting partners and associates that combine experience and expertise from Law to Economics and Management. The dynamic yet informal work environment has attracted a number of lawyers from major domestic and international law firms.

We stand in the legal business as solution providers and problem solvers. If you are stuck in a legal or bureaucratic quagmire, we are ready to help. Laws might be just papers with ink on it and the best solution for your legal problem should not be the most complex. We are "Combat lawyers". Each case is a battle, for whom we define strategy, specific and measurable targets to be met within reasonable time frame.

Our main areas of focus are; Corporate Law, Litigation and Arbitration, Tax Law, Energy Law, Real Estate Law and Tourism, Maritime Law and Labour Law.

Social Sponsors

mmmm

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MMMM offers cross border legal services with Germany, Austria and Switzerland and have become since then one of the few truly international law firms in Spain. As a law firm we have ever since looked to the future, in order to focus on the needs of our clients. Not only because we want to know where and when you may require service, but also- what kind of service you expect from us.



ROSENBERG & ESTIS, P.C.

MICHAEL E. LEFKOWITZ

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Rosenberg & Estis P.C. Was founded in 1975 and is consistently top-ranked by The Real Deal Magazine among the New York City law firms with the Largest Real Estate Practice. While this is a great honor, R&E did not set out to be one of New York City's largest real estate law firms - just the best. Our group practice of more than 80 attorneys has distinguished itself by offering a diverse array of integrated services to potential clients.

N.W. Bernstein & Associates, LLC

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The lawyers of N.W. Bernstein & Associates, LLC, are leading professionals in environmental law, environmental litigation, real estate and related legal practice areas. Norman W. Bernstein acts as Trustee at three Superfund sites, two in Indiana and one on the Arthur Kill. Mr. Bernstein has represented one of the nation's largest construction materials manufacturers regarding the alleged carcinogenicity of fibers from silica, rock wool and slag wool, and has created business structures for venture capital firms entering into environmentally sensitive investments.

Speakers & Presentations



Rui Ramos Pinto Coelho

INVEST LISBOA

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Invest Lisbon is Lisbon's investment promotion agency. A one-stop shop for companies, investors and entrepreneurs looking to invest or set up their business in Lisbon. They provide advice, information and contacts, and help with identifying business partners, premises and investment opportunities in the city.

Set up in 2009, Invest Lisboa is the result of a strategic partnership between Lisbon's City Council and the Portuguese Chamber of Commerce and Industry, aiming to attract investment, companies and talent. It is also supported by the Agency for Investment and Foreign Trade of Portugal (AICEP) and sponsored by Baía do Tejo.

Rui Coelho is the Executive Director of Invest Lisbon and responsible for Lisbon's international promotion, support services to investors, companies and entrepreneurs and development of projects such as Startup Lisboa Business Incubator, the Reuse of Desterro's Hospital and Lisbon Business Connectors Network. Advised the cities of Frankfurt and Offenbach as an ULI international expert's group member.



Marta Testi

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ELITE is an international platform, deeply rooted in each domestic market thanks to partnership with local institutions combined with the opportunity to access international support and advice. It is a community of excellence: companies, advisers, investors and stakeholders with an interest in supporting companies. The larger the community, the wider the range of business and growth opportunities offered to ELITE members.

Marta joined Borsa Italiana in 2003 as Marketing and Communication Manager. Following the merger with the London Stock Exchange she was appointed Project Marketing Manager for the implementation of AIM in Italy and then Head of Corporate Advisors Continental Europe, within the Primary Markets, until when she took her actual position as Head of ELITE Growth Europe within ELITE (Company of the London Stock Exchange Group whose mission is to support private and public companies connecting with capital using the digital technology).



All presentations can be downloaded from DropBox via bit.ly/2H4hULR



Elisabeth Busquets

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Elisabeth has a background in Law (UPF, 2012) and now works in technology and education, where she researches the intersection between humanity and technology, her main focus being AI. She transfers this knowledge through blogging, keynote speaking and teaching diverse courses about technology and entrepreneurship. She is passionate about innovation and creating a positive impact

Her company Phoenix are a future studies think tank, education company and consultancy firm specializing in bringing innovative solutions to the legal industry. We facilitate innovation and transformation workshops for lawyers, law firms and any legal professional looking to redefine their future in the light of social and technological change.



Isabel Aguilera

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International Speaker, Independent Consultant and Associate Professor at ESADE Business School on Strategy, Innovation and Entrepreneurship. She is also an Independent Board Director at Oryzon Genomics, the REIT Lar Spain and Egasa.

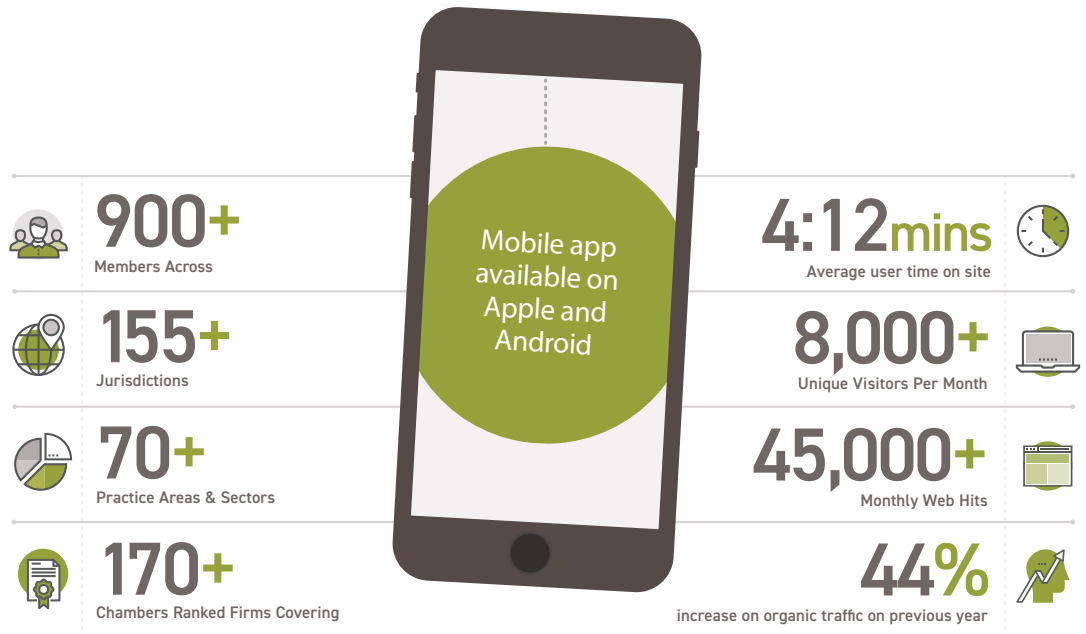
In the recent past, she has also been the President of the Social and Economical Board of the University of Sevilla, an Independent Board Director of Indra, BMN Bank, Aegon Spain, Emergia and Laureate Inc, as well as member of the Advisory Boards of Oracle Iberia, Farmaindustria, Pelayo Insurance, the engineering Ikor and Human Age Institute. She served as Board Member also for the APD Business Association and at the International Advisory Board of IE Business School (Instituto de Empress).

As recognized Executive she was President for Spain and Portugal of GE (General Electric), Google General Manager Iberia, COO (Chief Operating Officer) of NH Hotels Group and CEO for Spain, Italy and Portugal of Dell Computer Corporation.



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IR Development Update



Tom Wheeler and Ross Nicholls spoke about group development. In this presentation, they shared current member statistics and network strategy for 2018 and beyond.

ACTIVITIES & INITIATIVES

- SEO – Content based strategy to improve domain authority of IR Global and bring users to the network and member websites.
- Updated Protocols – As of 2018, including a free 30min consultation between members for all network referrals.
- Quarterly referral report. Highlighting deal flow and cross border activity in the network.
- Global Tender Service, which enables us to share new business opportunities directly with members.
- Appointment of leading UK based PR agency Byfield, to assist in building IR's brand profile.
- The formation of a practice management steering committee to identify subjects for knowledge sharing.
- Member Mapping reintroduced. Answers from the annual survey will be used to connect members by sector and geographical interests.
- National / Regional Meetings (Either already held or coming soon in Switzerland, Australia, LATAM, MENA, US East and West Coast, Italy and Netherlands)
- IR will be a sponsor of the IBA Annual Conference in Rome, 2018.
- Thought leadership publication on director liabilities created for ACC, being distributed to 43,000 in-house members worldwide.
- Ongoing website and mobile app development, improving both design and functionality.



Attending an IR Global event always provides new knowledge and experiences, from meeting new and old members and friends, to experiencing the host city's offerings, to brainstorming and exploring new opportunities. Lisbon offered all of this and more! Kudos to the IR Team!

Stephen I. Siller of Shipman & Goodwin LLP, New York



SOCIAL PROGRAMME: THURSDAY

Walking Tour

On the opening day of the conference, we arranged a complimentary walking tour for IR members to experience the historic centre of Lisbon.

More photos: bit.ly/2CMprfP



SOCIAL PROGRAMME: THURSDAY

Drinks Reception

Sponsored by MMMM and Rosenberg & Estis. We hosted our opening drinks reception in the Tivoli Hotel. Including champagne, canapes and an open bar to late. It was a great way to kick off the event in a relaxed setting.



ROSENBERG & ESTIS, P.C.



MONEREO MEYER MARINEL-LO
Abogados

More photos: bit.ly/2GCbALC



SOCIAL PROGRAMME: FRIDAY

Networking Dinner

Sponsored by Norman W Bernstein LLC Our evening networking dinner was held at Sud Lisboa with wonderful views over the 25 de Abril bridge.. Attendees enjoyed fine wine and dining with entertainment between each course.

N.W. Bernstein & Associates, LLC

📷 More photos: bit.ly/2FpR6pT



SOCIAL PROGRAMME:

Member Dinners



Local host & main sponsor Valadas Coriel Advogados hosted a series of private dinners during the conference days bringing together members in some of the finest spots in Lisbon.





SOCIAL PROGRAMME: SATURDAY

Sintra Excursion

Over 50 attendees joined a memorable excursion of Sintra on the Saturday visiting the Pena Palace, Moorish Castle and a wonderful lunch in the historic Palacio de Seteais Sintra.

📷 More photos: bit.ly/2sNNxHz

Testimonials



The dealmakers event is a must for members. The ambiance is geared for everyone to invest into synergies with fellow members & to exploring partnerships and referrals.

*Wissam Abousleiman
of Abousleiman & co., Lebanon*

Another good IR Global event provided a great opportunity to connect with existing contacts and build new relationships.

Alex Canham of Herrington Carmichael LLP, England

Lisbon was our first IR Global event. I was very impressed with the professional and structured approach of the group and it was a pleasure to meet such like minded and friendly contacts.

Damien Malone of Malone & Co, Ireland

A great conference with great people!

Marco G. Walser of Walser & Partner AG, Switzerland

The Deal makers event is becoming a true mainstay as part of the IR Global program and the Lisbon event set the tone for the year ahead.

Luis Santine of InfoCapital, Curaçao, Dutch Caribbean

A very useful and practice-oriented meeting in a great surrounding. Excellent !

Dr Janusz Fiszer of GESSEL, Poland

New city, new members, old acquaintances - more chance of referrals inbound and support for our clients expanding.

Paul Beare of Paul Beare Ltd., England



Next IR Conference: 'On the Road', Toronto 2018

Tickets now **SOLD OUT** for the
2018 'On the Road' event in Toronto

16-18th May
The Four Seasons Hotel, Toronto

SOLD OUT



Watch the Lisbon
conference highlights film:
youtu.be/lw09v4Bibek

Upcoming: Annual Conference, London 2018

Save the date for the
2018 Annual Conference in London

14-16th October
The Grange St Pauls, London

Register Interest via events@irglobal.com

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USEFUL LINKS

- Post Event Survey
surveymonkey.co.uk/r/IRLisbonpostevent
- Walking Tour
bit.ly/2CMprfP
- Drinks Reception
bit.ly/2GCbALC
- Presentations & Networking Tables
bit.ly/2ENFhgb
- Evening Dinner
bit.ly/2FpR6pT
- Sintra Excursion
bit.ly/2sNNxHz
- Event Showreel
youtu.be/lw09v4Bibek
- Presentations
bit.ly/2H4hULR



IR Additional Services:

Social Media Management

Design: Website, Branding and Publications

Editorial: Editing and Content Creation

Cyber Security Risk Assessment & Consultancy

Firm Management Services

The professional services sector is an incredibly competitive marketplace.

Often firms have just one chance to impress a client and it is more important than ever to ensure your practice is positioned correctly. We work closely alongside members to assist with their branding, marketing and business development needs.

Via our team of client managers, social media manager and carefully selected partners, we offer a full array of services which assist with everything from design to social media management.



For further information, please contact
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