



Post Event Pack | Singapore 2017

# IR On the Road

May 10-12, 2017

Marina Bay Sands Hotel, Singapore

# Message from the MD



Attendees rated their event experience  
**8.9/10**

Dear Attendees,

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

This was another sold out event with 120 members attending from 40+ jurisdictions around the world. Including 60 from the Asia / Pacific region, 40 from Europe and the remaining 20 members making the long journey from the Americas. For a copy of the full attendee list, please contact Rebecca at [rebecca@irglobal.com](mailto:rebecca@irglobal.com).

This event was part of our 'On the Road' regional series and had a strong focus on doing business in and exploring opportunities in South East Asia. However, we also had practice area, sector related sessions and an extensive social program. During the combination of these activities, we hope you managed to connect with all other participants in a variety of professional and social settings establishing trust and also new friendships.

If you haven't already, could you please [complete the event survey](#). Your feedback is much appreciated and helps us make future events even better.

Finally, please continue to keep a close eye on group updates, as there are many fantastic developments underway.

Warm Regards

*Tom Wheeler*

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# Event Sponsors



## Wicki Partners

**BALTHASAR WICKI**

[wicki@wickipartners.ch](mailto:wicki@wickipartners.ch) | [www.wickipartners.ch](http://www.wickipartners.ch)

### Exclusive Corporate Law, Commercial Litigation and TMT in Switzerland.

The Attorneys-at-Law and Tax Lawyers at Wicki Partners advise national and international clients, entrepreneurs and enterprises, on all matters of business and tax law. Through a conscientious concentration on creating future opportunities, we strive to create stability and predictability in times of growth, crisis and change.

We assist and support national and international clients in all matters of corporate development, transactions (M&A), tax, contract negotiations, company restructuring and succession planning. We do offer support in crises, such as shareholder disputes, over-indebtedness or liquidity problems, also as experienced commercial mediators. Moreover, we are assertive commercial litigators in cases where there is no other solution than to go to court.



## Colin Ng & Partners

**SUBRAMANIAM PILLAI**

[spillai@cnplaw.com](mailto:spillai@cnplaw.com) | [www.cnplaw.com](http://www.cnplaw.com)

### Exclusive Commercial Litigation member in Singapore

Established in 1988, Colin Ng & Partners LLP is consistently recognised as being amongst the top law firms in Singapore by leading legal publications such as Asia Pacific Legal 500, International Financial Law Review 1000, Chambers and Partners and AsiaLaw Profiles.

Our practice areas include banking & finance, capital markets, corporate & M&A, commercial, employment, funds, insolvency & restructuring, intellectual property & technology, litigation & arbitration, private clients, tax, real estate, and regulatory & compliance. With a strong network of international contacts, the firm has the capability to deliver legal solutions in Singapore and across Asia.



*The IR event in Singapore was a wonderful opportunity for us to reconnect with old friends and establish new contacts. There was good interaction amongst the delegates leading to several positive leads on working together in the future.*

*By all accounts, the delegates enjoyed the event and their trip to our sunny city. I wish to congratulate the IR team for their meticulous and excellent organisation of the event. We at CNPLaw are proud to have been one of the main headline sponsors for the IR Global On The Road Event in Singapore.*

*Subramaniam Pillai*

# Break Out Sessions



We believe the networking time and working group sessions are a key component of our events. They provide opportunity for all attendees to identify ways to work together, learn from one another and share their own experiences. These sessions take the form of either networking tables or practice area break out sessions.

## Accountancy / Tax.

This session was hosted by Don Griffin of Griffin Accountants in Australia and focused on cloud based services.

## M&A

In part 1, attendees were encouraged to pitch a deal to the group. In part 2 part, members discussed criteria for the networks internal deal board.

## Networking Sessions

During this conference, these were focused on doing business in Singapore and sector teaming, in which we identified members operating in the same sectors and positioned them together to discuss ways in which to collaborate and connect clients.

## Commercial

Attendees discussed different marketing techniques and how they could work together more closely for the benefit of one another.

## Private Client

This session was a continuation from previous events and looked at the effects of the Panama papers and cyber security issues.

## Regional Groups

Networking sessions were followed by special regional sessions for Oceania, East Asia and South/South East Asia, Each led by the respective members of the Asia/Pacific steering committee.



## Disputes Group Excursion

The disputes meeting took place at the Singapore Arbitration Centre (SIAC). Attendees had a guided tour of the facilities and then had a discussion talking about the Disputes processes in their respective jurisdictions.

# Speakers & Presentations



## Douglas Foo

**SAKAE HOLDINGS LTD**

[www.sakaeholdings.com](http://www.sakaeholdings.com)  
[douglas@sakaeholdings.com](mailto:douglas@sakaeholdings.com)

As Founder and Chairman of Sakae Holdings Ltd., Mr Douglas Foo has led the growth and development of the Group, which has since established over 200 outlets across Singapore, China, India, Indonesia, Japan, Malaysia, the Philippines, Thailand, USA and Vietnam. He continues to spearhead the overall strategic direction and management of the Group's global strategic plans, and its philanthropic initiatives.

### Keynote & Welcome to Singapore

This opening presentation gave attendees an insight into the Singapore marketplace from one of the countries most celebrated entrepreneurs. Sharing both his experiences and views on opportunities which exist in the region, the business culture and his expectations for the future.



## Michael Lum

**HARD KNOCKS COLLEGE**

[mikelum@hardknockscollege.com](mailto:mikelum@hardknockscollege.com)  
[www.hardknockscollege.com](http://www.hardknockscollege.com)

For the last 20 years, Michael have been speaking both in Singapore and in the region. He developed and delivered Negotiation Strategies for universities in Singapore and Indonesia. An associate trainer with Nanyang Technological University, Institute of Singapore Chartered Accountants and Centre for Behavioural Studies, Michael is an associate faculty with Singapore University of Social Sciences.

### Negotiation Techniques

Michael provided a refresher course on negotiation techniques, from our approach and expectations to dealing with different cultures. This had particular emphasis on the Asian marketplace and how to handle such situations with business leaders around the region.

Presentation: [bit.ly/2qTvwWE](http://bit.ly/2qTvwWE)



## David Lim

**EVEREST MOTIVATION TEAM PTE LTD**

[david@everestmotivation.com](mailto:david@everestmotivation.com)  
[www.everestmotivation.com](http://www.everestmotivation.com)

David Lim, CSP is best known for leading the landmark 1st Singapore Everest Expedition in 1998 (as well as the second in 2001). Partially disabled from a devastating rare nerve disorder since 1998, his comeback story of overcoming the odds made the cover of the Readers Digest magazine in 2001, and has since been translated into eight languages.

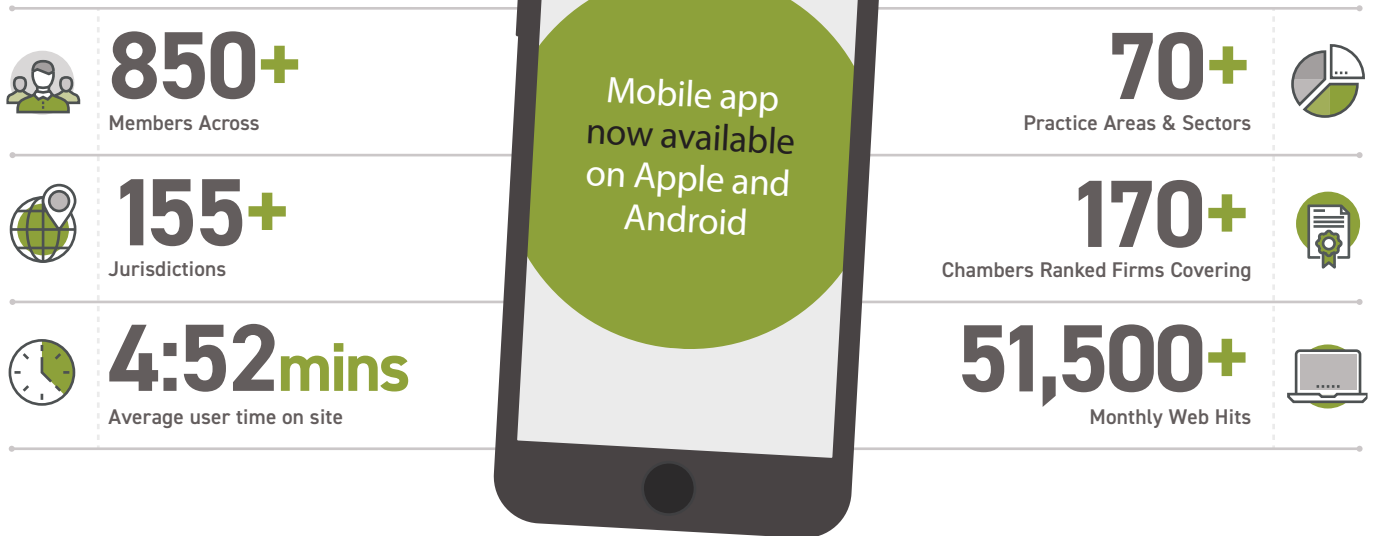
### Lessons from Everest

David shared his inspiring story and talked about leadership, motivation and perseverance. Attendees heard about his experiences tackling virgin peaks, Everest and overcoming adversity.

Presentation: [bit.ly/2rWqitt](http://bit.ly/2rWqitt)

# IR Development Update

Tom Wheeler and Ross Nicholls spoke about group development. In this presentation, they shared current member statistics and network strategy for 2017 and beyond.



## Infrastructure and Initiatives

1. **Protocols** – Includes guidelines for referrals for both referrer and referee. Plus information on complaint procedures, communication with other members and membership expectations.
2. **Member Client Pack** – An information pack which can be shared directly with existing and potential new clients – including IR History, sample clients, case studies and network principles.
3. **Marketing Guidelines** – How to leverage the IR brand and utilise it in within your own marketing strategy.
4. **Additional Service Offering** – Support services now available though IR including social media management, brand & design, editorial, cyber security and firm management services.
5. **Virtual Series Publications** – New series of publications coordinated by IR which includes members contributions on a variety of subjects. This then gets distributed internationally directly to clients via the members.
6. **SEO** – Significant investment in 2017 to improve network and member search results on google and other search engines.

## Activities

1. **2018 Events** – Dates & Venues now confirmed for Lisbon (Feb 17), Toronto (May 17) and London in (Oct 17).
2. **In-House Counsel** – Focus on developing relationships with in-house counsel organizations. Starting with sponsoring the GCC summit in London, June 2017.
3. **Expo Real** – IR and member delegation will be hosting a stand at the Munich Expo Real conference in October 2017.
4. **INTA / IBA and Other Events** – Member dinners and social events planned at both events for attendees to connect with one another.
5. **Forums** – Online platform established for sharing of opportunities, ideas and knowledge exchange.
6. **Sector Teaming** – Via the annual questionnaire, we have collated the information of members and shared information with those operating in the same sectors.



# SINCHI

IR created a non-profit named Sinchi in 2016 which focuses on the preservation of indigenous culture and knowledge.

Indigenous Culture represents a continuum of intellect and creativity through history. It provides a sense of continuity with the past, with traditions and ancestral heritage. The modern world is advancing at an incredible rate in many ways but we need to be careful not to lose something in the march of progress. Indigenous knowledge teaches us about living in balance with nature, community, sustainability, connection to culture and the importance of art, music and performance, as vehicles to transfer knowledge.

Our aim is to create a bridge between Indigenous and Western cultures, in which we can learn from one another and create a better world for all.

In 2017, we have launched our first project working with aboriginal communities in Tiwi Islands, Australia. Over a period of 6 months, we are providing camera and recording equipment, workshops via our partner and celebrated photographer [Prof. Wayne Quilliam](#). At the end of the project, there will be a book created and global gallery tour to show the culture through the eyes of the community. The main objectives are to empower the community to document itself, build engagement between different generations, create a sustainable commercial income and show the strength and beauty of their culture to the wider world.

For IR members who wish to support this special initiative, can do so via our CSR and 'One billable hour' programme. All participating members will be given extra exposure on the IR site, have a personalised Press Release created and content supplied for their website to show their support for this important cause.

For more information and to support, please visit [www.sinchi-tribe.com](http://www.sinchi-tribe.com) or email [tom@sinchi-tribe.com](mailto:tom@sinchi-tribe.com).

# Social Programme

## Sponsor Dinner hosted by CNP Law

On the Tuesday evening, local member and sponsor CNP Law invited early arrivers to a memorable meal at the iconic Waterhouse 1919 restaurant overlooking the bay.

**cnplaw**  
KNOWING • THINKING • SOLVING  
*Across Asia*

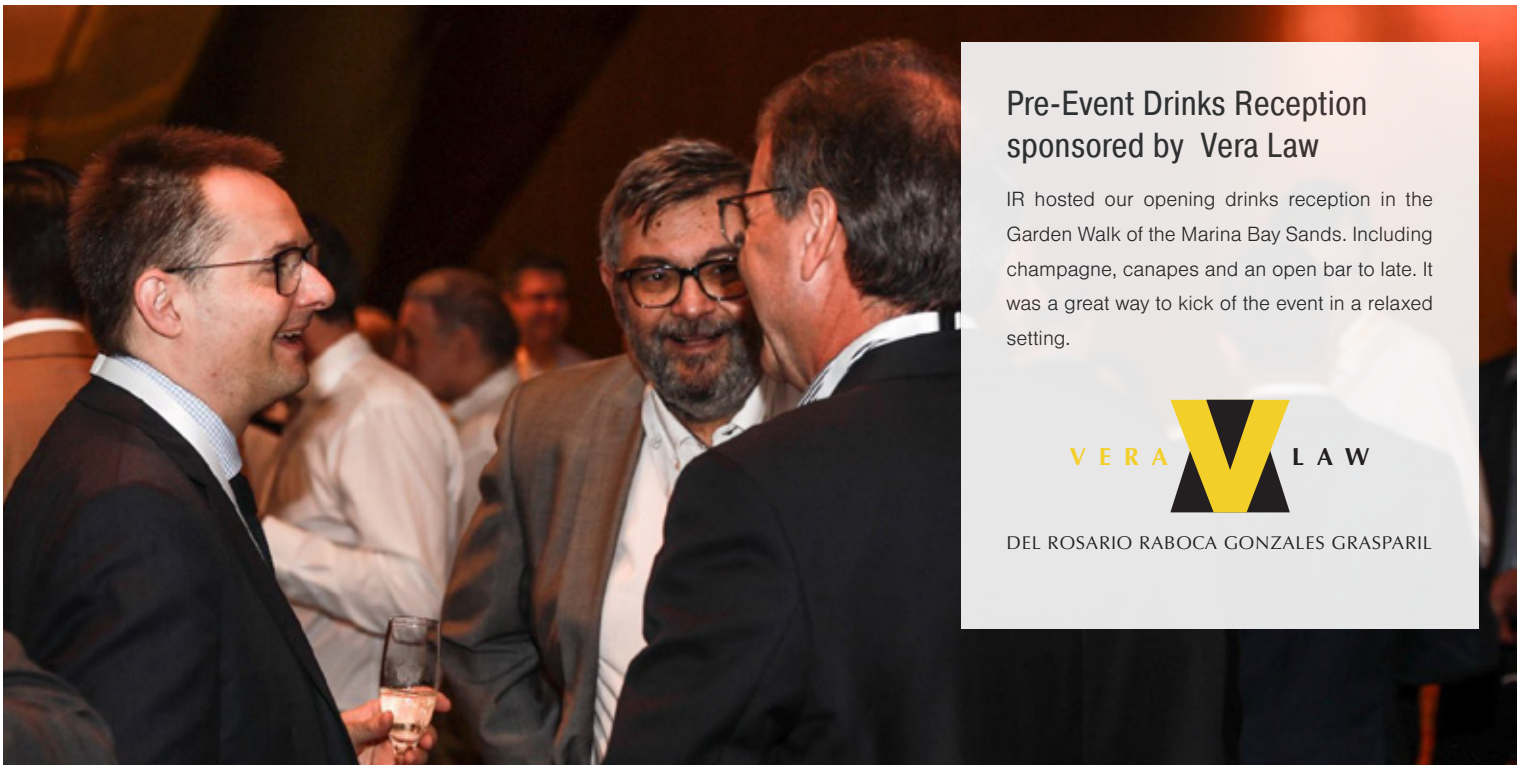


## Pre-Event Drinks Reception sponsored by Vera Law

IR hosted our opening drinks reception in the Garden Walk of the Marina Bay Sands. Including champagne, canapes and an open bar to late. It was a great way to kick of the event in a relaxed setting.

VERA **V** LAW

DEL ROSARIO RABOCA GONZALES GRASPARIL







## Networking Dinner sponsored by Cruz Marcelo & Freitas Angell

Our evening networking dinner was held at the iconic White Rabbit, a 1930's Ebenezer Chapel inspired by Alice in Wonderland. Attendees enjoyed Singapore Slings outside and shared an fantastic meal within the chapel.

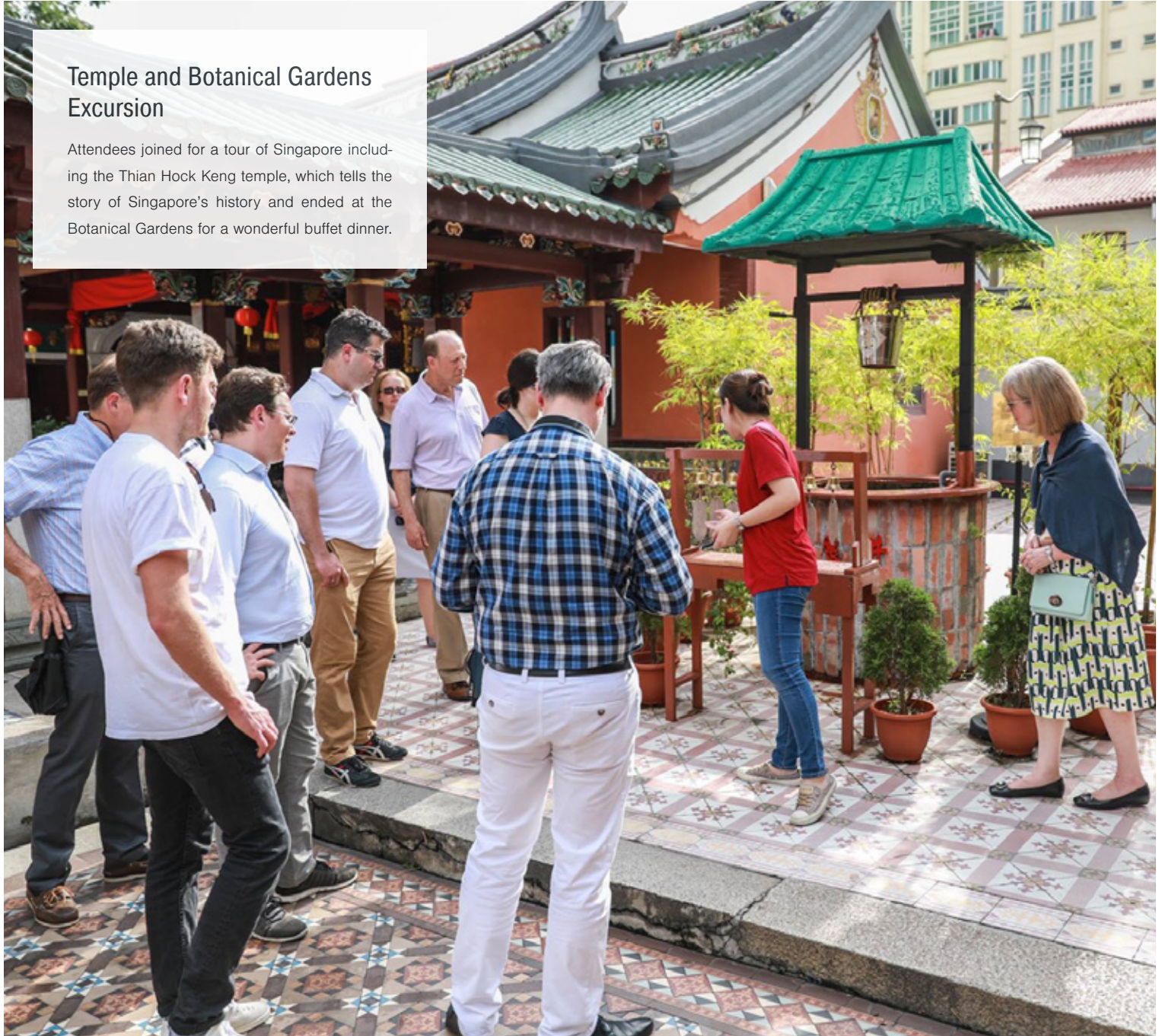
# FAWLAW

FREITAS ANGELL & WEINBERG LLP

## CRUZ MARCELO & TENEFRANCIA

## Temple and Botanical Gardens Excursion

Attendees joined for a tour of Singapore including the Thian Hock Keng temple, which tells the story of Singapore's history and ended at the Botanical Gardens for a wonderful buffet dinner.



# Attendee Testimonials



The Singapore “On the Road” conference provided the best opportunity and experience yet in getting to know other members and their capabilities. No amount of email and telephone contact can ever replace the personal contact and the familiarity that results from a personal meeting.”

- *Ross Koffel*  
Koffels Solicitors & Barristers, Australia

“IR Global Conferences are never boring! There is always a friendly and engaged vibe from all participants, and great contacts and friendships can be made. Singapore 2017 was no exception.

A brilliant venue, interesting formal sessions and plenty of interactive socialising placed this Conference a step above most other professional gatherings. I’m looking forward to the next “On the Road” event already!”

- *Mark J Copeland*  
Mark Copeland Lawyers, New Zealand

“The Singapore Event was time well spent. In my opinion, this will not only result in business opportunities for some of us but also strengthen the IR Global network.

It is the right time to begin a serious focus on Asia and bring out the best from West to the East. Thank you, IR Global Team.”

- *Arvind Rao*  
August Consulting (India) Private Limited, India

“The interesting thing about IR Global Conferences is that I always go away with a good feeling of how well we all networked. This is complimented with the meticulously set Networking Breakout Sessions!!!

- *William Spiteri Bailey*  
RSM Malta / Spiteri Bailey & Co., Malta

“IR Global events facilitate the development of cross border relationships with other professionals. Our time together becomes more valuable as we attend multiple events.”


- *Todd Skinner, Skinner + Company, US Arizona*



“IR Global conferences provide a great opportunity to meet and get to know people who work in other jurisdictions and who have different areas of expertise. It is always better to send your clients to people you know to provide services that you do not perform than to send them on to strangers or to let them know that you do not have a recommendation for them. It makes each member firm greater than its own capabilities.”

- *Robert Silverman*  
Grunfeld, Desiderio, Lebowitz, Silverman & Klestadt LLP, US New York





Watch the Singapore  
conference highlights film:

[youtu.be/gZKVnw-q\\_ck](https://youtu.be/gZKVnw-q_ck)

Next IR Conference: Berlin 2017



Tickets now on sale for  
the 2017 Annual Conference in Berlin

10-12th September  
Hotel Ritz Carlton

Book now at [berlin2017.irglobal.com](https://berlin2017.irglobal.com)



# Contacts

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## USEFUL LINKS

Drinks Reception:  
[bit.ly/2qSqXvU](http://bit.ly/2qSqXvU)

Networking & Presentations:  
[bit.ly/2rVH9N4](http://bit.ly/2rVH9N4)

Evening Meal at White Rabbit:  
[bit.ly/2rs0nsg](http://bit.ly/2rs0nsg)

Regional Sessions  
[bit.ly/2sHjKLH](http://bit.ly/2sHjKLH)

Temple Tour Outing:  
[bit.ly/2rVUlvP](http://bit.ly/2rVUlvP)

Post Event Survey:  
[bit.ly/2pWt4Kx](http://bit.ly/2pWt4Kx)

Singapore 'Best Of' Event Film  
[youtu.be/gZKVnw-q\\_ck](http://youtu.be/gZKVnw-q_ck)

Attendee List  
[bit.ly/2rWtZ2l](http://bit.ly/2rWtZ2l)

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.

Our services include:

Social Media Management

Design: Website, Branding and Publications

Editorial: Editing and Content Creation

Cyber Security Risk Assessment & Consultancy

Firm Management Services



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Channel Sales Manager