



Post Event Pack | Amsterdam 2016

IR Annual Conference


CULTURE, COMMUNICATION & CONNECTION

October 09 - 11, 2016

NH Grand Hotel Krasnapolsky, Amsterdam

#irAMS2016

Message from the MD

A photograph showing a man in a dark suit standing at a podium, facing a large, dimly lit audience seated in rows of chairs. The audience members are looking towards the speaker.

Attendees rated their event experience
92.5%

Dear Attendees,

Thank you to all attendees for contributing to such a wonderful event. We have been overwhelmed with the positive feedback and were delighted to hear about the various collaborations and working relationships forming. If you haven't already, could you also complete the event survey about your experience in Amsterdam here: <http://bit.ly/2fhuv0u>.

The title of the event was 'Culture, Communication & Connection' and we hope this message resonated. I believe the main strength of the network lies in these 3 facets and are the key components to our future success. IR is built on relationships, a global group of experts who foster the same culture and a network of like minded people working together for the benefit of the client.

Within this pack, you will find details of all presentations, along with links to photos and video galleries. If you would like a high resolution copy of any image, please contact rebecca@irglobal.com.

In regard to events, in 2017 we will host 3 conferences these being Barcelona 'Deal Makers' 2-4th February, Singapore 'On the Road' 10-12th May and Berlin 'Annual Conference' 10th-12th September. These will all be limited ticket events, keeping attendee numbers limited to ensure optimum time for relationship development. To ensure you don't miss out, please reserve your ticket via events@irglobal.com.

Please keep a close eye on group updates, as there are many fantastic developments coming soon. It is an exciting time to be part of IR Global and we thank you again for your ongoing support. In the mean time please click the following link to see a show reel of the best bits of our time in Amsterdam: <http://bit.ly/2e1TR6w>.

Warmest Regards

Tom Wheeler

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Bookings now being taken:

IR Dealmakers 2017

February 02-04, 2017
Hotel Arts, Barcelona

irglobal.com/events | +44 (0)1675 443396

Member of the Year



John Wolfs of Wolfs Advocaten, receiving his member of the year award.

IR Global Member of the year 2016: John Wolfs of Wolfs Advocaten, Netherlands

The firm was established in 2003 by John Wolfs. John Wolfs, himself a thoroughbred entrepreneur, has been practicing as an advocate for almost 25 years. After his career working at a number of leading firms including in Washington DC and Rotterdam (Houthoff Buruma), he chose Maastricht as the location to establish Wolfs Advocaten. This was due to his Maastricht roots and the quality of life in this region. Since 2015, Wolfs Advocaten has also had an office based in the logistics hotspot of Venlo.

Wolfs Advocaten now consists of a young, dynamic team of around 20 advocates, lawyers and support staff. Wolfs Advocaten employs true team players, who make efficient and optimum use of each other's expertise. You know and will otherwise find that we are businesslike, realistic, effective and accessible, as well as being very expert in 'our' legal areas. Our philosophy is that law is a tool that primarily has to be used effectively and practically and only serves one purpose: unhindered continuation of your business activities.

Wolfs Advocaten specialises in legal solutions for entrepreneurs in the Netherlands and abroad. Wolfs Advocaten covers all areas of law that our clients face and specialises in the field of (international) transport law, business law, international commercial law, customs law and insurance law.

To get in touch, please contact John Wolfs directly at j.wolfs@wolfsadvocaten.nl.



Watch the interview at youtu.be/ZFztEELFxxU

RUNNERS UP

There was a final shortlist of 3 firms who spoke on stage during the event about their experiences over the last 12 months, followed by a live vote for the winner. It was a very close competition and we would like to acknowledge the runners up below.



Mark Izquierdo of
Herrington Carmichael
herrington-carmichael.com



Erwin Shustak of
Shustak Reynolds & Partners
shufirm.com

Event Sponsors



"BWK was happy to sponsor the Amsterdam IR Global event. As an Amsterdam based law firm, we found it important to get to know many of the IR members, find more like minded professionals from all over the world, with Whom we hope to share our work and clients. We find the network of IR Global most effective and useful for our law firm, since a major part of our work is international. Offering reliable and friendly legal services all over the globe is deemed by us valuable asset of our legal practice."

Email: s.kuttner@bwkpartners.com



"The Amsterdam conference was another fantastic IR Global event. The conference provided an ideal mix of practice group interactions, interesting presentations on industry trends, and personal networking."

Email: rfreitas@fawlaw.com



"AKD is one of the largest law firms in the Netherlands. With a team of 420 professionals. Our client base varies from very large multinational companies to stock-listed Dutch entities, from large corporates to family owned businesses, from financial institutions to municipalities and hospitals. During the conference we hosted the Real Estate group on a tour of a local project and our own offices.

Email: tdelange@akd.nl



"This was the first time that IR Global hosted a conference in Amsterdam and it was an immediate success. Coming back to the annual IR Global conference is like a family meeting, seeing a lot of old friends and meeting new interesting people. Together with the AM&AA, the DealMaker/M&A Group is sharpening its profile and increases – at least for me – the referrals. I had great discussions in a great surrounding and the Gala Dinner in the famous Westerkerk was fantastic. My law firm MKRG and me have been happy to co-sponsor the dinner. I hope that the M&A Group can provide an even better platform for deals and co-operation in the future and I can't wait for my next conference in Singapore in May 2017."

Email: breitsprecher@mkrg.com

Strategic Partner Pre-Events



Robert Fishman of Shaw Fishman in Chicago

Immediately prior to the conference, IR partnered with the American Bankruptcy Institute (ABI) and the Alliance of Mergers & Acquisition Advisors (Alliance) on their own events in Amsterdam.



Long term ABI member Robert Fishman of Shaw Fishman in Chicago, invited fellow IR Insolvency members to join him before the IR conference to connect with high quality bankruptcy and restructuring experts from the Organization.

The American Bankruptcy Institute (ABI) hosted its 12th Annual International Insolvency and Restructuring Symposium on October 7 in the Sofitel Legend The Grand Amsterdam, Amsterdam, Netherlands. The educational program was developed to provide attendees with an interactive learning experience led by a faculty of prominent international insolvency practitioners and jurists from the Netherlands, Belgium, the U.K. and U.S.



Michael Nall of the AM&AA



The Alliance are important strategic partners of IR and they hosted an event for their members on the Saturday before the IR event. Attendees included firms from both organisations who were keen to collaborate and work with one another.

Certified M&A Advisors provided a high level overview of the Alliance's Certified Merger & Acquisition Advisor certification program. Plus useful tools to grow your career in the cross border M&A field. This included an attendee lunch and dinner on the Saturday.

Break Out Sessions



During the 2016 annual conference, there were morning break out sessions for the practice area groups including Accountancy, Commercial, Disputes, Employment, Insolvency, IP, M&A, Private Client and Tax. In the Afternoon the focus switched to regional sessions for EMEA, Asia / Pacific, North America and Latin America. The structure of these sessions followed a common format:

– Networking

Time for all members to engage and connect with as many colleagues as possible.

– Information Sharing

A knowledge sharing session, in which members discussed the business climate in their respective jurisdictions; activity in 2016, expectations for 2017 and the issues which may impact international clients.

– IR Group Development Session

Open discussion for developing business with each other and how members can cooperate more closely together.



Left: Divina Gracia E. Pedron, Cruz Marcelo & Tenefrancia, Philippines
Right: Julia Adams, Shiff & Company, Australia

Women in Leadership Meeting

During the conference, there was business breakfast for the female members of IR. This provided a platform for the members to connect, share experiences and discuss different ways they could cooperate and support on another.

Real Estate

The Real Estate Group was invited by local member and sponsor AKD for a tour of a local project and their office.

Members were taken to the VEN building which is under heavy construction. The VEN building a redevelopment project which will be the largest conference hotel in The Netherlands. Attendees were shown the designers ideas, discussed the casino element of the building and how this building would affect the surrounding businesses and location. Members then went to AKD's offices at The Edge, the world's most sustainable office building, where we were shown its innovative features. The sessions finished with knowledge sharing and discussions between attendees of tax/duty implications for RE purchases.



Speakers & Presentations



Presenting IR in a Competitive Environment

Nicholas V. Chen: nchen@pamirlaw.com
Javier Canosa: jc@canosa.com
Violaine Motte: violaine.motte@rothpartners.eu
Valeriano Del Rosario: vrdelrosario@veralaw.com.ph
Balthasar Wicki: wicki@wikipartners.ch

Hosted by 2014 member of the year Nick Chen, this unique session featured members Violaine Motte of Roth Partners, Javier Canosa of Canosa Abogados, Valeriano Del Rosario of Vera Law, and Balthasar Wicki of Wicki Partners.

There were two client scenarios provided which the participants played out on stage. Aimed at showing the audience the importance of building the trust of perspective clients, understanding what they need to hear from you and how to leverage your membership of IR in both developing new business for oneself and others in the group.



Member of the Year Award

John Wolfs: john@wolfsadvocaten.nl
Erwin Shustak: eshustak@shufirm.com
Mark Izquierdo: mark.izquierdo@herrington-carmichael.com

Hosted by IR Business Development Director Ross Nicholls, 3 short-listed firms from IR's 850 members were chosen to join the stage and talk about their activity in the network. They were Erwin Shustak from Shustak Reynolds, US – California, Mark Izquierdo of Herrington Carmichael, UK and John Wolfs of Wolfs Advocaten, Netherlands.

Members of the audience participated live vote to decide the member of the year. It was incredible close and only a handful of votes separated the finalists, although John Wolfs was announced as the winner for 2016.



Paul Hughes

Email: paul@tenmetersofthinking.com

Website: tenmetersofthinking.com

Ten Meters of Thinking

Paul Hughes is an internationally renowned speaker. Drawing live as he speaks along ten meters of paper, he helps individuals and organizations understand their role in this changing world by making the complex clear.

Through his Ten Meters of Thinking, a unique visual-verbal performance, he explores leadership, innovation and communication in order to stimulate individual and organizational development.

In his presentation for IR, Paul spoke at length about communication and its importance in every aspect of running a business from handling clients to your own staff. This thought provoking talk helped members reflect on their own firms message and if that fits with who they are and want to become.



Jimmy Nelson

Email: info@jimmynelson.com

Website: jimmynelson.com

Last Tribes Photographer

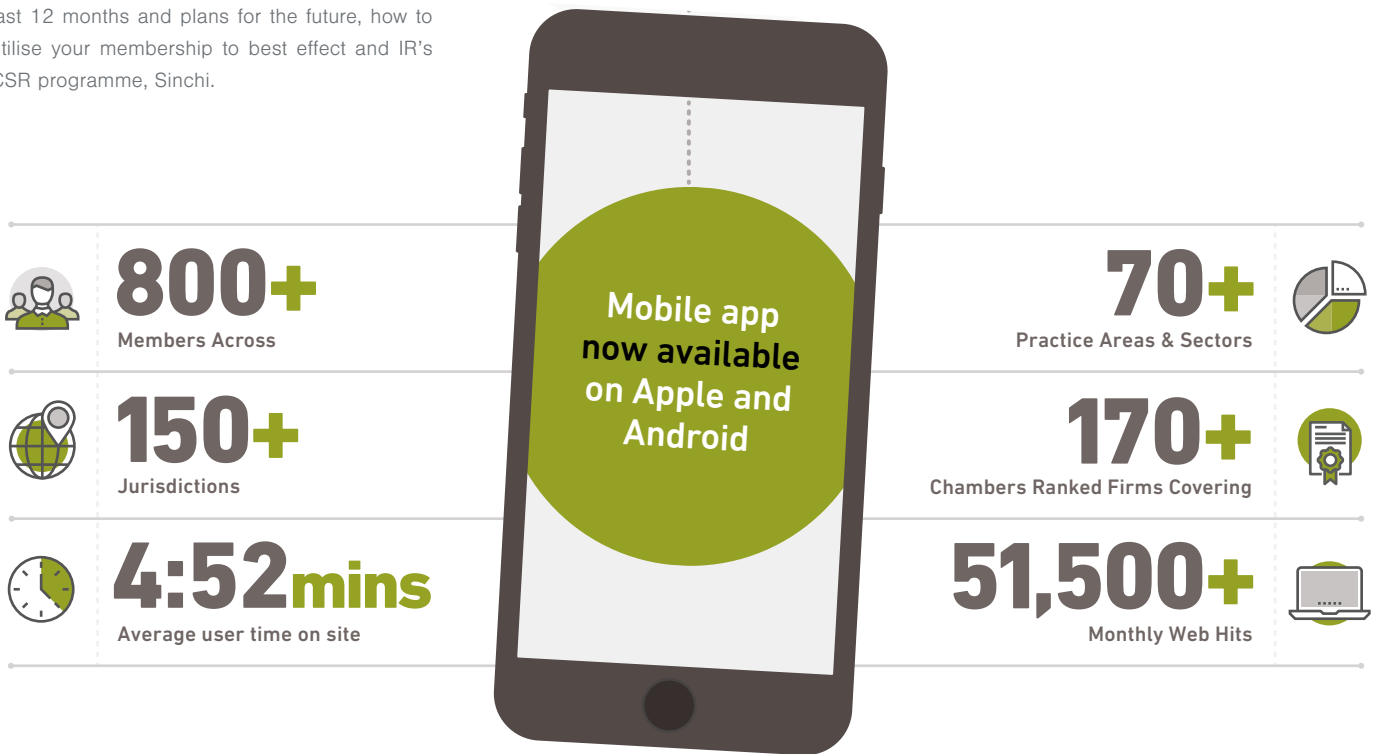
In his quest to photograph endangered cultures, Jimmy Nelson has endured Kalishnikov-toting Banna tribesmen, subzero reindeer attacks, and thousands of miles of hard travel. With a blend of humility and humour, Nelson won the trust of each of his subjects, using an antique plate camera to create stunning portraits of indigenous tribes.

The result is **Before They Pass Away**, a photo treasury that Nelson hopes will not only help preserve the lifestyles of people the world over, but also perhaps inspire readers in the developed world to ponder their own connections with their ancestral environments.

Jimmy's shared many of his experiences travelling the world in an interactive presentation. He talked about many of things he has learnt along the way and the power of connection. Simply put: Whether dealing with a remote tribal community or a multinational business, we are all people and all relationships start with feeling and intention.

IR Global

Tom Wheeler spoke about group development, both in terms of what we have achieved in the last 12 months and plans for the future, how to utilise your membership to best effect and IR's CSR programme, Sinchi.



Last 12 months

- 1. Web Development**
Complete redevelopment of members area and created a bespoke mobile app.
- 2. Thought Leadership**
6000+ words research project on Mid-Market M&A to be published in November 2016
- 3. Virtual Series & webinars**
Engaging members on joint marketing projects across multiple jurisdictions.
- 4. Regional Groups & Women in Leadership**
Development of new focus groups within the network
- 5. Member Mapping & SEO Linking**
Initiatives to connect and engage members around the world.

Looking Forward

- 1. Three Events Each Year** following each IR event over the last 4 years selling out.
- 2. Redeveloped News Area** for improved filtering and functionality.
- 3. Forums & Deal Boards** for sharing opportunities, knowledge sharing and gaining group feedback.
- 4. Strategic Partnerships** to develop more incoming business from partner organisations.
- 5. Additional Services** offered via the IR head office, through selected partners.
 - Social media account management
 - Editorial services from editing to content creation
 - Design services from branding, brochures to web development
 - Full array of firm management support services
 - Cyber security audit and risk assessment



SINCHI

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

Each year we will carry out a discovery project in a different part of the world to sit down and listen to the indigenous communities. This started in 2016, in Australia where we spent time with various aboriginal communities to hear their stories and how we could support them. It was a fascinating experience in which we heard about the issues being faced, how younger generations are moving away due to the impact of western world and with that culture & knowledge is disappearing.

Sinchi's will develop creative skills in the communities, so they become empowered to document their own culture through photography, film, music collaboration and other mediums. Giving them a platform which is financially sustainable and one which they can both share their knowledge with the world and ensure younger generations stay in contact with their culture.

To generate funds we hosted a Summer festival in Amsterdam in 2016, in 2017, we will be launching a global crowd funding campaign, an international photography competition and also coordinating a ground breaking music collaboration project. We are now inviting IR members to join this special project 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 or email tom@sinchi-tribe.com.



2017 Events



BARCELONA 2nd - 4th February

Due to the ongoing success of IR events, we will be moving to three meetings per year from 2017, to ensure all members have opportunity to attend at least one conference a year.

The new addition to the IR event calendar will be a focused dealmakers event, this will be hosted at the Hotel Arts in Barcelona. The event will have a day focused on dealmaking with guest speakers and networking sessions and a number of social functions around the event including pre-event sponsor dinners, opening drinks reception, group dinner and optional excursion on the Saturday.

Barcelona Pre event pack: <http://amzn.to/2eAXK35>

Booking Link: barcelona2017.irglobal.com

Hotel: www.hotelartsbarcelona.com



Our 2017 'On the Road' event will be in Singapore and held at the Marina Bay Sands Hotel, renowned for having the largest rooftop infinity pool in the world. This event will engage communication and collaboration between our members in this region and the rest of the world. Again there will be a strong emphasis on the social program, providing maximum time for members to connect and get to know each other well.

Pre Event Pack: <http://amzn.to/2fbmZsb>
Booking Link: singapore2017.irgglobal.com
Hotel: www.marinabaysands.com/hotel.html



Our Annual Conference will move to Berlin in 2017 at the prestigious Ritz Carlton. Like this years event, it will run over a series of days including break out sessions and presentations plus an extensive social program including our yearly golf tournament.

More details to be released shortly.

Social Programme

Pre-Event Dinner

Prior to the event, a number of the sponsors and local members arranged private dinners for international guests to join them. This included tours, boat trips around the cities and some of the finest restaurants in the city.

Golf

Our yearly golf tournament was held at a course close to the city on the Saturday. The winning team were: Pablo González Tapia, Gonzalez Tapia Abogados, Dominican Republic; John Friedemann, Friedemann Goldberg LLP, US - California and Julian Potter, WP Thompson, England.

Drinks Reception

The opening drinks reception was held in the beautiful Winter Gardens of the Grand Hotel Krasnapolsky. It was a chance for old and new friends to connect over drinks and canapés. With guest musical entertainment.

Spouse Excursion

On the Monday, we hired a boat to take the partners of attendees on a tour of Amsterdam by canal, this included an on board lunch and drinks.

Dinner at Westerkerk

The group dinner on the Monday evening was held at the iconic Westerkerk in central Amsterdam, just metres from the Anne Frank House and the burial place of Rembrandt. This was a memorable night in which members ate under candle lit chandeliers and were surprised by a live re-enactment of the famous Night Watch painting.





Attendee Testimonials



“A fantastic opportunity to share like minded thoughts, cross referrals, and re-connect with old colleagues from around the globe. The ability to make new connections is very valuable for our clients when expanding further overseas into new territories.”

— Paul Beare, Paul Beare Ltd, UK, England

“It was a pleasure to attend the IR Global Annual Conference in Amsterdam which was extremely well-organised, relevant and purposeful. The event provided an invaluable opportunity to meet and network with other like-minded IR Global members. We hope to foster the relationships built through the network and look forward to attending the Singapore event in May 2017.”

— Stephanie Paiva Sanderson, BeesMont Law (Bermuda)

“I found the Amsterdam Conference very interesting and as a great opportunity to meet colleagues from all over the world. Also, as a Latin American law firm, I volunteered to be more active in the Latin American Committee. I think this is a good way to become more involved with both colleagues and IR organization.”

— Ivan Filartiga, Altra, Paraguay

“I am strong in my belief that key to IR Global 's success is to avoid the mistakes that for instance IBA did in growing to a size that is now out of all proportions. I also believe in capping the attendees at the events to 250 persons as you did as that makes room for the personal meetings and a depth to the meetings. Finally the mix between lawyers, tax advisors, accountants and others, differentiates IR Global from other similar organizations in a clever way.”

— Dan Engstrom,
Stockholm Arbitration & Litigation Center (SALC) Lawfirm, Sweden



Congratulations to all at IR for another successful conference. It was great to meet up with old friends and colleagues and to meet new members in Amsterdam and to have time to discuss professional issues affecting us all whilst also having time to socialise and network”

— Howard Colman, Colman Coyle UK - England





“

Excellent opportunity to develop new contacts and to keep those with the colleagues whom I met at the past IR Global events. It's good to know that I can contact the colleagues in various jurisdictions worldwide if necessary for our clients services and vice versa that we can help our colleagues with providing the services for their clients.”

— *Andrea Vasilová, VASIL & Partners, Slovakia*

“We enjoyed the opening of the IR Global Annual Conference in Amsterdam. An incredibly well-run event that allows us to network with peers from around the world.”

— *Vertess, US - Arizona*

“With IR Global, it's not just about networking, it's more about socializing, connecting & building trust with our fellow members that boosts relationships & gives quality satisfaction from each event creating greater value for each & every one.”

— *Wissam Abousleiman, Abousleiman & Co, Lebanon*



“In order to fully appreciate the reason for belonging to IR one must attend a conference and network. Referrals do not magically happen by joining; they happen through face to face interaction and working hard to build relationships.”

— *Jayson Schwarz, Schwarz Law LLP, Canada*



“

The Amsterdam conference was well organised, informative and visionary. It demonstrates in excellent fashion how far IR Global has travelled in a short time to become the progressive, truly international network that it is today.”

— *Grant Sefton, Seftcorp Law, Australia*

Contacts

UK HEAD OFFICE

IR Global
The Piggery
Woodhouse Farm
Catherine de Barnes Lane
Catherine de Barnes B92 0DJ

Telephone: +44 (0)1675 443396

www.irglobal.com
info@irglobal.com

KEY CONTACTS

To provide further feedback or a testimonial please contact events@irglobal.com.



Thomas Wheeler
Managing Director
thomas@irglobal.com



Ross Nicholls
Business Development Director
ross@irglobal.com



Rebecca Burden
Senior Client Manager
rebecca@irglobal.com



Elliot Sayers
Client Manager
elliott@irglobal.com



Samuel Roberts
Snr Business Development Manager
samuel@irglobal.com









Oliver Sillett
Snr Business Development Manager
oliver@irglobal.com



Terence Wu
Social Media Manager
socialmedia@irglobal.com

USEFUL LINKS

-  Drinks Reception:
<http://bit.ly/2eni85t>
-  Break out sessions:
<http://bit.ly/2fvbzjF>
-  Presentations Day:
<http://bit.ly/2fv3VG4>
-  Evening Meal:
<http://bit.ly/2fhwL7Z>
-  Event Film: The Best Of:
<http://bit.ly/2e1TR6w>
-  Post Event Survey:
<http://bit.ly/2fhuv0u>