

#IRVIRTUALEVENT20



Event Programme | Virtual Event 2020

The New World

IR Global Virtual Event



Berlage



Welcome!

We are excited to be hosting our first virtual event this October!

As I'm sure you're aware we had to postpone what would have been our 10 year celebratory Annual Conference which was due to be held in London September 2020. In its place is this virtual event. We took to decision to make this a free of charge virtual event to help support members during this tough period and to give something back to you in our own small way.

'The New World' Conference provides an exciting way to bring our members together. We want ensure that all our members continue to benefit from being able to openly share professional experiences, identify opportunities for new business, and continue to maintain relationships. It is important to make and develop connections during this time of uncertainty.

Our formal program includes practice area and regional breakout sessions hosted by respective committee members in which email invitations will be sent directly to you for the appropriate sessions. We have high quality speaker sessions discussing various topics from digital marketing to mental health in the workplace, updates from the IR team and social networking time which you can register for [here](#).

Please ensure you look out for your email invitations for breakout and regional sessions and register for the IR and speaker sessions as soon as possible.

For information on the event and how you can make the most of your experience, please ensure you read this event pack in full.

If you have any other questions in advance of the conference, please contact the events team at events@irglobal.com.

Yours Sincerely



Ross Nicholls, Business Development Director

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SPONSORS

Rebecca Torrey Partner, The Torrey Firm Employment Law - California

Rebecca represents companies in litigation in both federal and state courts nationwide. She is an across-the-board employment lawyer with significant trial experience representing management in bet-the-company cases involving wage and hour and fair credit class actions, trade secret, wrongful termination, discrimination and fair pay claims.

Rebecca provides strategic advice to companies aimed towards aligning personnel practices with an employer's culture, values and priorities and minimizing legal risk. She is committed to developing a client's understanding of the law to improve human resources practices and guide business forward. A frequent speaker and writer on key developments and cutting-edge legal issues, Rebecca is known for pragmatic, out-of-the-box solutions that support strategic growth.



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João Valadas Coriel Managing Partner, Valadas Coriel & Associados Tax (Private Client), Commercial Litigation & Immigration law - Portugal

Valadas Coriel & Associados was established in 2001. Today it is seen as a lean versatile full-service firm. The firm has a very energetic team of partners and associates who combine experience, expertise and innovation in all sorts of litigation and dispute resolution, labour, real estate, corporate for SME and tax.

VCA also has a very strong practise focused on private clients and the art world. The firm assists countless individuals in investing or relocating to Portugal.

VCA works in litigation matters for the largest Portuguese listed company on a permanent basis, side by side with a practice group focused on SME and private clients. The firm is able to effectively respond to clients across the spectrum of legal issues.



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Roland Rompelberg Partner, Maprima Corporate Services - The Netherlands

Roland is a founding partner of Maprima. Maprima is an independent provider of corporate services in the Netherlands, Luxembourg and Belgium. Maprima's mission is to serve as an independent, reliable and proactive partner for foreign businesses and internationally active professionals. This means that clients as well as their advisors can rely on a highly skilled and motivated team. Upon request Maprima can call upon its international network of professional partners.

Maprima is an established professional service provider with a track record of almost twenty years. We are a BeNeLux based firm with offices in the Netherlands, Luxembourg and Belgium. Most of our clients are internationally active companies and wealthy families.



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IR Global Sessions

During the first part of the morning, there will be a variety of working group meetings focusing on different practice area topics. Then within the second half, members will be split into groups for different workshops according to their pre-event survey answers.

TUESDAY 6TH OCTOBER

10:00 - 11:00 GMT / 16:00 - 17:00 GMT

IR Management Q&A with Ross Nicholls & Tom Wheeler

Within the IR Management update, Ross & Tom will discuss activity and progress over the last year, a number of new initiatives either launched or soon to be announced and objectives for the coming year.



WEDNESDAY 7TH OCTOBER, 10:00 - 11:00 GMT / 16:00 - 17:00 GMT

IR Maximising Your Membership Q&A with the Client Managers

Why did you join IR Global? What are you looking to achieve? This session will offer you the knowledge and skills to successfully utilise your IR Global membership to best achieve your goals.



THURSDAY 8TH OCTOBER, 10:00 - 11:00 GMT / 16:00 - 17:00 GMT

IR DIGITAL with Rachel Finch

2020 has been a difficult year for marketing and communicating your message. One topic has dominated all and we find ourselves having to adapt to different ways of networking, marketing and building connections globally.

Digital marketing is now more important than ever and we want you to join us to discuss what your firm has been doing, where you are investing, what impact this has had on your budgets and what success you have had from moving your typical 'face-face' marketing and BD efforts to digital methods instead.

THURSDAY 8TH OCTOBER

15:00 - 16:00 GMT

SINCHI

Presentation from founder Tom Wheeler on the SINCHI Foundation and upcoming Projects.

<https://sinchi-foundation.com/>



FRIDAY 30TH OCTOBER

10:00 / 16:00 GMT

VIRTUAL DRINKS RECEPTION

Join fellow members and the IR team for a drink on the closing of our virtual event. An opportunity to catch up with old friends and meet new members. Discuss your hobbies, your Netflix recommendations and relax ready for the weekend!

Breakout Sessions

During the virtual event there will be a variety of practice area breakout sessions hosted by respective committee members. Email invitations will be sent out directly for you to be able to register for your relevant session.

TUESDAY 8TH OCTOBER 15:00 - 16:00 GMT	ENERGY SECTOR
TUESDAY 13TH OCTOBER 10:00 - 11:00 GMT / 16:00 - 17:00 GMT	PRIVATE CLIENT
TUESDAY 13TH OCTOBER 15:00 - 17:00 GMT	RISING STARS
WEDNESDAY 14TH OCTOBER 10:00 - 11:00 GMT / 14:00 - 16:00 GMT / 18:00 - 20:00 GMT	COMMERCIAL
THURSDAY 15TH OCTOBER 10:00 - 11:00 GMT / 16:00 - 17:00 GMT	M&A
THURSDAY 15TH OCTOBER 10:00 - 11:00 GMT / 16:00 - 17:00 GMT	EMPLOYMENT
TUESDAY 20TH OCTOBER 10:00 - 11:00 GMT / 16:00 - 17:00 GMT	TAX
TUESDAY 20TH OCTOBER 10:00 - 11:00 GMT / 16:00 - 17:00 GMT	REAL ESTATE
TUESDAY 20TH OCTOBER 10:00 - 11:00 GMT / 16:00 - 17:00 GMT	IP
WEDNESDAY 21ST OCTOBER 10:00 - 11:00 GMT / 16:00 - 17:00 GMT	CORPORATE SERVICES
WEDNESDAY 21ST OCTOBER 10:00 - 11:00 GMT / 16:00 - 17:00 GMT	INSOLVENCY
THURSDAY 22ND OCTOBER 10:00 - 11:00 GMT / 16:00 - 17:00 GMT	ACCOUNTANCY
THURSDAY 22ND OCTOBER 10:00 - 11:00 GMT / 16:00 - 17:00 GMT	DISPUTES
THURSDAY 27TH OCTOBER 10:00 - 11:00 GMT	TMT SECTOR



SCHEDULE | OCTOBER

Regional Sessions

Regional sessions will look at group development, new opportunities for the future and how the group can generate more business together. Email invitations will be sent out directly for you to register for your relevant session.

TUESDAY 6TH OCTOBER

16:00 - 17:00 GMT

AFRICA

WEDNESDAY 7TH OCTOBER

16:00 - 17:00 GMT

LATAM

WEDNESDAY 28TH OCTOBER

08:00 - 10:00 GMT

ASIA/PACIFIC

THURSDAY 29TH OCTOBER

08:00 - 10:00 GMT

MENA

Speakers

We will be joined by some great speakers discussing various topics from digital marketing to mental health in the workplace. You can register your attendance to your choice of sessions via the link here.



THURSDAY 22ND
16:00 - 17:00 GMT

JENNIFER FONDREVAY
DAY1 READY™
M&A CONSULTANCY

Leadership Lessons from Covid-19

"If you want greater M&A deal success, look to the Leadership Lessons from COVID" - A Fireside chat with Shai Kuttner and Jennifer J Fondrevay.

All attention has been devoted to what will happen with M&A deal-making once we are on the other side of this pandemic. The theories and conversation on what's next typically end with, "This is unprecedented. No one truly knows how it will all play out."

Despite the unknowns, there is a lot that we can learn from this crisis, most significantly around how uncertainty affects people's actions and how to get them to adapt behaviors. This crisis can provide enormous insight into how we approach M&A deals and most valuably, how we execute them.

Join Shai Kuttner, Synergy Business Lawyers and Jennifer J Fondrevay, Founder of Day1 Ready™ M&A consultancy and author of the M&A survivor's play-book, NOW WHAT?, as they discuss what business and leadership lessons we can learn from the COVID crisis that apply to M&A.

Key themes to be discussed include:

- Most effective leadership style in times of uncertainty
- Who is best equipped to craft the strategy and roadmap for the way forward
- How to communicate the plan so that people will take action



TUESDAY 27TH
10:00 - 11:00 GMT
16:00 - 17:00 GMT

UNA MC SORLEY
MARCOMM

Pitching to Win

Making a successful sales pitch begins long before the presentation itself. It requires strategic direction, careful preparation and meticulous rehearsal with the right people in order to ensure that your bid will stand out from the crowd.

This webinar takes you through the pitching process, from the crucial foundations of understanding the client's needs and requirements right through the vital preparation stages to the delivery of a confident, stylish bid presentation.

You will leave with tools, tips and techniques they can put into use immediately to increase the conversion rate of your pitches.

- Understand the factors to be considered when planning to pitch
- Understand your audience needs and how to structure your content
- Using visual aids to best effect
- Verbal and non-verbal communications



TUESDAY 27TH
16:00 - 17:00 GMT

DAVID FISHER
INTEGRA

How the Coming Age of Digital Trust will Transform our Lives

The same blockchain technology that powers the Bitcoin and Ethereum cryptocurrencies will be applied to all of our data, bringing with it levels of privacy, security, automation, and productivity previously thought to have been impossible.



WEDNESDAY 28TH
10:00 - 11:00 GMT
16:00 - 17:00 GMT

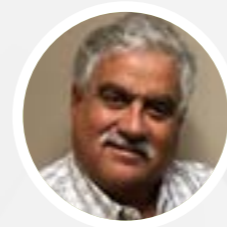
DAVID ARDRON
DIRECTOR OF BUSINESS SUPPORT
MIND

Covid and Mental Health in the Workplace

This session will discuss;

- The Pandemic & its Effect on Mental Health
- An Organisational Approach to MH in the Workplace

- Mental Health Awareness
- Return to Work & Working from Home
- Questions & Answers



WEDNESDAY 28TH
16:00 - 17:00 GMT

MARK BEREZOW
SANDLER TRAINING/
TEM ASSOCIATES INC.

Client Retention in a Crisis

Our program will be K.A.R.E in a Crisis where we will cover the following:

- The Success Triangle (Attitude, Behavior, Technique)
- Current Business Climate -where do you, your clients, and prospective clients fit?
- Tactical Business Development plan consistent with today's environment

- The K.A.R.E model (KEEP, ATTAIN, RECAPTURE, EXPAND) and how to use it
- Sandler Business Development (Selling) in Today's World
- Session Structure: One Hour with additional time for Q and A .
- I will be using a Powerpoint .



WEDNESDAY 28TH
16:00 - 17:00 GMT

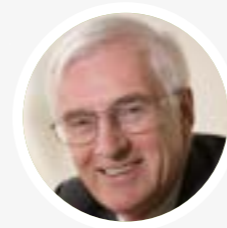
DAVE KUSTIN
CONTENT BACON

Digital Storytelling: How to Use Online Events to Attract, Acquire and Retain Clients

Virtual events are a great way to connect with your audience and share vital information.

During this session, we will share how you can create, plan and run virtual events to connect and engage with prospects. We'll show you a step-by-step approach on how online events can help you build a solid pipeline of leads for your professional service firm.

We will cover how to determine the focus of your online event, how to promote it, run it and follow up to ensure success at every level. Online events are here to stay so make sure you are ahead of the pack in delivering value to your prospects.



THURSDAY 29TH
10:00 - 11:00 GMT

JACK DOWNTON
THE INFLUENCE BUSINESS

Maximising Impact for Virtual Delivery

This session will consider the set-up, delivery and structure of the message to obtain maximum impact and buy-in



THURSDAY 29TH

16:00 - 17:00 GMT

NEFRA-ANN MACDONALD

CLIO

The Virtual Law Firm: A Model for Modern Legal Practice

As more and more legal professionals do their work from home and on the road, the high overhead and inflexibility of traditional office models becomes less and less appealing. Enter the virtual law firm: an alternative practice model that opens up new possibilities for law firms and their clients.

Join Nefra MacDonald, Clio's Affinity Program Manager, for this presentation where you'll learn:

- o What a virtual law firm is, and how it works
- o Why you should consider starting a virtual practice
- o How to get started on your firm's virtual path



THURSDAY 29TH

16:00 - 17:00 GMT

TAMERA LOERZEL

CONVERGENCECOACHING, LLC

Remote Business Development in the Age of Social Distancing

Developing new business is primarily about relationships. As we begin living with the pandemic in our midst and working in a blended environment, we must shift and effectively conduct meetings with existing clients, prospects, and referral sources without being in person. Happily, developing relationships and generating new business can be done from anywhere when you shift your mindset and processes to accommodate. In this session, we'll explore how to:

- Overcome the objections and get comfortable with remote business development

- Utilize technology throughout your networking and sales process to facilitate connection and propel opportunities forward

- Make relationship development as effective remotely as in-person so you can further your networking, referral
- Present your solution, including scope and pricing, using remote methods in an effective and convincing manner
- Leave this session with an expanded willingness and ability to conduct business development in a remote setting!



THURSDAY 29TH

16:00 - 17:00 GMT

NORMAN CLARK

WALKER CLARK

Business Development Post Corona

How on earth do we develop our business plan for 2021 when we have no idea what the rest of 2020 is going to be like?

This session will discuss planning assumptions, signs, and portents that can be used.



How to register

Find details below on how to register your attendance, access breakout and regional sessions, speaker content and any materials post the event.

To register your attendance to the IR sessions or speaker sessions please complete the survey below to highlight which sessions you will be attending.

[COMPLETE SURVEY HERE](#)



IR Breakout & Regional sessions

Emails have been sent out directly for you to register for the the relevant practice area breakout or regional session. Please check your emails and respond as soon as possible.

If you have not received this email please contact events@irglobal.com

Recorded material

For those unable to attend speaker or IR sessions due to the time difference we will be recording these sessions, with speaker permission, and providing a private link so you do not miss out!



During the Event

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IR 'On The Road'
Bangkok

#IRBANGKOK21

Tickets on sale now!

6th - 10th February

The Shangri-La Hotel