

A conference presented by the IBA Law Firm Management Committee



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Building the Law Firm of the Future

6th London Law Firm Management Conference

30 November 2023
The Law Society, London, England

Topics include:

- Costs and investments (and profit) – how to make the right decisions for the future.
- The client speaks: what should law firms do in the future that they are not doing today?
- How do we attract talent into the profession and into our firms now and in the future?
- Keynote address: the death of the legal profession and the future of law
- Ted talk: let me share what we are doing about AI
- Will AI eat the law?
- Limit liability or insure or both – does the future hold more claims against law firms?
- Law firm future readiness – what are the 'elephants in the room' of the future?



REGISTER BEFORE
20 OCTOBER 2023
TO RECEIVE EARLY
REGISTRATION
DISCOUNTS

FOR MORE INFORMATION AND TO BOOK ONLINE VISIT
WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2368

Programme

Conference Co-Chairs

Stephen Revell *Consultant, Making Change Happen, London; Co-Chair, IBA Law Firm Management Committee*
Rolandas Valiunas *Ellex Valiunas, Vilnius; Member, IBA Law Firm Management Committee Advisory Board*

Thursday 30 November

0715 – 1730 **Registration**

0800 – 0845

Breakfast session: what is the future?

Keynote speaker

Dr Nigel Spencer *Professor of Education Innovation and Professional Practice, Queen Mary University of London, London*

0900 – 0915 **Welcome remarks**

Richard Atkinson *Vice-President, Law Society of England and Wales, London*

Opening remarks from the Conference Co-Chairs

0915 – 1005

Costs and investments (and profit) – how to make the right decisions for the future

Moderator

Rolandas Valiunas *Ellex Valiunas, Vilnius; Member, IBA Law Firm Management Committee Advisory Board*

Panellists

Martin André Dittmer *Gorrissen Federspiel, Copenhagen*

Karl Hepp de Sevelinges *Jeantet, Paris*

Mirella Lechna-Marchewka *Wardyrński, Warsaw*

Keri Rees *Eversheds Sutherland, London*

1005 – 1055

The client speaks: what should law firms do in the future that they are not doing today?

Moderator

Jan Derneham *Mannheimer Swartling, Stockholm; Co-Chair, IBA Law Firm Management Committee*

Panellists

Xavier Dedullen *General Counsel, Ericsson, Stockholm*

Sarah Hemsley *General Counsel, Selfridges, London*

Jan Lasik *General Counsel, National Trust, London*

David Rushford *General Counsel, Hayfin Capital Management, London*

Ned Staple *General Counsel, Pepco Group, London*

1055 – 1115

Directories – are they worth it?

Speaker

David Burgess *The Legal 500, London; Membership Officer, IBA Law Firm Management Committee*

1115 – 1145 **Coffee break**

The organisers may at any time, with or without giving notice, in their absolute discretion and without giving any reason, cancel or postpone the Conference, change its venue or any of the other published particulars, or withdraw any invitation to attend. In any case, neither the organisers nor any of their officers, employees, agents, members or representatives shall be liable for any loss, liability, damage or expense suffered or incurred by any person, nor will they return any money paid to them in connection with the Conference unless they are satisfied not only that the money in question remains under their control but also that the person who paid it has been unfairly prejudiced (as to which, decision shall be in their sole and unfettered discretion and, when announced, final and conclusive).

Exhibitor



Globe Law
and Business

Thursday continued

1145 – 1245

How do we attract talent into the profession and into our firms now and in the future?

Moderator

Paul Marmor *Sherrards Solicitors, London; Co-Vice Chair, IBA Law Firm Management Committee*

Keynote speaker

David Gauke *Macfarlanes, London; Former UK Minister of Justice and Lord Chancellor*

Panellists

Paulo Coelho da Rocha *Demarest Advogados, São Paulo*

Lisa Goransson *Allen Overy Shearman, London*

Claire Sanders *Being Human Consulting, London*

1300 – 1400 **Lunch**

1400 – 1430

Keynote address: the death of the legal profession and the future of law

Speaker

Dan Hunter *Professor of Law, Kings College London, London*

1430 – 1445

Ted talk: let me share what we are doing about AI

Speaker

Matt Meyer *Mishcon de Reya, London*

1445 – 1530

Will AI eat the law?

Moderator

Moray McLaren *Lexington Consultants, Madrid; Chair, Talent and Leadership Subcommittee, IBA Law Firm Management Committee*

Panellists

Idoya Fernández *Cuatrecasas, Madrid*

Caroline Hill *Legal IT Insider, London*

Duncan Weston *CMS Legal, Frankfurt*

Jakub Ziólek *Crido, Warsaw*

1530 – 1600 **Coffee break**

1600 – 1645

Dealing with risk: limit liability or insure or both – does the future hold more claims against law firms?

Moderator

Julie Norris *Kingsley Napley LLP, London*

Panellists

Eliana Catalano *Bonelli Erede, Milan*

Martin Ellis *Howden, London*

Richard Harrison *Clyde & Co, London; Member, IBA Regulation of Lawyers' Committee Advisory Board*

Kate Wolstenholme *PwC, London*

1645 – 1745

Law firm future readiness – what are the 'elephants in the room' of the future?

Moderator

David Patient *Travers Smith, London; Membership Officer, IBA Law Firm Management Committee*

Panellists

Zulon Begum *CM Murray, London; Co-Chair, ESG Subcommittee, IBA Law Firm Management Committee*

Gabrielle Dannberg *Dittmar & Indrenius, Helsinki*

Filippo Troisi *Legance, Milan*

Julian Yarr *Julian Yarr Advisory, Dublin*

1745 **Closing remarks**

Stephen Revell *Consultant, Making Change Happen, London; Co-Chair, IBA Law Firm Management Committee*

1800 – 2000 **Networking reception**

The Reading Room, The Law Society

The IBA, its officers and staff accept no responsibility for any views expressed, presentations or materials produced by delegates or speakers at the Conference.

Continuing Professional Development/Continuing Legal Education

For Conference delegates from jurisdictions where CPD/CLE is mandatory, the IBA will provide a Certificate of Attendance for the Conference. Subject to CPD/CLE requirements, Conference delegates can use this to obtain the relevant number of hours' accreditation. The number of CPD/CLE hours available may vary depending on the rules applied by the members' bar association/law society on time recording criteria.

A Certificate of Attendance is available to Conference delegates on request. Please ask at the IBA Conference registration desk for information on how to obtain the certificate.

Information

Date

30 November 2023

Venue

The Law Society Hall
113 Chancery Lane
London WC2A 1PL

<https://www.lawsociety.org.uk/contact-or-visit-us/>

Language

All working sessions and Conference materials will be in English.

By registering for the conference you agree to the following delegate code of conduct, the host country's local and/or national requirements and venues restrictions and precautions:

- You will not attend the conference if you are displaying any Covid symptoms.
 - Should you develop any Covid symptoms during your attendance at the conference you inform a member of IBA staff by email (**confs@int-bar.org**) and you agree not to attend any further conference sessions or related events and comply with all local and national restrictions.
- You travel at your own risk, and you agree that the IBA cannot be held responsible if you contract Covid during the conference or after returning from the conference.
- You agree to the extent permitted by law that you shall not hold IBA responsible for: any travel costs incurred for travelling to and from the conference; any travel costs that may be irrecoverable due to the cancellation or postponement of the conference; any losses or liabilities associated with contracting Covid whether on the way to, during or after the conference.
- You agree that, if asked by the relevant local or national authorities, the IBA has permission to pass on your personal information and contact details to those authorities should contact tracing be required.

Fees

Online registrations received:

	on or before 20 October	until 24 November
IBA member	£795	£880
Non-member*	£925	£1,015
Young lawyers (under 30 years)	£595	£1,015
Academics/judges (full-time)	£595	£1,015
Public lawyers	£595	£1,015
Corporate counsel**	£715	£1,015

After **24 November** registrations must be received in hard copy at the IBA office.

How to register

Register online by **24 November 2023** at www.ibanet.org/conference-details/CONF2368 and make payment by credit card to avail of the ten per cent online registration discount or complete the attached registration form and return it to the Conference Department at the IBA together with your proof of bank transfer payment. You should receive an email confirmation of your registration within five days; if you do not, please contact **confs@int-bar.org**.

All conference delegates must provide full and accurate information regarding their identity and contact information. Failure to do so will result in their conference registration being cancelled.

Fees

Hard copy registration forms and fees received:

	on or before 20 October	after 20 October
IBA member	£880	£980
Non-member*	£1,030	£1,130
Young lawyers (under 30 years)	£660	£1,130
Academics/judges (full-time)	£660	£1,130
Public lawyers	£660	£1,130
Corporate counsel**	£795	£1,130

* By paying the non-member fee, we welcome you as a delegate member of the IBA for the year in which this Conference is held, which entitles you to the following benefits:

- 1) Password access to certain parts of the IBA website.
- 2) Receipt of *IBA E-news* and access to online versions of *IBA Global Insight*.
- 3) The member rate for any subsequent Conference registrations for this calendar year.

A reduced rate is offered to IBA Corporate Group Members. Please contact **confs@int-bar.org to obtain a 25 per cent discount on the IBA Member fee.

If you would like to become a full or general member of the IBA, which includes membership of one committee or more – and inclusion in and access to our membership directory – we encourage you to do so now in order to register for this Conference at the member rate. You can find full details of how to join at www.ibanet.org.

A reduced rate is offered to lawyers who are over the age of 65, have been an IBA member for more than 20 years and are no longer practising law.

Full payment must be received to obtain your Conference documentation.

Fees include:

- Attendance at all working sessions
- Access to the Conference materials from the IBA website (www.ibanet.org), including any available speakers' papers submitted to the IBA before 24 November
- Access to live delegate search
- Lunch on Thursday
- Tea and coffee during breaks
- Reception on Thursday
- VAT currently at 20%

Please note that registrations are not transferable.

List of participants

In order for your name to appear in the list of participants, your registration form must be received by **24 November** at the latest.

Live delegate search

Delegates can use the live delegate search via the IBA website, in order to use this function delegates will need to be logged into their My IBA. This will allow search access to up-to-date attendance lists.

Registration confirmation

Upon receipt of your payment for the Conference a confirmation email will be sent to you which contains information regarding your attendance at the Conference. You will also be able to view and download your payment information and manage your registration via your My IBA profile on the IBA website.

Photography and filming

Certain sessions and/or social functions may be photographed and/or filmed and some of this content may be used for future IBA marketing materials, member communications, products or services. Should you have any concerns about this, or do not wish to be featured in any of these materials please contact the IBA Marketing Department at ibamarketing@int-bar.org.

Payment of registration fees by bank transfer or BACS payment

Registration forms received without proof of payment will NOT be processed until proof of payment has been received.

Pounds sterling: by bank transfer or BACS payment to the IBA account number: 13270222 (Sort Code 56-00-03) at the National Westminster Bank, St James's & Piccadilly Branch, 208 Piccadilly, London W1A 2DG, United Kingdom.

SWIFT address NWBKGB2L, IBAN GB05NWBK56000313270222

Please ensure that a copy of the bank transfer details is attached to your registration form.

Euro: by bank transfer to the IBA account at the National Westminster Bank, St James's &

PLEASE ENSURE THAT YOUR NAME AND 'CONF2368LONDON' APPEAR ON ANY TRANSFER OR DRAFT.

No deductions or withholdings

All fees payable to us by you in accordance with the terms contained in this 'Information' section shall be paid free and clear of all deductions or withholdings whatsoever.

If any deductions or withholdings are required by law to be made from any fees payable to us by you under the terms contained in this 'Information' section you shall pay such sum as will, after the deduction or withholding has been made, leave us with the same amount as we would have been entitled to receive in the absence of any such requirement to make a deduction or withholding.

If we obtain the benefit of any tax credit or other relief by reference to any such deductions or withholdings, then we shall repay to you such amount as, after such repayment has been made, will leave us in no worse position than we would have been had no such deductions or withholdings been required.

Conference sell-outs

The IBA places its conferences in venues of a suitable size for each event; however, there are times when our conferences may sell out. Should this happen, prospective delegates will be informed, and a waiting list will

Book with confidence

- If the IBA needs to reschedule the event, your registration will be automatically transferred to the new date and no additional fees will be charged. If this date is not convenient for a delegate, a refund of the cost of the conference place will be available on request to the IBA.
- If the IBA is unable to reschedule the conference within 12 months of the original scheduled date, a full refund of the cost of the conference place will automatically be made to all delegates.
- Please note that the IBA will not provide refunds for any costs incurred including any travel costs.

Please note, these terms are subject to any more restrictive or different local requirements and may be altered and amended from time to time to reflect any changes to restrictions or government requirements.

Promotional literature

Please note that no individual or organisation may display or distribute publicity material or other printed matter during the Conference, unless by prior arrangement with the IBA. Organisations and companies wishing to discuss promotional opportunities should contact the IBA Sponsorship Department at sponsorship@int-bar.org.

operate. The waiting list will function on a 'first come, first served' basis, subject to receiving registered delegate cancellations. The waiting list for a conference will close once it has reached ten per cent of the conference venue capacity, as it is very unlikely a place will become available. The IBA will not be liable for any travel or accommodation expenses incurred by an individual who travels to a conference without a confirmed place at the event.

Cancellation of registration or social functions

If cancellation is received in writing at the IBA office by **17 November 2023**, fees will be refunded less a 25 per cent administration charge. Refunds will be made minus any monies owed to the IBA.

We regret that no refunds can be made after this date. Registrations or social function bookings received after **17 November** will not be eligible for any refund of fees.

Should you have difficulties in obtaining your visa and are not able to attend the Conference this cancellation policy will still apply.

Upon submission of your completed Conference registration form to the IBA you are considered 'registered' pending payment. Please note that the cancellation terms and conditions as indicated will apply as soon as your registration is received.

Provided you have cancelled your registration to attend an IBA Conference in accordance with the terms of the 'cancellation of registration' clause included in the 'Information' section of the relevant Conference programme, you must then confirm to us in writing at the IBA office as soon as possible, but in no event later than one year (12 calendar months) from the date of any such Conference, all necessary details to enable any reimbursement owed to you to be paid. We regret that no refunds will be made after the date that is one year (12 calendar months) after the date of the relevant Conference.

Travel arrangements and visas

Participants are responsible for making their own travel arrangements. It is recommended that you check your visa requirements with your local embassy or consulate. **We are unable to dispatch visa invitation letters to support your visa application prior to receipt of your registration form and full payment of registration fees.**

Please apply for your visa in good time.



Accommodation

The IBA does not have a room block however if you wish to book accommodation, details on hotels near to the Law Society can be found on the conference webpage: www.ibanet.org/conference-details/CONF2368

Delegates are responsible for making accommodation reservations directly with the hotel and entering into an agreement with the hotel regarding credit card guarantees, cancellation terms and conditions, and room rates. The IBA cannot accept responsibility for hotel accommodation disputes between a delegate and the hotel.

Unauthorised accommodation agents

It has been brought to our attention that there are multiple companies contacting past attendees, claiming to represent the IBA, offering 'assistance' with registration and hotel bookings.

They are operating by cold-calling and spamming companies whose names have appeared on previous List of Participants, Programmes and Sponsorship recognition. The only Accommodation Agent the IBA works with is Judy Lane ICS. Judy Lane ICS do not contact delegates on behalf of the IBA without delegates making initial contact. Please ignore any communication that does not come directly from the IBA or Judy Lane ICS.

Disabled access

The Law Society is accessible. Please notify us if you require special assistance.

Social programme

Networking reception

30 November, The Reading Room, The Law Society
113 Chancery Lane, London, WC2A 1PL

One place per registered delegate is permitted.

IBA Harassment Policy

IBA IBA conferences provide unrivalled professional development and network-building opportunities for international legal practitioners and their professional associates. The IBA values the participation of every delegate and member of the IBA and wants all attendees to have an enjoyable and fulfilling experience. Accordingly, all Conference attendees are expected to show respect and courtesy to other attendees, IBA staff and those involved with hosting the events throughout the Conference and at all Conference events, receptions, and parties, whether officially organised by the IBA or others. All delegates, guests, attendees, speakers, exhibitors, staff and volunteers at any IBA event are required to conform to the IBA Harassment Policy.

See www.ibanet.org/iba-harassment-policy



IBA 2024 MEXICO CITY

ANNUAL CONFERENCE OF THE INTERNATIONAL BAR ASSOCIATION

15 - 20 Sept



CENTRO CITIBANAMEX, MEXICO CITY, MEXICO

The 2024 IBA Annual Conference will be held in Mexico City. Located between the USA and South America, Mexico has a rich history and is the largest Spanish-speaking country in the world. With a population of almost 130 million, a rich cultural history and diversity, and abundant natural resources, Mexico is one of the world's 15 largest economies and the fourth-largest economy and a significant financial centre in the Americas. Mexico City will be an exceptional host for the IBA Annual Conference.

WHAT WILL IBA 2024 OFFER YOU?

- Access 5,000+ attendees representing over 2,700 law firms, corporations, governments and regulators from more than 130 jurisdictions
- Hear from leading international figures, government officials, general counsel and experts from across all practice areas and continents
- Opportunities to win more work and referrals at the world's best networking and business development event for lawyers and law firms
- Save time and money by meeting all of your legal contacts under one roof



TO REGISTER YOUR INTEREST:

Visit: www.ibanet.org/conference-details/CONF2421

To receive details of all exhibiting and sponsorship opportunities for the IBA Annual Conference in Mexico City, email andrew.webster-dunn@int-bar.org

OFFICIAL CORPORATE
SUPPORTER



Registration form

Building the Law Firm of the Future

30 November 2023, The Law Society, London, England



Please read the 'Information' section before completing this form and return it together with your proof of bank transfer to the Conference Department at the address below.

REGISTER ONLINE AT **WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2368** TO MAKE IMMEDIATE AND SECURE PAYMENT BY CREDIT CARD AND OBTAIN A TEN PER CENT DISCOUNT ON THE FEES BELOW

PERSONAL DETAILS *(Please attach your business card or write in block capitals)*

Title _____ Given name _____ Family name _____

Name and country to be shown on badge *(if different from above)* _____

IBA Membership number *(if applicable)* _____ Date of birth _____

Firm/company/organisation _____

Address _____

Country _____

Tel _____ Email _____

SPECIAL DIETARY REQUIREMENTS

If you have special dietary requirements, due to allergen intolerances, medical, religious reasons or a life choice, please specify the requirement below. The IBA is unable to cater for dietary requirements other than for the above reasons.

☐ Please tick box if you have allergen intolerances and specify _____

Please state all other dietary requirements clearly, i.e. I am a vegetarian.

Disclosure of dietary information denotes you have agreed to the IBA sharing this information with relevant third parties who are providing catering on our behalf.

TO OBTAIN A TEN PER CENT DISCOUNT ON THE FEES BELOW,
PLEASE REGISTER BY **24 NOVEMBER** ONLINE AT **WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2368**
IBA MEMBERS CAN REGISTER ONLINE BY **20 OCTOBER** FOR **£795**.
PLEASE SEE 'INFORMATION' FOR FURTHER ONLINE REGISTRATION DETAILS.

HARD COPY REGISTRATION FORMS AND FEES RECEIVED:	on or before 20 October	after 20 October	amount payable
IBA member	£880	£980	£
Non-member*	£1030	£1130	£
Young lawyers (under 30 years)	£660	£1130	£
Academics/judges (full-time)	£660	£1130	£
Public lawyers	£660	£1130	£
Corporate counsel**	£795	£1130	£
Social function			
Networking reception	<input type="checkbox"/>		NIL

One reception place per registered delegate is permitted.

TOTAL AMOUNT PAYABLE £

*JOIN THE IBA TODAY AND REGISTER FOR THIS CONFERENCE AT THE IBA MEMBER RATE.
PLEASE FIND THE MEMBERSHIP APPLICATION FORM AT **WWW.IBANET.ORG**.

**A REDUCED RATE IS OFFERED TO IBA CORPORATE GROUP MEMBERS.
PLEASE CONTACT **CONF5@INT-BAR.ORG** TO OBTAIN A 25 PER CENT DISCOUNT ON THE IBA MEMBER FEE.



A REDUCED RATE IS OFFERED TO LAWYERS WHO ARE OVER THE AGE OF 65, HAVE BEEN AN IBA MEMBER FOR MORE THAN 20 YEARS AND ARE NO LONGER PRACTISING LAW. PLEASE CONTACT THE IBA OFFICE FOR FURTHER INFORMATION.

FULL PAYMENT MUST BE RECEIVED IN ORDER TO PROCESS YOUR REGISTRATION.
PLEASE NOTE THAT REGISTRATIONS ARE NOT TRANSFERABLE.

METHODS OF PAYMENT

By credit card

Register online at www.ibanet.org/conference-details/CONF2368 and make immediate and secure payment by credit card

Note: please do not send your credit card details on the registration form or within an email or fax.

By bank transfer or BACs payment

Registration forms received without proof of payment will NOT be processed until proof of payment has been received.

Pounds Sterling: by bank transfer or BACS to the IBA account number: 13270222 (Sort Code 56-00-63) at the National Westminster Bank, St James's & Piccadilly Branch, 208 Piccadilly, London W1A 2DG, United Kingdom.

SWIFT address NWBKGB2L, IBAN GB05NWBK56000313270222

Please ensure that a copy of the bank transfer details is attached to your registration form.

WHERE DID YOU FIRST HEAR ABOUT THIS CONFERENCE?

- | | | | | |
|---|---|---|-----------------------------------|--|
| <input type="checkbox"/> IBA CONFERENCE | <input type="checkbox"/> OTHER CONFERENCE | <input type="checkbox"/> DIRECT MAIL | <input type="checkbox"/> INTERNET | <input type="checkbox"/> ADVERTISEMENT |
| <input type="checkbox"/> EMAIL | <input type="checkbox"/> EDITORIAL | <input type="checkbox"/> RECOMMENDATION | <input type="checkbox"/> OTHER | |

Please provide further details, quoting code (if applicable)

The International Bar Association would like to keep in touch with you about relevant news, events, publications and membership. You can opt out of receiving information at any time by emailing member@int-bar.org or by logging into My IBA and updating your preferences. Your details will be included in the list of participants. If you do not want your details to be included in the list, please email confs@int-bar.org.

For further details on how your data is used and stored: www.ibanet.org/privacy-policy

PLEASE SEND THE COMPLETED FORM TO INTERNATIONAL BAR ASSOCIATION:

Conference Department

Chancery House, 53-64 Chancery Lane, London WC2A 1QS, United Kingdom

Email: confs@int-bar.org www.ibanet.org



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, law firms 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 80,000 individual lawyers and more than 190 bar associations and law societies spanning over 170 countries.

Inspired by the vision of the United Nations, the IBA was founded in the same spirit, just before the Universal Declaration of Human Rights was proclaimed in 1948.

The IBA covers all practice areas and professional interests, providing members with access to leading experts and up-to date information, enabling them to better represent their clients' interests.

Through its various committees, fora, and task forces, the IBA facilitates the exchange of information and views among its members as to laws, practices and professional responsibilities relating to the practice of law around the globe.

Law Firm Management Committee overview:

The Committee's diverse membership is drawn from the profession around the world and from firms of all sizes and areas of practice.

The Committee pursues its mission through a number of activities including the annual IBA conference at which the Committee regularly offers a wide range of sessions addressing current top-of-mind issues; regional conferences, generally in coordination with the IBA's regional fora, which address current law firm management issues of regional interest; webinar programs; e-bulletins; and our publications and other material accessible to members on our website.

Once you join the Committee, you may actively contribute to its work by:

- Joining one of the Committee's five subcommittees: Strategy and Finance; Business Development and Marketing; Talent and Leadership; Knowledge Management and IT; or Small and Medium Firms;
- Contributing to Law Firm Management publications including the e-bulletins; and
- More generally, sharing your own know-how while learning from others and participating actively at IBA conferences and the committee events and initiatives including its webinars.

Contact information

International Bar Association

Chancery House, 53-64 Chancery Lane

London WC2A 1QS, United Kingdom

Tel: +44 (0)20 7842 0090

Email: member@int-bar.org www.ibanet.org