

13th Annual IBA Real Estate Investments Conference

Speed Dating

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Speed Dating - Rules

-  You must find a person that you **haven't met yet/don't know very well**
-  The clock runs for **6 minutes**
 -  • Get to know each other and **talk about yourself and your interests!**
 - Ask each other the **three questions** we have prepared (next slide!)
-  After time has run out, say your goodbyes (for now) and **find a new person to talk to**
 - You will get **another 6 minutes** with each person you talk to!

3 Questions to ask each other / 1 task

You have 6 minutes of time with each person you talk to:

- Go ahead with the task and questions – try to stay within 30-45 secs each / 1 minute for Q 3 each!
- Task: Give an elevator pitch and **introduce yourself!**
 - Name | Country | Law firm | Areas of practice
- **Q 1:** What do you especially **enjoy about being a lawyer** / your work as a lawyer?
- **Q 2:** What else – other than your job – **fascinates** you?
- **Q 3:** What would you say is **interesting for a foreign real estate investor** in your jurisdiction?

Thank you for joining our speed
dating session!