

#IRVIRTUALEVENT20



Post Event Pack | Virtual Event 2020

The New World

IR Global Virtual Event



Berlaci



Thank you, from IR Global!

Thank you to everyone who attended 'The New World' virtual conference. We welcomed over 500+ attendees from 80+ jurisdictions in a total 51 sessions. A truly global event!

Attendees heard from IR Global as to what is currently happening in the group, our plans for 2021, how to make the most of the membership and how best to utilise digital marketing during this period of limited travel.

Member breakout sessions included our practice area, regional and sector groups discussing the current challenges but also the opportunities that exist and how they can best work together. During these sessions it was so heart-warming for us to listen to the goodwill between members and how so many of you are working together to fulfil your client's needs.

The multiple guest speakers looked at variety of business development ideas and tools as well as mental health issues that continue to be a side-effect of COVID-19. We all need to continue to develop and adapt our businesses but provide support to our clients and the people we work with.

For me personally, the best part of this virtual conference was to see many members who haven't attended an in-person event before being able to connect and network with regular event attendees. This, above all else, is what I will take away from the event.

I think we all recognise the value of staying connected and, dependent on your feedback, I'm pretty sure we will do this again!

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

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

Yours Sincerely



Ross Nicholls, Business Development Director



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THANK YOU TO OUR SPONSORS

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Partner, The Torrey Firm

Employment Law - US - 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
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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.



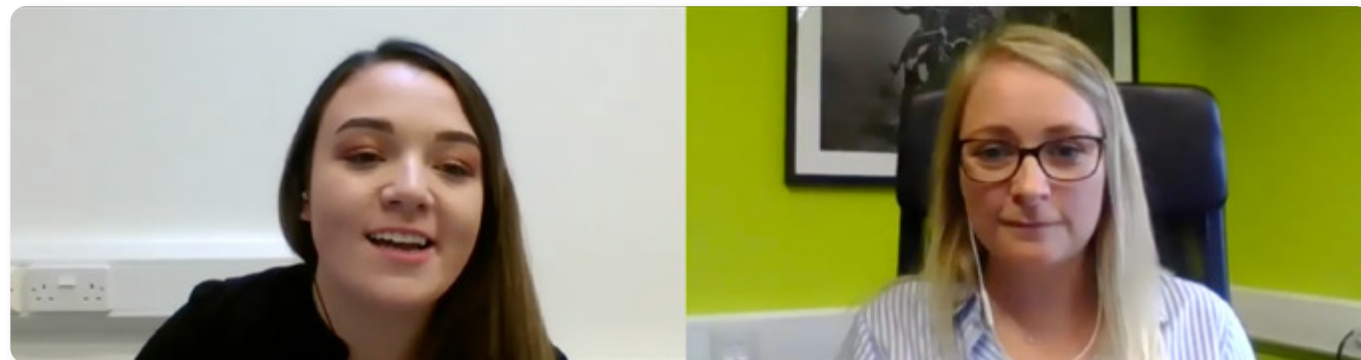
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IR Global Sessions

The IR Global team came together to keep members up to date with the inner workings of the group, and how to make the most of both your memberships and the additional services (IR Digital) that are available to you.



We opened the first week of our Virtual Event hearing from IR on what was is currently happening in the group, our plans for 2021, how to make the most of the membership and how best to utilise digital marketing for your business during this period of limited travel.



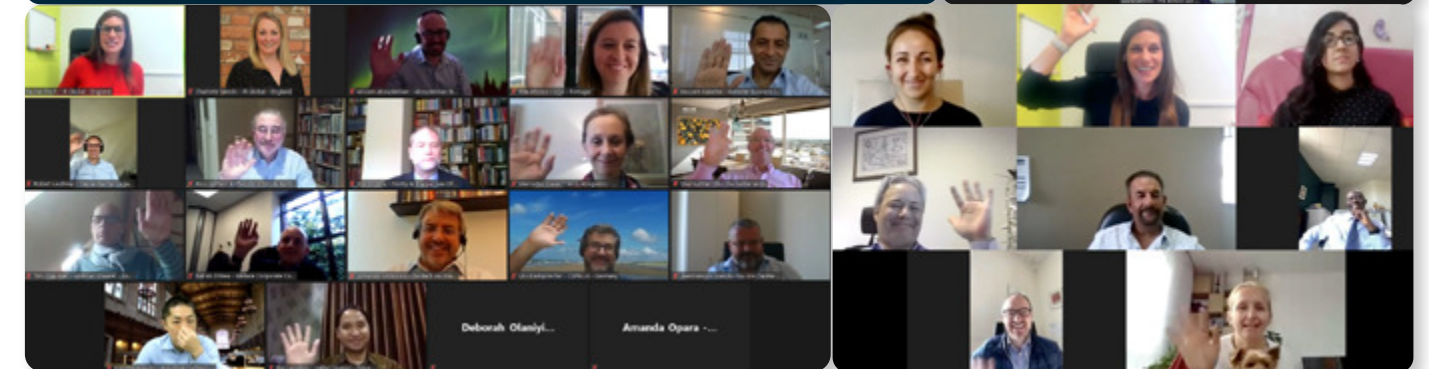
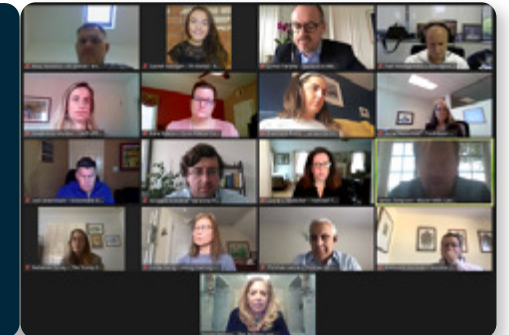
Regional and Breakout Sessions

During the Virtual Event there were a variety of practice area breakout sessions hosted by respective committee members.

We had practice area, sector and regional breakout sessions hosted by our respective committee members.

The content for each session was prepared by the committees in advance to ensure thought provoking discussions and networking opportunity between members.

It was fantastic to hear of so much collaboration and gestures of good will between the group.



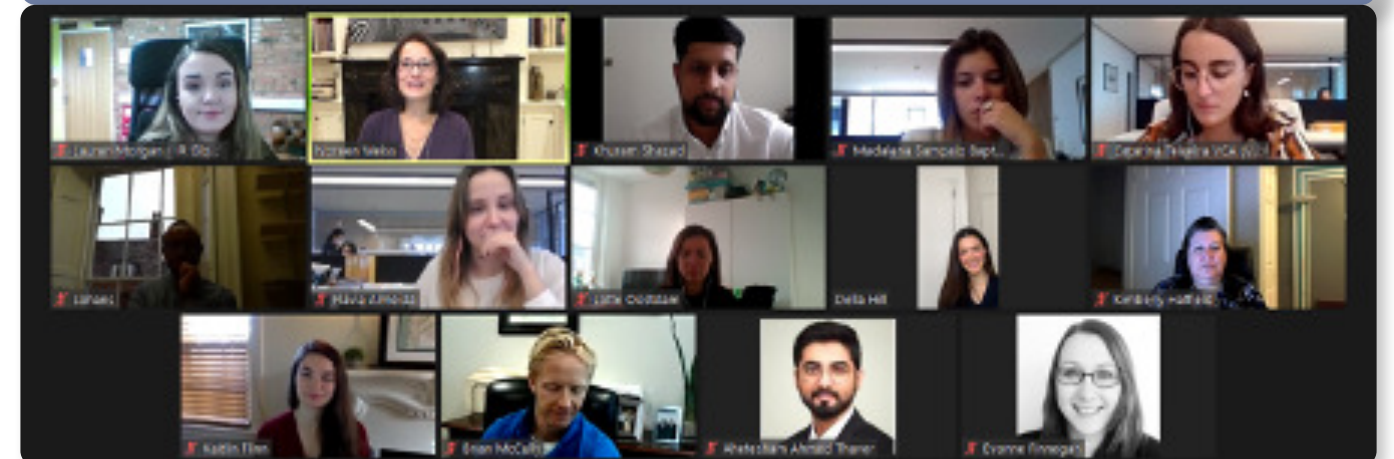
Rising Stars

We brought together our Rising Stars to provide introductions, and expert advice into developing their career.

We were delighted to be joined by our long-standing member Noreen Weiss of MacDonald Weiss PLLC, New York for the Rising Stars virtual session. The guidance and insight that Noreen provided was certainly invaluable and touched on the best advice she has been given in business, the biggest challenge she has overcome during her career, what she looks for in an 'up and comer' and best practice for networking.

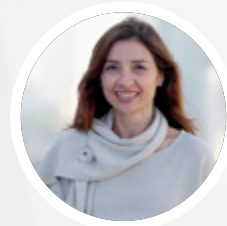
"It was indeed an insightful session! Many thanks."

- Ahetesham Ahmed A. Thaver, ALMT Legal, Advocates & Solicitors – India



Virtual Event Speakers

We were joined by a selection of great speakers discussing various topics from digital marketing to mental health in the workplace.



JENNIFER FONDREVAY
LEADERSHIP LESSONS FROM COVID-19

Shai and Jennifer discussed key themes including 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.

Read Jennifer's Amazon **best seller** "now what? A survivor's guide for thriving through mergers & acquisitions."



UNA MC SORLEY
PITCHING TO WIN

Una's webinar took us 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. This webinar gave us the



DAVID FISHER
HOW THE COMING AGE OF DIGITAL TRUST WILL TRANSFORM OUR LIVES

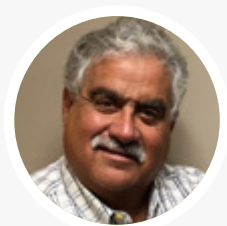
David discussed how the same blockchain technology that powers the Bitcoin and Ethereum cryptocurrencies will be applied to all our data, bringing with it, levels of privacy, security, automation, and productivity previously thought to have been impossible.



David Ardron
COVID AND MENTAL HEALTH IN THE WORKPLACE

Whilst our working lives have been changing for a while now, it is so important to look after your mental health at work. Speakers from the England's leading mental health charity Mind discussed the pandemic and its effects on mental health, an organisational approach to mental health in the working place and returning to work and working from home.

Learn more about [Mind](#).



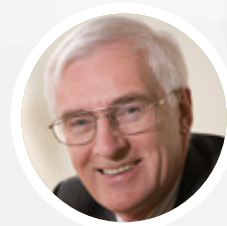
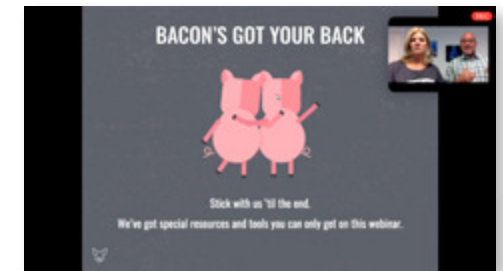
MARK BEREZOW
CLIENT RETENTION IN A CRISIS

Mark took us through the K.A.R.E model (KEEP, ATTAIN, RECAPTURE, EXPAND) and how to use it. The current business climate and a tactical business development plan consistent with today's environment.



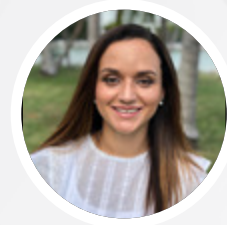
DAVE KUSTIN & WENDY LEIBER
HOW TO GET 50+ LEADS IN AN HOUR

Dave and Wendy took us through their 3-Step Method for Hosting (Easy!) Virtual Events on Zoom that Get a Month of Networking Done in 60 Minutes or Less sharing their secrets to putting on stellar virtual events that attract new leads, invite new referrals, and keep your customers coming back for more.



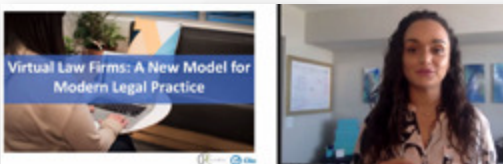
JACK DOWNTON
MAXIMISING IMPACT FOR VIRTUAL DELIVERY

During this session Jack took us through the set-up, delivery, and structure of the message to obtain maximum impact and buy-in in a virtual setting.



NEFRA-ANN MACDONALD
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. Nefra discussed with us what a virtual law firm is, and how it Works and Why you should consider starting a virtual practice.



TAMERA LOERZEL
REMOTE BUSINESS DEVELOPMENT IN THE AGE OF SOCIAL DISTANCING

During this session Tamera helps us to overcome the objections and get comfortable with remote business development. How to 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.



NORMAN 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? During this session Norman discussed planning assumptions, signs, and portents that can be used.



Testimonials

Great to hear what our members thought of the event! Your feedback is invaluable to our event development.

Innovative, unconventional, dedicated, value creators, are a few words i would describe the IR Global team! proud to be a member of a network that defies all odds & gives its members more than they can expect!

- *Wissam Abousleiman of Abousleiman & Co, Lebanon*



A very successful and well organised event which gave us all an opportunity to continue our dialogue and co-operation and defying the Covid-19 virus.

- *Zihni Bilgehan of Ersoy Bilgehan Lawyers & Consultants, Turkey*



It was a great experience! I think it was very important to know for the first-time other colleagues and to share our experiences on these difficult times. Thank you!

- *Rita Tigeleiro Afonso of Valadas Coriel & Associados, Portugal*



Another great virtual event, meeting many friends at once and sharing valuable information, insights and experiences. A special thanks to the IR Global MENA Committee for having invited me to give a short presentation and for having organized a very productive meeting.

Thanks also to IR Global for the continuous support.

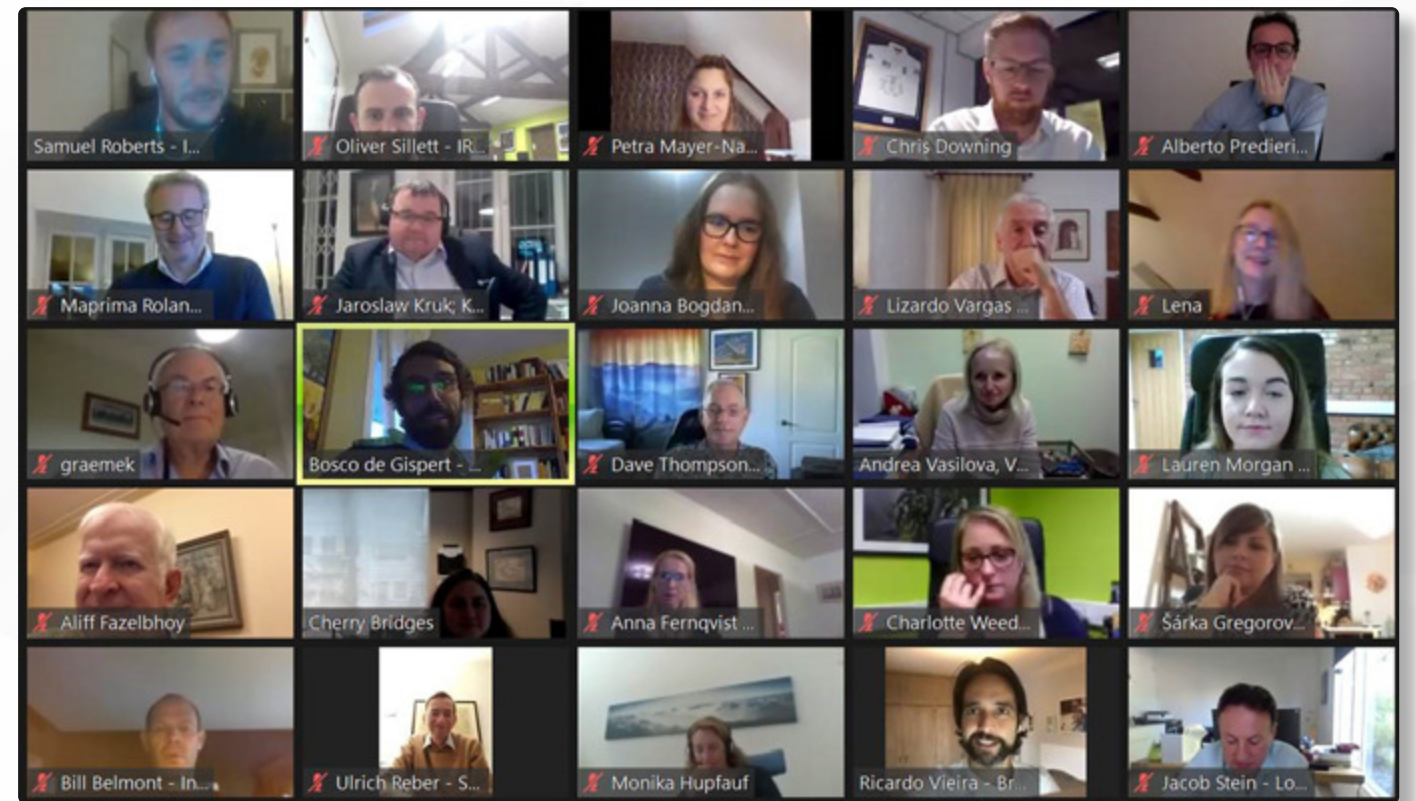
- *Alberto Predieri of de Bedin & Lee studio legale, Italy*



Recorded material

For those unable to attend sessions, we have recorded several our IR and speaker sessions which are now available for you to view in the resources section of the member area on the IR website, along with all other post-event material provided. You need to be logged in to view.

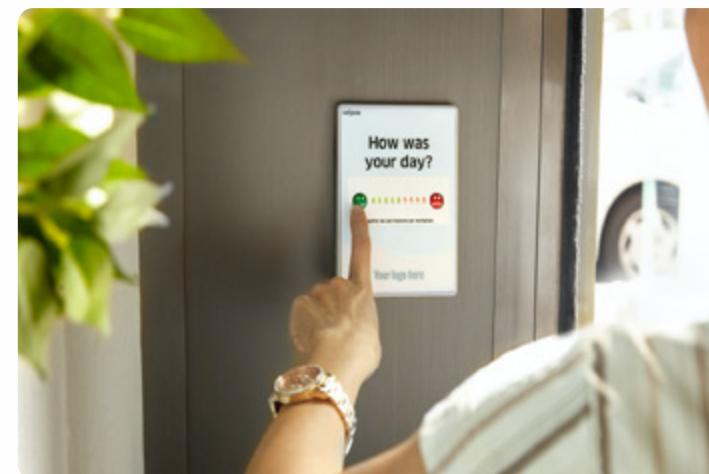
To access please login into the member area [here](#).



Post Event Feedback

Your feedback is important to us so we can continue to improve your experience for future events.

Please take 5 minutes to complete the survey [here](#).





Going Beyond **Expectations**

www.irglobal.com

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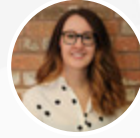
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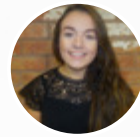
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