



Union Internationale des Avocats  
International Association of Lawyers  
Unión Internacional de Abogados

Webinar presented by the UIA Future of the Lawyers commission

# Networking, Marketing, and Attracting Clients in Times of Pandemic

February 16 & 17, 2021

#UIAFutureOfTheLawyers

[www.uianet.org](http://www.uianet.org)



## ORGANIZING COMMITTEE

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## INTRODUCTION

How can lawyers **develop and stay connected to clients** in times where in-person interaction continues to be limited for the foreseeable future? How can **mutual trust** be established and **working relationships** forged?

Join us a for a two day webinar with in-house lawyers and marketing experts from law firms and consulting companies around the world.



## HOW TO REGISTER

Register online at [www.uianet.org](http://www.uianet.org)

### Registration fees:

- **UIA MEMBER** – Including the 3 sessions € 80\*
- **NON-MEMBER** – Including the 3 sessions € 120\*

**After registering, you will receive a confirmation email explaining how to join the webinar.**

Please note that the number of places is limited. The organisers reserve the right to refuse registrations in the event of excess applications. Admission will be on a first come – first served basis and will only be confirmed upon receipt in full of the registration fees.

\*Amounts exclusive of VAT. The VAT (20%) can be applied to the amount stated above according to the European Directive 2006/112/CE of November 28, 2006. If you have one, please provide your EU VAT ID number. For more information, please contact the UIA.

## LANGUAGE

The working language will be **English**.

## CONTINUING LEGAL EDUCATION

Every participant attending the Forum will receive a “Certificate of Participation” at the end of the event that may be to obtain “Credits” for “Continuing Legal Education”.

## CONTACT & INFORMATION

Please do not hesitate to contact us at [uiacentre@uianet.org](mailto:uiacentre@uianet.org) or by phone **+33 1 44 88 55 66** should you have any questions.

## SESSION N°1 - Challenges and Opportunities for Lawyers and Clients in the New Normal

Tuesday, February 16  
from 4:00 PM CET to 5:30 PM CET (Paris time)

### Welcome and Opening of the Webinar

- **Jorge MARTÍ MORENO**, *UIA President, Uría Menéndez, Valencia, Spain – or his Representative*

### Moderators

- **Aníbal SABATER**, *President of the UIA Future of the Lawyers commission, Chaffetz Lindsey LLP, New York, NY, USA*
- **Nadia DARWAZEH**, *Vice-President of the UIA Future of the Lawyers commission, Clyde & CO LLP, Paris, France*

### Speakers

- **Itzik AMIEL**, *Founder & CEO, International Speaker, Bestselling Author, Business Mentor, The Switch, Amsterdam, The Netherlands*
- **Pippa BLAKEMORE**, *Strategic Business Partner, The Pep Partnership LLP, Reading, UK*
- **Kai-Uwe KARL**, *Global Chief Litigation Counsel, GE Renewable Energy, London, UK*

## SESSION N°2 - Pitching to, Acting for, and Reporting to Clients Remotely: Do's and Don'ts

Wednesday, February 17  
from 3:30 PM CET to 4:30 PM CET (Paris time)

### Moderator

- **Nadia DARWAZEH**, *Vice-President of the UIA Future of the Lawyers commission, Clyde & CO LLP, Paris, France*

### Speakers

- **Libby COVINGTON**, *Partner, Craig Marketing Group, Houston, TX, USA*
- **Michael McLWRATH**, *Global Litigation Counsel, Baker Hughes, Milan, Italy*

## SESSION N°3- How to Maintain a Professional Network without In-Person Contact

Wednesday, February 17  
from 5:00 PM CET to 6:00 PM CET (Paris time)

### Moderator

- **Aníbal SABATER**, *President of the UIA Future of the Lawyers commission, Chaffetz Lindsey LLP, New York, NY, USA*

### Speakers

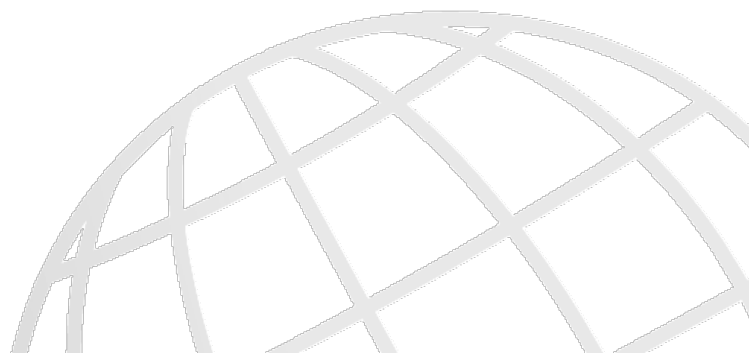
- **Elise HOLTZMAN**, *The Lawyer's Edge, New York, NY, USA*
- **Erin LAWLER**, *Global Head of M&BD Operations, Hogan Lovells, New York, NY, USA*

## Bringing Together the World's Lawyers

UIA is the global and multicultural organisation for the legal profession, established in 1927 and now with members in 110 countries. UIA facilitates professional development and international exchange of information and ideas, promotes the rule of law, defends the independence and freedom of lawyers worldwide, and emphasizes friendship, collegiality and networking among members.

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## CANCELLATION CONDITIONS

All cancellations will be subject to a 50% deduction and will have to be sent in writing, to be received by the International Association of Lawyers (UIA – Union Internationale des Avocats) **no later than February 2, 2021**. No refund will be made for cancellations received after this date.

A participant, who cannot attend, may send a substitute participant without any additional cost. Please inform the UIA in writing ([uiacentre@uianet.org](mailto:uiacentre@uianet.org)) prior to the event.

## GENERAL CONDITIONS

All registrations received by the International Association of Lawyers (UIA – Union Internationale des Avocats) along with the full payment of fees corresponding to the events selected will be confirmed in writing. If you have not received an email confirmation within 48 hours after your registration, please contact the team at [uiacentre@uianet.org](mailto:uiacentre@uianet.org)

The UIA reserves the right to cancel or postpone the webinar to a later date, change the programme, make any corrections or modifications in the information published in the programme and cancel any invitation to participate in the webinar, at any time and at their entire discretion, without having to provide any reasons for the same.

Neither the UIA, nor any of its managers, employees, agents, members or representatives shall be held responsible for any loss or damage, of any nature, suffered (directly or indirectly) by a delegate, accompanying person or a third party following any cancellations, changes, postponements or modifications.

Neither the UIA, nor any of its managers, employees, agents, members or representatives shall be held responsible for any loss or damage, of any nature whatever, suffered (directly or indirectly) by a delegate or accompanying person, except in case of death or personal injury due to gross negligence by the UIA.

The contractual relations between the UIA and each participant (delegate) in relation to the webinar are subject to French law and jurisdiction, to the exclusion of any other law. Paris is the city of jurisdiction.

## FILMING, PHOTOGRAPHY AND SOUND RECORDING

In registering for our events, delegates and speakers grant permission to the UIA, its agents and others working under its authority, to film, record or photograph at its events. It is understood that these recordings and photographs may be used for promotional, news, online/multimedia and/or

marketing purposes for the promotion of the organisation and its events. If you wish to be excluded from any recording or photograph, please email us at [uiacentre@uianet.org](mailto:uiacentre@uianet.org) at the time of your registration.

## FORCE MAJEURE

“Force majeure” means any events external to the parties, of both an unforeseeable and insurmountable nature that prevents either the client or the participants, or the agency or service providers involved in organising the event, from executing all or part of the obligations provided for in the present agreement. By express agreement, such will be the case in the event of a strike affecting the means of transport, hotel staff, air traffic controllers, an insurrection, a riot or any prohibition whatsoever decreed by governmental or public authorities.

It is expressly agreed that for the parties, a case of force majeure would suspend the execution of their reciprocal obligations. At the same time, each of the parties shall bear the burden of all the expenses incumbent upon them, resulting from the case of force majeure.

## PERSONAL DATA PROTECTION

The personal data that you communicate to us shall be processed by the International Association of Lawyers (UIA – Union Internationale des Avocats), with its registered office at 20 rue Drouot, 75009 Paris (Tel: +33 1 44 88 55 66 - Fax: +33 1 44 88 55 77 - [privacy@uianet.org](mailto:privacy@uianet.org)), in accordance with Act No. 78-17 of January 6, 1978 relating to data, files and freedoms and Regulation No. 2016/679 on data protection, as of its entry into force on May 25, 2018. Your data will be managed by UIA's General Services, Events and Accounts Section:

- For the purpose of administering your registration for the event and your on-site access to the event;
- In order to pay for the selected services - your bank details will be deleted after receipt of your payment;
- In order to communicate information messages from UIA.

To the extent necessary for the execution of their respective tasks, our subcontractors in charge of our event organisation, our IT infrastructure, our management, the production and maintenance of our website and extranet, are likely to gain access to your data from time to time. Their servers are located in the European Union.

Data relating to your participation in the event shall be stored for a period of 10 years. We are obliged to archive billing data until the end of the period required for our tax and accounting obligations, i.e. for 7 full tax years. We shall store your contact information to keep you informed until you ask us to stop. You have the right to access your data and have it corrected if necessary.

You may object to any processing of your data undertaken by us for the purposes of our legitimate interests. If you wish for more information, or to lodge a complaint, please contact CNIL (French Data Protection Authority).