



AVRIOADVOCATI

Managing legal risks in Europe and beyond.



19 – 21 september 2019

QUEBEC CITY - CANADA

AUTUMN
C o n f e r e n c e

QUEBEC CITY MARRIOTT
DOWNTOWN
850 Place d'Youville
Quebec, Canada
G1R3P6

Dear All

We are very much looking forward to seeing many of you in the capital of Quebec province - at the exceptionally beautiful Quebec City. A cordial 'thank you' to Christian and everyone involved at Sarailis Avocats for hosting the Autumn 2019 conference and organizing such an impressive agenda.

Same as we did in Frankfurt, **this time also we are starting with a formal program on Thursday evening with the MANAGING PARTNERS' FORUM.** The Managing Partners' Forum is a place where managing and other senior partners of Avrio Advocati member firms can gather, share their experiences in managing their law firm and discuss various issues concerning law firm management (ranging from day-to-day issues, such as wellness and retention, to strategic aspects of management, whether to sell your firm or buy another firm). I would urge as many of the "guiding minds" of our member firms to continue attending the forum and actively participate in discussion that will certainly work to the benefit of all involved, our network, our law firms and us as individuals.



Courtesy of our host, this time we have the privilege of having the Managing Partners' Forum at Garrison Club - a sole members club, with more than 135 years of history. After we finish with the forum we will join the rest of the group for a formal dinner. Please note that Garrison Club has rather formal dress code requirements.

Our key speaker and special guest on Friday is Norman Bacal, who will speak about leadership issues for law firms. Norman Bacal was managing partner at Henan Blaikie's. The firm was a leading brand among Canadian law firms when it collapsed dramatically in February 2014. At one point it was one of the largest law firms in the country with international offices. His book - "Breakdown" is an inside story about the rise and fall of the biggest law firm at the time and it will be our gift to each of the attendees of the conference.

On Saturday, our program will mainly be dedicated to Avrio Advocati internal matters. we will also have a very interesting **PANEL DISCUSSION** chaired by our host on how to take an advantage of CEFTA & UMSCA through Canada.

After the panel, we will divide into **LEGAL SECTOR FOCUS GROUPS for a “show and tell” session** on getting to know what work we are all doing. You may find detail information on the Legal Sector Focus Groups close to the end of this booklet. Delegates will explain to the rest of the group the work they do, whether there are interesting matters or cases they are involved in, and whether there are any legal and commercial developments in their jurisdictions that the rest of the group would benefit from hearing about.

At the end of the official program for Saturday, three of our member firms will remind our members of what they do by making a five minute presentation on their firms, as a part of getting-to-know-your-fellow-member-better process.

As you may notice, this time social agenda is rather packed, as Quebec City has so much to offer to its visitors, and our host wished to direct us to the most impressive spots and things to do in and around Quebec City.

What follows is some information about how to get to the Hotel, the business and the social agenda. Most importantly, there is a form for you to complete in which you book attendance at the various events and pay in advance. I cannot emphasise enough how important it is that you pay in advance so that we avoid the need for cash accounting. At the end of the document you can find the form that you need to complete and send it back to info@avrioadvocati.com as soon as possible.

We are looking forward to an informative and entertaining conference.



Kind regards
Philip Gilliland
Chairman



Quebec City Marriott Downtown
850 Place D'Youville
Quebec City, Quebec G1R 3P6 Canada

From the main train station (Gare du Palais) : It is an easy 10-minute stroll to the event venue, following Rue St. Nicholas, Cote de la Potasse and Rue de Glacis, where you can already have an idea of the beautiful inner city. Alternatively, you could always take a cab that would charge you reasonably for a 5-6 minute ride.

From Jean Lesage International Airport: We strongly recommend taking a taxi from the airport, as shuttle bus service is limited. A one-ride to the event venue costs a fixed price of CAD 35,10 and, depending on traffic, should not last more than 30 minutes (17km).



Thursday Evening

Garrison Club
97, rue St-Louis – Salon des présidents
20:00 to 21:30



We will have our gala dinner on Thursday at the Garrison Club at 20:00, right after the Managing Partners' Forum finishes. The Garrison Club is Quebec City sole member-only club, with more than 135 years of history. Thanks to our host, we will be able to have our Managing Partners' Forum and our formal dinner at the Club. The Club's restaurant is famous for its cuisine and we encourage all of you to join us!

Formal dress is required.

The Club offered us the option of two menus: meat and fish. The offer includes chosen menu option, ½ bottle of wine per person, taxes and tips.

The restaurant is within walking distance from the hotel. However, in case of poor weather or for those of you who would prefer to ride than to walk, taxi can be arranged.

Price p.p: **EUR 65 meat menu,**
 EUR 60 fish (taxes & tips included)

You can find some further information about the Club and its restaurant on the website:
www.cercledelagarnison.ca



We suggest to those of you willing to explore what the nightlife of Quebec City looks like to join us for some good Canadian beers at the Pub St-Alexandre.

Friday Morning

We left the entire Friday morning until the registration for the conference completely free as there is so much to explore in and around Quebec City.

There are indeed many things you can see and do, but our host made a sort of preselection of things to see while in Quebec: Citadelle de Québec, Quartier Petit-Champlain, Rue St-Jean, Rue Cartier, Observatoire de la Capitale, La traverse Québec-Lévis, Le Grand Marché, Les plaines d'Abraham, Maison de la littérature, les antiquaires du Vieux-Port.....



Friday Evening

**19:30 –
La Bûche - 49, rue St-Louis**

Friday dinner will take place in the La Bûche – a well known restaurant that offers traditional Quebec cuisine with a contemporary touch. Dining at this place full of folklore of Quebec province presented in a very modern way is a unique experience that should not be missed.

Vegetarian option will also be available – please indicate in the booking form if you have some food related requirements. You can find further information on the website: www.restorlabuche.com

**Price per person:
EUR 65 meat menu with 1/2 a bottle of wine included in the offer (taxes and tips included)**



Saturday Afternoon

14:30 – Sightseeing tour:

Double Decker tour with a guide. The bus will take us directly at the hotel, ride us through the city and transport us to the Chute Montmorency. At the end of the tour, the bus will return us back to the hotel. The entire guided tour with the ticket for the access to the site at Chutes Montmorency is CAD 50.

For those of you with adventurous spirit we prepared something completely different – a zip-lining at Chutes Montmorency. If you wish to try the zipline, you will need to pay additional CAD 28 and even more importantly to sign the attached waiver – without the waiver signed you would not be able to test your nerves at the Zipline! Ziplining starts at 16:00.

**Price p.p:
EUR 35 for the guided Double Decker tour and entrance fee to the park
EUR 20 for the Ziplining (the attached waiver form must be signed and sent to me in advance!)**



Saturday Evening

20:30 to 22:00

For Saturday evening we booked places in the beautiful panoramic revolving restaurant CIEL! Bistro Bar. Placed on 28th and the top floor of Concorde Quebec, CIEL! Offers guest a cozy and contemporary restaurant and bar area featuring a 360-degree view of the city. **Go “full circle”** in one hour and thirty minutes is just enough time to enjoy a divine meal while overlooking Quebec City from the sky.

Price p.p: EUR 65 for meat: (a) beef or b) chicken) or fish menu (please indicate menu preference in the booking form. The price includes meal, water, coffee and 2 glasses of house wine or two beers).



AVRIO ADVOCATI AUTUMN CONFERENCE
19th - 21st SEPTEMBER 2019
QUEBEC CITY - CANADA

THURSDAY 19 SEPTEMBER 2019

18H30 - 20H00 Managing Partners' Forum (Garrison Club)
(assemble at the reception at 18H10 for those participating at the Managing Partners' Forum and walk to the Garrison Club)

19H30 Gathering in the hotel lobby and walk to the Garrison Club for those of us not attending Managing Partners' Forum

20H00 - 21H00 Dinner at the Garrison Club

21H15 - Thursday evening drink at St-Alexander Pub (walking distance from the Garrison Club)



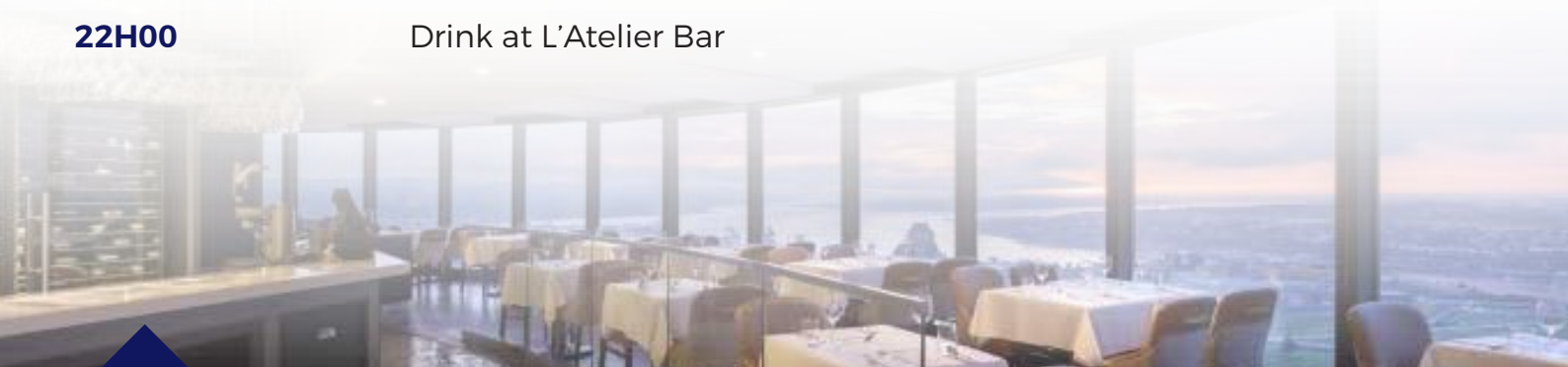
FRIDAY 20 SEPTEMBER 2019

- 09H00 - 12H30** Board Meeting Saraïlis Avocats' meeting room
686, Grande-Allée Est, suite 301 (walking distance from the hotel)
- 12H30 - 13H30** Lunch for Board Members at Pizzeria D'Youville
1014, rue St-Jean
- 13H45 - 14H00** Conference registration at the Hotel
- 14H00** Conference commences
- 14H00 - 14H10** Philip Gilliland, Chairman - Introduction to the Conference
- 14H10 - 14H30** Introduction to the Conference by the host Christian Saraïlis; short presentation of the host firm Saraïlis Avocats
- 14H30 - 14H45** Quebec City Presentation
- 14H45 - 15H30** Presentation of Mr. Norman Bacal: Leadership issues for law firms - 1st Part
- 15H30 - 15H45** Coffee & Networking
- 15H45 - 16H20** Presentation of Mr. Norman Bacal: Leadership issues for law firms - 2nd Part
- 16H20 - 16H30** Short break
- 16H30 - 17H00** Canadian cannabis business outlook: business opportunities;
Speakers: Maxime Guérin, Julien Fortier & Christian Saraïlis
- 17H00 - 17H15** Wrap up and instructions for social agenda
- 17H15 - 19H00** Free time
- 19H10** Assemble at the reception and walk to the restaurant
- 19H30 -** Dinner at La Bûche Restaurant



SATURDAY 21 SEPTEMBER 2019

- 09H30 - 10H15** Philip Gilliland - Chair
Guy Rulkin - Treasurer:
Introduction to the day
Avrio Advocati internal matters
- 10H15 - 10H45** Short presentations of 3 Avrio Advocati member firms: "Who we are and what we do"
Getting-to-know-your-fellow-member-better process
- Kim Larkin; Chartons Law, Hong Kong
- Anton Baturin; Wilson Associates, Luxembourg
- Nairy Merheje; Der Arakelian Merheje LLC, Cyprus
- 10H45 - 11H00** Coffee & Networking
- 11H00 - 11H45** Panel Discussion on how to take an advantage of CEFTA and UMSCA through Canada; Panellists: Christian Sarailis, Bruce Bowden, Guy Rulkin
- 11H45 - 12H35** Legal Sector Focus Groups Sessions (further information at the end of the document)
- 12H35 - 12H45** Chairs of Focus Groups report on discussion
- 12H45 - 13H00** Christian Sarailis - wrap up and instructions on social agenda for Saturday
- 13H00 - 14H30** Free time
- 14H30 - 17H30** Double Decker Sightseeing Tour, with a visit to the Chutes Montmorency and optional zip-lining (Zip-line booked for our group as of 16H00)
- 17H30 to 20H00** Free time
- 20H00** Assemble at the reception and walk to the CIEL! Bistro Bar
- 20H30 to 22H00** Dinner at the CIEL! Bistro Bar
- 22H00** Drink at L'Atelier Bar



AVRIO ADVOCATI AUTUMN CONFERENCE - QUEBEC CITY 19 - 21 SEPTEMBER 2019

LAW FIRM: _____

DELEGATE NAME: _____

MAIN AREA OF PRACTICE: _____

SPOUSE/PARTNER NAME (IF ACCOMPANIED): _____

ACCOMMODATION IN QUEBEC CITY: _____

DATE AND TIME OF ARRIVAL: _____

DATE AND TIME OF DEPARTURE: _____

CONTACT CELLPHONE NUMBER: _____

	ATTENDEE NAME	ATTENDEE NAME	TOTAL COST	DIETARY REQUIREMENTS (insert quantity for each selection)
THURSDAY EVENING at Garrison Club				Please choose: a) Meat menu; b) Fish menu;
FRIDAY EVENING DINNER at La Bûche Restaurant				
SATURDAY SIGHTSEEING TOUR				(not applicable)
ZIP-LINING (Note: Please fill in the waiver form sent separately)				(not applicable)
SATURDAY DINNER at CIEL! Bistro Bar				Please choose one menu option: a) Meat menu (a. 1. beef or a.2. chicken) b) Fish menu;
TOTAL AMOUNT DUE				

Please transfer the total amount due and owing to the following bank account:

ING Marnix (Brussels, Belgium) / IBAN: BE92 3630 6995 4723 / SWIFT: BBRU BE BB

I hereby confirm that in returning this Booking Form I have transferred the requisite funds to the above bank account and understand that this payment is non-refundable.

Signed: _____ Date: _____

PLEASE RETURN THIS BOOKING FORM AS SOON AS POSSIBLE TO INFO@AVRIOADVOCATI.COM AND MAKE PAYMENT TO THE BANK ACCOUNT SIMULTANEOUSLY. WHEN MAKING PAYMENT, PLEASE STATE IN THE PAYMENT TRANSFER FORM "PAYMENT IN RESPECT OF SOCIAL EVENTS FOR FRANKFURT CONFERENCE FROM"

PLEASE NOTE THAT IF FOR VALID REASONS TRANSFER OF THE MONIES INTO AVRIO BANK ACCOUNT CANNOT BE MADE, PLEASE RETURN THE BOOKING FORM AS NORMAL AND PAY THE AMOUNT TO MARINA WHEN REGISTERING FOR THE CONFERENCE IN FRANKFURT. THE AMOUNT SHOULD BE IN EUROS AND IN A SEALED ENVELOPE BEARING YOUR NAME AND THE LIST OF SOCIAL EVENTS WHICH YOU ARE ATTENDING.

On Saturday, we will be split in five Legal Sector Focus Groups as follows:

- i. Corporate Law
- ii. Commercial Property Law
- iii. Tax Law
- iv. Contract Law
- v. Family Law

Please note that following this brochure you will receive an e-mail with our proposal on composition of each group, including the proposed coordinator for every group.

We based our proposal on your area of expertise according to the data from your websites or our prior knowledge of what you do within your firms. If you would prefer to be placed in some other group, please do let us know as soon as it is possible for you via **email: info@avrioadvocati.com**.

Each of the above groups will have a discussion that should in particular include:

- i. What international work have you done in the last year?
- ii. Are there areas of learning or cooperation that you can teach each other? If so, is there a possibility of:
 - a) Producing a webinar?
 - b) Visiting each other?
 - c) Doing a joint marketing visit to a third party?
 - d) Making a client referral?
 - e) Doing a case study at a future conference to this group?

After the discussion is concluded, the coordinator of each of the groups will present the rest of the audience with short summary of the discussion. In addition, each of the coordinators is kindly required to write a short brief on the results of the discussion and e-mail it to Marina at **info@avrioadvocati.com**

