



# TERRALEX®

## 2016 GLOBAL MEETING

**New York City, NY  
September 21-24, 2016**

**Sponsored by:  
Duane Morris, Nixon Peabody, Troutman Sanders and Wiggin Dana**

### **Appropriate Attire**

The dress code for the business program is business casual, no suits, jackets, or ties are required. For evening activities, Wednesday and Saturday will be smart casual and Thursday and Friday is cocktail attire.

**For Tours:** Casual - comfortable walking shoes, nice jeans/casual sportswear, tee shirts. Be comfortable.

### **WEDNESDAY, September 21**

**11:00 a.m. – 5:00 p.m.**

**Registration/Information and Tour Desks**

**1:00 p.m. - 2:30 p.m.**

**Committee Meetings**

- Meetings Committee
- Nominating Committee

**2:30 p.m. - 4:00 p.m.**

**Committee Meetings**

- Strategic Communications Committee
- Strategic Planning Committee

**4:00 p.m. – 5:30 p.m.**

**Global Client Initiative**

Success! Join us to learn about how Member Firms are pooling resources and talent in order to win cross border business. This session will showcase how your firm can get involved in these efforts and lead our next great collaborative engagement. We will also explore some of the latest best practices in legal project management that can ensure that we deliver on our promise of seamless service.

**5:30 p.m. – 6:30 p.m.**

**Women's Global Connection Reception and Networking**

**6:15 p.m.**

**Meet at the Park Ave. entrance in the lobby for the Optional Dinner – The Loeb Central Park Boathouse**

Offering a unique, serene experience in the heart of bustling Manhattan, the Loeb Central Park Boathouse allows you to dine in the best of both worlds. Dinner will be held in a private dining area of the boathouse starting with passed hors d'oeuvres. As the night approaches and the city lights begin to glow, the view becomes even more charming as you sit down to enjoy a three course dinner.

**Dress Code: Smart Casual**

Estimated travel time: 20 minutes (2 miles)

**THURSDAY, September 22**

**7:30 a.m. – 9:00 a.m.**

**Delegate Breakfast**

**8:00 a.m. – 5:00 p.m.**

**Registration/Information and Tour Desks**

**8:00 a.m. – 12:00p.m.**

**Board of Directors Breakfast and Meeting**

\*For TerraLex Board Members Only

**12:00 p.m. – 1:00 p.m.**

**General Delegate Lunch**

**12:00 p.m. – 1:00 p.m.**

**Managing Partners Lunch**

For Managing Partners only – Participate in this great opportunity to share ideas and discuss the latest developments at your firm in confidence with member firm Managing Partners from around the world.

**1:00 p.m. – 4:15 p.m.**

**Preparing for the Future**

Join us as we explore the trends, innovations, challenges and opportunities facing the legal industry in the next ten years and learn how member firms and TerraLex can remain viable for the long term. Here are some of things we have in store for this dynamic session:

- Gretta Rusanow, Director and Senior Client Advisor with the Law Firm Group of Citi Private Bank will present “2016 Legal Industry Update and Outlook: The Struggle to Grow Profitability in an Uncertain Environment.” She’ll share the results of Citi’s 2016 Law Firm Leaders Survey, describing how managing partners of leading global law firms are addressing a changed industry.
- Through the Lens of the Client: A GC’s Perspective. Alexia Maas, Global GC and SVP of Volvo Financial Services (VFS) will share insights from her unique perspective as the head of a global law department where she is viewed internally as “leading a business” on a similar par as her C-Suite colleagues who have P&L responsibility. Not only does Alexia bring the GC perspective to our program, but she also has had the opportunity to get a bird’s eye view into TerraLex, having previously practiced at a member firm and collaborated with several others over the years. As part of her presentation she will help us understand how her organization looks at law firm relationships and activities across multiple jurisdictions. She will also share the ways she seeks to improve her department’s operational efficiency, and how lawyers in outside law firms can help in-house lawyers successfully achieve their goals.
- Leaders of the four member firms sponsoring our NYC meeting will present a candid look at critical issues facing our member firms, as well as how their firms and the TerraLex network can and should respond to market pressures such as changes in client buying behavior, competitive threats and opportunities, collaboration to win client work, and responses to the rise of global law firms and vereins, to name a few.

**9:00 a.m. – 5:00 p.m.**

**TerraLex Networking and Idea Lounge**

Amidst the hustle and bustle of the New York Global Meeting we’ve created a space for you to slow down, build connections and learn about TerraLex initiatives. Test the look and feel of our new website or share a TerraLex success story while it’s fresh in your mind. If you have

meeting feedback or an idea for a TerraLex initiative, submit it to our idea hub - a station designed for on-the-spot idea sharing. You can also pick up TerraLex-branded giveaways and view our gallery of 2016 TerraLex Photo Contest submissions.

**4:15 p.m. – 5:15 p.m.**

**Managing Partners Reception**

For Managing Partners only – A private reception for drinks and conversation. Managing Partners can use this opportunity to build relationships with their fellow TerraLex Managing Partners

**6:00 p.m. – 7:00 p.m.**

**Practice Groups Social Hour**

The following practice groups will gather for a happy hour at the Waldorf prior to the Welcome Reception & Dinner. If you are a member of one or more of these groups, please join your fellow group members for a social hour.

**6:30 p.m. – 7:30 p.m.**

**Young Lawyers Reception**

Delegates 40 and under are invited to mix and mingle at an exclusive reception. This is a great opportunity to network with fellow young TerraLex lawyers before dinner.

**7:00 p.m. – 8:00 p.m.**

**Welcome Reception**

Join us for a cocktail reception in the Vanderbilt Room. With deep green marble wainscoting and pilasters capped with gold leaf cornices, it is one of the Waldorf's most stunning rooms.

**8:00 p.m. – 10:00 p.m.**

**Welcome Dinner**

Characterized with Napoleonic blue and gold themes and French crystal chandeliers, dinner will be held at the Waldorf's Empire Room. This is a great opportunity to catch up with your TerraLex friends.

**FRIDAY, September 23**

**7:30 a.m. – 9:00 a.m.**

**Delegate Breakfast**

**8:00 a.m. – 5:00 p.m.**

**Registration/Information and Tour Desks**

**8:45 a.m. – 12:00 p.m.**

**Friday General Session – Where Have We Been? Where Do We Go From Here?**

Continuing our focus in New York on preparing all of our members and TerraLex for the future, Friday's general session adds important additional input:

- A lively presentation of TerraLex's past 25 years, as we commemorate this anniversary and ponder what comes next.
- Preliminary insights and results from our strategic planning initiative, including a review of feedback received from clients, procurement professionals, TerraLex members, competitor research, and more. These insights will help us work together to shape a successful and collaborative future.
- Introductions of new members and a spotlight on our sponsoring firms.
- A cutting edge keynote presentation by entrepreneur and provocateur, Liam Brown, Founder and Chairman of Elevate Services. Over the past twenty years, Liam has provided strategic guidance and services to corporate legal departments and leading law firms. As an acquirer of emerging technologies and companies Liam has unique insights and observations about the market forces impacting our industry, which he will share in a compelling presentation.

12:00 p.m. – 1:30 p.m.	<b>Delegates Luncheon</b>
12:00 p.m. – 1:30 p.m.	<b>Practice Group Leaders Luncheon Meeting</b> *For TerraLex Practice Group Leaders Only
12:00 p.m. – 1:30 p.m.	<b>TerraLex Orientation for First-Time Attendees Luncheon</b> Designed for first-time Global Meeting Attendees, this interactive session will explore the capabilities of the TerraLex network and how to maximize the benefits of membership for both you and your firm.
9:00 a.m. – 5:00 p.m.	<b>TerraLex Networking and Idea Lounge</b> Amidst the hustle and bustle of the New York Global Meeting we've created a space for you to slow down, build connections and learn about TerraLex initiatives. Test the look and feel of our new website or share a TerraLex success story while it's fresh in your mind. If you have meeting feedback or an idea for a TerraLex initiative, submit it to our idea hub - a station designed for on-the-spot idea sharing. You can also pick up TerraLex-branded giveaways and view our gallery of 2016 TerraLex Photo Contest submissions.
2:00 p.m. – 3:30 p.m.	<b>Practice Group Meetings (simultaneous meetings)</b> <ul style="list-style-type: none"> <li>▪ Americas M&amp;A <u>AND</u> Life Sciences (joint meeting)</li> <li>▪ Asia-Pacific M&amp;A</li> <li>▪ Finance &amp; Banking <u>AND</u> Tax &amp; Wealth Services (joint meeting) Labor &amp; Employment</li> </ul>
3:30 p.m. – 3:45 p.m.	<b>Coffee Break</b>
3:45 p.m. – 5:15 p.m.	<b>Practice Group Meetings</b> <ul style="list-style-type: none"> <li>▪ Mergers &amp; Acquisitions Global Meeting <u>AND</u> Private Equity &amp; Venture Capital (joint meeting)</li> <li>▪ Intellectual Property, Licensing &amp; Technology</li> </ul>
6:15 p.m.	<b>Meet at the Park Ave. entrance in the lobby for the Sponsor Firm/TerraLex Dinner</b> Located under the famous 59 <sup>th</sup> Street Bridge, Guastavinos is the brainchild of architect Rafael Guastavino. With over 100 years of history, this unique vaulted space has been home to markets, restaurants and retail space. Recognized as a NYC landmark, today it is one of NYC's best dinner venues. Its soaring granite arches and Catalan tiled vaulted ceilings set the tone for friends to catch up during a cocktail hour and create new relationships over the dinner to follow. The live band may even get you out of your seat and dancing to finish off our night.  <b>Dress code: Cocktail</b> Estimated travel time: 15-20 minutes (1 mile)
<b><u>SATURDAY, September 24</u></b>	
7:30 a.m. – 9:00 a.m.	<b>Delegate Breakfast</b>
8:30 a.m. – 1:30 p.m.	<b>Information and Tour Desks</b>
9:00 a.m. – 1:00 p.m.	<b>TerraLex Networking and Idea Lounge</b> Amidst the hustle and bustle of the New York Global Meeting we've created a space for you to slow down, build connections and learn about TerraLex initiatives. Test the look and feel of our new website or share a TerraLex success story while it's fresh in your mind. If you have meeting feedback or an idea for a TerraLex initiative, submit it to our idea hub - a station designed for on-the-spot idea sharing. You can also pick up TerraLex-branded giveaways and view our gallery of 2016 TerraLex Photo Contest submissions.

9:00 a.m. – 10:30 a.m.

**Practice Group Meetings (simultaneous meetings)**

- Anti-Trust & Competition
- Bankruptcy/Insolvency
- Energy & Environmental  
Global Trade & Business

10:30 a.m. – 10:45 a.m.

**Coffee Break**

10:45 a.m. – 12:15 p.m.

**Practice Group Meetings (simultaneous meetings)**

- Construction, Infrastructure & Mining
- Europe M&A
- Government, Regulatory & Public Law
- International Dispute Resolution

6:15 p.m.

**Meet at the Park Ave. entrance in the lobby for the Optional Dinner- The Russian Tea Room**

Few restaurants marry history, sophistication, decadence, and charm as well as The Russian Tea Room. Founded by the Russian Imperial Ballet, the dining space of The Russian Tea Room has hosted some of the most popular and influential figures of our time. Spend your last night at a place considered one of the most iconic in the Big Apple.

**Dress code: Smart Casual**

Estimated travel time: 15-20 minutes (1 mile)