



the global voice of
the legal profession™

International Bar Association

SAVE THE DATE

Managing client relationships: A multi-generational approach

20 - 22 June 2012

Kempinski Hotel Vier Jahreszeiten, Munich

A conference presented by the IBA Young Lawyers' Committee,
the Senior Lawyers' Committee and the Law Firm Management Committee

Topics include:

- **The client's view** – attract client's attention; criteria for selecting counsel; fee structures
- **Teaming** – introducing lawyers on various levels and managing the client relationship
- **Mentoring** – assisting young lawyers in fulfilling the client's expectations and becoming future owners of the firm
- **Hiring** – the different approach of law firms – big or small – and the young lawyers' expectations
- **Compensation** – monitoring performance and rewarding contributions on all career stages (from associate to partner)

Who should attend?

Law firm partners and associates, bar representatives, professionals interested in hearing leading lawyers address current issues affecting the internal operations of law firms.