



# IPG Virtual Event Series

INTERNATIONAL PRACTICE GROUP

## A message from the IPG Chairman

Dear members,

**Unfortunately**, we were not able to meet in Florence in May 2020. Considering the on-going worldwide situation and the difficulty in travelling, the Board of IPG have reluctantly decided to not proceed with the **October 2020 event in Cyprus**. Both our member firms in those jurisdictions have agreed to roll over their planning and to host us in 2021. We look forward to meeting in person then. Therefore, we have taken the opportunity to look for ways to use technology to bring us all together, to create our very own **IPG member digital events series**.

Partnering with Alternative Events ([www.alternativeevents.co.uk](http://www.alternativeevents.co.uk)), we have created three online sessions that will give you the chance to socialise, network, learn and interact with your fellow members. The format will be interactive – allowing us all to join the Q&A and to go into breakout sessions. This will not be “yet another boring webinar”!

**Keeping close to clients and colleagues in a virtual world**

Thursday 24 September 2020, 2 – 3.30pm GMT

**RESERVE A PLACE**



**PLEASE ALSO FIND THE INVITATION  
ON OUR IPG WEBSITE**



**Please join us** so that we can, together as an IPG community, share experiences and find solutions. You will hear new ideas and will reconnect with friends and colleagues in a relaxed and informal virtual space.

**This is a unique occasion** to invite a large number of your colleagues to join an IPG event and introduce the group to your whole team without any extra costs. Please forward this web invitation especially to the younger generation of your firm to enable them to meet virtually with their contemporaries in IPG.

I look forward to seeing you there,



Graham Wallace  
Chairman  
International Practice Group



## Keynote speaker confirmed

To kick-start our first digital event, we have secured the services of **Dr Helena Boschi**, a leading behavioural psychologist, who will deliver the keynote presentation and work with us during the event to enable you to **stay close virtually to your clients, your colleagues and your IPG network**.

**Dr Boschi** will highlight the scientific underpinnings of persuasion and closeness and will support you in working more closely with your clients and your IPC colleagues to deliver referrals, while in a remote/digital environment.

## Content - for our members, by our members

**We want you to help us shape the event agendas.** For the first event, we have developed the theme: **Keeping close to clients and colleagues in a virtual world**.

**We want you to contribute** to this programme by telling us about **your challenges** and **your successes** from this extraordinary period. The programme will include three short member case studies, so please **send us** an interesting story to tell about keeping close to your clients and colleagues in these circumstances. **For instance:**

1. How are you leading your people remotely?
2. How are you retaining your culture while working at a distance?
3. What have been your experiences communicating with your client in these challenging times?

**If you'd like to present** a short case study, please send a brief paragraph (you will have 4-5 minutes to present) to Elke ([elke.bockisch@ipg-online.org](mailto:elke.bockisch@ipg-online.org)) **not later than 3rd August 2020**.

We also want you, as members, to shape the agendas for the second and third events. We will conduct polls to select the future themes. In the meantime, you can register here now for all three events:



[RESERVE A PLACE](#)



## PROGRAMME

### Keeping close to clients and colleagues in a virtual world

Thursday 24 September 2020, 2 – 3.30pm (GMT)

- 14.00 **Moderators' welcome and introduction**  
*Steve Parrott*, Co-Founder & Director, Alternative Events  
*Sarah Katherine Bagshaw*, Co-Founder & Director, Alternative Events
- 14.03 **Chairman's welcome and introduction**  
*Graham Wallace*, Partner, Barnes Roffe
- 14.05 **Keynote session – part I**  
**Staying close to clients and staff:** how to build relationships in a virtual world  
Renowned behavioural psychologist *Dr Helena Boschi* opens the event with a series of questions for you to consider during the case studies and breakouts. We'll return to the subject in part II at 15.15, when *Dr Boschi* will delve into the science of persuasion and closeness and help you to create a feeling of closeness with your clients and your teams when you can't interact face-to-face.  
*Dr Helena Boschi*, Psychologist and educator, specialising in applied neuroscience at work
- 14.10 **Member presentation**
- 14.15 5 min Q&A
- 14.20 **Member presentation**
- 14.25 5 min Q&A
- 14.30 **Member presentation**
- 14.35 5 min Q&A
- 14.40 **Members' Poll**  
Tell us which themes you want addressed in the future virtual events
- 14.45 **Breakout sessions**  
Introduction and instructions
- 15.15 **Keynote session – part II**  
**Staying close to clients and staff:** how to build relationships in a virtual world  
*Dr Helena Boschi* returns to the subject of relationship building in a remote/digital environment, to examine the scientific underpinnings of persuasion and closeness, and to give you practical imperatives for staying close virtually to your clients and your teams.  
*Dr Helena Boschi*, Psychologist and educator, specialising in applied neuroscience at work
- 15.30 **Wrap-up and end of the session**



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## Future event dates

Thursday 22 October 2020    2 – 3.30pm (GMT)

Thursday 3 December 2020    2 – 3.30pm (GMT)

You can reserve your place now on all three events by registering here:

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