

INVITATION:

Annual Training Seminar of the Association of European Lawyers in Milan - 24 / 27 May 2018



Dear Fellow Members,

Ughi e Nunziante – Studio Legale is pleased to invite you to the Annual Training Seminar of the Association of European Lawyers in Milan from 24th - 27th May 2018.

The seminar will be held on Friday 25th May at the Tocq Hotel, located in the new gateway to Milan where fashion meets business, with the usual appealing programme of events from Thursday evening through Saturday evening, which will be communicated later.

The programme starts on Thursday evening with a welcome party at the new offices of Ughi e Nunziante – Studio Legale at “Palazzo Sagramoso” in the heart of Renaissance Milan just behind Leonardo’s vineyards and Santa Maria delle Grazie home of the Last Supper.



This year's Annual Training Seminar will revolve around the topic of negotiations. More in particular speakers from different jurisdictions and business areas will speak about how they manage M&A deals on significant aspects of transaction negotiations, such as pricing techniques, representations & warranties, baskets and *de minimis* limitations, and due diligences, with external speakers who talk about negotiation techniques and other soft skills.

The aim of the training seminar is to obtain know-how from the presentations which can then be used when the attendees are split into four break-out groups to discuss and develop strategies and contractual clauses that then will be negotiated in the subsequent plenary session between the groups representing the seller and the group representing the buyer.

The end of the Friday program will see the traditional dinner and on Saturday there will be activities which will give you the opportunity to get to know this fascinating multicultural town better or to discover it, for those of you who have never been here before. A detailed program of the seminar as well as of the activities will follow.

SIGs are encouraged to organize meetings at Ughi e Nunziante – Studio Legale. If you wish to organize a meeting please contact Silvia Nervo at snervo@unlaw.it

We hope that you and your colleagues will be able to join us for the training seminar this year and we look forward to hosting you in Milan.

Best regards,

Fiorella Alvino and Matteo Magistrelli

Registration

Please register via e-mail to Silvia Nervo at snervo@unlaw.it by filling in and sending the Registration Form (enclosed), indicating your full contact details and the dates you wish to attend. All registrations should be received by Friday 30 March 2018

Tocq Hotel Milan

Rooms at [Tocq Hotel](#) are held but need to be booked by **Friday 30 March 2018** to secure your reservation. Please send an e-mail to Alice Ragno at reservation@tocq.it to make your booking making reference to the AEL Training Seminar event. Payments are made directly with the hotel.

Contacts

For any further information or questions, please contact Silvia Nervo via snervo@unlaw.it or Matteo Magistrelli at mmagistrelli@unlaw.it

REGISTRATION FORM

AEL Training Seminar

Milan, 24 – 27 May 2018

Registration information:

Firm:

First name:

Last name:

Companion name:

Email:

Telephone:

Special dietary requirements:

Client information for billing:

Client's name:

Client's address:

City:

Country & Post code:

Client's VAT number:

Contact person & contact details:

Please indicate the nights you require at the hotel and send an email to Alice Ragno at reservation@tocq.it to make your booking by Friday 30 March 2018:

Date of arrival in Milan:

Date of departure from Milan: