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# \_newsletter!

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## Letter from the **Chairman**

**Michel Lacroix**  
JAC  
Clermont  
France



I would like to highlight the success of our conference 2006 which took place in Genoa in October and to thank the 140 people of 11

different countries who attended the conference.

Many thanks also to Mario and Giorgio for organizing the event and to the Italian offices in general for their warm welcome.

Concerning our development, we are happy to welcome the offices of Enrico Rossi, Maria Venturini and Mario Carlo Novara as new members and we thank Giuseppe Brusa, Mario Gazzola, Ilein Bolaños, Herman Alvarez and Stephan Pahl for their presence in Genoa.

The conference of Saro Capozzoli about China was also very interesting. Many thanks for his wise pieces of advice!

In 2007, we are still looking to expand to new countries. We are working actively towards it and will keep you informed.

Meanwhile, I make the most of this 6<sup>th</sup> newsletter to wish you a Merry Christmas and a Happy New Year. See you in 2007!

## Pragma's **schedule**

- **April 2007 in Madrid, Spain:** Annual General Meeting

- **October 2007 in France:** Annual Conference

Madrid



## Conference 2006 in Genoa: **140 participants, 11 countries**



Many thanks to Mario Fedriani and Giorgio Rosso



Portofino by boat



Maurizio Bottoni



Dance at Portofino Kulm

## New members



Enrico Rossi

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Mario Carlo Novara

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## Autumn's winner:



the prize



Congratulations to **Benoîte Delamotte** from Socojur Lyon, France, the winner of our competition who correctly answered last issue's question (How many language versions does Pragma's website have? [www.pragma-eu.com](http://www.pragma-eu.com)).

The right answer was 5 (English, French, Spanish, Italian, Portuguese).

## Winter's question:

According to Saro Capozzoli, manager of Jesa Consulting, what is the meaning of "yes" in China?

- a) I agree.
- b) The negotiation is over.
- c) I'll think about it...

Please send your answer before 31st January 2007 to: [n.facon@pragma-eu.com](mailto:n.facon@pragma-eu.com). Lots will be drawn to decide the winner. Good luck!

## Our guests



Giuseppe Brusa

G.C. Consultants  
New York,  
USA



Mario Gazzola

Pavia Harcourt  
New York,  
USA



Herman Alvarez

Alvarez Valenzuela Abogados  
Mexico, Monterrey, Madrid  
Mexico



Ilein Bolaños

Abogados  
Mexico, Monterrey, Madrid  
Mexico



Stephan Pahl

Rechtsanwalt  
ASP, Münster,  
Germany



Saro Capozzoli

Jesa Consulting  
Shanghai,  
China

## Press release



Article issued in La Montagne, regional newspaper of the Centre of France on 25<sup>th</sup> September 2006.



**CLERMONT-FERRAND**  
LUNDI 25 SEPTEMBRE 2006

**JUMELAGE** ■ Les avocats de Clermont et de Poznan (Pologne) mettent en place une collaboration étroite

# Un solide barreau franco-polonais

Depuis le 21 septembre les barreaux de Clermont et Poznan sont jumelés. La collaboration entre avocats et étudiants de deux villes en devient plus étroite.

Les barreaux de Clermont-Ferrand et de Poznan (Pologne) ont signé le 21 septembre une convention de jumelage assurant une collaboration des plus étroites entre les deux villes.

Le barreau de Poznan, principale métropole de l'ouest de la Pologne, est représenté par quatre avocats, Karolina Sluzewska, Wojciech Celichowski, Marek Wozniak et Michał Pankowski. Pour la première fois à Clermont-Ferrand, ils ont pu échanger et débattre avec leurs confrères et avec le Procureur de la République sur les différences mais aussi sur les nombreux points communs de leur pratique professionnelle. Il s'agit d'échanges professionnels, même secret professionnel et même fonctionnement judiciaire.

Cet objectif de ce jumelage, en plus de créer un courant d'échange, est de créer un élan et de s'enrichir du contact des autres. Il est ainsi possible de découvrir le fonctionnement de chacun, et la déontologie de chacun.

Ce jumelage, c'est aussi l'assurance pour les jeunes avocats français et polonais en formation de trouver un stage dans un cabinet de Clermont-Ferrand ou de Poznan. Il est important pour eux de connaître le fonctionnement d'autres systèmes juridiques et de créer de vrais liens d'amitié. Il s'agit donc de leur offrir une ouverture culturelle sur la profession dans un autre pays européen. C'est donc en compagnie de nombreux confrères que Michel Lacroix, Bâtonnier du Barreau clermontois et Michał Pankowski (secrétaire de l'Ordre du Barreau) ont officialisé ce jumelage.

« Nous sommes très heureux de collaborer avec Clermont-Ferrand. Etant déjà jumelés avec Celle, en Allemagne, il sera désormais possible de créer un poste entre nos trois pays », a déclaré Michał Pankowski.

**SIGNATURE.** Avocats de Poznan et de Clermont-Ferrand vont désormais pouvoir collaborer étroitement, sans aucun obstacle.

The Dean of Clermont's Bar, Michel Lacroix, our Chairman, congratulating the Dean of Poznan's Bar in front of Wojciech Celichowski (standing on the right) and Karolina Sluzewska (seated on the left), both members of Pragma in Poland.

The Bars of Clermont-Ferrand (France) and Poznan (Poland) signed a twinning convention in order to strengthen the bonds between the two cities.

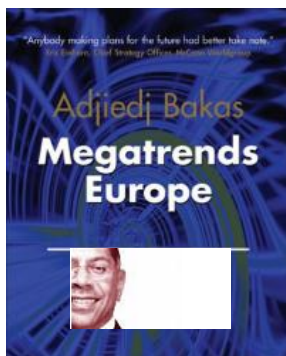
Le bar of Poznan was represented by Karolina Sluzewska and Wojciech Celichowski, members of Celichowski, Szyndler, Wieckowska I Partnerzy Kancelaria Adwokatów I Radców Prawnych, the member of Pragma in Poland, and the bar of Clermont-Ferrand by its Dean, Michel Lacroix, also Chairman of Pragma's Board.

On this occasion, they were able to exchange ideas and discuss the many common points of their professional practice such as ethics and professional secrecy.

The aim of this twinning is not only to create a trade flow but also to help young French and Polish lawyers to find training courses in law offices of Clermont-Ferrand or Poznan.

## The future of a continent...

### ... and its impacts on the world



By Adjiedj Bakas,

one of Europe's leading futurists and an expert in demographic trends.

Based in Amsterdam, he is a consultant to various corporations and is regularly featured in the media.



### An exhilarating journey into the future of Europe

The book presents different scenarios for the future of Europe and its position in the world. Among these imagined scenarios there is a vision of 2050 in which the European union has been dismantled; Western Europe has become Islamic and has tied itself economically, politically and culturally with northern Africa and Turkey to become Eurabia; and in Middle and Eastern Europe, a New Europe has arisen, where non-Islamic migrants from Western Europe have found salvation.

Written by a leading futurist, the book analyses the seven key trends (the so-called "megatrends") that will radically reshape European business, culture, people, thinking, belief systems, countries and cities over the next 50 years. Prepare yourself for a roller-coaster journey into the future and a glimpse of the New Europe.

### Main conclusions

- In the 21st century, the united States will have to share world supremacy with Asia. In the near future, the world will have not one but six economic superpowers and three of those will be in Asia: China, India and Japan.
- Europe will become more and more attractive for large numbers of tourists from Asia.
- There will be a decline and ageing of Europe's population, which will also become multi-ethnic.
- The ageing of Europe's population is a fact. There are threats: the cost of pensions has to be coughed up but also offers opportunities: for the care industry, care tourism and wellness.
- Security will become a major issue, certainly as terrorism increases.
- The technological revolution will bring new moral dilemmas.
- Religion and spirituality are back after a time in the wilderness.

## Golf association's project



Stefano Lecchi,  
Interconsulting  
Milan, Italy



If you are a golf player, please let us know!

Stefano Lecchi, associate of Interconsulting's office in Milan, is keen on golf and proposes to make the most of Pragma's meetings to organize friendly golf competitions and, why not, a golf tournament during our annual conference.

If this project interests you or if you have ideas on this matter, please contact Nathalie Facon by e-mail at [n.facon@pragma-eu.com](mailto:n.facon@pragma-eu.com).

## spitting image

It's Christmas time and some of our members are actively practising to look like Santa Claus... ;-)

Which Santa Claus do you like most? Please send your vote before 31st December 2006 to: [n.facon@pragma-eu.com](mailto:n.facon@pragma-eu.com).



Greg Wolton  
Gersten & Nixon  
London,  
United Kingdom



Laurent Auricoste  
Unijuris  
Nice,  
France



Fabio Colombo  
Interconsulting  
Milan,  
Italy



Enrico Rossi  
Studio Rossi-Gerosa  
Lecco, Italy