



ADVOC Real Estate Conference Warsaw 21 April 2017

Save the Date!

To: Global Membership

Dear Friends,

We are happy to announce that **BSJP Brockhuis Jurczak Prusak Sp. k.** will host the third **ADVOC Real Estate Conference** taking place in Warsaw on **21 April 2017**.

Location

Spektrum Tower, ul. Twarda 18, Warsaw (subject to change)

Topic

**“INVESTMENTS IN THE HOSPITALITY SECTOR AND THE EVOLUTION OF THE MARKET
TOWARDS NEW MODELS OF HOSPITALITY BUSINESS”**

Morning (from 10.30-13.00)

Welcome - introduction

- Overview of the hospitality market
- Opportunities and advantages for the investors
- Evolution of hospitality and business models: The present scenario of consumption and new models of hospitality (Bed & Breakfast, Serviced apartments)
- The dynamics of competition arising from technological innovation (Online booking etc.)
- Questions - summing-up morning session

Discussants of this section to be covered mainly by external speakers from the industry sector

Light Lunch (13.00 -14.30)

Afternoon (from 14.30-17.00)

The most common contractual instruments utilised in the hospitality sector in the different countries, analysis of the main characteristics, terms and conditions.

- The Management contract
- The Lease contract
- The Franchising contract
- New contractual schemes to adapt to new models of hospitality
- Questions - closing remarks

This section to be covered by ADVOC lawyers of different jurisdiction after a brief introduction from a business player or an academic professor

Target Audience

International lawyers, international investors, hotel developers and decision makers of the hospitality sector

Programme

The full day conference shall be followed by a networking cocktail party at the new offices of **BSJP Brockhuis Jurczak Prusak Sp. k.** On this very evening, BSJP are delighted not only to present their new office space for the first time to the public, but also to have you celebrate with them the 15th anniversary of firm's founding.

Spektrum Tower, ul. Twarda 18, Warsaw

Costs

- **Full conference (21 April 2017)**
- **280 EUR** (not included accommodation and travel expenses)

More detailed information will follow soon, in the meantime please save the date!

* * * *