



European Winter Meeting, Madrid, Spain

Hotel Meli  Madrid Serrano, Claudio Coello, 139, 28006 Madrid

Itinerary and Agenda - 30th January to 1st February 2026

Friday, January 30th

7.00pm Reception at the Hotel Meli  Madrid Serrano (Claudio Coello, 139, 28006)
7.45pm Walk to La Penela Velazquez for dinner at 8.00pm (Calle Vel zquez, 96, Salamanca, 28006)

(Dress code- smart casual)

Saturday, January 31st

09:30 General Meeting at the Hotel Meli  Madrid Serrano

Evening:

7.00pm Depart from Hotel on coach to Real Casino de Madrid for Reception and Dinner (Alcala 15, 28014)
(Dress code – Smart –Jackets and ties for gentlemen)

Saturday, January 31st

Partner/spouse tour - Departure from Hotel at 10.00am Return at 3.00pm

Visit to the Museo del Romanticismo, Mercado Barcel  market, onto the historic centre and through Puerta del Sol, Plaza Mayor and the Royal Palace.

Important notice: Madrid's historic centre includes some uneven pavements and older stone surfaces, so comfortable walking shoes are highly recommended.



AGENDA

LNA EUROPE WINTER MEETING - SATURDAY, 31st January 2026

Hotel Meliã Madrid Serrano, Claudio Coello, 139
28006 Madrid, Spain

09.30

- Welcome and introduction from host firm Fourlaw
- Approval of General Meeting minutes, Gent, Belgium (25th January 2025)
- Membership update (retirements of Rolf Tobler, Michael Grebe, Christopher Straberger) and expansion
- Financial update

10.00 Guest Speaker – **Miguel Hernández**, Strategy Director at CREA. CREA MADRID NUEVO NORTE, S.A. Nuevo Madrid, followed by Q&A

11.00 Coffee break

11.30 Guest Speaker – **Alejandro Sánchez del Campo** – ‘AI for business development’ and Q&A

12.30 Group photo (roof top), followed by lunch

2.00

- LNA Seat – Presentation and Resolution (TJ/LO)
- AI Management – Interactive members’ discussion of experience and insights
- Next Wave
- HR Management services (NS)
- Lead management/Secondment/Website access
- Social media update
- US update
- Future meetings:
 - US Spring Meeting – Miami, 23-25 April 2026
 - Europe Summer Meeting 2026 - Budapest, Hungary – 26-28 June 2026
 - US Fall Meeting – Cleveland, Ohio 16-19 September 2026
 - Europe Winter Meeting 2027 - TBC
 - Global Meeting 2027 – Warsaw, Poland
- AOB

- Concluding coffee

Biographies

Miguel Hernández 	<p>With a degree in architecture from the Universidad Politécnica de Madrid and an MBA from the Instituto de Empresa (IE), Miguel Hernández is a fellow member of the Royal Institution of Chartered Surveyors (FRICS).</p> <p>He currently serves as director of the Strategy and Corporate Development area for CREA MADRID NUEVO NORTE (CreaMNN), a company he joined in 2015 when Madrid Nuevo Norte, Europe's most important urban development project, was launched with the consensus of all public administrations.</p> <p>Over the course of his career, Miguel has served as chair of the international network of real estate experts, URBAN LAND INSTITUTE (ULI), and headed AGUIRRE NEWMAN, a real estate consulting firm he managed for over eight years. He has also contributed to major urban projects with multidisciplinary teams. In addition to Madrid Nuevo Norte, he has worked on projects like 22@ in Barcelona; Cais Mauá do Brasil, in Porto Alegre; the regeneration of the Tiexi district in Shenyang (China), as an EU expert; the Nueva Centralidad de Arica in Chile; and the Desarrollos Urbanos Integrales Sustentables in Mexico, contributing to the latter two on behalf of the Inter-American Development Bank.</p> <p>He has also worked in the public sector, serving as head of the Urban Planning Section and board member of the Heritage Commission in Avila (Council of CASTILLA Y LEÓN), as well as in the teaching field.</p>
Alejandro Sánchez del Campo 	<p>Alejandro works primarily with law firms, but also with individual lawyers and corporate legal departments—across Spain and Latam. His purpose is to transform technology into a strategic advantage—one that a mere 5% of lawyers are currently leveraging to its full potential; and revolutionizing business development and communication to take law firms to the next level. He is currently focused on Contract Lifecycle management, automating legal documents and integrating generative AI.</p> <p>His skills include an ability to push topics forward, spot opportunities to integrate technology and AI, bringing different professional groups to work effectively together. He has been deeply engaged in co-ordinating groups of lawyers in, for example, spotting start-ups and scale-ups and bringing them forward into the start-up ecosystem.</p> <p>Alejandro worked for many years at Telefónica, Spain's leading telecom company, in various roles related to mobile, digital development and technology. He sits on the Advisory Board to Global LegalTech Hub with regard to legaltech services and innovation.</p> <p>Alejandro regularly gives lectures at prestigious national and international institutions regarding internet legal issues, copyright, innovation, disruptive technologies, robotics, intellectual property and audiovisual regulation.</p>