

REGIONAL CONFERENCE



360° AROUND DISTRESS

OR HOW TO HANDLE BUSINESS DISTRESS

NOVEMBER 17th-18th

Grand Hotel Italia, Cluj-Napoca

The event will be broadcast live on juridice.ro

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We have the lowest number of insolvency cases in the last 10 years - and apparently that's good news. But, over the same time interval, we also have, according to studies, the highest number of companies in distress or even in undeclared insolvency. There's constant talk that undeclared insolvencies are even more dangerous to the economy, and even to the entrepreneur, than the declared ones.

Why do entrepreneurs not call on a specialist to deal with the distress, and what does dealing with distress mean?

We invite you to find the answers to these questions, from the best specialists in the field: restructuring experts, financial analysts, lawyers, magistrates, psychologists, or crisis communication consultants.

What will we be discussing?

- Why are there so many unhealthy “healthy” companies?
 - What are the blockages that stop entrepreneurs from using remedies for periods of distress? •
- What is going on in the mind of an entrepreneur in distress?
- How do we communicate internally and externally in distress situations?
 - How can we finance a company in distress?
 - Case and test studies.
 - Special legal elements in insolvency and insolvency prevention procedures.

DAY 1 - FRIDAY, NOVEMBER 17TH

09.30 - 09.45 ● Welcoming and registration of conference members. Welcome coffee.

09.50 - 10.00 ● Conference opening

10.00 ● **PANEL 1**

About business distress - 360°

Keynote speaker - **Paul Cîrlănar**, insolvency practitioner, CITR CEO, *How healthy are healthy companies in Romania?*

10.30 - 11.45 ● Econ. **Mariana Boiciuc**, insolvency practitioner, *Case study – preventing insolvency through restructuring*

Alexandru Farcaș – entrepreneur, VES Sighișoara, *Stan the Experienced – distress, as seen by the entrepreneur*

11.45 – 12.15 ● Coffee break

12.15 – 13.45 ● **PANEL 2**

Raluca Anton, PhD, psychologist – *What is going on in the mind of an entrepreneur in distress? The neuroscience behind the distress.*

Tereza Tranakas, Oxygen CEO, *Recommendations for an efficient crisis communication – within the company and outside it*

Rudolf Vizental, Roca CEO, *Investment funds - How do I get financing when no one will finance me?*

13.45 - 14.00 ● **Vasile Godîncă-Herlea, Esq.**, President of UNPIR Cluj Branch – *Day's conclusions*

14.00 – 15.00 ● Lunch

DAY 2 - SATURDAY, NOVEMBER 18TH

09.45 - 10.00 ● Welcoming and registration of conference members. Welcome coffee.

10.00 ● **PANEL 1**

Legal topics - insolvency and insolvency prevention procedures

Keynote speaker – **Giorgio Corno**, President of INSOL Europe via videoconference – *Distress treatment in Italy*

10.00 - 12.00 ● **Mihaela Sărăcuț, PhD**, Judge at the Cluj Appellate Court, **Flavius Moțu PhD**, Judge at the Cluj Specialized Court, *Recent debates – tender specifications*

Mariana Moncea, Judge at the Craiova Appellate Court, *The assessment report in insolvency procedures*

Alina Popa, Esq., Insolvency practitioner, trainer and member of the I.N.P.I. Board, *Novel case law - canceling tender specifications; disqualification on the grounds of lack of creditworthiness, disqualification on the grounds of abuse of process; auction sale and payment of price when, following the auction, the successful bidder also becomes a creditor*

Vasile Godîncă-Herlea, Esq., President of UNPIR Cluj Branch, *Selling in insolvency in the digital era - compatibility*

Claudiu Balog, Insolvency practitioner - *About the possibility to adjudicate assets within the procedure regulated by Law no. 85/2014 by persons affiliated to the debtor company*

12.00 – 12.30 ● Coffee break

12.30 – 14.00 ● **PANEL 2**

Applied discussions on controversial cases and issues submitted from the Branch

Flavius Moțu, PhD, Judge at the Cluj Specialized Court

Sergiu Golub, PhD, Lect., Vice-Dean of the Law School of UBB Cluj

NAFA Representative

Marius Grecu, Esq., Insolvency practitioner

14.00 – 14.20 ● Conference closing and launch of the Forum for insolvency practitioners within the Cluj Branch

14.20 – 15.20 ● Lunch