

AIJA finances explained



INTERNATIONAL ASSOCIATION
OF YOUNG LAWYERS

Thanks to our successful events, optimised internal processes and efficient management, we closed the year of 2016 with accumulated funds. These funds have been used for strategic AIJA investments designed to generate growth benefitting all members:

Networking & professional opportunities

Reputation

Membership benefits & services

Global network

HOW AIJA HAS ALLOCATED THESE FUNDS SO FAR:

LONG-TERM INVESTMENT

2017: Acquired the AIJA house in Brussels, ending monthly rental payments. This sustainable asset provides office space for the AIJA team and is open to members to work and host meetings.

GUARANTEE GLOBAL GROWTH THROUGH THE STRATEGIC DESTINATIONS FUND

Asia

2017: 55th Annual Congress in Tokyo, seminar in Tehran

2018: seminars in Singapore, Hong Kong

2019: Half-Year May Conference in Hong Kong

The Americas

2017: seminar in Bahamas

2018: seminars in San Diego, New York & Recife

2019: Half-Year October Conference in Miami

2020: 58th Annual Congress in Rio

IMPROVE QUALITY OF SERVICES

2016 – 2018: Growing the AIJA team in Brussels from 3 to 6 members

2017 – 2019: Delivery of high quality events, professional branding, digitalisation and marketing

IMPACT → **18%** membership growth

IMPACT

up to 33% membership growth in Asia and the Americas

2020 & beyond:

Ensuring financial sustainability as a non-profit organisation

FROM...

50% membership fees

→

TO...

50% event registration fees & event sponsorship

Current structure

AIJA

Increase **institutional sponsorship** to cover AIJA operational costs & support event-related expenses

Estimated impact:

Maintain events competitiveness for young lawyers

- ✓ Quality
- ✓ Fee
- ✓ Destination

Achieve the digital transformation of AIJA

- ✓ Personalised membership experience
- ✓ Innovative tools
- ✓ Greater efficiency in the delivery of membership services