



FLI NET at the ACC Annual Meeting New Orleans, USA



Dear FLI NET Partners and Clients,

As you may have been aware, First Law International has been one of the sponsors of the ACC Annual Meeting in New Orleans at the end of October.



Besides Orlando Casares and Pete Larsen (Houston-based FLI Partner), we had the following FLI NET members in attendance:

- **David Hamlett** Wragge Lawrence Graham & Co. (UK);
- **Tom Price** Wragge Lawrence Graham & Co. (UK) - speaker at one of the panel discussions;
- **Jonathan Worthington** Gray Reed McGraw (Texas, USA); and
- **Lauren Tilley** Gray Reed McGraw (Texas, USA).



Also in attendance were three South American firms that were supporting FLI NET:

- Costa Rica, Paraguay, and Peru.

In addition to helping out at our booth, Mr. Price represented his firm and FLI as a panellist of a CLE class about International Arbitration awards.

As expected, the FLI message resonated well with the 3,300 in-house counsel in attendance.

Our booth was strategically located across the aisle from Thomson Reuters' booth so we benefited from a lot of traffic. We spoke with as many people as we possibly could and have a list of interested leads that could result in work across FLI NET which will be circulated shortly.

With the exception of very few, that were US-only, FLI's message was one that attracted a lot of interest. As we have followed up with them, we are pleased to announce that we already have several new clients. FLI NET members in Germany, Bolivia (new prospective firm), Korea, Japan, China, and Taiwan are about to start working on fruits from the ACC conference. We anticipate much more as we follow-up with the leads from the conference.

The ACC sponsorship was very positive and has convinced us more than ever that we are at a turning point with FLI.

FLI remains committed to keep the flow of clients to the network and we will continue to work towards that goal. Thanks to everyone for their support of this effort and a special thanks to those who attended.

First Law International
Head Office

