



# NEWSLETTER

for the busy, successful lawyer on the go

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## Message from our President

Dear Friends,

For many people, summer is a time to take off, hide in an exotic island somewhere and forget the world. And while it is true that many FLI NET lawyers successfully managed to spend at least some quality time with their families and recharged their batteries, I'm painfully aware the majority of our Partners continued to work long hours throughout June, July (and may continue into early August) in order to ensure your clients could take off for their own holidays without a worry in the world knowing their trusted legal advisors, you, stayed behind to ensure all their projects remained in good hands – those of you who manned the store, you are an inspiration. However, for the brave ones among us who somehow have managed to educate our clients that it important to have a healthy balance between work and family life, I salute you. Clients, as important as they are, come and go but families grow to fast and leave the nest.



## United States market expansion

FLI will soon announce a second FLI NET Partner in the US. As part of FLI's internal process of integration, FLI's Principal, Mr. Orlando Casares travelled to the US to advance its discussions with a prominent law firm in the Los Angeles area. After welcoming a top ranked IP law firm in the Midwest late last year, FLI was poised to bring on board a prominent litigation firm on the West Coast. For this meeting, Mr. Casares was accompanied by FLI Senior Partner, Mr. Scott Blackmer.

FLI is pleased with this development considering the need in the Network for top litigation and arbitration support in the States.



## After having successfully completed Phases I and II, FLI's diversified technology multination client request FLI HQ to instruct FLI NET Partners in over 20 jurisdictions to conclude Phase III.

Having already successfully completed a corporate handbook localization project in 17 of our client's corporate jurisdictions, their legal department has asked FLI to conclude the cross-border exercise and include the remaining 6 countries by engaging the respective FLI NET Partners.

This creative technologies' valued client has come to trust the fine craftsmanship of our FLI NET Partners and the solid work product that the FLI model provides.

In addition, the client has requested validation over a proposed letter of indemnity across all its jurisdictions.





Following its international HQ's relocation to Singapore, FLI long standing energy & mining client's General Counsel has retaken contact with FLI for support in the region.

Client has already requested support from FLI NET in Australia and Thailand.

A showcase presentation of the entire FLI NET Asia Pacific region is being organized between FLI HQ and Client this fall in order to demonstrate the remarkable broad coverage FLI can offer in the region even in traditionally difficult markets.

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**FLI NET Partner-to-Partner requests for cross-border support:**

FLI NET French Partner's client in the banking sector requests additional corporate and administrative support in Uruguay and Mauritius for a significant client in the financial industry.

**Important Policy Announcement: Panel expansion**

Milestone for FLI: Panel Expanding Strategy – in order to better serve the growing needs of FLI's clients, FLI's Executive Board has adopted a directive to structure a panel of law firms approach (rather than FLI's unique model since its inception of one leading law firm per country) in markets which due to inherent local complexities, the vast expanse of the country, level of sophistication and/or need for cutting edge competency, FLI is now pleased to announce the following panel firms:

- **UK:** Wragge LLP ([www.wragge.com](http://www.wragge.com))
- **USA:** Payne & Fears ([www.paynefears.com](http://www.paynefears.com))
- FLI is also in advanced discussion with a second law firm in **Russia** with significant coverage in St. Petersburg and Moscow.

Long-standing Polish multinational client requires urgent mediation support as a pre-litigation stage in a multimillion Pound Sterling complex case involving the unforeseen insolvency of one of the client's franchise partners, which included one of the four major auditing firms acting as administrators. Through impressive negotiation skills FLI proved a real asset during the negotiation meetings in London. The case was successfully settled in London through the invaluable assistance of lead counsel, FLI NET correspondent firm in UK, Wragge