



NEWSLETTER

for the busy, successful lawyer on the go

Edition 45: June 2013

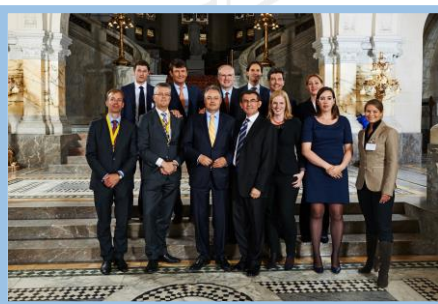
Message from our President

Dear Friends,

the lull naturally following the crescendo of our general FLI NET Spring Conferences makes the month of June a particularly strategic month. This year after The Hague was no exception. Allocating one's resources and energies in anticipation of summer holidays is critical for most of us. Combining work with demands from family (as well as clients too starting to take their holiday leave), makes summer a particularly challenging balancing act. The month of June proved a very busy time for FLI HQ and a number of our FLI NET Partners involved in various cross-border projects.



On behalf of FLI Board, I would like to take this opportunity to wish each of you a very rewarding summer full of family memories and for those of you who manage to combine your holidays with business and keep it all in check, hats off!



FLI holds a world-wide conference in The Hague

First Law International is grateful to its Dutch partner firm, Pels Rijcken & Droogleever Fortuijn, for hosting what can only be described as a very successful conference!

With almost 50 countries in attendance along with a number of FLI's significant global clients, our local team at Pels Rijcken wowed all attendees with their hospitality, professionalism, and great attention to every detail of the event.

A particularly classy gesture to help all attendees remember the wonderful spirit of the conference was Pels Rijcken's generosity of mailing beautifully framed group photo at the iconic Peace Palace to each FLI NET Partner and VIP guest.

In addition, our local team will also send to all attendees as a souvenir a link to the well-done short video clip with some of the highlights from the conference. We trust you will enjoy it!

To keep the spirit of the conference alive, we are also glad to provide you the link to a collection of our events' photos:



CONFERENCE PHOTOS

(www.first-law.com/about/news/fli-net-partners-conference-hague)

Again, a big Thank You to Pels Rijcken for opening their doors to all FLI NET Partners and guests!





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**Pels Rijcken
& Droogleever
Fortuijn *advocaten*
en *notarissen***



Pels Rijcken – New Employment Partner

FLI NET Dutch team has recently announced expansion of their Employment law practice.

Mr. Martin Beijneveld joined Pels Rijcken as a Partner and will focus on employment and competition law, with a specific focus on the international dimension.

An official Press Release regarding Mr. Beijneveld’s joining Pels Rijcken is found at this link:

www.pelsrijcken.eu/over-ons/press/martin-beijneveld-nieuwe-partner-bij-pels-rijcken-droogleever-fortuijn/

FLI is invited to pitch on an EU-wide Marketing Review project

Gaining global clients’ trust in not merely rendering cost-effective and seamless legal support but also providing timely solutions to complex, cross-border assignments. Immediately following FLI’s spring conference in The Hague, FLI was invited by a multinational client in the Life Sciences industry (medical devices) to make a formal presentation about our global prowess to review their marketing materials across a wide array of publications.

FLI attended a meeting in Switzerland (at client’s regional headquarters) with client’s management team heading this important project. Another major international law firm was also invited to bid on this project.

FLI’s presentation comprised a panel of FLI NET experts from Belgium, UK, Spain, The Netherlands, and France (while via conference call FLI NET Partners from Poland, Italy and Ireland also joined the presentation). From the feedback during and after the presentation, FLI’s group pitch came across very professionally, was well-received and portrayed an integrated *flock of geese* within the spirit of the values FLI stands for.

In the meantime, FLI has followed up with the client’s management team seeking further clarification after having received and reviewed additional internal costing information.

FLI is very grateful to each individual FLI NET partner who has supported this effort thus far. Especially those who assisted in the preparation of the group presentation and made time of their busy schedules to attend the on-site meeting. Whether the project is ultimately awarded, FLI has demonstrated once again its ability to mobilize multi-jurisdictional resources under a short-notice and assemble a talent platform that could only be described as a power-house.





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FLI Clients – Local meet & greet introductions with various FLI NET Partners

Being truly global network allowed FLI to promptly respond to various clients' requests to meet & greet a number of FLI NET Partners in their own jurisdictions. This month the following FLI NET local teams were introduced:

- **Kenya** (Anajawalla & Khanna) – to a client in the IT industry
- **India** (Suresh A. Shroff & Co. in association with Amarchand & Mangaldas); - to a diversified client in the technology-driven enterprise focused on discovery and product innovation; and
- **Romania** (Țuca Zbârcea & Asociații) – to an IT client

Our Partners offered their respective premises to FLI global clients to not only introduce their respective teams of professionals but also show the level of responsiveness that FLI clients have come to expect.



FLI NET Thailand – local assistance

A significant client, whom FLI assists in over 30 jurisdictions on a wide variety of projects, has requested local Thai support.

FLI NET Thailand – DFDL – has pro-actively responded to client's needs and provided work product in a very time effective manner which, the client is satisfied with.

With each FLI NET member going above and beyond to exceed client's expectations allows FLI clients to have full confidence that a proper solution will be provided demonstrating that FLI's motto of "FLI NET *again* makes it possible" is truer than ever.

FLI - cross-border project

A client in the Finance Services industry asked FLI to review their standard terms of engagement and requested their drafts be localized to avoid compliance and enforcement issues in the following jurisdictions: UK, Ireland, Denmark and Germany.

FLI NET Korea - recognition

We are pleased to announce that FLI NET member Hankyul Law Firm has ranked the 7th (9th in 2012) in Mergermarket league in South Korea.

www.mergermarket.com/pdf/League-Tables-for-Legal-Advisers-Preliminary-H1-2013-Asia-Pacific.pdf (page 8)

