



FLI NET NEWSLETTER

Edition 54: March 2014

For the busy, successful lawyer on the go

Message from the FLI Board

Dear Friends,

With just weeks left to the annual spring conference, to be held this year in Houston, Texas, this is truly an exciting time for FLI. Through the generous hospitality of our FLI NET member firm, Gray Reed & McGraw, colleagues from around the globe will soon gather to strengthen existing relationships, make new ones, and meet existing and potential new clients, all while exploring how we can optimize the unique competitive advantages and opportunities that we enjoy through participation in FLI NET. It is tremendously gratifying to see FLI NET's ongoing evolution into a leading global network providing cost efficient, high quality legal services. There are positive developments to report in this regard seemingly with every passing day. Just this week, the Energy Practice Group will hold its inaugural call, following in the footsteps of recently launched food law, data protection and life science practice groups. With global reach, seasoned practitioners at the helm and deep core competencies, these FLI practice groups can compete for and win mandates that traditionally could only have gone to large global law firms, despite their high fixed costs. How fitting that Houston, a hub of the US energy and healthcare sectors, not to mention being a leader in world famous Texas hospitality, will serve as the setting for the next meeting. I am looking forward to seeing everyone there!



John Shanahan, Atsumi & Sakai, FLI NET Executive Management, Japan

FLI NET and Practical Law forge partnership

First Law International is pleased to announce its formal strategic partnership with Practical Law (a Thomson Reuters Legal Solution).

Through this exciting opportunity, all FLI NET Partner Firms would be able to take advantage of the following service:

- ✦ Free access to content: FLI and FLI NET will have access to Practical Law's multi-jurisdictional guides
- ✦ The guides provide practical information on topical issues, country-specific Q&A overviews on various areas of law and practice and also have their own comparative tools which allow the user to select a specific question or topic, select the jurisdictions they are interested in and the tool will compare the answers
- ✦ The Q&A chapters are written by leading local law firms in each jurisdiction. The questions are designed by Practical Law's team of ex-private practice lawyers alongside international editorial boards comprising of legal professionals (both in-house and private practice) active in a particular area. This helps to ensure the guides address the key issues facing any international lawyer doing business in an unfamiliar jurisdiction.





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FLI's dedicated, accomplished marketing and client development personnel will work directly with Practical Law to further promote the network's capabilities and goals.

FLI is very much looking forward to building a strong partnership with Practical Law. This opportunity will help in building awareness and prestige of FLI NET partners across the globe. Look for more information from FLI as we move forward with this great opportunity with Practical Law.

FLI NET New Board Member – Mr. J. Cary Gray (USA)



As FLI NET Executive Management Board fulfils a critical role in managing the consistently growing FLI network, FLI is pleased to announce that Mr. J Cary Gray from Gray Reed & McGraw (www.grayreed.com) has accepted the serve as the member of FLI NET Board.

Cary Gray is the President and Managing Director of Gray Reed & McGraw. As a commercial litigator, he has secured favorable verdicts and judgments in the United States, as well as throughout the world, in a wide variety of commercial litigation cases including breach of fiduciary duty, collections, deceptive trade practices, defamation, employment discrimination, fraud, fraudulent transfer, negligence, professional (accounting and legal) malpractice, real estate titles, shareholder oppression and shareholder derivative actions, wrongful death and enforcement of contracts.

Cary's rich experience and vision for a stronger FLI would, most definitely, enrich the Board's make-up.

With this new change, the FLI NET Board is, thus, composed of following members:

- Klaus Jankowski Germany
- Jerome Saleur France
- Mira Sun Republic of Korea
- John Shanahan Japan
- Vitor Marques da Cruz Angola
- Willem Heemskerk The Netherlands
- Mohamed Alem Lebanon
- Krishan Malhotra India
- David Hamlett United Kingdom
- Cary Gray United States of America

FLI HQ would like to congratulate Cary on his acceptance and asks all FLI NET Partners to show solidarity and continuous support toward the newly composed FLI NET Board.

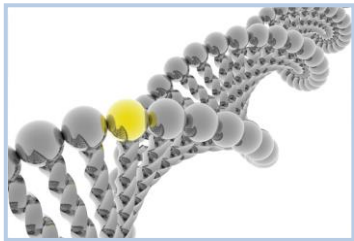




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FLI NET Life Sciences Practice Group – Inaugural Group Call

Headed by Catherine Longeval (Partner, Van Bael & Bellis), FLI NET Life Sciences PG held its first group call on March 26th where fourteen FLI NET Partners joined the call.

With the practice group’s purpose to provide all FLI NET clients the common expertise, collective talent, and cohesive project management skills, this inaugural call covered following key points:

- ✦ FLI NET Partners’ input on their firm’s specific areas of expertise in life sciences and experience with pan-European and/or global life sciences projects;
- ✦ How to better use the power of the network and work together to create more business opportunities for our law firms through the FLI model:
 - which services?
 - identification of potential targets;
 - how to conduct pitches; etc.
- ✦ Preparation of Life Sciences marketing materials;
- ✦ Comments and suggestions for going forward.

The members of the Life Sciences PG will also be holding a break-out session during the FLI NET Houston conference.

FLI NET Fall 2014 Tokyo regional conference



First Law International (FLI) is pleased to be hosting the FLI NET 2014 Fall Regional Conference on November 14, 2014 in Tokyo, Japan.



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This traditional event will be attended by a number of significant guests as well as by FLI NET regional Partners from the Republic of Korea, Hong Kong, Philippines, India, Vietnam/Thailand, Malaysia, Indonesia and the conference's hosts – Japan.

A detailed agenda of this special event will follow shortly.

FLI's Principal, Mr. Orlando Casares, is looking forward to seeing all attendees in Tokyo!

For further questions, please e-mail: communications@first-law.com

FLI hosts a meeting with **Food Law** experts

On March 27th FLI hosted a meeting at its HQ offices with various Food Law experts from Germany, France and Italy.

This initiative, supported by Mr. Giorgio Rusconi from FLI NET Italy member firm – *Studio Legale Mondini Rusconi*, granted the occasion to further explore opportunities in this emerging area of law.

FLI NET Food Law Practice Group is getting ready to have an official kick-off meeting at the FLI NET Houston conference.

FLI engaged in **11 countries**

A diversified technology client has asked FLI NET partners from **11** countries to conduct an updating exercise of client's website statements, which have been previously advised on in 2012.

FLI NET engaged partners have been instructed to first review client's original website statement, implement any changes to the local versions, and finally, advise on any regulatory changes that would affect any additional changes to the original website statement.

Acting as the project manager, Dan Smith from Wragge & Co., has effectively coordinated internal communication among various FLI NET Partners after which FLI has delivered satisfactory work product to the client.

