



# NEWSLETTER

for the busy, successful lawyer on the go

Edition 39: October 2012

## Message from our President

Dear Friends,

With a US Presidential election now behind us and the implications that a renewed term of four more years might have on the global economy, the world braces for a cold political winter. European markets are on a watch-and-see stance waiting for the outcome of the Austerity measures to kick in and whether the contagion officially spreads to more EU economies. And with China and India both reporting negative growth for the first time in recent years, it seems the world is in a state of gloom.

Perhaps at a time like this the good old proverb *“to bad weather you put on a good face,”* is rather appropriate. Yet, as the gatekeepers of your law firms comprising FLI NET, it behoves all of us to be proactive and take bold steps to be ready for the turn around of the business cycle and continue to act with confidence in ourselves, our teams and respective individual business models.

FLI continues relentlessly to comb the world for new significant partners and for business opportunities for each of our members. Between now and the end of the year, FLI will host a number of regional events including Partners’ meetings in Africa, Asia Pacific and the Middle-East. 2012 promises to be our most active year, to-date. Let us all embrace this level of energy and do our individual parts to enhance our new Chambers & Partners *Elite* Network status.



## FLI NET Partners in Dublin for IBA Conference 2012

On the occasion of the IBA Conference held in Dublin, Ireland, FLI Principal, Mr. Orlando Casares, traveled to host FLI NET focus target meetings with various attending Partners from the Netherlands, Poland, Belgium and Croatia along with the prospective member firms from Mexico and Russia.

Such meetings provided a timely forum to re-connect and explore business development opportunities while reviewing FLI’s common objectives of increasing intra-network collaboration.

The individual contributions from each FLI NET Partner is greatly appreciated and we would like to thank those who took time from their busy agendas to meet with Mr. Casares.

FLI will continue striving to organize these types of individual and regional meetings with the goal of strengthening intra-FLI NET bonds.



## FLI HQ organizes new client introductory meeting at our FLI NET Dutch Partner’s offices in the Hague.

True to the core of FLI innovative business model, FLI Brussels has been very busy in the area of business development during Q:3.





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As a result of these efforts, FLI arranged an on-site meeting with the HR Global Director of a leading chemical company at the offices of Pels Rijcken – our FLI NET Partner in the Netherlands with a view to discuss a few new projects.

Our new prospective client’s HR Director was very impressed with our Dutch team’s core competency in labor and employment and the overall value that FLI has to offer to multinational clients such as this new client’s cross-border requirements.

It is anticipated that FLI will be engaged shortly to render support in a number of jurisdictions, including Asia Pacific and the Middle-East.

## **FLI African Expansion: FLI Executive Management will be conducting final interviews with selected candidates from Tanzania, Uganda and Democratic Republic of Congo!**

Following a recent tour that took FLI’s principal to four African countries of strategic importance to FLI clients, we are pleased to announce that having conducted onsite interviews of the leading local firms, FLI HQ has presented to its Executive Management the following selected names for final interviews:

- Tanzania: **Law Associates Advocates.**
- Uganda: **MMAKS**
- Democratic Republic of Congo: **Masongo, Kakisingi & Associates**

These candidates are full-service firm law firms considered leading firms in their respective jurisdictions. With a team of partners, associates and consultants with diverse backgrounds, these firms provide high quality legal services to a wide array of local and international clientele.

With these firms joining our FLI network now expands our presence on the African Continent to seven strategically significant countries.

## **FLI NET Asia client showcase conference in Singapore (Dec-12-13<sup>th</sup>., 2012)**



First Law International is proud to be hosting another client-driven conference in Asia Pacific. This year, FLI’s forum will be Singapore (December 12-13<sup>th</sup>.) to exhibit its cross-border prowess in the thriving Asia Pacific region to a number of significant clients.

FLI will be showcasing its broad regional coverage through FLI NET Partners from Japan, China, Hong Kong, South Korea, Vietnam, Thailand, Taiwan, Malaysia, Philippines, and Australia



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to a US Fortune multinational client that is a leader in the energy and mining industry. Day two of the conference will be dedicated to welcome a number of new global clients wishing to know how to do business in Asia Pacific more effectively. These new clients include IT, Investment, Chemical, and Medical.

Having successfully held a similar event last year in Hong Kong, FLI is looking forward to dazzle the US multinational clients' respective teams, which will be represented by their General Counsels and VPs responsible for various geographic regions, with FLI's compelling business model and the value that comes from relying on FLI's regional capabilities.

## 2<sup>nd</sup> MENA conference to be hosted by FLI in Beirut, Lebanon!



Following FLI's first successful MENA regional conference in Dubai (hosted by FLI NET UAE partners – Habib Al Mulla), FLI is pleased to sponsor a follow-up seminar co-hosted by the prominent Lebanese firm **Alem & Associates**.

In the wake of FLI's regional expansion, we are delighted to bring together leading firms from the region and continue dialogue on how to utilize FLI's compelling business model that continues to attract top-rated law firms from across the world and multinational clients seeking seamless cross-border support.

Firms from across the MENA region have been invited, including representatives from: **Bahrain, Kuwait, Jordan, Afghanistan, Oman, Qatar, Lebanon, Saudi Arabia, Libya, Iraq, Tunisia, Algeria, Morocco, and Pakistan**

Any FLI NET Partners is welcome to join Mr. Casares during this historic event. FLI NET Angola's Partner has confirmed his participation.

For more information, please revert to [assistant@first-law.com](mailto:assistant@first-law.com)

## FLI NET Taiwan – Recognition

FLI is always proud to acknowledge our individual FLI NET Partners' achievements earned through their dedicated approach to excellence.

FLI NET Taiwan Partner firm – **Lin & Partners** – has been recently recognized by Chambers Global for the upcoming 2013 edition in the following fields:

- Banking & Finance
- Capital Markets
- Corporate /M&A
- Dispute Resolution





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- Employment
- Gaming and Gambling, and Insurance

In addition, Chambers Global also recognized Dr. Lin (the Firm’s managing partner) as leading Taiwan attorney in Capital Markets, Corporate /M&A, and Gaming & Gambling areas.

First Law International would like to congratulate Lin & Partners and Dr. Lin on this remarkable achievement!

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## FLI’s window to the global clients: **Practice Groups**

As part of FLI's “Elite” ranking, FLI is working on an exciting directory to be proudly displayed in our website describing a list of **Practice Groups** where you, our FLI NET Partners, have developed core competencies and expertise we would like the world to know.

While FLI has had a preliminary structure in this regard, our FLI Principal has felt strongly for some time that the time is now to better structure our impressive, combined talent pool to show FLI’s market sector strong capabilities.

FLI’s comprehensive list of practice groups will be headed by a Head of Practice Group in line of our new Chambers “Elite” ranking and each group will be comprised with a Panel Specialist per jurisdiction.

Recently during a conference call with the key executives in the legal department of a US Fortune Company, this very subject came up and the request was made to provide this level of detail and transparency.

Mr. Justin Turman from FLI Brussels will be heading this effort going forward by reaching out to all FLI NET Partners.

