



NEWSLETTER

for the busy, successful lawyer on the go

Edition 38: September 2012

Message from our President

Dear Friends,

For many still with school-age children, September is the start of a new busy school cycle with all its drama and excitement. In a real sense, September is also a renewed bolt of energy to complete the year on a high note. Meetings that were previously put off due to the summer holidays are scheduled anew, capital expenditure decisions are made, and an outlook with more confidence is perceived by many as the cooler approaching weather reminds us all that year-end is looming ahead and we must try and achieve all our pending milestones. For FLI this is exactly how September has been. FLI achieved one of its historic markers: our first pan-Arab MENA regional conference which compounded with our recent burst of growth in Africa, FLI is not placed in an enviable position to claim being true global platform to assist a wide range of multinational clients in various industry segments.



Historic Milestone: FLI NET hosts its first MENA regional conference in Dubai

First Law International is pleased to report the success of its first pan-Arab speaking Middle-East and North Africa Conference in Dubai attended by the leading firms from **Algeria, Lebanon, Egypt, Jordan, Tunisia, Saudi Arabia, Yemen, and Afghanistan**. Long-standing FLI NET Partners from **Malaysia** (Executive Management Member) and **Greece** also attended.

The meeting was partially patterned after the successful interactive approach of FLI Spring Conference in Berlin by inviting three of FLI's multinational significant clients to assist FLI management to moderate the discussions with our prospective new Partners in the MENA region.

The co-hosts of memorable conference, Habib Al Mulla (FLI NET UAE), planned out the conference to the smallest detail and shined through their hospitality.

FLI Principal, Mr. Orlando Casares, accompanied by FLI USA Senior Partner, Scott Blackmer, was pleased to elaborate on FLI's humble beginnings and its tremendous growth and rankings by Chambers & Partners in recent years.

Realizing the current trend of clients' growing business operations in the Middle East, FLI is strategically expanding in the MENA region through prospective local FLI NET Partners to help FLI clients meeting their business and legal needs.

Following this historic conference, FLI is now in dialogue with a number of the selected firms to advance the affiliation process.





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FLI would like to extend our heartiest thanks to the entire team at Habib Al Mulla for their hospitality and efforts in organizing an extraordinary conference!

FLI is ranked as the **Elite Network** by Chambers Global!

Understanding the importance in our industry of being ranked by a duly accredited organization as a top tier law firm to be able to compete in the market, law firm networks began to be ranked by Chambers & Partners in 2010.

FLI has been ranked as a leading network since Chambers' inception and twice (2010 and 2011) has FLI's Principal been asked by Chambers to write the Overview on law firm networks for the Chambers Global Chapter.

Starting in 2013 – having become more sophisticated in their ranking criteria, Chambers has created a new top classification of the best few networks called **Chambers Elite**.

A couple of weeks ago Chambers personally phoned FLI's Principal to announce that FLI has been selected as one of the exclusive few Elite Networks – the only founded and managed in Europe; the only which does NOT charge its members sign up and retention fees; and the only which acts as a business development engine to create and promote business opportunities for all our FLI NET flock of geese to collaborate.

This development is a key turning point for First Law International and a proper announcement will be forthcoming. Until then, it goes without saying that each FLI NET member should take great pride knowing that your individual contributions to the flock of geese have yielded significant dividends and as our motto has clearly described since our early days: "together we travel further and get there faster."

Mobile Applications Company seeks FLI support in their US operations

A Latin American-based mobile application company sought out FLI to provide necessary IP & Corporate support in patenting their innovative and cutting-edge application in the US market.

FLI quickly mobilized the required support through both FLI NET local US partner firms to ensure that the client's needs are met in a timely and cost-effective manner.





FLI’s strategic client outsources additional mandates to FLI NET African partners.



Due to FLI’s recent, strategic growth on the African continent, one of FLI’s strategic clients continues to increasingly rely on FLI’s business model to support their local operations’ requirement in company law and labor-related matters.

By the end of Q4 2012, FLI is expecting to significantly increase its presence in Africa by welcoming at least three new local partners (to be properly announced in due course).

FLI NET Dutch Partners provide valuable support to one of FLI’s long-standing Central European clients

After having recently successfully averted litigation in the UK through FLI NET Panel firm Wragge & Co., FLI’s long-standing client, large business Central European conglomerate retained the services of FLI NET Dutch partners – Pels Rijcken & Droogleever Fortuijn *advocaten en notarissen* for corporate law assistance.

The project at hand required support review of a Joint Venture Agreement and establishment of a local company in order for the client to continue running is desired business objectives.

This is a good example of repeated business due to strong execution by one FLI NET goose who after having provided “real value” FLI’s client’s confidence is boosted and consequently, it spreads to other fellow FLI NET geese in terms of mandates.

