



NEWSLETTER

Edition 28: September - October 2011

for the busy, successful lawyer on the go

Message from the President

Dear Friends,

It seems a number of client global and strategic initiatives, which may have been put off during the summer holidays just hit us with a vengeance. September seems to have just blurred into October to make it very long month. We were all under pressure to complete a 52-country wide telecom project, another multi-jurisdictional project for a medical devices client; and a third cross-border project in conjunction with our strategic partner, E&Y for a management buy-out. While working with our Partners on a daily basis in very enjoyable, at times the (sometimes unreasonable) demands placed on FLI by our clients may test our interactions with you, I'm very pleased to report to all of you that we come off stronger and stronger as we continue to polish our compelling business model while securing revenue streams for all. Thank you for your on-going vote of confidence and your undying support both openly and behind the scenes. Let's keep flying together!



FLI NET concludes first round of Best Ethics and Compliance training in Africa



In line with the recently formalized FLI – DHL strategic cooperation, FLI has just concluded its first round of compliance training in Africa!

At DHL's request, FLI Managing Partner, Mr. Orlando Casares, travelled to Gabon, Kenya, Nigeria, and Algeria to personally interview and conduct the "Best Ethics Practice" training course (accompanied by DHL's head of legal Africa) compiled in collaboration with DHL (covering following areas Sarbanes-Oxley Act, FCPA, and UK Anti-Bribery Act).

FLI is currently completing its selection process for the prospective FLI NET firms in each of these countries (as well as several others), which are in high demand in order to ensure smooth supply of services as expected by the client.

FLI successfully completes an ambitious cross-border telecommunication project



Being put to the test by a multi-national blue chip company to provide a comprehensive report on client's legal requirements for business operation with respect to local telecommunication laws in **52 world-wide jurisdictions** (!) FLI has successfully accomplished this very ambitious project in a timely fashion. Given the extensive breadth of the project, the support requested by the client involved the majority of our FLI NET Partners as well as a number of Correspondents.

The project was spearheaded by FLI US-based partner, Mr. Scott Blackmer, whom together with FLI Belgium's central management efforts empowered the client to better understand their current legal options and to regularize their business activities, in-country, to ensure smooth operations without any interruption.

This project has been a true testimonial of FLI's capabilities not only within our current FLI universe, but also in jurisdictions where securing, let alone managing competent legal representation, will test anybody's management skills.

FLI wishes to thank all participating FLI NET Partners and Correspondents for the outstanding service performed on behalf of the client and for their focus and perseverance to provide additional support when the client asked for further clarifications!



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FLI NET regional meetings in Middle East

On the occasion of the IBA annual conference held in Dubai, FLI organized a number of events with the purpose of furthering the growth of the Network and strengthening the professional bonds among FLI NET Partners.



Being represented by 10 FLI NET Partners (from UK, Poland, Czech Republic, the Netherlands, Russia, Serbia, Brazil, Argentina, Angola, and Slovakia) and a prospective member firm from Croatia, FLI has interviewed a couple of leading law firms in the United Arab Emirates.

Due to demand from client and fellow FLI NET Partners, FLI is in process of selecting its local representative for the UAE. FLI NET Executive management will complete its selection process among the short-listed firms and announce in due course the new FLI NET Dubai member firm.

As a client-generating activity for the majority of the attending member firms, FLI's managing partner, Mr. Orlando Casares, arranged together with the representative Dubai office of FLI NET Partner from Kenya, leading firm Anjarwalla & Khanna a luncheon at the trendy Café More. The event was in part to recognize the superb work being carried out by FLI NET Partner in Angola (FCB&A) on behalf of DHL.

FLI will continue organizing similar events in various geographic locations to provide all of its member firms the opportunity to show case their individual firms to global clients while build a stronger FLI community.

New FLI NET members

Angola:



FLI is proud to announce that it welcomed the very first partner firm from the African continent – Angola! **Emanuel de Oliveira Galamba** (in association with Portugal-based firm FCB&A) is now servicing FLI NET clients in the region and is looking forward to contributing to the network's regional growth. More about the firm, please refer to the following link: <http://www.fcblegal.com/en>

Hungary:



FLI just concluded its due diligence to secure a new member in Hungary. FLI's managing Partner, Mr. Orlando Casares, recently spent several days in Budapest interviewing the short-listed, top-ranked candidate law firms. Having reported to FLI's Executive Management, the Board will be making its final recommendation in the coming days and will invite the successful representative firm to join FLI as our FLI NET Hungarian Partner.

Croatia:



A similar process is currently underway to secure a leading firm in Zagreb.