



# NEWSLETTER

for the busy, successful lawyer on the go

## Special Summer Feature

Edition 26

### Message from the President

Dear Friends,

For many summer is but a blur in between last minute client requests for urgent work which needs to be done in the middle of family holidays. Staying behind to cover for partners and associates in our firms can prove very stressful. Speaking as someone who for many years has had to learn to combine family promises while meeting work demands that never cease to follow you wherever you are, I would like to encourage all our cherished members to re-prioritize your working schedules so that you can spend whatever remaining quality time there is during the month of August and treat your family and loved one to a great summer holiday to reconnect with those who matter most in your lives as you recharge your batteries for the new school year starting immediately thereafter. *Bonnes vacances!*



### Strategic Alliance with one of the leading accounting firms!

As part of FLI's relentless commitment to become the ultimate General Counsel's cross-border household working tool, FLI's innovative business model continues to prove its value to our clients worldwide by enhancing our Merger & Acquisition breadth and scope. FLI is proud to announce its global roll-out strategic alliance with one of the leading accounting firms. Our special offering to clients will now include finance, human capital, tax and transaction advice to FLI's already superb legal support in over 44 countries.

In the current recessionary state of the global economy where the fight for client satisfaction and retention has transcended from traditional value to *ValuePLUS+*; the synergies expected from harnessing the combined strengths of these independent professional service providers are very powerful. These brands in their own respective fields of expertise are synonymous with superb quality, and will afford clients of all sizes and budget the invaluable opportunity to secure professional, cross-border support which up until now was only available to a privileged few.



### FLI Russian Correspondent ALRUD wins Client Service Award at Chambers Europe Awards!

On May 5th in Amsterdam, ALRUD was named the winner in the Client Service Award category during the Chambers Europe Awards for Excellence ceremony. Chambers Europe Awards for Excellence is one of the most important professional recognitions.

At the ceremony Joanna Thomas, Chambers Europe editor, shared one of the representative clients' quotations about ALRUD: "We are increasingly impressed by their cost efficient way of dealing with issues and their ability to work at very short notice. The lawyers show us potential risks and give great analysis of them so we can make decisions. They are fantastic to work with"



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### FLI NET in the Media – Corporate International Magazine

#### Corporate INTL

FLI NET will be featured in a special five page article by Corporate INTL Magazine in the September 2011 online edition. In addition to the much focused readership audience of business leaders, investors and service providers, including legal advisors to corporate clients, Corporate INTL will feature for the first time a “who’s who” section within our expanding FLI universe. With more countries already in the network (soon to cross over the 50 jurisdictional threshold) than any of the major, franchise-type law firms and a large number of attorneys (over 4.500), many of whom are considered tops in their respective field of expertise, Corporate INTL will conduct an FLI-wide survey of FLI NET Practice Groups to highlight specific areas of unique talent concentration in order to increase visibility to clients and prospective clients who are spread over large industry spectrum including mid-market private enterprise, leading public business across various stock-exchanges, Executives of Multinationals, Private Equity & Venture Capital Firms, Banks, Asset-based lenders, law firms and in-house attorneys, financial advisory firm, fund managers, due diligence specialist, public relation specialists and Marketing & Brand managers.

### FLI NET Executive Management Team is extending its breadth to include the leading firm in the Czech Republic



Marek Losan, Partner with Havel Holasek & Partners ([www.havelholasek.com](http://www.havelholasek.com)) is welcomed by FLI’s Executive Management as it latest member. FLI has been very proud over the recent achievements of HH&P in the Czech Republic (and Slovakia starting 2010) to become the largest law firm in Czech Republic and without a doubt among the leading players in the local market. HH&P’s annual accolades are without precedent and continue to impress the legal industry. Marek in particular is one of the powerful forces within HH&P which has helped the firm reach its potential. FLI is very pleased to welcome Marek whose fresh outlook towards the network will be a very valuable addition.

### Diversity in the Work place – Women Empowerment



An increased number of world-leading brands now foster the view that you do the right thing **for the right reason** not because it is popular. In point of fact studies show that a diversified workforce transcends into stronger and happier work culture. A diversified employer turns an otherwise despondent employee into an empowered and motivated workforce who, in turn impacts productivity and ultimately profitability. Through this joint initiative, FLI intends to



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promote through all its member firms an internal working environment where the career aspirations and job security of women and minorities in general are not only taken into consideration as strategic to FLI's continuing to ensure a worldwide, premier law firm network but also aims to protect it by becoming a pioneer in its own right. The empowerment of women is not merely a conversation on the feminist discourse which consists solely on jurisprudential narratives. It incorporates the wholesome idea that men and women being different have complementary attributes, which when nurtured through gender mainstreaming, the end result is a stronger and more unified, in our case, law firm.



### FLI NET Executive Management Team is extending its breadth to include a leading firm in Japan

John Shanahan, Partner with Atsumi & Sakai ([www.atsumi.com](http://www.atsumi.com)). Making partner in a mainstream US law firm is hard enough but to make partner in a foreign jurisdiction as traditional as Japan is a major achievement by anyone's standards. FLI is proud to welcome John Shanahan as FLI Executive Management's latest member. A&S is one of Japan's leading firm and ranked top tier in financial markets. John has been managing a number of cross-border projects for FLI clients whose level of satisfaction continues to impress FLI HQ due to precise and timely execution by our Japanese Partners. John brings a high level of energy to the Management team and will blend his acquired expertise in the Far East with his American professional background and know-how.



### FLI goes far west... to the USA

After a long consideration, FLI targets the US market as part of its strategic expansion

FLI spent two weeks in July in the United States and Mexico conducting a series of business development meetings and interviews with law firm candidates interested in joining FLI NET. FLI Principal, Orlando J. Casares was accompanied by Senior Partner, Scott Blackmer (based in the US), and recently appointed Executive Management Member, John Shanahan (based in Tokyo) during some of the scheduled events.

#### *Diversified Technology Company*

FLI is welcomed by the General Counsel and Assistant GC of a USD 3 billion Multinational Company HQ on the East Coast to review cross-border support. During the performance evaluation meeting, FLI is asked to render additional assistance in a pan-Asia Pacific project involving several jurisdictions, as well as in South American.



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### *Two MLM Companies based in the West USA*

Direct sales multiannual companies in the food supplement industry with combined annual sales turnover of over USD one billion, with significant presence in Asia Pacific met with FLI Principal and a marketing consultant to discuss the possibility of supporting its local business units. The meeting reinforced once again FLI's compelling business model in the current state of the global economy as a very viable and welcome alternative to the bigger law firms whose level of responsiveness and much higher fees has left these and other clients wishing for more.

### *FLI NET Universe / New FLI NET Candidates*

FLI Executive Management is at various stages of consideration for the following new candidate FLI NET law firms: Serbia, Croatia, Vietnam, Mexico, Angola, Australia and Dubai.