



## Frequently Asked Questions

### General:

#### **What is the International Lawyers Network?**

The **International Lawyers Network (ILN)** is an association of 91 high-quality, full-service law firms with over 5,000 lawyers worldwide. The **ILN** provides clients with easily accessible legal services in 66 countries on six continents. Our firms offer expertise in a broad range of practice areas, including corporate and commercial law, securities law, taxation, commercial litigation, employment and expatriate law, government contracting, intellectual property law, estate planning and administration and alternative dispute resolution.

#### **What is the focus of the ILN?**

The focus of the **ILN** is to provide the member firms, their attorneys, and their clients with a seamless, highly professional, highly qualified pool of law firms and legal experience. Our firms are vetted, have sophisticated expertise, and have developed a mutual regard that allows our attorneys to build and maintain long-standing relationships across a variety of professional disciplines and geographic boundaries.

#### **Are there meetings?**

There are four **ILN** meetings per year – our Annual Meeting and three Regional Meetings, which include the Regional Meeting of the Americas, the European Regional Meeting, and the Asia Pacific Regional Meeting. In addition to these Network-wide meetings, there are also several meetings that take place during the year within our specialty groups, among other **ILN** members, and through **ILN**-hosted webinars.

#### **What specialty groups are available within the ILN?**

We currently have twelve specialty groups available for participation within the **ILN**: the Medical Device and Drug Manufacturing Litigation Group, Energy Group, Estates & Trusts, Finance and Restructuring, Intellectual Property, International Dispute Resolution, International Trade, Labor & Employment, Real Estate Law Group, Sports Law Group, the Corporate & Securities Law Group and International Tax Law Group. These groups are constantly being expanded, and additional groups added as the **ILN** continues to grow. In addition to the legal-focused groups, the **ILN** also has a Marketing Specialty Group, comprised of the marketing professionals within its firms.

#### **Do ILN members have collective liability on advice given?**

The Members do not have collective liability on advice given because membership in the **International Lawyers Network** does not create an agency, partnership, joint venture, franchise, or fiduciary relationship between member firms and the **International Lawyers Network** and/or its members. The **International Lawyers Network** does not practice law. Legal services rendered by member firms are rendered in the name of the member's name only and not in the name of the **International Lawyers Network**. The **International Lawyers Network** does not receive any compensation of any kind for facilitating referrals.



## Membership:

### What are the benefits of membership?

Membership in the **International Lawyers Network** provides its members with several key benefits. They gain *worldwide presence* - each of our members can easily and rapidly gain international expertise without the expense of maintaining an office. The attorneys have very strong *relationships* - over the past 21 years, ILN members have developed strong personal and professional relationships through our conferences and meetings, pushdown efforts, specialty groups and other cooperative efforts. These relationships are the hallmark of our Network. Our firms are guaranteed *responsiveness* - when receiving a referral, a member firm will make contact with the receiving firm by email or telephone within 24 hours. Our members share the benefit of *reputation* - they are held to the highest standards of excellence and abide by the ethical rules which are universally appropriate for lawyers and law firms. They are assured quality - each of our firms is vetted to ensure a seamless, highly professional, highly qualified pool of law firms and expertise. Our members believe in the quality of ILN firms and that is why they join the Network. They gain *accessibility* - member profiles and contact information are immediately available on our website. Our firms are also *diligent* - unlike many other legal networks that conduct only an Annual membership survey, the ILN conducts bi-annual Referral surveys, which provide members with the opportunity to evaluate the quality and responsiveness of their fellow members on a more continuous basis. Membership in the **ILN** affords our firms with greater *visibility* - our members become more visible to clients and potential clients by authoring articles for our *International Legal News* newsletter publication and increase their presence within the **ILN** with their contributions to the *Bullet "iln,"* our internal newsletter. Additionally, member firms and attorneys are highlighted through the Administration's social networking efforts on LinkedIn, Twitter, and Facebook. Our firms are also a part of a *knowledge network* through their membership - our Specialty Groups provide our members with the ability to pool their resources and take advantage of the tremendous strength and depth of their combined expertise.

### My firm already belongs to a network, what does this mean for the ILN?

The **ILN** encourages its members to become involved with practice-specific and regional legal networks, but discourages participation in other international legal networks.

### What are the requirements for membership?

The firm should be an independent practice, responsible for their own staffs and work products. The firm must be considered as mid-sized in its jurisdiction, with substantial partner involvement and oversight in client matters. Members should be well-established within their local jurisdictions, with broadly based commercial, corporate, business and litigation practices, focusing on growing and developing new clients. Firms should have a strong domestic focus and experience, coupled with significant experience in international and business matters, with English fluency. Firms must demonstrate an ongoing commitment to the operation and development of the **ILN**, including, but not limited to, participation in Annual and Regional



Meetings, timely payment of dues, prompt response to **ILN** requests and referrals from other firms, and participation in additional **ILN** activities. In addition, members must hold an appropriate level of liability insurance for their jurisdiction, to be reviewed by the Board of Directors.

**What is the cost of membership?**

Membership costs are based on a base cost for the firm and a cost per attorney. This is determined by the Administration in conjunction with the Board of Directors.

**How can my firm get more information about joining the ILN?**

To get more information on joining the **ILN**, please contact our Director of Network Development, Lindsay Griffiths. She can be reached by phone at 201.594.9430 or at [lindsaygriffiths@iln.com](mailto:lindsaygriffiths@iln.com)

## Our Members:

**What is the typical profile of an ILN member?**

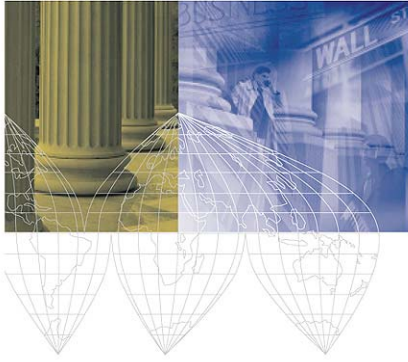
Each of our member firms is internationalist in outlook and staffed by highly trained senior attorneys who are experts in a broad range of practice areas. Our members have also demonstrated their experience with working successfully with international companies. They are independent, mid-sized firms within their jurisdictions, and are committed to the focus of the **International Lawyers Network**.

**Who are the members of the ILN?**

To see the profiles of our Firms and the contact information for our members, please see our directory, located at <http://www.iln.com/directory.asp>.

**In which countries are members located?**

Our members are located in 66 countries. These include: Algeria, Argentina, Australia, Austria, Bahamas, Belgium, Belize, Brazil, British Virgin Islands, Bulgaria, Canada, Channel Islands, China, Costa Rica, Cyprus, Czech Republic, Denmark, Dominican Republic, Ecuador, England, Estonia, Finland, France, Germany, Gibraltar, Greece, Ireland, Isle of Man, Italy, Japan, Latvia, Lebanon, Liechtenstein, Lithuania, Luxembourg, Malaysia, Mexico, Morocco, Netherlands, New Zealand, Nigeria, Northern Ireland, Norway, Pakistan, Panama, Papua New Guinea, Philippines, Poland, Portugal, Puerto Rico, Romania, Russia, Scotland, Singapore, Slovakia, Spain, Sweden, Switzerland, Taiwan, Thailand, Turkey, Turks and Caicos Islands, Ukraine, United Arab Emirates, and the United States.



## Governance:

### Who are the members of the Board of Directors?

Our Board of Directors includes:

Peter Altieri of Epstein Becker and Green, P.C. New York, USA – Chairman

Lowell Lifschultz of Epstein Becker and Green, P.C. New York, USA – Director emeritus

Ian Clarke of Gadens Lawyers, Sydney, Australia

Antonello Corrado of CFMP Law Firm, Rome, Italy

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Urs Kaelin of Arnold Wehinger Kaelin & Ferrari, Zurich, Switzerland

Gary P. Kaplan of Howard, Rice, Nemerovski, Canady, Falk and Rabkin, San Francisco, USA

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Pavla Prikrylová of PETERKA & Partners, Prague, Czech Republic

Jeffrey Shapiro, Arnstein & Lehr LLP, Illinois, USA

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Marc Udink of Udink & De Jong, The Hague, Netherlands

David Willenzik of McGlinchey Stafford, New Orleans, USA

Marga Wolpert of Goehmann Wrede Haas Kappus & Hartmann, Frankfurt, Germany