



Recommendations for Making the Most Out of Your ILN Membership

- Get to know your firm's primary ILN contact person – This person will be the most knowledgeable about other ILN members, projects and services.
- Use your firm's ILN contact person and/or the Administration to identify attorneys for outbound client needs – when contacting any attorney, identify yourself as an ILN member.
- Attend ILN Meetings and become acquainted with fellow members to establish mutually beneficial relationships. Bring other attorneys from your firm to ILN Meetings to increase the number of professional relationships between your firm and other ILN attorneys.
 - 2010 Annual Meeting: June 12-14 2010, Bangkok, Thailand
 - 2010 European Regional Meeting: Date TBD, Location TBD
 - 2010 Americas Regional Meeting: Date TBD, Houston, Texas
- Arrange meetings with other members when traveling to their jurisdiction. Ask to be introduced to key attorneys in your practice area. Contact the ILN Administration for help in coordinating these visits.
- Notify the ILN Administration when traveling to an industry meeting. The ILN will coordinate with other ILN members to arrange for introductions and networking opportunities.
- Get involved in ILN Specialty Groups by participating in breakout sessions at conferences, authoring articles or roundtables, or attending group functions.
- Read the latest issues of the Bulletin and the International Legal News. Identify possible article opportunities for both publications.
- Send your firm's announcements, client advisories, and press releases to the ILN Administration. Keep your firm's ILN web page profile up-to-date and complete. Email our Director of Network Development, Lindsay Griffiths with all updates.
- Place the ILN logo on your website and other marketing materials.
- Include information about the ILN in your firm's internal newsletter.
- The ILN Administration has assisted member firms in placing young associates with other members around the world, which has great educational benefits both for the associates and the member firms. Contact the ILN Administration for more details.
- Get involved in ILN Marketing Partnerships by attending events to meet with general counsel, providing materials to be distributed, and taking advantage of speaking opportunities.



**INTERNATIONAL
LAWYERS
NETWORK**

- Join the Gerson Lehrman Group's (GLG) Legal and Economic Regulatory Affairs Council. For the past four years, the ILN has been involved with the Gerson Lehrman Group, a company who helps their clients to find, engage, and manage expert networks. For more information on this opportunity, please contact Lindsay Griffiths.
- Follow the ILN Administration on Twitter at @griffithsalan and @lindsaygriffith.
- Check out the ILN's two blogs: Lindsay's thoughts on topics of interest to the legal industry and ILN relationship-building can be found on "Zen and the Art of Legal Network Maintenance" at <http://legalnetworkzen.blogspot.com> and the award-winning ILN member cartoon series, "ILNBriefs," at <http://ilnbriefs.blogspot.com>.
- Keep up with the ILN on social networks by becoming a Facebook fan of the International Lawyers Network or joining the ILN's Facebook group by searching "International Lawyers Network." Check out the ILN group on LinkedIn for access to other ILN members.