



LEGALINK

PRESENTATION

2013



LEGALINK

A global network of individual law firms
INTERNATIONAL BUT PERSONAL

Main topics

- What is Legalink
- Who are our members
- International Directories
- What makes Legalink unique
- Legalink's core values
- Membership benefits
- Members' General Meetings
- How to become a member
- Membership fees



LEGALINK

A global network of individual law firms
INTERNATIONAL BUT PERSONAL

What is Legalink?

- Legalink is a non-exclusive, international legal network of 63 independent and business oriented law firms that cover the majority of the main commercial centres across the world.
- Legalink is different from the typical name-on-a-list referral networks - we are reputable and successful law firms with close working and personal relationships. Our common aim is to guide our clients through the challenges of global business and provide them with excellent, and personalized, legal services.
- In Legalink, your business, as well as the complexity of international transactions, are our priority. Therefore, we are able to provide the finest solutions to your cross-border matters, transactions and disputes.



LEGALINK

A global network of individual law firms
INTERNATIONAL BUT PERSONAL

Who are our members?

- Our members are leading lawyers in their local jurisdictions; experts in their fields of practice and with in-depth local market knowledge. They are also experienced in collaborating with colleagues on multi-jurisdictional project.
- Legalink's member firms are highly recommended by recognized international law directories such as Chambers and Partners Global, Europe, USA and Asia editions, Legal 500, IFLR and Who's Who, amongst other respected legal rankings. In order to become a member, firms have to demonstrate that they meet the highest standards of ethics and quality service, and represent an added value to the network.



LEGALINK

A global network of individual law firms
INTERNATIONAL BUT PERSONAL

What makes Legalink unique?

- Our network is unique for many reasons. Legalink provides members with immediate access to each other. Our strengths and key attributes are the close personal relationships created between members as well as our very high standard of service in terms of quality and competence. Cooperation is our daily practice.
- Twice-a-year the members meet at a General Meeting where friendships are created and maintained. The members attend these meetings regularly because they believe that the best professional associations are based on real personal relationships. Attending these meetings enables members to recommend foreign law firms with confidence and make effective individualized judgments about which firm will best serve a particular clients' interest internationally.



LEGALINK

A global network of individual law firms
INTERNATIONAL BUT PERSONAL

What makes Legalink unique?

- Through Legalink, members can effectively coordinate the delivery of legal advice across multiple jurisdictions and provide services across a variety of industries and practices. This has proved to be of great value for our clients to whom we want to guarantee a continuity in the quality of services they are accustomed with in their businesses worldwide.
- Our clients have the confidence of knowing that their affairs are being looked after by advisers with a personal interest.



LEGALINK

A global network of individual law firms
INTERNATIONAL BUT PERSONAL

Legalink's core values

- **Integrity and honesty**

For us, integrity and honesty are amongst our most important values. They are at the core of all our lawyers' ethics and determine their personal and professional behavior.

- **Professional services**

Our members are committed to providing the best legal service available.

- **Unique approach to each client**

We go out of our way to understand the needs of each and every client. We create relationships based on one of the most important aspects of any mutual cooperation – trust.



LEGALINK

A global network of individual law firms
INTERNATIONAL BUT PERSONAL

Legalink's core values

- **Responsiveness**

Our members always provide a diligent and prompt response to clients' requests.

- **Accessibility**

Up-to-date [contact information] of each firm is always available.

- **Transparent and fair billing practices**

Our members offer competitive fees and do not charge referral fees or any additional fees to the client for calling upon any members of the network.



LEGALINK

A global network of individual law firms
INTERNATIONAL BUT PERSONAL

Membership Benefits

Legalink provides members with many valuable benefits:

- Access to a world-wide referral network of legal experts;
- Effective coordination of regional legal services;
- Receive business from leading firms;
- Refer business to leading firms;
- Enhance the firm's profile internationally;
- Attend bi-annual meetings;



LEGALINK

A global network of individual law firms
INTERNATIONAL BUT PERSONAL

Membership Benefits

- Constant update on the developments of the legal market worldwide, through an electronic newsletter, cross-border publications in certain practice areas, etc.;
- Participation in cross border special interest groups for different practice fields and industry areas linked by group e-mail services;
- Participation in cross border publications, such as on Public Procurement (published by Thomson Reuters), Commercial Real Estate, IPOs, and Lay Offs;
- Develop close professional and personal relationships with worldwide leading lawyers.



LEGALINK

A global network of individual law firms
INTERNATIONAL BUT PERSONAL

Members General Meetings

- Our Members General Meetings are bi-annual and hosted by our member firms. These meetings play a significant role for the network as they allow lawyers at member firms to meet regularly and meet new members personally. The participation at meetings is not only an important part of continuing legal education but also provides opportunities for the exchange of ideas and information about members' respective firms, experiences, cultures and businesses.
- The aim of the meetings is, in particular, to:
 - Generate referrals of legal work;
 - Follow-up on ongoing shared work;
 - Participate in Practice Groups to share knowledge in a spectrum of legal specialties;
 - Collaborate on member initiatives to enhance joint business development;
 - Broaden and strengthen member relationships.



LEGALINK

A global network of individual law firms
INTERNATIONAL BUT PERSONAL

How to become a Legalink member

- The application and selection process for Legalink membership is thorough. Membership is by invitation only and potential firms are carefully screened to ensure that they meet the high standards of the network.
- Candidates for membership must complete and submit the questionnaire for new members. Legalink's Committee will interview key lawyers within the applicant firm in order to understand if the firm would compliment the network. The application for membership is reviewed and approved by both Legalink's Committee and the member firms.
- Legalink's members are selected on the basis of strict criteria:
 - Their excellent reputation in their own countries;
 - The depth of their commitment to international practice and their international business capability;
 - Their ability to assist other member firms in international transactions.



Membership Fees 2013

- **BAND 1** (Under 10 lawyers)
 - In Sterling:
 - £ 2.300 (until 31st March 2013)
 - £ 2.400 (after 31st March 2013)
- **BAND 2** (From 10 – 50 lawyers)
 - In Sterling:
 - £ 2.550 (until 31st March 2013)
 - £ 2.650 (after 31st March 2013)
- **BAND 3** (From 51 – 150 lawyers)
 - In Sterling:
 - £ 2.550 (until 31st March 2013)
 - £ 2.650 (after 31st March 2013)
- **BAND 4** (Over 150 lawyers)
 - In Sterling:
 - £ 2.550 (until 31st March 2013)
 - £ 2.650 (after 31st March 2013)

For more information, please contact:

Chief Administrative Officer - Maria de Sá Nogueira
mariasanogueira@legalink.ch

Administrative Assistant - Tereza Dovicova
terezadovicova@legalink.ch

www.legalink.ch