INTERNATIONAL LAWYERS NETWORK

Worldwide Resources for Global Ventures

Meeting New Challenges

Multiple Legal Systems

The International Lawyers Network is an association of over 80 high-quality, full-service law firms with more than 4,200 lawyers world-wide. The Network provides clients with easily accessible legal services in more than 60 countries on six continents.

Many companies are finding that with the increasingly global nature of our economy, cross-border transactions and dispute resolution issues, along with international taxation and employment issues, are occupying an increasingly large share of time and attention.

To keep pace with this changing environment, they need quick and reliable advice on the laws, rules, regulations and cultures which affect their business dealings around the world. ***The International Lawyers Network*** provides a reliable framework for business people to find the legal expertise they need.

The Network provides clients with easily accessible legal services in over 60 countries on six continents because its more than 80 high-quality, full-service law firms have over 4,200 lawyers world-wide. ILN serves companies of all sizes with the high-quality legal counsel, cost-effectiveness and personalized service worldwide that only independent, regional law firms can provide. This is critical, of course, because advice on laws, regulations and local business culture can avert potential failure and prepare for future success in the internationally competitive marketplace. ILN understands this and smoothes the way in an increasingly complex and interrelated global economic system.

Each ILN member firm is composed of highly respected attorneys with significant 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;*
- *alternative dispute resolution.*

Responsive Representation Around the World

International Coordination

The principal strength of the ILN - in addition to the considerable ability and reputation of its member firms - is its cohesion. Many ILN attorneys have worked with attorneys at other member firms for years. The ILN members have developed a mutual regard that allows them to build and maintain long-standing relationships across a variety of professional disciplines and geographic boundaries. Moreover, all ILN member firms have immediate access to lawyers who are fluent in the languages necessary to complete business transactions throughout the world.

All these factors provide coordinated, attentive and expeditious service.

Enhancing this, members meet regularly on a worldwide and regional basis to exchange information, ideas and experiences. The ILN is noted for its lawyer exchange program, which is designed to promote greater insight into different legal systems.

Argentina
Australia
Austria
Bahamas
Belgium
Bolivia
Brazil
British Virgin Islands
Canada
Channel Islands
Chile
China
Colombia
Cyprus
Czech Republic
Denmark
Dominican Republic
England
Estonia
Finland
France
Germany
Greece
Greenland
Guatemala
India
Ireland
Isle of Man
Israel
Italy
Japan
Latvia
Liechtenstein
Lithuania
Luxembourg
Malaysia
Mauritius
Mexico
Morocco
Netherlands
Nigeria
Pakistan
Papua New Guinea
Philippines
Portugal
Puerto Rico
Republic of Panama
Russia
Scotland
Singapore
Slovakia
South Africa
Spain
Sweden
Switzerland
Thailand
Turkey
Uruguay
USA

Hong Kong Harbor, Victoria

The ILN member firms have developed a mutual regard that allows them to build and maintain long-standing relationships across a variety of professional disciplines and geographic boundaries.

Attentive Services and Expertise

Tailored to Each Part of the World

Historically, companies would turn to large multinational law firms when addressing international legal needs. However, size often translates into impersonal service, administrative red tape, and complex and confusing lines of authority and communication.

The International Lawyers Network offers all the advantages of these "mega-firms," while also giving its clients a level of cost-effectiveness and personalized, partner-level service often lacking at the large multi-nationals. The ILN counsel who is referred in a foreign country becomes the primary advisor on a client's international issue, with a direct and personal approach to consultation and representation. Thus, ILN clients can establish relationships with foreign counsels that are as close as those with local counsels in the client's home country.

When a multinational law firm opens an office abroad, it must familiarize itself with the host/market country before it can address the needs of its clients. This includes setting up office space, hiring local staff, and transferring its existing employees, among other tasks. That situation detracts from core issues and, instead, staffing, real estate and other logistical factors result in higher fees, time squandered on excessive intra-office communications, and reduced real commercial progress.

The ILN, in contrast, provides clients with high-quality service from experienced local counsels who work in firms that have been in existence and have enjoyed excellent reputations in their own countries for many years. This means that clients have immediate access to attorneys who are native, both linguistically and culturally, to the country of interest.

New York City, New York

The ILN, in contrast, provides clients with high-quality service from experienced local counsels who work in firms that have been in existence and have enjoyed excellent reputations in their own countries for many years.

Selective Membership Established Network

Referrals Assure Client Confidence
As membership in the ILN is highly selective, you may be confident that your legal needs will be serviced quickly, professionally and expertly in international commercial centers around the globe. Each member firm must be internationalist in outlook and staffed with highly trained senior attorneys who are experts in a broad range of practice areas. Indeed, many of our member attorneys are among the most esteemed in their particular areas of expertise in their countries. Network firms must also have demonstrated their experience in working successfully with international companies.

Throughout the world, clients employing ILN members have instant access to highly-qualified legal expertise and the assurance that the firms handling their matters have long-standing relationships with ILN members. As a result, clients can devote less time to the process of engaging foreign counsel, allowing more time to focus on their core business.

Each matter referred to an ILN member is evaluated and accepted on a case-by-case basis. Once an assignment is accepted, the referred ILN firm establishes a direct relationship with the client, eliminating needless (and sometimes confusing) cross communication. When necessary, however, the referring firm will remain involved, ensuring that all of the client's needs are met.

The Louvre, Paris

The ILN On-Line

Clients and non-clients alike can visit the International Lawyers Network on the Internet, at http://www.iln.com. You can find information about the network and extensive resources on issues of international law.

Please visit regularly, as the ILN's web site offers news announcements, a regular on-line bulletin, and searchable directories of services, regions, and member firms. The site also contains a database of articles on relevant international legal issues written by ILN member experts. The international legal links page helps visitors reach other international web resources, such as the United Nations, International Trade Law Monitor, and the Foreign and International Law Web.

Each member firm must be internationalist in outlook and staffed with highly trained senior attorneys who are experts in a broad range of practice areas.

Letter from the Chairman

In our increasingly global economy, the health and wealth of your business may depend on the quality and responsiveness of your overseas counsel. Our member firms represent the best and most experienced in their countries, and we are confident that you will receive the type of personalized, authoritative legal services you are seeking

We were inspired in 1988 to create a partnership of medium-sized law firms worldwide designed to share knowledge, expertise and clients. We are especially proud of the strong personal and professional relationships we have developed with both our clients and our colleagues over the intervening years. Anecdotal evidence from member firms suggests clients prefer to deal with organizations that are independent and client-oriented, but have close international ties.

On behalf of all our members I would like to invite you to take a closer look at our organization and how we can help you succeed in the international economy. Please feel free to contact any member firm in your country of choice and we will be happy to speak with you about our services and our global reach. Or simply visit us on the Internet at http://www.iln.com.

As our professional network continues to grow in both depth and breadth, we invite you to use the worldwide resources of the International Lawyers Network to help your company meet the challenges and opportunities of your global ventures.

Lowell S. Lifschultz
Chairman

Santiago, Chile

The International Lawyers Network is a worldwide organization of independent law firms which have formed an association for the professional exchange of information. The member law firms of the Network maintain complete autonomy, perform their professional services on an independent basis, and are not affiliated for the joint practice of law. The information contained in this publication is for informational purposes only and does not constitute legal advice.