



## NOTES FOR APPLICANT MEMBERS

### Membership and network background:

- Our network is based on high quality mid-sized (in jurisdiction) law firms with a philosophy to assist our clients in other parts of the world. We normally restrict membership to one firm per jurisdiction save in very large or complex jurisdictions and the Network reserve the right to appoint additional firms within any jurisdiction which it considers necessary to benefit the members and their clients as a whole.
- the working language is English and the network requires members to be able to communicate in spoken and written English with international clients as well as the member's jurisdiction language.
- the network is non-exclusive as regards choice of to whom a referral is to be made - you may continue to use other firms you may know in a particular jurisdiction. We believe ultimately the client deserves the 'right choice' to suit their needs. We do however work on maintaining quality firms as members and encouraging getting to know and trust each other thus encouraging referrals amongst us.
- Annual fee is set at €4000 (2019), per member firm. The main cost/obligation is to send one or more representatives to our face to face network meetings. Normally a Europe/Asia regional meeting is held somewhere in Europe in May (Ascension Day) and a global meeting of Americas, Europe & Asia in October. The key to this network is to get to know each other well. Delegates pay their own travel and accommodation and the meals and other venue costs are recharged per capita to the members attending.
- We manage the network with a deliberate light touch and do not wish to burden firms with undue costs or obligations. We employ the services of a network manager in London.
- There would be an IP licence for use while a member of the logo etc.
- We are encouraging more participation from lawyers who do not attend global meetings either by social networking, or through 'club' membership offering an invitation when travelling on holiday or business to be welcomed into the local firm's office to meet or to use meeting facilities with no charge. Exchanges and visits are encouraged of legal personnel.
- Our ambition is to create a regional group in Asia/Australasia in due course to match those in Americas and Europe which have been operating for over 25 years.
- Our constitution indicates the default position is a preference for the network to be promoted by members and there to be no conflict with competing networks, or promotion of branch or affiliates in another members jurisdiction - the network has a discretion to consider departures from the default in certain circumstances or for temporary trial periods.
- We track numbers of referrals and value at present.

### Application for membership:

- Membership is by Invitation only - applications to the Chair or committee will always be acknowledged but the Network grows as to the requirements of its members and their clients.
- We normally look for a reference as to quality and experience of working with the candidate ideally from an existing member or someone otherwise known to us, and we would if convenient arrange a small delegation visit to the candidate's office with a report back to the committee for a decision as to recommendation of membership being offered.
- The candidate is offered the opportunity as a guest of the network (their costs being limited to travel and accommodation only, with no recharge of the meeting meals and venue arrangements) to attend a meeting and present their firm, and to evaluate from their viewpoint the network leading hopefully to a mutual decision on membership on both sides
- In the absence of any references, we have in the past offered provisional membership at a lower subscription rate and encouraged exchange of referral work for a year prior to either side being committed. We do obviously take into account jurisdiction reputation and directory reports as well.

In essence our first aim is to assist our clients in other jurisdictions and second to encourage exchange of work cross-borders and joint working on international projects.