



The Law Society  
of England and Wales

**Take a global view**

Join the Law Society's International Division



*international*  
**opportunities**



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## About the International Division

The International Division is a service provided by the Law Society to help its members develop their international business and build global relationships and profile.

### Why join?

This service will provide law firms with all the contacts, tools and information they need to do business internationally. Globalisation has generated many exciting opportunities for lawyers and law firms, but establishing contacts, obtaining market intelligence and developing the ability to promote yourself abroad are necessary to convert this potential into success - this is where the International Division can help.

### Our members

The International Division caters for firms and businesses of all sizes, areas of specialisation and geographical focus and location. Since the International Division launched in November 2007 we have attracted members from the UK Top 100 as well as boutique practices with a particular international focus. We have members from all over the world, all of whom are interested in developing their business and their skills in an international context.

*“Becoming a member of the International Division has proved very worthwhile. It has been supportive of our continued focus on emerging markets such as China, in relation to which we have shared local knowledge and contacts, as well as hosting delegations to the UK.”*

Stephen Houston, International team leader, Addleshaw Goddard

## Highlights from 2008

### Where did we go?

In 2008 we ran trade missions to Nigeria, Brazil, USA, Ghana and France. We also took a delegation of lawyers to the International Bar Association conference in Argentina. Trade missions are an excellent way of gaining in-depth market intelligence and making key contacts. We also ran matchmaking events, designed to help lawyers develop links and relationships with lawyers in different jurisdictions, to Germany and Poland. We also hosted networking events in Dubai, New York, Moscow and Brussels and co-organised seminars with local lawyers in Malaysia, Turkey, Croatia and Syria.

*“The matchmaking mission to Poland was very valuable for all participants. By creating such an open and close business environment we could better acquaint ourselves with our potential partner firms in the UK and exchange views on our businesses.”*

Paweł Ciećwierz, Wardyński & Partners, Poland



## Networking and events in the UK

Much of our activity in 2008 focused on providing useful and targeted networking opportunities for our members to help them reach the right contacts and promote their expertise to a wider audience.

*“As a boutique litigation practice, we find that the International Division enables us to access the client and contact base more normally associated with substantial full service practices, as well as providing us with a forum to develop those contacts,”*

Steven Mash, Partner, SCAndrew LLP

Our year of events kicked off with the successful launch of the International Division in London, with 500 guests enjoying the international networking, food and entertainment. We followed this success later in the year with similar events in Manchester and Leeds.

We also arranged for an inward trade mission of Indian lawyers to meet their UK counterparts in London, Birmingham, Cambridge and Leeds which enabled firms on both sides to forge new and stronger business alliances.

The dynamic emerging economies present growing opportunities for business, trade and the legal profession. During 2008 we helped to ensure our members were best placed to seize these opportunities. We held events highlighting the potential for business development in Brazil, Argentina, India, China, Russia and South Africa and assisted our members in forming strategic relationships.



### Business development and profile raising opportunities

#### Services offered to our members included:

- Introductory meetings with new corporate members - to learn more about your business and feed this into our plans and priorities
- Business consultancy advice - examples in 2008 included detailed consultations on individual firm market expansion plans in India and the Gulf
- The opportunity to meet lawyers and in-house counsel visiting the UK.
- Speaking opportunities - recent examples of speaking slots we have provided for members include: a conference on wealth management in China; a Capital Markets conference in Dubai and a conference of high growth tech companies in London
- The opportunity to host lawyers and influential officials e.g. from: China; India; the US and Korea
- Involvement with our international projects consultancy work - examples include the following submitted bids: Regulatory reform programme of the private sector in Bangladesh; ADR training in Tanzania
- The opportunity to get involved with working groups and committees such as the Brazil-UK Legal Services Group.

international



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## Discounts

In 2008 our members benefited from discounts on CPD training schemes in Dubai, conferences around the world (including an International Arbitration conference in Australia, the ABA SIL conference in Belgium and the LAWASIA conference in Malaysia) as well as discounts on memberships of other international organisations.

2008 also saw the launch of our new office facilities in Brussels, which offered our members the opportunity to use hot-desking and conference facilities situated at the very heart of the EU district, at very competitive rates.

## Already confirmed for 2009...



We will be running trade missions to the US, Ukraine, and Spain as well as hosting inward delegations of Chinese, Japanese and Indian lawyers.

### Initiatives

- We have a team dedicated to providing services in bidding, supporting and securing tenders and contracts from the major international funding agencies. These contracts focus on good governance and human rights projects around the world and are delivered in partnership with a range of legal experts. We provide funding advice, project management, financial management, donor liaison and monitoring and evaluation skills.
- The Commercial Lawyers' Training Programme in the Gulf, now entering its third year, will be extended to Abu Dhabi. This follows the overwhelming success of the CPD training programme held initially in Dubai. The courses have been put together in response to the requirements outlined by lawyers

and firms working in the Gulf region and cover corporate/commercial, finance and professional skills topics. In 2009 we will also be looking at rolling out further training courses in other jurisdictions, including Russia and Singapore.

- We will continue to run interesting networking events and will be launching a series of roundtables and information sessions tailored to our members' interests.
- We are developing products and services in response to our members' needs and priorities. One such example being the creation of an international version of Lexcel - the Law Society's practice management standard.



## Membership benefits and options

We offer a range of services catering to all individuals or organisations wishing to grow their international legal business and profile.

### Corporate membership

#### Who for?

For law firms and legal service providers in the UK and foreign law firms established in the UK. This level of membership provides your business with a range of services and support, offering practical advice, expertise and access to contacts to help you develop and deliver your international strategy.

#### Key benefits exclusive to International Division corporate members:

- 20% reduction on International Division events and priority booking and selection
- Invitations to free networking events
- Access our conference and hot-desking facilities in Brussels and receive a 20% discount on the service
- Add your corporate profile to our membership directory - promote your expertise
- Add up to 10 names to this membership. Each of the named individuals can upload their profile into the membership directory and access the corporate benefits
- Take advantage of an introductory consultation meeting and advice and assistance throughout your membership year
- Advertise your events and initiatives on our website and through our member only emails
- Access sponsorship, speaking, placement and delegation hosting opportunities.

**Price of annual membership: £500 - £750**

### Supercorporate membership

#### Who for?

All the benefits of our corporate level of membership but with a little bit more - this level of membership is aimed at the large firms in England and Wales with extensive international involvement.

#### Key additional benefits exclusive to International Division Supercorporate members:

- In-depth bespoke consultancy services
- Add up to 100 names to this membership - each individual can publish a profile in the membership directory and will be able to access the corporate membership benefits
- Participate in our annual roundtable consultation meeting - so we can develop products and services which support your business
- Priority access to select opportunities and additional sponsorship opportunities.

Due to the bespoke nature of this service we will only be able to accept up to 10 Supercorporate members per membership year.

**Price of annual membership: £5000**



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## Affiliate corporate membership

### Who for?

Law firms based outside the UK and trade associations, regional agencies, academic institutions, special interest groups and businesses, with an interest in international legal practice.

### Key benefits:

- 20% reduction on International Division networking events and priority booking and selection
- Invitations to free networking events
- Add your corporate profile to our membership directory - promote your expertise
- Add up to 5 names to this membership. Each of the named individuals can upload their profile into the membership directory and access the corporate benefits
- Advertise your events and initiatives on our website and through our member only emails
- Access sponsorship, speaking, and delegation hosting opportunities
- Promote your business at our annual flagship event in London.

**Price for annual membership: £300 - £750**

## Individual membership

### Who for?

This level of membership is aimed at the individual looking to increase their international presence, make contacts and develop skills for international practice.

### Key benefits exclusive to International Division members:

- 10% reduction on International Division events
- Invitations to free networking events
- Upload your profile into our membership directory - promote yourself to an international audience.

**Price of annual membership: £50 - £100**

All International Division members will receive member only communications containing information about key international opportunities as well as concessionary membership rates and discounts on a variety of products and services.

## How to join

Sign up online at [www.lawsociety.org.uk/international](http://www.lawsociety.org.uk/international) or e-mail [Katherine.Bird@lawsociety.org.uk](mailto:Katherine.Bird@lawsociety.org.uk) to discuss your corporate membership options.



## The team behind the International Division

Head of International - Alison Hook  
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### Regional expertise

**For information on international legal practice issues; developing links with firms and institutions or further information about planned activities in specific countries, please contact one of our regional experts:**

Mickaël Laurans, Policy manager - Europe and CIS  
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### Brussels office

**For information on EU professional practice matters and the Brussels office services to solicitors contact:**

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### International development and human rights

**For information on the Law Society's work on international projects and human rights contact:**

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