

LAW INFORMATION SHEET

Lawyers Associated Worldwide (LAW) was established in Paris, France in 1989, but quickly expanded beyond its British and European roots to encompass all parts of the globe. We are particularly proud of our strong representation in Asia, the Pacific and the Middle East, areas traditionally not reached by legal networks. LAW, a non-profit association established under Swiss Civil Code currently has almost 90 members located in 47 countries.

The current Chairman is Christopher McCracken of Cleveland, Ohio, Vice Chairman is Martin Davies of London, England, Secretary is Robert Wilson of Denver, Colorado, and Lewis Sassoon of Boston, Massachusetts is Treasurer. These individuals, together with other executive members are elected and serve on a purely volunteer basis. Each maintains a full time practice. LAW also has an Executive Director, Hallie Mann to coordinate all LAW activities.

LAW is not a network like others in that it is steadily evolving into a stand-alone entity. It has an electronically distributed newsletter and is striving towards overall branding consistency, best seen in the web site entries. Through Members Only discussion group forums, key information on professional and practice matters is exchanged between members.

Many who are unfamiliar with networks believe that the greatest function is to draw work to a firm. In our view that function, while important, is secondary. LAW works best as a means to help (and therefore keep) existing clients with business problems or aspirations elsewhere on the globe. LAW members use it first as a key tool for delivery of service to clients and then as a conduit for incoming work.

The Annual Dues are currently USD\$2,000 with a one-time joining fee of USD\$2,500. In addition, there is a prepayment towards the Annual General Meeting of USD\$350, which is collected at the same as the annual dues.

While membership and conference registration fees may not be significant, the time commitment to LAW is anything but minimal. LAW requires firm attendance at the Annual General Meeting per year, and expects regular attendance at Regional (and in some cases, sub-regional) meetings. These sub-regional groups, such as the Great Lakes Region, have proved very effective in increasing cross-referrals of clients and files.

Ancillary benefits of LAW are exchange work placements of key staff, collaboration in practice management, pooling of specialized expertise and the development of genuine friendships in far-off places that nourish and encourage family visits or courtesy calls.