



# FACT SHEET

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THE COMMON INTERESTS OF GLOBAL,  
REGIONAL, AND SPECIALTY NETWORKS

# FACT SHEET

## VISION

AILFN is a trade association of global and regional legal networks that harnesses the collective strength of law firm networks to move beyond international law firms, vereins, and the Big 4 as a competitive model for global legal services delivery.

As a trade association representing the common interests of global, regional, and specialty law firm networks, AILFN has four purposes: (1) enhance the position and recognition of all networks in the legal market; (2) establish common principles to maintain standards of quality; (3) provide a forum for networks to exchange non-confidential information; and (4) negotiate agreements with vendors that can increase the efficiency and effectiveness of networks and their members.

## OBJECTIVES

Demonstrate and promote the value of legal networks and their members to general counsel and the wider legal community by:

- Tracking the collective reach, attorney numbers, and cost-effectiveness of legal networks.
- Ensuring networks and members obtain maximum media exposure.
- Creating products and services that position network members in front of potential clients.
- Promoting the quality of member firms.
- Offering procurement benefits for other services and products.
- Organizing a forum for networks to exchange ideas and practices.

## STRUCTURE

Headquarters	Houston, Texas, USA	<b>MEMBERS:</b>
Incorporation	Delaware, USA; Non-Share	GGI – Geneva Group International
Ownership	Member-Owned	EuroCollectNet Lawyers
Operating Budget	\$100,000 (2016)	International Lawyers Network
Combined Revenue	\$8 Billion USD	MSI Global Alliance
Professionals	29,500	International Law Firms
Offices	1,200	LEX Africa
Countries	110	The Interlex Group
Initiation	\$1,000 or \$2,000	CICERO League of International Law Firms
Annual Dues	\$4,000 or \$8,000	<b>CURRENT MEMBERS 2016:</b> 8
		<b>TARGETED MEMBERS 2016:</b> 15-20
		<b>POTENTIAL CANDIDATES:</b> 30

**LEADERSHIP | BOARD OF DIRECTORS**



**CHAIRMAN**  
**Michael Reiss von Filski**  
Global CEO, GGI



**PRESIDENT**  
**Stephen J. McGarry**  
Founder and Past President, Lex  
Mundi and World Services Group



**TREASURER**  
**Timothy Wilson, OBE**  
Chief Executive, MSI Global  
Alliance



**SECRETARY**  
**Lindsay Griffiths**  
Director of Global Relationship  
Management, International Lawyers  
Network

**STRATEGIC PROJECTS**

Purposes	<p>Projects are undertaken to implement the objectives of AILFN. The strategy is to reach several groups:</p> <ul style="list-style-type: none"> <li>• Law firm networks and members of networks</li> <li>• Media, industry-leaders, and consultants</li> <li>• Purchasers of legal services such as corporate counsel, corporate procurement departments, and lawyers in general who require services that cannot be provided by their network, or because of conflicts of interest or lack of expertise.</li> </ul>
Publications	<p><i>The Independent Business Law Firm</i> (promotes general awareness of networks); <i>The Network Briefing</i> (information specifically about law firm networks); and <i>The Network Alert</i> (information related to timely developments).</p>
Webinars	<p>Programs requested by members using consultants on the subject matter. There will be one per month.</p>
Social Media Marketing	<p>Deploying social media such as LinkedIn, Twitter, and discussion forums. AILFN has 14,000 followers via Steve McGarry, 350 members via our LinkedIn discussion groups, hundreds more via Twitter, and tens of thousands via members’ social media.</p>
Annual Meeting	<p>A meeting to exchange non-confidential information among AILFN members and potential members to enhance networks and the services they provide their members.</p>
Web Projects	<p>Locate Law Networks and RFQ (Request For Qualifications) are the tools to implement many of these projects. The LocateLawNetworks.com website brings together member law firms of 50 global, regional, and specialty networks to demonstrate the importance of networks and their scope. RFQ provides an organic tool for general counsel, procurement departments, and lawyers requiring supplemental services in more remote locations to service their clients.</p>



## AILFN PROFESSIONAL TEAM

### STEPHEN MCGARRY - PRESIDENT



With a B.A., M.A., J.D., and LL.M. (Taxation), Stephen McGarry founded World Services Group (WSG), a multidisciplinary network, in 2002. As president, he grew it to 150 firms that have 21,000 professionals in 600 offices in more than 100 countries. In 1989 McGarry founded Lex Mundi, the world's largest law firm network. As president, he grew it to 160 law firms that today have 21,000 attorneys in 600 offices in 100-plus countries. These two networks represent 2 percent of all the lawyers on earth whose members bill their clients an estimated \$20 billion dollars annually. In 1995 he founded HG.org, one of the first legal websites. Today it is among the world's largest sites with more than 10 million pages and 1.3 million unique users each month who download almost 2 million pages. In 2015 McGarry created the Association of International Law Firm Networks, or AILFN, an association of the leading law firm networks whose members will have more than 200,000 lawyers in 5,000 offices, billing clients \$120 billion dollars annually.

McGarry is admitted by exam to the bars of Minnesota, Texas, and Louisiana. In 2002, American Lawyer Media (ALM) published McGarry's treatise, *Multidisciplinary Practices and Partnerships*. McGarry has authored numerous articles on associations and international business transactions. His most recent publication, *Leaders in Legal Business* (2015), has been downloaded more than 5,000 times. Observations and opinions are those of the author and not of any organization or any member of an organization.

### KIM JONES NASER – GLOBAL PROJECTS MANAGEMENT



Kim Jones-Naser is an experienced cross-cultural team leader who is uniquely skilled in developing and managing global brands, and working with cross-functional and regionally diverse teams to build on strategic planning, public relations, marketing technology integration, business development, and marketing communications. Kim was the first director of marketing and communications for three leading business to business networks: Lex Mundi, World Services Group, and State Capital Group. Ms. Jones Naser's core experiences are with regional, local, and indigenous independent business law firms, law firm networks, MENA growth, non-profits, and oil and gas.

### KAMI HUYSE – PUBLIC RELATIONS & MEDIA

Kami Watson Huyse, APR, founded Zoetica Media. She writes an award-winning blog, Zoetica Talks, on the topic of public relations and social media strategy. Kami is a recognized national leader in the use of social media for public relations. She speaks at social media events and conferences all over the country. Among her many awards in social media, she has earned her the SNCR's 2008 Reputation Management award and IABC's 2009 Gold Quill of Excellence Award.



### JENNIFER KILGORE - ATTORNEY EDITOR



Jennifer Kain Kilgore is the principal of Writmore, LLC, providing editorial, research, and writing services to a variety of industries. She is also an attorney editor with Enjuris.com, a personal injury website that provides information for people who have been in accidents. She also worked as an associate attorney with the Boston-area law firm of Brown & Knight, LLC, concentrating her practice in the areas of estate planning, probate, business planning, and real estate. She was the managing editor of the *New England Journal of International & Comparative Law* and was published in Volume 18.1. Ms. Kilgore has worked with the Massachusetts Reporter of Decisions of the Supreme Judicial Court of Massachusetts, the Medical-Legal Partnership | Boston, and the Boston Municipal Court. She served as attorney editor for the popular financial news website Benzinga.com and was the editorial assistant for two award-winning regional magazines, *Berkshire Living* and *Berkshire Business Quarterly*. She is a member of the Massachusetts Bar. Ms. Kilgore graduated from Ohio University (B.S., Journalism, cum laude, 2005) and the New England School of Law (J.D., 2012).