

## Managing of a specialized international arbitration practice \*

### Summary

**\* Please note that this summary of the panel was AI-generated and therefore has not been fully vetted for accuracy.**

The session at the Washington Arbitration Update (WAU) featured a panel discussion moderated by Jose Antonio Rivas, co-founder of WAU and a professor at Georgetown Law. The panel aimed to explore the management of specialized international arbitration practices, highlighting the rise of boutique arbitration firms and the factors driving this trend.

Key participants included Sarah, a New York-based attorney and founder of a specialized arbitration practice; David Pollack, an experienced arbitrator and former member of the US treaty arbitration panel; Veronica, a professor and arbitrator with a focus on Central and Eastern Europe; and Peter, an independent arbitrator with expertise in the region. Each panelist brought unique insights based on their diverse backgrounds in international arbitration.

The discussion touched on several important themes, including the impact of the digital economy on legal services, the influence of COVID-19 on business practices, and the increasing demand for specialized arbitration services. Panelists noted that the growth of digital technologies and changing client expectations for efficiency and responsiveness are reshaping the arbitration landscape.

Challenges faced by solo practitioners and boutique firms were also discussed, including competition with larger firms, the need for effective IT support, and the importance of building client relationships through personal connections. The panel emphasized the significance of positioning and specialization in the market, with a focus on understanding client needs and adapting to evolving market dynamics.

In conclusion, the session highlighted the opportunities and challenges within the field of international arbitration, encouraging practitioners to embrace innovation and collaboration in response to the changing landscape. The panelists expressed optimism about the future of specialized arbitration practices, emphasizing the potential for growth and adaptation in a rapidly evolving legal environment.



## Authors

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## Topics

specialized international arbitration practice, arbitration practice, international arbitration

## Category

WAU

## Full Transcript

00:00:02

Welcome to World arbitration update

00:00:05

and my name is Jose

00:00:06

Antonio Rivas co-founder together with

00:00:11

the Ian Laird of world

00:00:14

arbitration update. I am also

00:00:16

a professor at Georgetown law

00:00:20

teaching investment re arbitration and

00:00:23

public international law and that

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I am also partner of

00:00:27

a boutique law firm called

00:00:28

the extra glop here in

00:00:30

Washington DC and Bogota doing

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investment arbitration as well as

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a public international law and

00:00:38

international commercial arbitration update is

00:00:42

a a forum that we

00:00:44

launched. In 2020 with two

00:00:49

objectives one is to update

00:00:52

the International Community on issues

00:00:55

of international commercial arbitration International

00:00:59

Investment vacation and public international

00:01:01

law that's objective number one,

00:01:04

and the other purpose of



00:01:07

world arbitration update is to

00:01:10

decentralize International arbitration. We are

00:01:13

aware of incredible centers and

00:01:16

and places were International arbitration

00:01:18

takes place like Paris and

00:01:21

London and New York and

00:01:24

Washington DC but And those

00:01:27

are not the only places

00:01:29

were at incredible Council on

00:01:33

arbitrators practice those places also

00:01:37

include Warsaw. And the Eastern

00:01:41

Europe as well as other

00:01:43

places and in the globe

00:01:45

including China where we had

00:01:47

our two-day World arbitration update

00:01:49

last week as well as

00:01:51

places in Latin America like

00:01:53

him, but with that world

00:01:54

be ending the world application

00:01:56

update later this week and

00:01:59

the Singapore and Doha among

00:02:02

many others. So it is

00:02:03

with great pleasure that we're

00:02:06

having our second panel today

00:02:08

in Warsaw. And the moderator

00:02:11

is someone who has been

00:02:13

instrumental to Bringing World arbitration

00:02:16

update to Eastern Europe. I

00:02:19

just gotta yakovich and and

00:02:22

I would also like to

00:02:23

emphasize that this is a

00:02:26

wonderful panel. I've had the

00:02:29

pleasure of working or collaborating

00:02:32

some capacity already with the

00:02:34

some of them including David

00:02:36

Pollack who I admire and

00:02:38

respect highly as well as

00:02:40

Sarah and I do just

00:02:42

who has been part of

00:02:44

the world application update as

00:02:46

well as as the Washington

00:02:48

arbitration week before one day.

00:02:51

I hope that I'll be

00:02:52

able to meet you all

00:02:53

in person in war. So

00:02:54

hopefully next year I have

00:02:57

for now. Let me we

00:02:59

can introduce your uncle was

00:03:01

a civil law and common

00:03:02

law trained International arbitration Council.

00:03:05

She has advised both States

00:03:08

and investors investment treaty and

00:03:10

Commercial arbitration. Most notably in

00:03:13

case is conducted under the

00:03:15

auspices of over 350 practicing.

00:03:19

Alicia Italy Belgium Brussels as

00:03:22

part of the legal service

00:03:24

of the European commission currently

00:03:26

she serves as co-chair of

00:03:28

the young Croatian arbitration petitioners

00:03:31

and is the immediate past

00:03:32

co-chair of the international dispute

00:03:34

resolution Committee of the New

00:03:36

York State Bar Association. She

00:03:39

has been recognized as want

00:03:41

to watch or dispute resolution

00:03:43

by best lawyers, and she's

00:03:45

a member horse of the

00:03:47

world of rotational B, organizing

00:03:49

committee's sharing the first edition

00:03:51

of the event in Warsaw

00:03:53

and then come great to

00:03:55

have you and I'm sure

00:03:56

this will be a wonderful

00:03:57

panel. Please take it away.

00:04:00

Thank you very much. Cuz

00:04:02

I'm telling you I think

00:04:04

about you and I will

00:04:05

add just a few brief

00:04:07

note and welcome you all

00:04:10

whether you're joining your new

00:04:13

office and it is a

00:04:18

pleasure to have you with

00:04:19

us and it is absolutely

00:04:21

it my distinct privilege to

00:04:23

welcome you to the Warped

00:04:25

wall arbitration update, which as

00:04:27

cousin Tony. I'll just mention

00:04:29

it the first edition to

00:04:30

also in compost Central and

00:04:32

Eastern Europe. So we will

00:04:36

now move to the second

00:04:38

panel of the day and

00:04:39

discuss the management of specialized

00:04:42

International arbitration practice. But before

00:04:46

we do that, I would

00:04:48

also like to extend special

00:04:49

thanks to our host of

00:04:52

you have a receipt and

00:04:53

the two sponsors without which

00:04:56

this event would not be

00:04:58

possible. So I think you

00:05:00

should be able to see

00:05:02

and thank you, too, Uncle

00:05:05

and Baker Hostetler for your

00:05:07

fourth in helping others conference

00:05:11

to beautiful city of Barstow.

00:05:16

With that I would love

00:05:18

I would now like to

00:05:19

introduce my esteemed panel starting

00:05:24

with on my last Sara

00:05:27

Sara is a new york-based

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where formerly registered switch wire

00:05:35

a founder of specialized full

00:05:38

practice at Sea turbot ratio,

00:05:40

which specializes in international commercial

00:05:43

and investment arbitration. University of

00:05:46

Geneva graduates were done, LOL.

00:05:48

Sarah has acted as member

00:05:51

of the council team and

00:05:53

independent tribunal secretary for Cheese's

00:05:56

in the Energy natural resources

00:05:59

shipping come out of this

00:06:00

and construction sectors is also

00:06:04

a platform architect. As far

00:06:09

as what it we have

00:06:11

dated a lot David established

00:06:15

his independent arbitration practice in

00:06:17

2005 is in here attorney

00:06:20

and former member of the

00:06:22

US treaty arbitration panel of

00:06:28

arbitrators appointed by SIA and

00:06:31

January of 23 / 3rd

00:06:34

six-year term is also a

00:06:37

current member of the panel

00:06:38

of arbitrators or International Investment

00:06:41

disputes of the Beijing arbitration

00:06:43

commission is Brock Lesnar Pakistani,

00:06:46

batsman treaty matters serving as

00:06:49

both counsel and arbitrator. To

00:06:54

David / we have is

00:06:59

a professor of international business

00:07:01

law and arbitration and the

00:07:03

co-director of the wall track

00:07:05

as a Disney in Paris.

00:07:09

She also unaffiliated partner at

00:07:12

Paragon advocacy arm of the

00:07:15

law firm in Vienna specializes

00:07:19

in international commercial transaction dispute

00:07:21

resolution, which was established in

00:07:24

September 2023. Previously she works

00:07:29

in the arbitration team of

00:07:31

major international law firms in

00:07:33

London and Paris. She is

00:07:36

admitted to practice law in

00:07:39

England and well-run and hungry

00:07:41

Veronica's practice focuses on International

00:07:45

commercial arbitration primarily involving the

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Cee region additionally Veronica also

00:07:54

serves as an arbitrator. She's

00:07:57

a member of the board

00:07:58

of the Vienna International arbitration

00:08:00

Center the president of Hungarian

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Arbitration Association a member of

00:08:06

the ICC Commission on arbitration

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and a yard and a

00:08:09

co-founder and member of the

00:08:11

board of rbe events to

00:08:14

which will all have after

00:08:16

that our program here. To

00:08:21

Veronicas what we have a

00:08:23

woodchuck set of Doctor Who

00:08:27

is a partner at grade

00:08:29

## 2 International and Trump border

00:08:34

dispute resolution working as counsel

00:08:37

and arbitrator, which it has

00:08:40

been extensively involved and Isiah

00:08:42

work and planned representation in

00:08:44

matters, involving International Investment treaties

00:08:47

commercial arbitration and litigation before

00:08:50

Domestic Court as well as

00:08:53

the European Court of Human

00:08:54

Rights. The general court of

00:08:56

the you out of court

00:08:57

of justice of the European

00:08:58

Union before sounding crazy to

00:09:02

one check was the Warsaw

00:09:04

and London partner and a

00:09:06

leading Global firm and had

00:09:07

almost 20 years of working

00:09:09

in top legal brands. Since

00:09:12

2008 more checks have been

00:09:14

completely rent of the waiting

00:09:16

dispute resolution practitioner by principal

00:09:19

director, including Chambers and partners

00:09:21

waiting 500 that we are

00:09:24

and who's who International arbitration

00:09:26

to left. We have a

00:09:31

Peter reasoning. Dinner is an

00:09:34

arbitrator in independent practice base

00:09:37

in Vienna Austria as a

00:09:39

Slovenian National. He has a

00:09:41

particular expertise in the Central

00:09:44

Europe central European and central

00:09:46

eastern European markets. With extensive

00:09:50

experience in serving an arbitrator

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tribunal secretary and Council leader

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has participated in commercial and

00:09:58

investment arbitration conducted under the

00:10:01

rule of d i c

00:10:02

a l c i a

00:10:03

n. Central arbitration rules in

00:10:11

a past. Peter was active

00:10:13

in private practice as a

00:10:15

full-time tribunal secretary in an

00:10:17

arbitral institution as well as

00:10:20

if you aren't organization including

00:10:22

on International commercial loan and

00:10:25

a lot of outer space

00:10:26

like around it, Peter is

00:10:30

one of the founders and

00:10:31

a board member of rbe.

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He's also a member of

00:10:35

the commission station at 8

00:10:38

and his passport on combating

00:10:40

corruption dinner stood on the

00:10:43

European Regional Committee of the

00:10:45  
campaign for green arbitration. And

00:10:49  
also active in Academia and

00:10:51  
serves as the ability that's

00:10:53  
lecture at at University of

00:10:55  
Mars wore in his home

00:10:57  
country of Slovenia. Share. Fun

00:11:01  
fact, which I absolutely have

00:11:02  
to share as well. And

00:11:04  
that is that as a

00:11:07  
member of a metal band

00:11:09  
where he was a drummer.

00:11:11  
He was kicked out or

00:11:14  
not being serious. And so

00:11:16

I'm glad to hear participants

00:11:19

expect nothing, but I I

00:11:26

would not like to give

00:11:29

the floor to Sarah too.

00:11:32

So sorry, but it's open

00:11:33

to discussion and give us

00:11:35

a brief overview of the

00:11:37

topic. And after that we

00:11:38

will move to a general

00:11:40

discussion and relieve some tension

00:11:41

20 minutes. So I'll answer

00:11:44

any questions from the audience.

00:11:46

Thank you very much. And

00:11:48

thank God and thank you

00:11:49

for the other nice for

00:11:50

the warm invitation to this

00:11:52

timely event in Warsaw the

00:11:54

city that is so rich

00:11:55

and in history to this

00:11:58

day and it holds a

00:11:59

special place in my heart

00:12:00

because this is where my

00:12:01

father grew up and my

00:12:03

grandparents lived really a pleasure

00:12:05

to be here to witness.

00:12:10

How was the husband? Developing

00:12:15

a remarkably. I mean one

00:12:16  
of the things that I

00:12:17  
notice every time I come

00:12:18  
how much more beautiful it's

00:12:20  
actually is. My think. This

00:12:22  
is a testament to the

00:12:23  
dentist. Dynamism of this region

00:12:25  
at the same time was

00:12:28  
there things to mirror the

00:12:29  
rapid pace of change in

00:12:31  
our world, but you invited

00:12:32  
knowledgeable Innovation the expansion of

00:12:35  
digital economy your political tensions

00:12:38  
and the energy transition articles

00:12:46

to give you on today's

00:12:48

panel and I was dropping

00:12:50

fortunately by this paucity of

00:12:52

the information that I found

00:12:53

a lot of them as

00:12:55

many of you have seen

00:12:56

this highly among that goes

00:12:58

by without any news of

00:13:00

Will Smith as partners senior

00:13:03

associate some big law firms

00:13:06

venturing into solar orbit take

00:13:08

practices and this trance appears

00:13:11

to be gathering momentum. And

00:13:13

today we're here. To explore

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why this is happening and

00:13:17

I'm very eager to hear

00:13:18

directly from our panelists on

00:13:20

this phenomenon. What's past I'd

00:13:22

like to set this stage

00:13:23

highlighting a few key developments

00:13:26

that I believe have impacted

00:13:28

the rise of specialized arbitration

00:13:30

practices. And if that's what

00:13:32

I like to highlight is

00:13:33

digital economy and explosive growth

00:13:36

of e-commerce at steal the

00:13:38

clothes. I Novation intrapreneurship and

00:13:41

that's every state Market expectations

00:13:43

for efficiency speed in customer

00:13:46

service, which is the same

00:13:47

thing that climbs and expect

00:13:49

from Law Firm. He is

00:13:51

going to economy to has

00:13:53

revolutionised the way to show

00:13:58

me this personality into figures

00:14:00

in consumer decision-making. Any markets

00:14:05

to like write the currencies,

00:14:07

how did most creating a

00:14:09

new asset class and challenging

00:14:11

the traditional financial assistance and

00:14:14

mentalities? Of course, it goes

00:14:16

together with the sudden you

00:14:17

technology and I for instance

00:14:20

has potential to transform legal

00:14:23

processes from automating routine tasks

00:14:26

to deriving deep insights for

00:14:28

Dayton Alice's. I didn't. Lee

00:14:30

will reshape the way that

00:14:32

lawyer how lawyers will work

00:14:34

and the skills they need

00:14:35

no Craig's a y a

00:14:37

I can handle repetitive tasks

00:14:39

Law Firm associate will be

00:14:41

will be liberated or have

00:14:43

more time to focus on

00:14:44

areas requiring human judgment. I

00:14:47

am such a strategy and

00:14:48

client relations additionally rolls like

00:14:51

Pro engineering are emerging look

00:14:54

professional will Design and refine

00:14:56

our interactions to up to

00:14:58

my performance and outcomes illegal

00:15:00

settings. Is another element important

00:15:03

factor, which is the covid-19

00:15:04

factor and this is how

00:15:06

I started working independently, and

00:15:08

I don't know if it's

00:15:09

the reason some other people

00:15:11

have done. So but that

00:15:12

would not have happened in

00:15:13

my case about covid-19 independent

00:15:15

Force shifting traditional business model

00:15:18

with us with pivot to

00:15:20

remote wire digital disruption and

00:15:22

you consumer behaviors and selling

00:15:25

companies including lockers to innovate

00:15:27

almost overnight. There's the energy

00:15:31

efficient energy transition TOP, excuse

00:15:34

me, and I think that

00:15:35

will be discussed later today

00:15:36

to meet Global commitments regulatory

00:15:39

requirements and consumer expectations businesses

00:15:42

are increasingly investing in renewable

00:15:43

energy. I've recently learned that

00:15:46

the coolant 2040 energy strategy

00:15:48

aims were three causes of

00:15:50

energy to come from zero

00:15:52

emission sources including renewable. And

00:15:54

if your power of course

00:15:56

is also the geopolitical tensions

00:15:58

which Poland and has been

00:16:01

Are you close to the

00:16:03

center off? So I'm going

00:16:06

complex haven't reduced performance mac

00:16:09

and cheese in the global

00:16:10

business environment affecting everything from

00:16:13

population displacement Detroit Dynamic printing

00:16:16

companies to rapidly reevaluate how

00:16:19

they operate and last but

00:16:21

not least. I think there's

00:16:22

a diversity Fox her focus

00:16:25

on diversity and inclusion within

00:16:27

the corporate world, including law

00:16:29

firms and major arbitration institutions

00:16:32

that have been recognizing that

00:16:33

buys Ice-T Drive Innovation. That's

00:16:36

a business outcomes any client

00:16:38  
expectations more effectively. The transformation

00:16:42  
in the business landscape has

00:16:44  
fundamentally changed how we work

00:16:45  
how we travel as we

00:16:47  
communicate also influencing our societal

00:16:50  
values the digital economy price

00:16:52  
of innovation rapid iteration in

00:16:55  
the focus on efficiency speed

00:16:57  
and customer service the rise

00:16:59  
of digital Nomads by example

00:17:01  
and knows the normalization of

00:17:02  
working from home respect his

00:17:04  
shift to a more flexible

00:17:05

work Arrangements about a work-life

00:17:07

balance and evolving expectation from

00:17:10

employers also the influence of

00:17:12

social media and Rapid rise

00:17:14

of cryptocurrencies demonstrate how quickly

00:17:16

a new trend and disrupt

00:17:18

established Industries. So I believe

00:17:21

tremendous opportunities Iowa businesses that

00:17:24

can adapt to this new

00:17:25

economic landscape. It's rationed. Is

00:17:30

it pressing meet you at

00:17:31

all? It did not show

00:17:33

up with Jason must not

00:17:34

only be affordable and fast,

00:17:36

but open Relevant and accessible

00:17:38

to divest audiences. Isn't that

00:17:41

the tapes? I have ever

00:17:42

thinking of our roles as

00:17:44

loyal as you must collaborate

00:17:45

closely with acknowledge it now

00:17:47

in house counsel and other

00:17:48

stakeholders to develop new models

00:17:50

that respond to these changes

00:17:51

have spotted the solution lies

00:17:54

in fostering highly specialized highly

00:17:56

skilled physician practices that can

00:17:59

meet his mother and demands

00:18:01

so I'm excited about the

00:18:04

concluding statement about panel which

00:18:06

will focus on War Stories

00:18:07

from the field. I look

00:18:09

forward to learning from his

00:18:10

experiences as a promise of

00:18:13

a I believe it will

00:18:14

enrich our understanding of these

00:18:16

Dynamic challenges and opportunities. Thank

00:18:19

you for your attention, and

00:18:20

let's have a great discussion.

00:18:24

Thank you Erika for this

00:18:26

great Bible introduction. No, as

00:18:31

we've heard that you're the

00:18:32

introduction of the panel on

00:18:36

each one of our students

00:18:37

here have but Unique Boutique

00:18:42

prices. I would like to

00:18:44

start with David David. You

00:18:46

have a very interesting background

00:18:47

you practice both and also

00:18:52

with a Communications team of

00:18:54

the US Department of State

00:18:56

before you start your own

00:18:58

practice as a council and

00:19:00

an arbitrator. Can you share

00:19:02

with us? What inspired you

00:19:04

to start your own shop?

00:19:05

And how did you decide

00:19:07

to start this specific type

00:19:09

of breakfast? Thank you. Thanks

00:19:16

Sarah. I also just want

00:19:17

to say thank you and

00:19:18

congratulations to Jose Antonio before

00:19:21

I respond for putting together

00:19:22

or what it's been pretty

00:19:24

impressive Global program last 3

00:19:27

years or so the practices

00:19:40

of late a number of

00:19:42

forms of variety of forms

00:19:44  
of the panel before the

00:19:47  
audience reflects that diversity of

00:19:49  
types of practice. I think

00:19:51  
we have people operating solo

00:19:54  
Council and tribunal secretary for

00:20:02  
a regional Powerhouse teams and

00:20:05  
serve as arbitrator. We have

00:20:06  
other to work solely as

00:20:10  
arbitrator and left. It seems

00:20:12  
a larger law firm in

00:20:13  
order to Advantages of working

00:20:15  
alone is not a traitor

00:20:17  
and a conflict-free and others

00:20:20  
on the panel are out

00:20:26  
size which might even near

00:20:29  
the size of teams in

00:20:31  
some big law arbitration Department.

00:20:33  
Then we also see a

00:20:35  
variety of firms that have

00:20:37  
some big Law of Attraction

00:20:41  
teams, for example GPS in

00:20:43  
Paris or more recently my

00:20:51  
route to practice independently has

00:20:53  
as was mentioned earlier started

00:20:57  
nearly 20 years ago and

00:20:58  
wasn't Copa driven, although it

00:21:00

was openly covid-19 normalized for

00:21:06

practicing, but I haven't worked

00:21:09

for a number of years

00:21:10

in New York. You asked

00:21:15

as a trial attorney and

00:21:17

then a big law Wall

00:21:19

Street Law Firm followed by

00:21:21

what was the extent of

00:21:27

about 45 years at the

00:21:28

US state department Office of

00:21:30

the legal adviser and US

00:21:32

state department and overall investment

00:21:35

treaty matters in house. Unlike

00:21:37

almost all other countries. It

00:21:39

does not hire outside lawyers

00:21:41

to assist in the defense

00:21:42

of the cases State Department

00:21:44

assembled a team of lawyers.

00:21:46

Both of us to come

00:21:48

from Washington DC Law Firm

00:21:53

is an honorary polish citizens

00:22:04

originally from Belgrade. I persuaded

00:22:07

me to take three to

00:22:08

six months off from that

00:22:10

job and come enjoy the

00:22:13

Reply to her side of

00:22:14

Central and Eastern Europe and

00:22:22

dozens and dozens of so,

00:22:26

it's been a wonderful and

00:22:28

enjoyable ride. Sometimes terribly exhausting

00:22:31

but always ignoring that I

00:22:34

should say that when I

00:22:35

started out I didn't really

00:22:37

have the vision for my

00:22:39

practice that has materialized so

00:22:43

I should probably be grateful

00:22:44

for the field that is

00:22:50

blossoming from working on some

00:22:52

of the early most significant

00:22:54

treaty arbitration cases under the

00:22:57

## North American Free Trade Agreement

00:22:58

defending the US and I

00:23:01

figured that those kinds of

00:23:03

cases were becoming more commonplace

00:23:05

in Central and Eastern Europe

00:23:07

and that You stood in

00:23:14

having me in a Consulting

00:23:16

role for some limited-capacity engagement

00:23:20

was into my Hiatus encouraged

00:23:28

by my wife. I was

00:23:30

invited to join and lead

00:23:32

the defense of a very

00:23:34

significant investment plan against Poland

00:23:36

and I need local Law

00:23:40

Firm representing to your earlier

00:23:43

was incredibly gracious and welcoming

00:23:45

these New York attorney to

00:23:47

that team and integrating into

00:23:48

their their work and that

00:23:50

case lasted maybe a couple

00:23:53

of years and followed onto

00:23:56

several other very attractive engagements

00:23:59

with just an eyeball firm,

00:24:06

but also been branching out

00:24:07

to other state representations and

00:24:11

other Private party representations in

00:24:15

commercial arbitration so much to

00:24:18

my pleasure rather than doing

00:24:20

a few Consulting gigs here

00:24:22

and there I was basically

00:24:24

thrown into up and running

00:24:26

or taking a lead role

00:24:28

in hearing and drafting pleading

00:24:31

and sometimes working with government

00:24:33

alone in defending big treaty

00:24:37

arbitration cases. And that's essentially

00:24:39

how I ended up doing

00:24:42

what I'm doing and where

00:24:43

I am now, thank you

00:24:50

David. I'll just add those

00:24:53

are not my words, but

00:24:54

someone loved everything they told

00:24:56

me that behind everyone's boreas

00:24:58

know how he or she

00:24:59

got into arbitration. There's a

00:25:00

lot of story is true.

00:25:03

I'll invite some other panelists.

00:25:07

Are there any comments or

00:25:09

pull up remarks to on

00:25:11

this on this question? Play

00:25:18

Love Story. Alright, well, then

00:25:25

why why don't we move

00:25:27

to the next topic I

00:25:30

mentioned over the past few

00:25:33

years. We've been seeing a

00:25:37

lot of steam and there

00:25:39

seems to be an increasing

00:25:40

Trend in forming specialized arbitration

00:25:43

practices that are still cold.

00:25:48

so Veronica Is it truly

00:25:51

a trend and if so,

00:25:53

what do you think is

00:25:55

the driving force behind it

00:25:57

are specialized arbitration shop to

00:26:00

the Future arbitration agreements have

00:26:04

been fine. So let me

00:26:06

start by thinking where you

00:26:07

will meet with me on

00:26:08

Sunday and to be able

00:26:10

to meet very soon and

00:26:12

then the invitation and bringing

00:26:16

up Bates Century National Banks.

00:26:34

I would just really suggest

00:26:39

a few ideas and I

00:26:40

have it's true but might

00:26:41

be driving is trending in

00:26:43

what direction but I think

00:26:45

I'd love to hear from

00:26:46

all of you. Before coming

00:26:52

here. I did a quick

00:26:52

search on the Goodwill of

00:26:54

attrition will be back side

00:26:55

and indeed the rest of

00:26:56

your trunk Boutique very surprised.

00:26:59

I'm past few years. I

00:27:05

I kind of bear is

00:27:06

a trying to sit on

00:27:07

for boutiques and it wasn't

00:27:09

paying the crumbs on the

00:27:10

traditional arbitration house. Some of

00:27:13

them will say Deanna and

00:27:16

Savannah Madrid New York to

00:27:24

say this definite me Google

00:27:29

Trends. We will see to

00:27:31

your loss of articles on

00:27:32

establish boutiques growing further success

00:27:38

place and team cross and

00:27:40

Sons a big tray for

00:27:41

their clients on important cases

00:27:44

that make it to the

00:27:45

group of attrition when you

00:27:46

retire and then again, Soda

00:27:52

practitioner to act as a

00:27:54

council and arbitrator or increasing

00:27:56

dancehall betrayed with also the

00:27:58

appearance of some specialized arbitration

00:28:01

Chambers or I would trade

00:28:03

those two back together. Now

00:28:06

what drives these Trends are

00:28:08

a few ideas about any

00:28:10

order of priority and I

00:28:11

and I received the rest

00:28:13

of the many points, but

00:28:14

it's already mentioned that the

00:28:15

difference between between be working

00:28:19

on digital payments that I

00:28:21

think I still think it's

00:28:31

a .22 to know and

00:28:36

to remind ourselves that we

00:28:37

currently at least. We're still

00:28:39

living in a nice time

00:28:42

at the great buddy, me

00:28:44

living freezing threats to to

00:28:47

free trade and investment which

00:28:50

I hope will not materialized.

00:28:52

So now they are driving

00:28:54

I will continue to grow

00:29:00

and because of course the

00:29:02

more business activity there is

00:29:05

I see it be staying

00:29:18

in Paris and it comes

00:29:20

to batik some coming from

00:29:23

X and the other coming

00:29:24

from Nordstrom sells starting out

00:29:27

with lawyer to prepare. I'm

00:29:30

busy doing some services in

00:29:31

his specialized Services have to

00:29:41

take an incredibly seriously cuz

00:29:43

it's been driving over to

00:29:56

your money Papas and not

00:29:57

from they want to see

00:30:00

the song betrayed us outside

00:30:01

of the phone will even

00:30:02

if they want to take

00:30:03

on come to work because

00:30:05

there may be Transactional, so

00:30:08

I should be in conflict

00:30:12  
in X off the type

00:30:13  
of cases that were wanting

00:30:16  
to do it yesterday in

00:30:21  
quite a few weeks that

00:30:22  
spun out because Joy has

00:30:24  
from and do you think

00:30:25  
that what we think there

00:30:27  
is a huge crisis going

00:30:28  
on is beginning to take

00:30:31  
action. And the right thing

00:30:32  
to do is to set

00:30:33  
up a special Tuesday from

00:30:35  
climate action North them missing

00:30:38

something similar with the unfortunate

00:30:40

recent escalation of the conflict

00:30:42

between Ukraine and Russia has

00:30:45

declined to your actual are

00:30:48

some healthy and other than

00:30:50

that, but that's a nice

00:30:51

that we want to go

00:30:52

into the recycling out specialized

00:30:54

be able to take that

00:30:55

work. I think Lads and

00:30:58

you will. Heading to that

00:31:02

of course is the cost

00:31:04

of being able to go

00:31:06

outside and difference but has

00:31:08

no more proposals to clients

00:31:12

with potentially more flexible payment

00:31:14

terms is something that's how

00:31:16

many ways and big firms

00:31:18

have been a good thing

00:31:19

to do. But I think

00:31:21

it will take the casing

00:31:22

on a traditional big sums

00:31:25

up mitigation arbitration working off

00:31:30

and bring it on at

00:31:32

work and trying to work

00:31:35

but it might not be

00:31:36

enough when compared to the

00:31:37

sign up the phone when

00:31:41

you get more ammo back

00:31:42

and high and high at

00:31:43

Sonoma which may just not

00:31:44

be possible to stage in

00:31:47

arbitration. I do have less

00:32:03

pressure and will text you

00:32:04

when it comes to pricing

00:32:05

Taylor Beyond services and a

00:32:18

passport to go to the

00:32:20

needs of the client and

00:32:21

we're going to need to

00:32:22

type of Bumblebee do best

00:32:27

to use to see Danny

00:32:51

Outdoors the necessary really. I'm

00:32:55

do pay attention to to

00:32:56

wife's name. to them and

00:32:59

and how many justify what

00:33:04

we do you and what

00:33:06

is being built and he's

00:33:07

working on the case and

00:33:08

how they are structured and

00:33:12

the payment since that's the

00:33:13

most ethical companies realize that

00:33:23

they might be able to

00:33:26

get it customized that is

00:33:29

where it needs attention more

00:33:31

partner contact when I leave

00:33:37

work with petite teens tend

00:33:40

to also be more senior

00:33:41

heavy and we didn't have

00:33:42

the army of Junior lawyers

00:33:44

in some cases if necessary,

00:33:47

but then to make sure

00:34:02

that the advice is it's

00:34:04

really advice, especially if you

00:34:07

wanted to pay the maid

00:34:08

and Veronica do we have

00:34:27

any two things? I agree

00:34:51

with everything that Veronica has

00:34:52

sad, but I also would

00:34:54

like to offer my own

00:34:55

perspective suggests that I think

00:34:57

there are two major threat.

00:34:58

I will try the appearance

00:35:03

of more and more solo

00:35:05

practitioners and arbitration Peaks by

00:35:10

lawyers the other Transit driven

00:35:12

by the mark What I

00:35:14

mean by the Tramp driven

00:35:15

by lawyers is that of

00:35:16

course conflicts are important but

00:35:18

not only complex related to

00:35:21

client but also internal conflicts

00:35:23

within the International Teams for

00:35:25

those layers are based. Sometimes

00:35:27

it's you know, the Game

00:35:29

of Thrones Ethan Wayne or

00:35:31

you leave your your your

00:35:35

fight for our I was

00:35:36

in the team sometimes and

00:35:39

I reversed your through the

00:35:40

Scituate to the trend which

00:35:42

I'm seeing it United States

00:35:43

or the billing crimes for

00:35:45

the top Partners at my

00:35:47

girlfriends and go up to

00:35:49

\$25,000 per hour or more.

00:35:52

So with this part of

00:35:55

your clients being willing and

00:35:58

able to pay these types

00:35:59

of price for internet firms

00:36:01

are also with the proliferation

00:36:03

of the know-how as to

00:36:05

how to handle arbitration mattress,

00:36:07

and that don't help me

00:36:09

available all around the go.

00:36:11

It's becoming increasingly difficult for

00:36:14

the partners in big things

00:36:16

big Brands International practices to

00:36:21

achieve the desired levels of

00:36:23

profitability and then people also

00:36:27

have to be around personal

00:36:29

decisions as to why they

00:36:30

won't delete. Some people's face

00:36:36

on glass ceilings. Sometimes people

00:36:41

come from one direction to

00:36:43

to one of your hotspot

00:36:45

for PC and do the

00:36:59

sound it out. They are

00:37:01

local car to take half

00:37:02

the day can understand that

00:37:04

but it's a little bit

00:37:10

of the same kind of

00:37:13

the beginning about diversity and

00:37:18

this is our second apartment

00:37:19

situation is very watches. The

00:37:24

economy has changed and also

00:37:26

the legal warrant know what

00:37:27

were the things that the

00:37:29

be small but it stayed

00:37:31

at the creeps that beats

00:37:33

the snow and it's much

00:37:37

easier now than before to

00:37:38

have access to the same

00:37:40

or comparable level of ITT

00:37:42

Technology support artificial intelligence. Even

00:37:45  
when your parade being even

00:37:47  
with it. If you are

00:37:48  
correct for my local jurisdiction,

00:37:50  
even if you operate managing

00:37:53  
a decentralized team to provide

00:37:55  
very similar quality of work

00:37:58  
that you were based physically

00:38:01  
in Paris or London from

00:38:05  
all over the world already

00:38:07  
knowing how to do things

00:38:08  
are sometimes to go back

00:38:12  
and work from some other

00:38:14  
places. So I think what

00:38:16

we have seen what happens

00:38:17

in Christmas paper. I which

00:38:21

are based in other parts

00:38:23

of the world outside of

00:38:24

major centres and maybe also,

00:38:29

come in from what they

00:38:30

are about to choke people

00:38:32

to establish their own stories

00:38:34

that I was apartment for

00:38:36

probably ten years with a

00:38:40

global Eagle brand operation that

00:38:46

are similar to a one

00:38:48

strap story as to how

00:38:50

Steve Jobs recruited CFL from

00:38:53

PepsiCo will help the girl

00:38:55

and the guy has to

00:38:59

leave his position PepsiCo where

00:39:01

he was a lot of

00:39:03

money to get something. This

00:39:11

is Sarah keeps telling my

00:39:22

translation of discretion whether I

00:39:24

want it to be in

00:39:26

the big love for the

00:39:27

rest of my life doing

00:39:29

comparable stuff, or do I

00:39:34

want to venture out and

00:39:35

try to do something else

00:39:37

set up an international disputes

00:39:47

and with particular focus on

00:39:50

Saturday. And don't principal arbitration

00:40:01

Hobbs like Paris for London

00:40:02

or New York. I would

00:40:05

prefer to work from the

00:40:06

Richer they have the necessary

00:40:10

experience, but they permitted and

00:40:14

surprisingly are there have been

00:40:16

being similar Boutique before I

00:40:20

looked at the market was

00:40:22

that lady. We want to

00:40:23

look at to CS 1

00:40:25

Mark. It's a supposed to

00:40:27

say maybe 20 different jurisdiction.

00:40:32

and the supply of perpetration

00:40:35

cases for Louisburg High and

00:40:38

the clients don't want to

00:40:40

buy the New York or

00:40:41

Paris or London rights we

00:40:44

can offer is that they

00:40:46

have our full attention and

00:40:49

understanding of the language and

00:40:53

local law and we can

00:40:55

work for them on bright

00:40:58

switch smart consideration in other

00:41:10

parts of the world, but

00:41:12

I'm sure that all around

00:41:13

the globe are there will

00:41:15

be similar similar reminded lawyers

00:41:18

might have similar opportunities and

00:41:22

maybe some of them want

00:41:24

to pursue this opportunity. I

00:41:31

hereby check the perfect introduction

00:41:33

to our next topic which

00:41:37

are which I will also

00:41:38

have the floor back to

00:41:39

you. So, please feel free

00:41:41

to answer any or part

00:41:43

of my question. I'm curious

00:41:46

to hear what happened to

00:41:48

take to start a specialized

00:41:49

arbitration practice in this market

00:41:52

and challenges. Did you face

00:41:56

as well as which factors

00:41:59

played a critical role in

00:42:01

your day-to-day business? Exit Rock.

00:42:04

I mean there are lots

00:42:06

of prospects and I could

00:42:07

talk for hours about this.

00:42:09

Let me just say that

00:42:13

one of the most important.

00:42:16

Calendars and also one of

00:42:18  
the most important points that

00:42:20  
need to be taken consideration

00:42:21  
if someone wants to set

00:42:24  
up its own practice is

00:42:27  
to answer the question. Why

00:42:29  
am I doing this? And

00:42:32  
before Star Converse shoes, I

00:42:33  
read a lot of books

00:42:35  
about business and one. One

00:42:42  
thing start with me if

00:42:44  
you want to set up

00:42:45  
a business. You cannot do

00:42:47  
this for me. If you

00:42:49

do things correctly, if you

00:42:51

have that Montenegro, as a

00:42:54

matter of fact, you cannot

00:42:55

start the business just for

00:42:57

money because you will have

00:43:01

our ups and downs, you

00:43:01

are a lot of difficult

00:43:03

moments in order to overcome

00:43:07

those difficulties. You need to

00:43:10

really love what you do

00:43:11

and you'll see some greater

00:43:14

good or or deeper sense

00:43:17

what you're doing because that

00:43:18

step that will give you

00:43:19

the purse that you that

00:43:21

will allow him to do

00:43:22

for work. You also shouldn't

00:43:25

do this only because you

00:43:27

happen to have a client

00:43:28

and do you want the

00:43:30

wrong with a case from

00:43:32

the lower Front Royal Copley

00:43:33

work with and pick the

00:43:34

client with you? And I've

00:43:38

seen this over and over

00:43:39

again. There are people who

00:43:40

answers to several or declines

00:43:44

go away and then they

00:43:46

are out there without any

00:43:48

business sell in order to

00:43:53

not to be in that

00:43:55

position. I think you want

00:43:57

me to be clear and

00:43:58

other position and see what

00:44:00

they want to put you

00:44:00

in the market. And our

00:44:03

positioning for example is that

00:44:05

we are two of the

00:44:07

dispute resolution and we focus

00:44:09

on this week. And having

00:44:12

this clear pocket allows us

00:44:14

first to know what we

00:44:17

want to focus on and

00:44:19

be best and more importantly

00:44:21

what we don't want to

00:44:23

do and there are lots

00:44:24

of Pops works that we

00:44:26

want to do. We roll

00:44:27

rather send them out, but

00:44:30

that specialized that positioning also

00:44:33

allows us to better understand.

00:44:35

Our competitors are on the

00:44:37

market and even more importantly

00:44:39

who our friends from work

00:44:42

because you cannot win. And

00:44:47

when when we determine who

00:44:48

are committed to our competitors

00:44:50

are there are essentially three

00:44:52

groups and Thursdays are either

00:44:54

large national law firms who

00:44:57

have the ram International arbitration

00:44:59

teams, or they are Regional

00:45:02

or International legal grounds present.

00:45:04

That's what he's been doing

00:45:05

on our jurisdictions or these

00:45:08

are international fashion boutiques based

00:45:12

somewhere else. I would be

00:45:13

going to each of these

00:45:14

three, we can easily explain

00:45:17

to the client why we

00:45:19

could be better. Why our

00:45:20

why we can bring both

00:45:23

you about any of these

00:45:28

But we also know that

00:45:30

we can in principle collaborate

00:45:33

with anyone else in the

00:45:34

market and an important part

00:45:37

of our business comes from

00:45:38

other firms law firms or

00:45:41

consulting firms have themselves International

00:45:47

Breakfast. We are not going

00:45:50

to run away because we

00:45:52

are only interested in doing

00:45:54

what we do and we

00:45:55

want to do this past

00:45:57

week and sometimes they sometimes

00:46:04

the positioning is one of

00:46:07

the one of the key

00:46:08

issues. When starting a new

00:46:12

business when it comes to

00:46:14

challenges or some anecdotes, I

00:46:17

found it particularly but surprisingly

00:46:20

difficult to find Reliable and

00:46:23

I look like I T

00:46:25  
support and I'm surprised by

00:46:27  
this because I thought it's

00:46:31  
just that plug and play

00:46:32  
with my which exists in

00:46:37  
the morning to discuss with

00:46:41  
the with the providers and

00:46:43  
then you realize that there

00:46:46  
are problems because some of

00:46:48  
the solutions that most people

00:46:50  
in this room are familiar

00:46:52  
with for example concerning document

00:46:56  
Management Solutions, which are designed

00:46:59  
and implemented large before Larson.

00:47:03

What do you want to

00:47:04

do the same in a

00:47:06

boutique and surprisingly find out

00:47:08

with implementation costs of software

00:47:10

or maybe something like Fifty

00:47:12

Euro, which is especially to

00:47:17

Rodman's of Bryson said you

00:47:18

have some solution. Do you

00:47:24

need to decide whether you

00:47:25

want to stroll over your

00:47:28

files or whatever you're okay

00:47:30

with that anger and he

00:47:33

smiled and That may mean

00:47:36

that you will have no

00:47:37

control over the documents. You

00:47:41

need to be aware. I

00:47:43

come by there. This is

00:47:44

to respect you want to

00:47:45

you might find easily vendors

00:47:49

who are outside. What were

00:47:51

the only people who will

00:47:53

be familiar with particular type

00:47:55

of the solution, but they

00:47:57

will not be able to

00:47:58

provide you with a very

00:47:59

comprehensive system or you will

00:48:06

have people who are very

00:48:10

good and I think but

00:48:11

the third war in communicating

00:48:14

your commercial turn out to

00:48:16

your car and what you

00:48:17

need or want my patients

00:48:18

so if it was Orange,

00:48:27

thank God. Thank you for

00:48:29

sharing this interesting remarks. But

00:48:35

I was up I'm just

00:48:37

following up on what I

00:48:39

see, you know, I am

00:48:42

now an arbitrator and I

00:48:50

didn't used to work for

00:48:52

a specialized arbitration practice with

00:48:55

I seen when we started

00:48:58

reading and let me say

00:49:00

first that was in Australia

00:49:02

in Australian law firms are

00:49:04

notoriously using software for documents

00:49:09

for document management for case

00:49:11

management. That's it. Looks like

00:49:13

it just came out from

00:49:14

connecting. It's a 1990 but

00:49:22

use that some of this

00:49:24

them also use other stuff.

00:49:26

So honestly, I spent more

00:49:29

than a month of my

00:49:30

finest console. Dealing with i

00:49:35

t stop to set up

00:49:36

a set up a system

00:49:37

and that you know, you

00:49:41

have quite some issues on

00:49:43

one side with external I

00:49:44

see because they don't really

00:49:45

know what you want. So

00:49:46

you don't have to really

00:49:48

have internal people to deal

00:49:49

with this and of course,

00:49:50

you know, if you're working

00:49:51

for big law that you

00:49:53  
can have an IT department

00:49:53  
that is doing these things

00:49:54  
with gentle with the smaller

00:49:58  
smaller practice you have already

00:50:00  
one person eating with the

00:50:02  
ice that's already know a

00:50:04  
couple of billable hours and

00:50:05  
maybe if I think about

00:50:10  
a couple more challenges and

00:50:14  
again, I you and Tracy

00:50:26  
practice it challenges. I identify

00:50:28  
three issues with which would

00:50:30  
make it be dry and

00:50:31  
acquisition of which I think

00:50:32  
can be quite a big

00:50:33  
noise gets a case from

00:50:40  
the other teams at the

00:50:41  
same time. Xobc going to

00:50:52  
be an easy place to

00:50:53  
get that does not work

00:50:56  
in the Jeep you have

00:50:58  
to be on your toes

00:50:59  
you have to be and

00:51:00  
of course, you know, you

00:51:02  
have to present yourself in

00:51:05  
yourself your your firm and

00:51:08

particularly when he's over here

00:51:15

on the panel of how

00:51:17

their law firms are up

00:51:19

promoting Junior colleagues. Again from

00:51:30

bit of an arbitrator points

00:51:32

of view we had last

00:51:33

year at the inauguration day

00:51:34

a bit of a survey

00:51:36

on how people appointed chairperson.

00:51:38

So yes a case and

00:51:43

by far the most participants

00:51:46

said that it is through,

00:51:48

you know throughout basically threw

00:51:51

a personal connection to a

00:51:54

recommendation so that it lists

00:51:59

only to confirm what they

00:52:02

have already discussed with someone

00:52:04

I often get where do

00:52:05

I get us by friends

00:52:07

from College from the same

00:52:09

time or western part of

00:52:10

Europe do I know someone

00:52:12

in Poland do I know

00:52:14

someone in central eastern Europe

00:52:16

that you're a butt do

00:52:18

I know someone that would

00:52:19

be able to trade for

00:52:20

this kind of occasion. Usually

00:52:21

they are cases involving at

00:52:24

least a party from the

00:52:25

region so that I think

00:52:27

is very important. Of course

00:52:29

if you come through A

00:52:30

like this you say a

00:52:31

couple of things here. Then

00:52:34

I guess people will will

00:52:39

steal oldest person connection. I

00:52:44

think of course if I

00:52:55

may say you the mentioned

00:52:57

it on popular topic of

00:52:59

financial stability in a big

00:53:03

box in the big system.

00:53:04

You can Cross by Yours

00:53:13

Truly we get paid at

00:53:19

the end of the day.

00:53:20

So I mean, I know

00:53:21

now that I am getting

00:53:22

zero income until the end

00:53:24

of the year, but of

00:53:25

course you have to organize

00:53:27

yourself a bit differently than

00:53:28

what you If you are,

00:53:30

you know sending sending out

00:53:31

invoices on a quarterly basis

00:53:34

or even once he faced

00:53:35

what else could I say,

00:53:38

but you know, I don't

00:54:06

know too many people that

00:54:08

have done proper training in

00:54:10

project management and all my

00:54:12

wife. Does that for a

00:54:13

living? She's not a lawyer

00:54:14

and I see how they

00:54:16

deal with project and I

00:54:19

mean we receive it. Things

00:54:25

I forgot. Oh my God,

00:54:28

there's no 30 or so.

00:54:37

See it's waiting for you

00:54:38

to just throw them something

00:54:41

on Friday afternoon, you know,

00:54:42

like you have to be

00:54:43

and of course you have

00:54:44

to respect your employees, which

00:54:46

I think you know how

00:54:54

old of this applies to

00:54:55

so I mean, I don't

00:55:01

need to have already but

00:55:07

I don't even have to

00:55:09

get sorry. Mrs. You know

00:55:14

being on your own is

00:55:16

lonely also. In more in

00:55:22

preparing the writing a book

00:55:25

called the research from the

00:55:32

very back. You know, I

00:55:34

would ask someone usually that

00:55:35

is 15 years younger than

00:55:37

me or 10 years younger

00:55:37

than me. I have to

00:55:38

do everything myself which obviously

00:55:40

takes so you don't have

00:55:42

to kind of ignores. I

00:55:48

think also partnered. One thing

00:55:59

may be so of course,

00:56:01

I don't have a secretary

00:56:02

Uncle once saved items. I

00:56:48

can't be there at the

00:56:50

whole lot 22 your comments

00:56:53

you briefly touch the bottom

00:56:55

of the issue of the

00:56:57

carrying you were which as

00:56:59

we all know can be

00:57:00

challenging mentioned some of the

00:57:03

challenges there. But can you

00:57:05

also mentioned some advantages also

00:57:08

looking for securing you were

00:57:10

as a solo practitioner and

00:57:12

I will bring their perspective

00:57:13

as an arbitrator. I started

00:57:24

getting requests for S8 cases

00:57:26

that were ten times bigger

00:57:27

than I used to get

00:57:28

them before when I'm still

00:57:29

stuck for sure cuz I

00:57:48

want to see the song

00:57:48

I started all this time

00:57:54

and then you know, it's

00:57:55

something that I've been doing

00:57:56

for a while with any

00:58:00

firm, you know. You create

00:58:03

conflict and even in central

00:58:05

eastern Europe around here, you

00:58:06  
know. I had to at

00:58:09  
least three times a year.

00:58:10  
I had to decline cases

00:58:12  
working for a boutique, you

00:58:15  
know, because it was a

00:58:16  
or at least declare these

00:58:20  
or maybe you know, that

00:58:22  
would be something that I

00:58:23  
don't think it would be

00:58:24  
a conflict but I rather

00:58:26  
don't accept it because you

00:58:27  
know, maybe my colleagues will

00:58:28  
then have a problem in

00:58:30

their face for their first

00:58:31

meeting is canceled because I

00:58:33

want my bring it up

00:58:33

there and they just don't

00:58:34

want that and find the

00:58:35

one that but I think

00:58:36

you can see there's not

00:58:37

a traitor in another so

00:58:39

that I have to say

00:58:40

I remember it was two

00:58:49

calls from State Farm and

00:58:50

the other one started freaking

00:58:51

out like that. You know,

00:58:52

I'm trying to get his

00:58:54

calling to quit the different

00:58:59

one. Thank you. Generally difficult

00:59:17

time for arbitration Works Jeff

00:59:20

you repeat line of work.

00:59:23

My clients will want to

00:59:25

avoid disputes and they are

00:59:27

super nice cute ways to

00:59:28

help them avoid disputes and

00:59:31

if it's because I helped

00:59:32

him settle the dispute will

00:59:37

have a large truck and

00:59:47

see if a more often

00:59:54

than not nice to have

00:59:55

entrusted to a friend. Just

00:59:57

don't be saying anything goes

00:59:59

wrong. Have you looked at

01:00:04

Chambers and Dima 500mg tablets

01:00:09

you ask magic circle or

01:00:10

or on the phone? Now

01:00:13

having said that I think

01:00:15

if you do manage to

01:00:16

put your wanted to time,

01:00:18

that's great. Because if he

01:00:20

doesn't that's all it means

01:00:21

is that slurpee in time

01:00:38

as well, but it's not

01:00:39

easy and I think it's

01:00:40

particularly difficult, but I think

01:00:52

it's much more able to

01:01:01

do the back. I think

01:01:04

the trend is changing and

01:01:05

Arcee and events such as

01:01:06

this one. Are you contributing

01:01:08

towards changing the strength, but

01:01:11

I do think that clients

01:01:13

will be more like 8

01:01:14

to entrust the same case

01:01:16

trivia need to wear them

01:01:18

to you at Hungarian water.

01:01:19

Even if they experienced any

01:01:21

lawyer and if you took

01:01:27

longer or or New York

01:01:29

grass is greener on back

01:01:31

then and entrusting case sure

01:01:34

you alright Nationals or cross

01:01:36

exploring within the region. I

01:01:38

think it's incredibly to make

01:01:41

that happen to build a

01:01:43

connection and shake fries and

01:01:44

two others share each other

01:01:46

that we can appoint Eastern

01:01:48

European arbitrate this German guy

01:01:52

again and again, The cake

01:02:04

will be on speaker for

01:02:07

one of us has point

01:02:11

on Research assistants and then

01:02:13

in the attention to a

01:02:28

case at a senior level

01:02:30

of the team and the

01:02:34

factor with you to Junior's

01:02:36

or has I think it

01:02:38

is. This is new be

01:02:39

around it in order to

01:02:41

feed a case to get

01:02:43

back like, you know you

01:02:44

to breathe and if the

01:02:45

case and you get absorbed

01:02:53

in the client's business in

01:02:54

the story in the fact,

01:02:56

I'm sitting combined pool. The

01:02:58

other than that, you can

01:02:59

connect the dots know that

01:03:01

I had to look for

01:03:02

adults. And I think I

01:03:04

think that that's what makes

01:03:05

a good lawyer and that

01:03:06

necessarily means that the senior

01:03:13

Partners managing the cave date.

01:03:16

They have to stay after

01:03:18

I've seen everything and not

01:03:19

just what the way has

01:03:21

been experienced and if you

01:03:28

want to play something. The

01:03:51

first point is that if

01:03:53

you torrents practicing International arbitration

01:03:56

previously worked beagle. You make

01:04:01

time to look at things

01:04:03

the same way that you

01:04:05

are used to when we

01:04:06

were and that you will

01:04:14

not be able to work

01:04:15

immediately for all the same

01:04:18

types of clients that are

01:04:19

up there with the Ruby

01:04:20

client will not work with

01:04:22

because if they only work

01:04:26

with love for Animals because

01:04:29

they require I love her

01:04:31

and that they work with

01:04:32

your aunt or to have

01:04:33

35 at the nearest park.

01:04:44

There are three major ways

01:04:47

to Source business in international

01:04:49

verses to Mary ability to

01:04:56

capitalize on your existing connections

01:04:59

occurring with clients and the

01:05:01

ferrets and the heart is

01:05:04

through your homework and expand

01:05:07

your land and has been

01:05:09

got that it's difficult because

01:05:11

there are you requiring clients

01:05:13

and disregarding clients are typically

01:05:16

lawyer will be some big

01:05:20

International Energy companies. But you

01:05:30

need to approach things magically

01:05:34

and I would think that

01:05:37

the most important aspect there

01:05:39

is to approach the client's

01:05:41

perspective. What is the actual

01:05:44

about the lawyer in TT

01:05:48

can bring to it that

01:05:50

nobody else can bring them?

01:05:53

And that requires as I

01:05:56

said before was isshin that

01:05:59

requires every week to know

01:06:02

exactly what role and place

01:06:04

of the market Jurassic Lee

01:06:06

sector-wise experience in saturated in

01:06:10

terms of the types of

01:06:11

cases. Zan to think about

01:06:14

creation of body for the

01:06:16

climate different think maybe price

01:06:20

but it is going to

01:06:21

be also expertise or the

01:06:23

9th to become the LA

01:06:24

are through with your types

01:06:25

of cases or the ability

01:06:27

to do work. And then

01:06:31

after you can, you know,

01:06:35

the types of clients are

01:06:39

the types of cases that

01:06:40

you can actually The client

01:06:44

then you start talking and

01:06:45

it's a long process and

01:06:46

the love of Assam clients

01:06:55

tend to believe that the

01:06:57

west and arbitration Market. I

01:07:09

was think independently would have

01:07:11

over 100 International special professionals

01:07:15

who have seen it or

01:07:16

not. And then I would

01:07:20

find it quite unusual for

01:07:23

a client's in Poland to

01:07:25

Outsource their Natural Choice to

01:07:27

work to Western be firm,

01:07:31

especially that this starts this

01:07:33

morning. If the district has

01:07:36

gone by episode that's a

01:07:38

different story, but also their

01:07:40

guests with a local console

01:07:49

at work before 3. David

01:08:01

thousand dollars an hour Practice

01:08:32

moving to a very interesting

01:08:33

work solo big enough for

01:08:44

enough sometimes if you are

01:08:56

a senior solo practitioner, you

01:09:00

don't pitch to a client

01:09:01

and you're competing with a

01:09:04

number of Big Lots teams.

01:09:06

It's almost certain that they're

01:09:09

going to throw a lot

01:09:10

of young people in their

01:09:21

partnership. Can I go to

01:09:32

a hearing on the case

01:09:34

from A to Z on

01:09:36

the front page signature block

01:09:38

all the documents admitting many

01:09:44

memos or approached by a

01:09:47

bunch of Juniors and they

01:09:49

just don't have the money

01:09:52

ready with all the details.

01:10:13

Thank you later. I realized

01:10:16

just how much longer and

01:10:20

we believe couple of minutes.

01:10:23

I'd like to invite each

01:10:26

panelist to one of their

01:10:30

War sport riding with their.

01:10:37

I didn't think I would

01:10:38

start. Well, I guess I'm

01:10:49

thinking about some of the

01:10:51

comments that we might cover

01:10:52

it in just a second.

01:10:54

I remember talking back to

01:10:57

the early days of my

01:10:58

career when I was the

01:10:59

trial attorney that the US

01:11:01

Department of Justice in New

01:11:02

York. And one of my

01:11:04

colleagues was a gentleman who

01:11:06  
is soon-to-retire burning mendelow and

01:11:09  
he knew that I got

01:11:10  
a job at a big

01:11:13  
Wall Street Law Firm Milbank

01:11:14  
with Chelsea is there and

01:11:15  
have a retired partner female

01:11:16  
bank here in the audience

01:11:17  
and the land that position

01:11:22  
and as I was leaving

01:11:24  
Boerne came over and shook

01:11:25  
my hand and gave me

01:11:26  
one line of advice that

01:11:27  
just remember they put on

01:11:30

their pants one leg at

01:11:31  
a time just like the

01:11:32  
rest of us. And why

01:11:35  
that is actually significant a

01:11:37  
reflecting on my my practices

01:11:39  
essentially be not afraid. If

01:11:42  
you want the entrance of

01:11:43  
Lucy Corr solo practice definitely

01:11:46  
willing and be open to

01:11:48  
opportunity to be flexible not

01:11:52  
having ego, but I'm sure

01:11:54  
that the partners that you

01:11:55  
seen with and collaborate with

01:11:57  
and obviously are able to

01:12:00

shine in that regard. I

01:12:11

was just saying, you know

01:12:12

after some of those early

01:12:13

cases I did here in

01:12:15

Poland with the law firm.

01:12:17

I had a wonderful opportunity

01:12:20

to meet some of the

01:12:23

officials at the Ministry of

01:12:24

Finance in Bratislava Slovakia, Vermin

01:12:28

a group of young people

01:12:30

working in the ministry. We're

01:12:34

eager to see whether they

01:12:36

could arrange to do things

01:12:37

in a way different than

01:12:38

they've been doing Reba slang

01:12:40

terms of defending their cases

01:12:43

recently young team. And I

01:12:49

was very grateful that at

01:12:51

least one of those people

01:12:52

had actually two of them

01:12:53

had to obtain their law

01:12:56

degree in the United States

01:12:58

had a familiarity as to

01:13:01

what I might be able

01:13:01

to bring an offer in

01:13:03

defending their cases. So I'm

01:13:05

grateful grateful that they they

01:13:07

gave me their truck in

01:13:10

competition against several big lockings

01:13:12

and other local teams to

01:13:13

take on a first Chase

01:13:15

defending against the team in

01:13:21

Europe in the case brought

01:13:22

by Austrian Airlines when we

01:13:24

succeeded in that case and

01:13:25

the team realize what they

01:13:26

could accomplish, you know, when

01:13:28

collaborating on gauging willing to

01:13:31

learn and doing things in

01:13:32

a little bit different way.

01:13:34

They were thrilled and that

01:13:35

lets you as well, but

01:13:37

we prevailed in that chase

01:13:38

and it went on several

01:13:42

other engagements all possible. So

01:13:48

it's those kinds of things.

01:13:49

You have to put yourself

01:13:50

out there. I approach that

01:13:52

team to see if they

01:13:54

would be interested in engaging

01:13:56

me as compared to the

01:13:57

other offers they had and

01:13:58

I thought it was maybe

01:14:00

a long shot, but they

01:14:01

went for it and that's

01:14:03

that the trajectory for variety.

01:14:14

What if I'm proud of

01:14:16

him. He said that if

01:14:29

the phone remember that your

01:14:32

biscuits Royal and if you

01:14:34

join us there's never anything,

01:14:35

but they married any time

01:14:40

and I think it's great

01:14:41

truth and it has to

01:14:42

remain true and I'm betting

01:14:51

that some flexibility to and

01:14:52

humidity and you kind and

01:14:57

you can just dream house

01:15:00

that people can build but

01:15:02

I'm going to do cuz

01:15:04

I want to learn it

01:15:04

because I have to understand

01:15:05

that I will have to

01:15:06

understand the Allure of the

01:15:09

field. A better time in

01:15:12

order to do that a

01:15:13

good job. advisory work from

01:15:18

time to time Kansas City

01:15:30

then and then that makes

01:15:31

you happy and to the

01:15:40

right answer by that's too

01:15:42

cuz I think it's an

01:15:44

incredibly how good are exceptions

01:15:54

to transactional Royal they do

01:15:56

what they know and they

01:15:57

didn't go beyond that deal

01:15:59

has a text last night,

01:16:01

but had a lawyer Emily

01:16:05

deal has been able to

01:16:06

respect people put down the

01:16:07

pen gun talked to my

01:16:09

neighbor and he just put

01:16:17

down the pan and I'm

01:16:17

not ready to look at

01:16:18

this go and talk to

01:16:19

the especially the mighty doing

01:16:21

and I think we didn't

01:16:23

have that. which end of

01:16:35

the World Series against do

01:16:37

you say how I can

01:16:41

if it's not the size

01:16:42

that matters is the dog

01:16:45

like a call and call

01:16:47

you last summer I found

01:16:54

myself in and it's a

01:17:00

representation number to lawyers and

01:17:15

the train need up against

01:17:17

an army in the tree

01:17:18

and all me from a

01:17:21

traditional family what you did

01:17:22

a very good job and

01:17:23

I'm still waiting for the

01:17:25

award but I think other

01:17:26

than psychological warfare, if you

01:17:28

work really hard likely won't

01:17:31

they had some I think

01:17:32

you can we can meet

01:17:34

at response to do the

01:17:36

Giants and the number of

01:17:44

buddies that people in Detroit.

01:17:57

On your points regarding facing

01:18:03

a number of bodies on

01:18:05

the other side. You reminded

01:18:07

me of a senior partner

01:18:09

that I work with. I

01:18:33

remembered Friday at 4 p.m.

01:18:36

In my previous firm generously

01:18:38

unblock me. So I stopped

01:18:40

receiving my email 1605 at

01:18:47

the same time. I started

01:18:48

receiving emails on my new

01:18:50

gracious email address. And what's

01:18:55

one of the most satisfying

01:18:57

special moments in my life.

01:18:59

I was an arbitrator in

01:19:01

the case. So the council

01:19:02

were aware that the truth

01:19:04

the moon take the rest.

01:19:06

I'm falling asleep and I

01:19:10

was surprised. So why weren't

01:19:13

over the weekends and I

01:19:15

didn't say I didn't have

01:19:17

a large portfolio of case

01:19:19

that will fit the next

01:19:21

Monday. The cabinet liquidation team

01:19:25

in London from panel days.

01:19:27

My brother's friend called me

01:19:29  
and says we have a

01:19:31  
situation where we have we

01:19:34  
are just be change to

01:19:36  
a client's it sounds thrilling

01:19:38  
phones. They have the district

01:19:39  
in the molding Poland, you

01:19:47  
know, we don't have to

01:19:48  
ask me what was wrong

01:19:49  
with maybe we could go

01:19:50  
with you and I was

01:19:53  
like sure I'm sure have

01:19:55  
no conflicts and I will

01:19:58  
be happy to work with

01:20:00

you more than happy to

01:20:00

work on this guy. So

01:20:03

he passed do you have

01:20:05

a professional bio that you

01:20:07

could send me and I

01:20:08

needed today? And I was

01:20:11

fine now. It's my first

01:20:14

working day in the separation.

01:20:16

So I actually don't have

01:20:17

a bite yet. Sure. I

01:20:19

will send you but I

01:20:20

will send it to you

01:20:20

in 3 hours and I

01:20:22  
called and external graphic designer

01:20:24  
that I was working with

01:20:26  
and I said it's an

01:20:27  
emergency. You need to help

01:20:29  
me and I need my

01:20:30  
you know, I'm a new

01:20:31  
bio within 3 hours talking

01:20:35  
together march to using the

01:20:37  
layout that I have used

01:20:39  
an okay within you all

01:20:41  
go with a new photo

01:20:43  
and and you know when

01:20:44  
you credentials and I said

01:20:46

make sure there's only one

01:20:47

that picture and this was

01:20:48

an important source of income

01:20:49

for the next month. And

01:20:52

that's only on their Alliance

01:20:54

what I said before it's

01:20:55

the week is slowing down.

01:21:03

I've been thinking of this

01:21:08

piece of advice I can

01:21:16

say But I think I

01:21:33

just need that to take

01:21:38

away and I have to

01:21:46

have any questions. It's very

01:22:01

much a new car. My

01:22:02  
name is Spartanburg going to

01:22:03  
be one of those last

01:22:08  
three words. I was in

01:22:13  
my girlfriend. So I have

01:22:16  
a quick question. I ship

01:22:18  
them to be running a

01:22:18  
practice that is exclusively International

01:22:22  
nutrition out of New York.

01:22:23  
And I wanted to ask

01:22:26  
I could have a lot

01:22:26  
of Illuminating things today and

01:22:30  
something that I wanted to

01:22:31  
hear your thoughts on is

01:22:33

how often do you see

01:22:35

arbitrator bias because you're not

01:22:40

a big law firm in

01:22:43

because you're not going to

01:22:44

be able to provide further

01:22:47

appointments in the future. And

01:22:49

if you see that, is

01:22:52

there a particular doing any

01:22:54

doctor that you see is

01:22:55

it like the how much

01:22:57

the cases for that? These

01:23:01

cases are cases. We see

01:23:03

no problem with that. But

01:23:05

the bigger ones it seems

01:23:07

like the new offer me

01:23:10

some sway. Lucky store, it's

01:23:20

fortunate. I believe I have

01:23:23

seen them and I don't

01:23:26

think it rather depends. I

01:23:34

think on certain personal personal

01:23:36

drivers and I would also

01:23:40

that maybe expect that to

01:23:41

be more to come north

01:23:45

drivers come from already come

01:23:47

from or different from themselves

01:23:49

from Bi-Lo. But I'm afraid

01:23:52

that's there is some. Acceptable

01:23:58  
orthodontic Specialists. We are APA

01:24:01  
games to begin their National

01:24:03  
part of that is likely

01:24:05  
to get points the doctor.

01:24:09  
I have no idea how

01:24:11  
my meds and this is

01:24:13  
something of course. This is

01:24:15  
not something that is in

01:24:18  
most cases. As I am

01:24:22  
as I presume from your

01:24:23  
question, this is also something

01:24:25  
that you that you have

01:24:26  
come across. follow up on

01:24:33  
that maybe to the experience

01:24:37  
but to say that maybe

01:24:39  
there's not over the years

01:24:44  
the US team's come with

01:24:57  
a scribe is sometimes an

01:25:01  
aggressive or overly aggressive approach

01:25:03  
and if you have three

01:25:05  
European arbitrators sometimes see that

01:25:08  
they will often move to

01:25:09  
protect what they seem to

01:25:11  
be the smaller fish in

01:25:14  
the pond and try to

01:25:16  
temper some of the tactics

01:25:20

that we all have happens,

01:25:31

but sounds I would let

01:25:42

that get you down and

01:25:45

also doing well and wants

01:25:49

to join favoritism to the

01:25:56

big law firms. As bad

01:26:02

as it should say on

01:26:03

the bright lights, but I

01:26:04

think I haven't come I

01:26:07

have come across all the

01:26:08

Praises go actually protecting the

01:26:10

day that they're going to

01:26:11

go there as soon as

01:26:13

personality. Sometimes you can you

01:26:15

find out about the options

01:26:17

best men. She wants to

01:26:18

have them on the panel,

01:26:19

but in their will say

01:26:21

they take their duties and

01:26:28

I need them. Here we

01:26:44

come no further questions at

01:26:51

Cindy. Number to question. What

01:26:57

would that please join? Me

01:26:59

and Rhonda laws for our

01:27:02

wonderful panel. Thank you so

01:27:04

much. I enjoyed the panel

01:27:07

and I hope you all

01:27:07  
win as well and I

01:27:09  
invite you to join us

01:27:10  
for lunch. We are running

01:27:13  
slightly behind schedule. So we

01:27:15  
will resume at 2:45 for

01:27:20  
the third session of the

01:27:21  
day and the one she's

01:27:23  
going to be served. Just

01:27:24  
outside the office. So what

01:27:26  
are the details? Thank you

01:27:27  
very much. resume at 2:45

01:27:19  
for the third session of

01:27:21  
the day and the one

01:27:23

she's going to be served.

01:27:24

Just outside the office. So

01:27:26

what are the details? Thank

01:27:27

you very much. Welcome to

00:00:03

World arbitration update and my

00:00:05

name is Jose Antonio Rivas

00:00:07

co-founder together with the Ian

00:00:12

Laird of world arbitration update.

00:00:15

I am also a professor

00:00:18

at Georgetown law teaching investment

00:00:21

re arbitration and public international

00:00:23

law and that I am

00:00:25

also partner of a boutique

00:00:28

law firm called the extra



00:00:29

glop here in Washington DC

00:00:31

and Bogota doing investment arbitration

00:00:35

as well as a public

00:00:37

international law and international commercial

00:00:39

arbitration update is a a

00:00:42

forum that we launched. In

00:00:47

2020 with two objectives one

00:00:50

is to update the International

00:00:53

Community on issues of international

00:00:56

commercial arbitration International Investment vacation

00:00:59

and public international law that's

00:01:02

objective number one, and the

00:01:05

other purpose of world arbitration

00:01:09

update is to decentralize International

00:01:12

arbitration. We are aware of

00:01:14

incredible centers and and places

00:01:17

were International arbitration takes place

00:01:19

like Paris and London and

00:01:22

New York and Washington DC

00:01:25

but And those are not

00:01:28

the only places were at

00:01:31

incredible Council on arbitrators practice

00:01:34

those places also include Warsaw.

00:01:40

And the Eastern Europe as

00:01:42

well as other places and

00:01:44

in the globe including China

00:01:46

where we had our two-day

00:01:48

World arbitration update last week

00:01:50

as well as places in

00:01:52

Latin America like him, but

00:01:54

with that world be ending

00:01:55

the world application update later

00:01:58

this week and the Singapore

00:02:00

and Doha among many others.

00:02:02

So it is with great

00:02:04

pleasure that we're having our

00:02:07

second panel today in Warsaw.

00:02:09

And the moderator is someone

00:02:12

who has been instrumental to

00:02:14

Bringing World arbitration update to

00:02:16

Eastern Europe. I just gotta

00:02:20

yakovich and and I would

00:02:23

also like to emphasize that

00:02:25

this is a wonderful panel.

00:02:28

I've had the pleasure of

00:02:29

working or collaborating some capacity

00:02:33

already with the some of

00:02:35

them including David Pollack who

00:02:36

I admire and respect highly

00:02:39

as well as Sarah and

00:02:41

I do just who has

00:02:44

been part of the world

00:02:45

application update as well as

00:02:47  
as the Washington arbitration week

00:02:49  
before one day. I hope

00:02:51  
that I'll be able to

00:02:52  
meet you all in person

00:02:54  
in war. So hopefully next

00:02:56  
year I have for now.

00:02:58  
Let me we can introduce

00:03:00  
your uncle was a civil

00:03:02  
law and common law trained

00:03:03  
International arbitration Council. She has

00:03:06  
advised both States and investors

00:03:09  
investment treaty and Commercial arbitration.

00:03:11  
Most notably in case is

00:03:13

conducted under the auspices of

00:03:15

exit 350 practicing. Alicia Italy

00:03:20

Belgium Brussels as part of

00:03:23

the legal service of the

00:03:24

European commission currently she serves

00:03:27

as co-chair of the young

00:03:29

Croatian arbitration petitioners and is

00:03:31

the immediate past co-chair of

00:03:33

the international dispute resolution Committee

00:03:35

of the New York State

00:03:37

Bar Association. She has been

00:03:40

recognized as want to watch

00:03:41

or dispute resolution by best

00:03:44

lawyers, and she's a member

00:03:45

horse of the world of

00:03:47

rotational B, organizing committee's sharing

00:03:50

the first edition of the

00:03:51

event in Warsaw and then

00:03:54

come great to have you

00:03:55

and I'm sure this will

00:03:57

be a wonderful panel. Please

00:03:59

take it away. Thank you

00:04:01

very much. Cuz I'm telling

00:04:02

you I think about you

00:04:04

and I will add just

00:04:05

a few brief note and

00:04:08

welcome you all whether you're

00:04:12

joining your new office and

00:04:15

it is a pleasure to

00:04:18

have you with us and

00:04:20

it is absolutely it my

00:04:21

distinct privilege to welcome you

00:04:24

to the Warped wall arbitration

00:04:26

update, which as cousin Tony.

00:04:28

I'll just mention it the

00:04:29

first edition to also in

00:04:31

compost Central and Eastern Europe.

00:04:35

So we will now move

00:04:37

to the second panel of

00:04:38

the day and discuss the

00:04:41

management of specialized International arbitration

00:04:43

practice. But before we do

00:04:46

that, I would also like

00:04:48

to extend special thanks to

00:04:50

our host of you have

00:04:52

a receipt and the two

00:04:54

sponsors without which this event

00:04:57

would not be possible. So

00:04:59

I think you should be

00:05:01

able to see and thank

00:05:02

you, too, Uncle and Baker

00:05:06

Hostetler for your fourth in

00:05:09

helping others conference to beautiful

00:05:12

city of Barstow. With that

00:05:17

I would love I would

00:05:18

now like to introduce my

00:05:21

esteemed panel starting with on

00:05:25

my last Sara Sara is

00:05:31

a new york-based where formerly

00:05:33

registered switch wire a founder

00:05:36

of specialized full practice at

00:05:39

Sea turbot ratio, which specializes

00:05:42

in international commercial and investment

00:05:43

arbitration. University of Geneva graduates

00:05:47

were done, LOL. Sarah has

00:05:50

acted as member of the

00:05:52

council team and independent tribunal

00:05:55

secretary for Cheese's in the

00:05:57

Energy natural resources shipping come

00:06:00

out of this and construction

00:06:01

sectors is also a platform

00:06:06

architect. As far as what

00:06:09

it we have dated a

00:06:12

lot David established his independent

00:06:16

arbitration practice in 2005 is

00:06:19

in here attorney and former

00:06:21

member of the US treaty

00:06:23

arbitration panel of arbitrators appointed

00:06:30

by SIA and January of

00:06:32

23 / 3rd six-year term

00:06:35

is also a current member

00:06:38

of the panel of arbitrators

00:06:39

or International Investment disputes of

00:06:42

the Beijing arbitration commission is

00:06:45

Brock Lesnar Pakistani, batsman treaty

00:06:47

matters serving as both counsel

00:06:50

and arbitrator. To David /

00:06:55

we have is a professor

00:07:00

of international business law and

00:07:02

arbitration and the co-director of

00:07:04

the wall track as a

00:07:06

Disney in Paris. She also

00:07:09

unaffiliated partner at Paragon advocacy

00:07:13

arm of the law firm

00:07:16  
in Vienna specializes in international

00:07:19  
commercial transaction dispute resolution, which

00:07:23  
was established in September 2023.

00:07:27  
Previously she works in the

00:07:29  
arbitration team of major international

00:07:32  
law firms in London and

00:07:34  
Paris. She is admitted to

00:07:37  
practice law in England and

00:07:40  
well-run and hungry Veronica's practice

00:07:44  
focuses on International commercial arbitration

00:07:46  
primarily involving the Cee region

00:07:50  
additionally Veronica also serves as

00:07:55  
an arbitrator. She's a member

00:07:57  
of the board of the

00:07:58  
Vienna International arbitration Center the

00:08:02  
president of Hungarian Arbitration Association

00:08:04  
a member of the ICC

00:08:06  
Commission on arbitration and a

00:08:08  
yard and a co-founder and

00:08:11  
member of the board of

00:08:12  
rbe events to which will

00:08:15  
all have after that our

00:08:18  
program here. To Veronicas what

00:08:22  
we have a woodchuck set

00:08:25  
of Doctor Who is a

00:08:28  
partner at grade 2 International

00:08:32

and Trump border dispute resolution

00:08:35

working as counsel and arbitrator,

00:08:38

which it has been extensively

00:08:40

involved and Isiah work and

00:08:42

planned representation in matters, involving

00:08:45

International Investment treaties commercial arbitration

00:08:48

and litigation before Domestic Court

00:08:51

as well as the European

00:08:53

Court of Human Rights. The

00:08:55

general court of the you

00:08:57

out of court of justice

00:08:58

of the European Union before

00:09:00

sounding crazy to one check

00:09:03

was the Warsaw and London

00:09:05

partner and a leading Global

00:09:06

firm and had almost 20

00:09:08

years of working in top

00:09:10

legal brands. Since 2008 more

00:09:13

checks have been completely rent

00:09:15

of the waiting dispute resolution

00:09:17

practitioner by principal director, including

00:09:20

Chambers and partners waiting 500

00:09:23

that we are and who's

00:09:24

who International arbitration to left.

00:09:30

We have a Peter reasoning.

00:09:33

Dinner is an arbitrator in

00:09:35

independent practice base in Vienna

00:09:37

Austria as a Slovenian National.

00:09:40

He has a particular expertise

00:09:43

in the Central Europe central

00:09:45

European and central eastern European

00:09:47

markets. With extensive experience in

00:09:51

serving an arbitrator tribunal secretary

00:09:54

and Council leader has participated

00:09:56

in commercial and investment arbitration

00:09:59

conducted under the rule of

00:10:01

d i c a l

00:10:03

c i a n. Central

00:10:09

arbitration rules in a past.

00:10:12

Peter was active in private

00:10:14

practice as a full-time tribunal

00:10:16

secretary in an arbitral institution

00:10:19

as well as if you

00:10:20

aren't organization including on International

00:10:24

commercial loan and a lot

00:10:25

of outer space like around

00:10:28

it, Peter is one of

00:10:30

the founders and a board

00:10:31

member of rbe. He's also

00:10:35

a member of the commission

00:10:36

station at 8 and his

00:10:39

passport on combating corruption dinner

00:10:42

stood on the European Regional

00:10:44

Committee of the campaign for

00:10:46

green arbitration. And also active

00:10:50

in Academia and serves as

00:10:52

the ability that's lecture at

00:10:54

at University of Mars wore

00:10:56

in his home country of

00:10:57

Slovenia. Share. Fun fact, which

00:11:02

I absolutely have to share

00:11:03

as well. And that is

00:11:05

that as a member of

00:11:07

a metal band where he

00:11:10

was a drummer. He was

00:11:12

kicked out or not being

00:11:14

serious. And so I'm glad

00:11:17

to hear participants expect nothing,

00:11:20

but I I would not

00:11:27

like to give the floor

00:11:29

to Sarah too. So sorry,

00:11:33

but it's open to discussion

00:11:34

and give us a brief

00:11:35

overview of the topic. And

00:11:38

after that we will move

00:11:39

to a general discussion and

00:11:40

relieve some tension 20 minutes.

00:11:42

So I'll answer any questions

00:11:45

from the audience. Thank you

00:11:47

very much. And thank God

00:11:48

and thank you for the

00:11:49

other nice for the warm

00:11:51

invitation to this timely event

00:11:53

in Warsaw the city that

00:11:55

is so rich and in

00:11:56

history to this day and

00:11:58

it holds a special place

00:11:59

in my heart because this

00:12:01

is where my father grew

00:12:01

up and my grandparents lived

00:12:03

really a pleasure to be

00:12:06

here to witness. How was

00:12:11

the husband? Developing a remarkably.

00:12:16

I mean one of the

00:12:17  
things that I notice every

00:12:18  
time I come how much

00:12:19  
more beautiful it's actually is.

00:12:21  
My think. This is a

00:12:22  
testament to the dentist. Dynamism

00:12:24  
of this region at the

00:12:26  
same time was there things

00:12:28  
to mirror the rapid pace

00:12:29  
of change in our world,

00:12:31  
but you invited knowledgeable Innovation

00:12:34  
the expansion of digital economy

00:12:36  
your political tensions and the

00:12:39  
energy transition articles to give

00:12:46

you on today's panel and

00:12:49

I was dropping fortunately by

00:12:51

this paucity of the information

00:12:53

that I found a lot

00:12:54

of them as many of

00:12:56

you have seen this highly

00:12:57

among that goes by without

00:12:59

any news of Will Smith

00:13:02

as partners senior associate some

00:13:05

big law firms venturing into

00:13:07

solar orbit take practices and

00:13:09

this trance appears to be

00:13:11

gathering momentum. And today we're

00:13:13

here. To explore why this

00:13:15

is happening and I'm very

00:13:17

eager to hear directly from

00:13:19

our panelists on this phenomenon.

00:13:21

What's past I'd like to

00:13:23

set this stage highlighting a

00:13:25

few key developments that I

00:13:27

believe have impacted the rise

00:13:29

of specialized arbitration practices. And

00:13:32

if that's what I like

00:13:32

to highlight is digital economy

00:13:34

and explosive growth of e-commerce

00:13:37

at steal the clothes. I

00:13:38

Novation intrapreneurship and that's every

00:13:41

state Market expectations for efficiency

00:13:44

speed in customer service, which

00:13:47

is the same thing that

00:13:48

climbs and expect from Law

00:13:49

Firm. He is going to

00:13:51

economy to has revolutionised the

00:13:54

way to show me this

00:13:58

personality into figures in consumer

00:14:01

decision-making. Any markets to like

00:14:06

write the currencies, how did

00:14:08

most creating a new asset

00:14:10

class and challenging the traditional

00:14:12

financial assistance and mentalities? Of

00:14:16

course, it goes together with

00:14:17

the sudden you technology and

00:14:19

I for instance has potential

00:14:21

to transform legal processes from

00:14:24

automating routine tasks to deriving

00:14:27

deep insights for Dayton Alice's.

00:14:29

I didn't. Lee will reshape

00:14:31

the way that lawyer how

00:14:32

lawyers will work and the

00:14:34

skills they need no Craig's

00:14:36

a y a I can

00:14:37

handle repetitive tasks Law Firm

00:14:40

associate will be will be

00:14:42

liberated or have more time

00:14:43

to focus on areas requiring

00:14:45

human judgment. I am such

00:14:47

a strategy and client relations

00:14:49

additionally rolls like Pro engineering

00:14:52

are emerging look professional will

00:14:55

Design and refine our interactions

00:14:57

to up to my performance

00:14:58

and outcomes illegal settings. Is

00:15:01

another element important factor, which

00:15:04

is the covid-19 factor and

00:15:06

this is how I started

00:15:07

working independently, and I don't

00:15:09

know if it's the reason

00:15:10  
some other people have done.

00:15:11  
So but that would not

00:15:12  
have happened in my case

00:15:13  
about covid-19 independent Force shifting

00:15:17  
traditional business model with us

00:15:19  
with pivot to remote wire

00:15:21  
digital disruption and you consumer

00:15:23  
behaviors and selling companies including

00:15:26  
lockers to innovate almost overnight.

00:15:28  
There's the energy efficient energy

00:15:32  
transition TOP, excuse me, and

00:15:34  
I think that will be

00:15:35  
discussed later today to meet

00:15:37

Global commitments regulatory requirements and

00:15:40

consumer expectations businesses are increasingly

00:15:42

investing in renewable energy. I've

00:15:45

recently learned that the coolant

00:15:46

2040 energy strategy aims were

00:15:50

three causes of energy to

00:15:51

come from zero emission sources

00:15:52

including renewable. And if your

00:15:55

power of course is also

00:15:57

the geopolitical tensions which Poland

00:15:59

and has been Are you

00:16:03

close to the center off?

00:16:04

So I'm going complex haven't

00:16:07

reduced performance mac and cheese

00:16:09

in the global business environment

00:16:11

affecting everything from population displacement

00:16:14

Detroit Dynamic printing companies to

00:16:17

rapidly reevaluate how they operate

00:16:19

and last but not least.

00:16:21

I think there's a diversity

00:16:23

Fox her focus on diversity

00:16:26

and inclusion within the corporate

00:16:28

world, including law firms and

00:16:30

major arbitration institutions that have

00:16:32

been recognizing that buys Ice-T

00:16:34

Drive Innovation. That's a business

00:16:37

outcomes any client expectations more

00:16:39  
effectively. The transformation in the

00:16:42  
business landscape has fundamentally changed

00:16:44  
how we work how we

00:16:46  
travel as we communicate also

00:16:49  
influencing our societal values the

00:16:51  
digital economy price of innovation

00:16:53  
rapid iteration in the focus

00:16:55  
on efficiency speed and customer

00:16:57  
service the rise of digital

00:16:59  
Nomads by example and knows

00:17:01  
the normalization of working from

00:17:03  
home respect his shift to

00:17:05  
a more flexible work Arrangements

00:17:06

about a work-life balance and

00:17:09

evolving expectation from employers also

00:17:12

the influence of social media

00:17:13

and Rapid rise of cryptocurrencies

00:17:15

demonstrate how quickly a new

00:17:16

trend and disrupt established Industries.

00:17:20

So I believe tremendous opportunities

00:17:23

Iowa businesses that can adapt

00:17:24

to this new economic landscape.

00:17:26

It's rationed. Is it pressing

00:17:31

meet you at all? It

00:17:32

did not show up with

00:17:33

Jason must not only be

00:17:35

affordable and fast, but open

00:17:37

Relevant and accessible to divest

00:17:39

audiences. Isn't that the tapes?

00:17:42

I have ever thinking of

00:17:43

our roles as loyal as

00:17:44

you must collaborate closely with

00:17:46

acknowledge it now in house

00:17:47

counsel and other stakeholders to

00:17:49

develop new models that respond

00:17:51

to these changes have spotted

00:17:53

the solution lies in fostering

00:17:54

highly specialized highly skilled physician

00:17:58

practices that can meet his

00:18:00

mother and demands so I'm

00:18:02

excited about the concluding statement

00:18:05

about panel which will focus

00:18:06

on War Stories from the

00:18:08

field. I look forward to

00:18:09

learning from his experiences as

00:18:12

a promise of a I

00:18:14

believe it will enrich our

00:18:15

understanding of these Dynamic challenges

00:18:17

and opportunities. Thank you for

00:18:19

your attention, and let's have

00:18:20

a great discussion. Thank you

00:18:25

Erika for this great Bible

00:18:28

introduction. No, as we've heard

00:18:31  
that you're the introduction of

00:18:33  
the panel on each one

00:18:36  
of our students here have

00:18:38  
but Unique Boutique prices. I

00:18:44  
would like to start with

00:18:44  
David David. You have a

00:18:46  
very interesting background you practice

00:18:50  
both and also with a

00:18:53  
Communications team of the US

00:18:54  
Department of State before you

00:18:56  
start your own practice as

00:18:58  
a council and an arbitrator.

00:19:00  
Can you share with us?

00:19:02

What inspired you to start

00:19:05

your own shop? And how

00:19:06

did you decide to start

00:19:08

this specific type of breakfast?

00:19:14

Thank you. Thanks Sarah. I

00:19:17

also just want to say

00:19:17

thank you and congratulations to

00:19:19

Jose Antonio before I respond

00:19:21

for putting together or what

00:19:23

it's been pretty impressive Global

00:19:25

program last 3 years or

00:19:30

so the practices of late

00:19:41

a number of forms of

00:19:43

variety of forms of the

00:19:44  
panel before the audience reflects

00:19:48  
that diversity of types of

00:19:50  
practice. I think we have

00:19:51  
people operating solo Council and

00:19:57  
tribunal secretary for a regional

00:20:03  
Powerhouse teams and serve as

00:20:05  
arbitrator. We have other to

00:20:08  
work solely as arbitrator and

00:20:10  
left. It seems a larger

00:20:12  
law firm in order to

00:20:14  
Advantages of working alone is

00:20:17  
not a traitor and a

00:20:18  
conflict-free and others on the

00:20:20

panel are out size which

00:20:28

might even near the size

00:20:29

of teams in some big

00:20:31

law arbitration Department. Then we

00:20:34

also see a variety of

00:20:36

firms that have some big

00:20:40

Law of Attraction teams, for

00:20:42

example GPS in Paris or

00:20:44

more recently my route to

00:20:52

practice independently has as was

00:20:55

mentioned earlier started nearly 20

00:20:57

years ago and wasn't Copa

00:20:59

driven, although it was openly

00:21:01

covid-19 normalized for practicing, but

00:21:08

I haven't worked for a

00:21:10

number of years in New

00:21:13

York. You asked as a

00:21:15

trial attorney and then a

00:21:17

big law Wall Street Law

00:21:19

Firm followed by what was

00:21:22

the extent of about 45

00:21:28

years at the US state

00:21:29

department Office of the legal

00:21:30

adviser and US state department

00:21:33

and overall investment treaty matters

00:21:35

in house. Unlike almost all

00:21:38

other countries. It does not

00:21:39

hire outside lawyers to assist

00:21:41

in the defense of the

00:21:42

cases State Department assembled a

00:21:46

team of lawyers. Both of

00:21:47

us to come from Washington

00:21:52

DC Law Firm is an

00:22:03

honorary polish citizens originally from

00:22:05

Belgrade. I persuaded me to

00:22:07

take three to six months

00:22:09

off from that job and

00:22:11

come enjoy the Reply to

00:22:14

her side of Central and

00:22:15

Eastern Europe and dozens and

00:22:23

dozens of so, it's been

00:22:26

a wonderful and enjoyable ride.

00:22:29

Sometimes terribly exhausting but always

00:22:32

ignoring that I should say

00:22:34

that when I started out

00:22:36

I didn't really have the

00:22:38

vision for my practice that

00:22:40

has materialized so I should

00:22:43

probably be grateful for the

00:22:49

field that is blossoming from

00:22:52

working on some of the

00:22:53

early most significant treaty arbitration

00:22:56

cases under the North American

00:22:57

Free Trade Agreement defending the

00:22:59

US and I figured that

00:23:02

those kinds of cases were

00:23:04

becoming more commonplace in Central

00:23:07

and Eastern Europe and that

00:23:13

You stood in having me

00:23:15

in a Consulting role for

00:23:17

some limited-capacity engagement was into

00:23:25

my Hiatus encouraged by my

00:23:28

wife. I was invited to

00:23:31

join and lead the defense

00:23:32

of a very significant investment

00:23:35

plan against Poland and I

00:23:38

need local Law Firm representing

00:23:42

to your earlier was incredibly

00:23:44

gracious and welcoming these New

00:23:46

York attorney to that team

00:23:47

and integrating into their their

00:23:49

work and that case lasted

00:23:53

maybe a couple of years

00:23:54

and followed onto several other

00:23:56

very attractive engagements with just

00:24:05

an eyeball firm, but also

00:24:07

been branching out to other

00:24:09

state representations and other Private

00:24:13

party representations in commercial arbitration

00:24:15

so much to my pleasure

00:24:19

rather than doing a few

00:24:20

Consulting gigs here and there

00:24:22

I was basically thrown into

00:24:25

up and running or taking

00:24:27

a lead role in hearing

00:24:29

and drafting pleading and sometimes

00:24:32

working with government alone in

00:24:35

defending big treaty arbitration cases.

00:24:38

And that's essentially how I

00:24:40

ended up doing what I'm

00:24:42

doing and where I am

00:24:43

now, thank you David. I'll

00:24:52

just add those are not

00:24:54

my words, but someone loved

00:24:55

everything they told me that

00:24:56

behind everyone's boreas know how

00:24:58

he or she got into

00:24:59

arbitration. There's a lot of

00:25:00

story is true. I'll invite

00:25:05

some other panelists. Are there

00:25:07

any comments or pull up

00:25:10

remarks to on this on

00:25:11

this question? Play Love Story.

00:25:23

Alright, well, then why why

00:25:27

don't we move to the

00:25:28

next topic I mentioned over

00:25:32

the past few years. We've

00:25:34  
been seeing a lot of

00:25:37  
steam and there seems to

00:25:39  
be an increasing Trend in

00:25:41  
forming specialized arbitration practices that

00:25:44  
are still cold. so Veronica

00:25:51  
Is it truly a trend

00:25:52  
and if so, what do

00:25:54  
you think is the driving

00:25:56  
force behind it are specialized

00:25:59  
arbitration shop to the Future

00:26:01  
arbitration agreements have been fine.

00:26:05  
So let me start by

00:26:06  
thinking where you will meet

00:26:08

with me on Sunday and

00:26:09

to be able to meet

00:26:11

very soon and then the

00:26:12

invitation and bringing up Bates

00:26:18

Century National Banks. I would

00:26:34

just really suggest a few

00:26:39

ideas and I have it's

00:26:41

true but might be driving

00:26:42

is trending in what direction

00:26:43

but I think I'd love

00:26:45

to hear from all of

00:26:46

you. Before coming here. I

00:26:52

did a quick search on

00:26:53

the Goodwill of attrition will

00:26:54

be back side and indeed

00:26:56

the rest of your trunk

00:26:57

Boutique very surprised. I'm past

00:27:03

few years. I I kind

00:27:06

of bear is a trying

00:27:07

to sit on for boutiques

00:27:08

and it wasn't paying the

00:27:09

crumbs on the traditional arbitration

00:27:12

house. Some of them will

00:27:15

say Deanna and Savannah Madrid

00:27:17

New York to say this

00:27:27

definite me Google Trends. We

00:27:31

will see to your loss

00:27:32

of articles on establish boutiques

00:27:34

growing further success place and

00:27:38

team cross and Sons a

00:27:41

big tray for their clients

00:27:42

on important cases that make

00:27:44

it to the group of

00:27:45

attrition when you retire and

00:27:47

then again, Soda practitioner to

00:27:53

act as a council and

00:27:54

arbitrator or increasing dancehall betrayed

00:27:57

with also the appearance of

00:27:59

some specialized arbitration Chambers or

00:28:02

I would trade those two

00:28:04

back together. Now what drives

00:28:07

these Trends are a few

00:28:09

ideas about any order of

00:28:10

priority and I and I

00:28:12

received the rest of the

00:28:13

many points, but it's already

00:28:15

mentioned that the difference between

00:28:18

between be working on digital

00:28:20

payments that I think I

00:28:30

still think it's a .22

00:28:34

to know and to remind

00:28:36

ourselves that we currently at

00:28:39

least. We're still living in

00:28:40

a nice time at the

00:28:43

great buddy, me living freezing

00:28:46

threats to to free trade

00:28:47

and investment which I hope

00:28:50

will not materialized. So now

00:28:53

they are driving I will

00:29:00

continue to grow and because

00:29:01

of course the more business

00:29:03

activity there is I see

00:29:18

it be staying in Paris

00:29:19

and it comes to batik

00:29:20

some coming from X and

00:29:24

the other coming from Nordstrom

00:29:25

sells starting out with lawyer

00:29:28

to prepare. I'm busy doing

00:29:30

some services in his specialized

00:29:32

Services have to take an

00:29:42

incredibly seriously cuz it's been

00:29:44

driving over to your money

00:29:56

Papas and not from they

00:29:59

want to see the song

00:30:00

betrayed us outside of the

00:30:01

phone will even if they

00:30:03

want to take on come

00:30:04

to work because there may

00:30:05

be Transactional, so I should

00:30:11

be in conflict in X

00:30:12

off the type of cases

00:30:14

that were wanting to do

00:30:16

it yesterday in quite a

00:30:21

few weeks that spun out

00:30:23

because Joy has from and

00:30:25

do you think that what

00:30:26

we think there is a

00:30:27

huge crisis going on is

00:30:30

beginning to take action. And

00:30:31

the right thing to do

00:30:32

is to set up a

00:30:33

special Tuesday from climate action

00:30:36

North them missing something similar

00:30:38

with the unfortunate recent escalation

00:30:42

of the conflict between Ukraine

00:30:43

and Russia has declined to

00:30:47

your actual are some healthy

00:30:49

and other than that, but

00:30:50

that's a nice that we

00:30:51

want to go into the

00:30:53

recycling out specialized be able

00:30:55

to take that work. I

00:30:56

think Lads and you will.

00:31:02

Heading to that of course

00:31:03

is the cost of being

00:31:05

able to go outside and

00:31:06

difference but has no more

00:31:09

proposals to clients with potentially

00:31:12

more flexible payment terms is

00:31:15

something that's how many ways

00:31:17

and big firms have been

00:31:18

a good thing to do.

00:31:19

But I think it will

00:31:21

take the casing on a

00:31:22

traditional big sums up mitigation

00:31:26

arbitration working off and bring

00:31:31

it on at work and

00:31:32

trying to work but it

00:31:35

might not be enough when

00:31:37

compared to the sign up

00:31:38

the phone when you get

00:31:41

more ammo back and high

00:31:42

and high at Sonoma which

00:31:44

may just not be possible

00:31:45

to stage in arbitration. I

00:32:02

do have less pressure and

00:32:03

will text you when it

00:32:04

comes to pricing Taylor Beyond

00:32:17

services and a passport to

00:32:19

go to the needs of

00:32:20

the client and we're going

00:32:22

to need to type of

00:32:23

Bumblebee do best to use

00:32:39

to see Danny Outdoors the

00:32:51

necessary really. I'm do pay

00:32:55

attention to to wife's name.

00:32:58

to them and and how

00:32:59

many justify what we do

00:33:05

you and what is being

00:33:06

built and he's working on

00:33:07

the case and how they

00:33:08

are structured and the payment

00:33:12

since that's the most ethical

00:33:14

companies realize that they might

00:33:25

be able to get it

00:33:27

customized that is where it

00:33:29

needs attention more partner contact

00:33:36

when I leave work with

00:33:37

petite teens tend to also

00:33:40

be more senior heavy and

00:33:42

we didn't have the army

00:33:43

of Junior lawyers in some

00:33:46

cases if necessary, but then

00:33:58

to make sure that the

00:34:03

advice is it's really advice,

00:34:05

especially if you wanted to

00:34:08

pay the maid and Veronica

00:34:26

do we have any two

00:34:50

things? I agree with everything

00:34:51

that Veronica has sad, but

00:34:53

I also would like to

00:34:54

offer my own perspective suggests

00:34:55

that I think there are

00:34:57

two major threat. I will

00:35:00

try the appearance of more

00:35:04

and more solo practitioners and

00:35:06

arbitration Peaks by lawyers the

00:35:11

other Transit driven by the

00:35:12

mark What I mean by

00:35:14

the Tramp driven by lawyers

00:35:15

is that of course conflicts

00:35:17

are important but not only

00:35:19

complex related to client but

00:35:21

also internal conflicts within the

00:35:23

International Teams for those layers

00:35:26

are based. Sometimes it's you

00:35:28

know, the Game of Thrones

00:35:29

Ethan Wayne or you leave

00:35:32

your your your fight for

00:35:35

our I was in the

00:35:37

team sometimes and I reversed

00:35:40

your through the Scituate to

00:35:41

the trend which I'm seeing

00:35:42

it United States or the

00:35:44

billing crimes for the top

00:35:46

Partners at my girlfriends and

00:35:48

go up to \$25,000 per

00:35:51

hour or more. So with

00:35:55

this part of your clients

00:35:56

being willing and able to

00:35:58

pay these types of price

00:36:00

for internet firms are also

00:36:02

with the proliferation of the

00:36:04

know-how as to how to

00:36:06

handle arbitration mattress, and that

00:36:08

don't help me available all

00:36:09

around the go. It's becoming

00:36:12

increasingly difficult for the partners

00:36:15

in big things big Brands

00:36:19

International practices to achieve the

00:36:22

desired levels of profitability and

00:36:26

then people also have to

00:36:28

be around personal decisions as

00:36:30

to why they won't delete.

00:36:33

Some people's face on glass

00:36:37

ceilings. Sometimes people come from

00:36:42

one direction to to one

00:36:44

of your hotspot for PC

00:36:57

and do the sound it

00:37:00

out. They are local car

00:37:01

to take half the day

00:37:02

can understand that but it's

00:37:10

a little bit of the

00:37:12

same kind of the beginning

00:37:15

about diversity and this is

00:37:18

our second apartment situation is

00:37:20

very watches. The economy has

00:37:24

changed and also the legal

00:37:26

warrant know what were the

00:37:27

things that the be small

00:37:31

but it stayed at the

00:37:32

creeps that beats the snow

00:37:33

and it's much easier now

00:37:37

than before to have access

00:37:39

to the same or comparable

00:37:40

level of ITT Technology support

00:37:43

artificial intelligence. Even when your

00:37:46

parade being even with it.

00:37:48

If you are correct for

00:37:49

my local jurisdiction, even if

00:37:51

you operate managing a decentralized

00:37:54

team to provide very similar

00:37:56

quality of work that you

00:37:59

were based physically in Paris

00:38:01

or London from all over

00:38:05

the world already knowing how

00:38:07

to do things are sometimes

00:38:11

to go back and work

00:38:13

from some other places. So

00:38:15

I think what we have

00:38:16

seen what happens in Christmas

00:38:18

paper. I which are based

00:38:22

in other parts of the

00:38:23

world outside of major centres

00:38:26

and maybe also, come in

00:38:29

from what they are about

00:38:31

to choke people to establish

00:38:33

their own stories that I

00:38:34

was apartment for probably ten

00:38:38

years with a global Eagle

00:38:41

brand operation that are similar

00:38:46

to a one strap story

00:38:50

as to how Steve Jobs

00:38:51

recruited CFL from PepsiCo will

00:38:55

help the girl and the

00:38:58

guy has to leave his

00:39:00

position PepsiCo where he was

00:39:02

a lot of money to

00:39:04

get something. This is Sarah

00:39:11

keeps telling my translation of

00:39:23

discretion whether I want it

00:39:25

to be in the big

00:39:27

love for the rest of

00:39:27

my life doing comparable stuff,

00:39:31

or do I want to

00:39:34

venture out and try to

00:39:36

do something else set up

00:39:39

an international disputes and with

00:39:49

particular focus on Saturday. And

00:39:59

don't principal arbitration Hobbs like

00:40:01

Paris for London or New

00:40:03

York. I would prefer to

00:40:05

work from the Richer they

00:40:08

have the necessary experience, but

00:40:10

they permitted and surprisingly are

00:40:16

there have been being similar

00:40:18

Boutique before I looked at

00:40:21

the market was that lady.

00:40:22

We want to look at

00:40:23

to CS 1 Mark. It's

00:40:26

a supposed to say maybe

00:40:28

20 different jurisdiction. and the

00:40:34

supply of perpetration cases for

00:40:36

Louisburg High and the clients

00:40:39

don't want to buy the

00:40:40

New York or Paris or

00:40:42

London rights we can offer

00:40:45

is that they have our

00:40:47

full attention and understanding of

00:40:51

the language and local law

00:40:54

and we can work for

00:40:56

them on bright switch smart

00:40:58

consideration in other parts of

00:41:10

the world, but I'm sure

00:41:12

that all around the globe

00:41:14

are there will be similar

00:41:15

similar reminded lawyers might have

00:41:19

similar opportunities and maybe some

00:41:24

of them want to pursue

00:41:25

this opportunity. I hereby check

00:41:32

the perfect introduction to our

00:41:34

next topic which are which

00:41:37

I will also have the

00:41:39

floor back to you. So,

00:41:40

please feel free to answer

00:41:42

any or part of my

00:41:44

question. I'm curious to hear

00:41:46

what happened to take to

00:41:48

start a specialized arbitration practice

00:41:50

in this market and challenges.

00:41:55

Did you face as well

00:41:58

as which factors played a

00:41:59

critical role in your day-to-day

00:42:01

business? Exit Rock. I mean

00:42:05

there are lots of prospects

00:42:07

and I could talk for

00:42:08

hours about this. Let me

00:42:12

just say that one of

00:42:14

the most important. Calendars and

00:42:17

also one of the most

00:42:19

important points that need to

00:42:20

be taken consideration if someone

00:42:22

wants to set up its

00:42:25

own practice is to answer

00:42:28

the question. Why am I

00:42:29

doing this? And before Star

00:42:32

Converse shoes, I read a

00:42:34

lot of books about business

00:42:36

and one. One thing start

00:42:43

with me if you want

00:42:45

to set up a business.

00:42:45

You cannot do this for

00:42:47

me. If you do things

00:42:50

correctly, if you have that

00:42:52

Montenegro, as a matter of

00:42:54

fact, you cannot start the

00:42:56

business just for money because

00:42:59

you will have our ups

00:43:01

and downs, you are a

00:43:02

lot of difficult moments in

00:43:06

order to overcome those difficulties.

00:43:09

You need to really love

00:43:10

what you do and you'll

00:43:11

see some greater good or

00:43:16

or deeper sense what you're

00:43:17

doing because that step that

00:43:19

will give you the purse

00:43:20

that you that will allow

00:43:21

him to do for work.

00:43:23

You also shouldn't do this

00:43:25

only because you happen to

00:43:28

have a client and do

00:43:30

you want the wrong with

00:43:31

a case from the lower

00:43:32

Front Royal Copley work with

00:43:34

and pick the client with

00:43:35

you? And I've seen this

00:43:38

over and over again. There

00:43:40

are people who answers to

00:43:43

several or declines go away

00:43:44

and then they are out

00:43:46

there without any business sell

00:43:53

in order to not to

00:43:54

be in that position. I

00:43:56

think you want me to

00:43:57

be clear and other position

00:43:58

and see what they want

00:44:00

to put you in the

00:44:00

market. And our positioning for

00:44:04

example is that we are

00:44:06

two of the dispute resolution

00:44:08

and we focus on this

00:44:09

week. And having this clear

00:44:13

pocket allows us first to

00:44:15

know what we want to

00:44:17

focus on and be best

00:44:19

and more importantly what we

00:44:22

don't want to do and

00:44:24

there are lots of Pops

00:44:25

works that we want to

00:44:26

do. We roll rather send

00:44:28

them out, but that specialized

00:44:31

that positioning also allows us

00:44:34

to better understand. Our competitors

00:44:37

are on the market and

00:44:38

even more importantly who our

00:44:41

friends from work because you

00:44:43

cannot win. And when when

00:44:47

we determine who are committed

00:44:49

to our competitors are there

00:44:51

are essentially three groups and

00:44:53

Thursdays are either large national

00:44:55

law firms who have the

00:44:57

ram International arbitration teams, or

00:45:01

they are Regional or International

00:45:03

legal grounds present. That's what

00:45:05

he's been doing on our

00:45:06

jurisdictions or these are international

00:45:09

fashion boutiques based somewhere else.

00:45:13

I would be going to

00:45:14

each of these three, we

00:45:16

can easily explain to the

00:45:18

client why we could be

00:45:19

better. Why our why we

00:45:22

can bring bother you about

00:45:24

any of these But we

00:45:30

also know that we can

00:45:31

in principle collaborate with anyone

00:45:34

else in the market and

00:45:35

an important part of our

00:45:37

business comes from other firms

00:45:39

law firms or consulting firms

00:45:43

have themselves International Breakfast. We

00:45:49

are not going to run

00:45:51

away because we are only

00:45:53

interested in doing what we

00:45:55

do and we want to

00:45:56

do this past week and

00:46:02

sometimes they sometimes the positioning

00:46:06

is one of the one

00:46:08

of the key issues. When

00:46:12

starting a new business when

00:46:13

it comes to challenges or

00:46:16

some anecdotes, I found it

00:46:18

particularly but surprisingly difficult to

00:46:21

find Reliable and I look

00:46:24

like I T support and

00:46:26

I'm surprised by this because

00:46:29

I thought it's just that

00:46:32

plug and play with my

00:46:35

which exists in the morning

00:46:38

to discuss with the with

00:46:42

the providers and then you

00:46:45

realize that there are problems

00:46:47

because some of the solutions

00:46:49

that most people in this

00:46:51

room are familiar with for

00:46:54

example concerning document Management Solutions,

00:46:58

which are designed and implemented

00:47:00

large before Larson. What do

00:47:04  
you want to do the

00:47:05  
same in a boutique and

00:47:07  
surprisingly find out with implementation

00:47:09  
costs of software or maybe

00:47:11  
something like Fifty Euro, which

00:47:14  
is especially to Rodman's of

00:47:18  
Bryson said you have some

00:47:22  
solution. Do you need to

00:47:24  
decide whether you want to

00:47:26  
stroll over your files or

00:47:29  
whatever you're okay with that

00:47:31  
anger and he smiled and

00:47:35  
That may mean that you

00:47:36

will have no control over

00:47:38

the documents. You need to

00:47:42

be aware. I come by

00:47:43

there. This is to respect

00:47:44

you want to you might

00:47:47

find easily vendors who are

00:47:49

outside. What were the only

00:47:52

people who will be familiar

00:47:54

with particular type of the

00:47:55

solution, but they will not

00:47:57

be able to provide you

00:47:58

with a very comprehensive system

00:48:05

or you will have people

00:48:07

who are very good and

00:48:11

I think but the third

00:48:12

war in communicating your commercial

00:48:15

turn out to your car

00:48:16

and what you need or

00:48:17

want my patients so if

00:48:20

it was Orange, thank God.

00:48:28

Thank you for sharing this

00:48:30

interesting remarks. But I was

00:48:35

up I'm just following up

00:48:37

on what I see, you

00:48:41

know, I am now an

00:48:43

arbitrator and I didn't used

00:48:51

to work for a specialized

00:48:52

arbitration practice with I seen

00:48:56

when we started reading and

00:48:59

let me say first that

00:49:01

was in Australia in Australian

00:49:02

law firms are notoriously using

00:49:05

software for documents for document

00:49:10

management for case management. That's

00:49:12

it. Looks like it just

00:49:13

came out from connecting. It's

00:49:15

a 1990 but use that

00:49:23

some of this them also

00:49:25

use other stuff. So honestly,

00:49:28

I spent more than a

00:49:29

month of my finest console.

00:49:34

Dealing with it stop

00:49:36

to set up a set

00:49:37

up a system and that

00:49:39

you know, you have quite

00:49:42

some issues on one side

00:49:43

with external I see because

00:49:45

they don't really know what

00:49:46

you want. So you don't

00:49:46

have to really have internal

00:49:48

people to deal with this

00:49:49

and of course, you know,

00:49:50

if you're working for big

00:49:52

law that you can have

00:49:53

an IT department that is

00:49:54

doing these things with gentle

00:49:57

with the smaller smaller practice

00:49:59

you have already one person

00:50:01

eating with the ice that's

00:50:03

already know a couple of

00:50:04

billable hours and maybe if

00:50:09

I think about a couple

00:50:11

more challenges and again, I

00:50:14

you and Tracy practice it

00:50:27

challenges. I identify three issues

00:50:29

with which would make it

00:50:30

be dry and acquisition of

00:50:31

which I think can be

00:50:32

quite a big noise gets

00:50:39

a case from the other

00:50:40

teams at the same time.

00:50:50

Xobc going to be an

00:50:52

easy place to get that

00:50:56

does not work in the

00:50:57

Jeep you have to be

00:50:58

on your toes you have

00:50:59

to be and of course,

00:51:01

you know, you have to

00:51:03

present yourself in yourself your

00:51:07

your firm and particularly when

00:51:15

he's over here on the

00:51:16

panel of how their law

00:51:18

firms are up promoting Junior

00:51:21

colleagues. Again from bit of

00:51:31

an arbitrator points of view

00:51:32

we had last year at

00:51:33

the inauguration day a bit

00:51:35

of a survey on how

00:51:36

people appointed chairperson. So yes

00:51:42

a case and by far

00:51:45

the most participants said that

00:51:47

it is through, you know

00:51:49

throughout basically threw a personal

00:51:52

connection to a recommendation so

00:51:55  
that it lists only to

00:52:01  
confirm what they have already

00:52:03  
discussed with someone I often

00:52:05  
get where do I get

00:52:06  
us by friends from College

00:52:08  
from the same time or

00:52:10  
western part of Europe do

00:52:11  
I know someone in Poland

00:52:13  
do I know someone in

00:52:14  
central eastern Europe that you're

00:52:18  
a butt do I know

00:52:18  
someone that would be able

00:52:19  
to trade for this kind

00:52:20

of occasion. Usually they are

00:52:22

cases involving at least a

00:52:24

party from the region so

00:52:27

that I think is very

00:52:28

important. Of course if you

00:52:29

come through A like this

00:52:30

you say a couple of

00:52:32

things here. Then I guess

00:52:36

people will will steal oldest

00:52:43

person connection. I think of

00:52:46

course if I may say

00:52:55

you the mentioned it on

00:52:57

popular topic of financial stability

00:53:00

in a big box in

00:53:03

the big system. You can

00:53:04

Cross by Yours Truly we

00:53:18

get paid at the end

00:53:19

of the day. So I

00:53:20

mean, I know now that

00:53:21

I am getting zero income

00:53:23

until the end of the

00:53:24

year, but of course you

00:53:26

have to organize yourself a

00:53:27

bit differently than what you

00:53:29

If you are, you know

00:53:30

sending sending out invoices on

00:53:33

a quarterly basis or even

00:53:34

once he faced what else

00:53:38

could I say, but you

00:53:52

know, I don't know too

00:54:07

many people that have done

00:54:08

proper training in project management

00:54:11

and all my wife. Does

00:54:12

that for a living? She's

00:54:14

not a lawyer and I

00:54:15

see how they deal with

00:54:17

project and I mean we

00:54:20

receive it. Things I forgot.

00:54:26

Oh my God, there's no

00:54:36

30 or so. See it's

00:54:37

waiting for you to just

00:54:39

throw them something on Friday

00:54:41

afternoon, you know, like you

00:54:43

have to be and of

00:54:44

course you have to respect

00:54:45

your employees, which I think

00:54:54

you know how old of

00:54:55

this applies to so I

00:55:01

mean, I don't need to

00:55:02

have already but I don't

00:55:09

even have to get sorry.

00:55:12

Mrs. You know being on

00:55:15

your own is lonely also.

00:55:19

In more in preparing the

00:55:23

writing a book called the

00:55:31

research from the very back.

00:55:33

You know, I would ask

00:55:34

someone usually that is 15

00:55:36

years younger than me or

00:55:37

10 years younger than me.

00:55:38

I have to do everything

00:55:39

myself which obviously takes so

00:55:41

you don't have to kind

00:55:43

of ignores. I think also

00:55:49

partnered. One thing may be

00:55:59

so of course, I don't

00:56:01

have a secretary Uncle once

00:56:10

saved items. I can't be

00:56:49

there at the whole lot

00:56:51

22 your comments you briefly

00:56:55

touch the bottom of the

00:56:55

issue of the carrying you

00:56:58

were which as we all

00:57:00

know can be challenging mentioned

00:57:03

some of the challenges there.

00:57:04

But can you also mentioned

00:57:06

some advantages also looking for

00:57:08

securing you were as a

00:57:11

solo practitioner and I will

00:57:12

bring their perspective as an

00:57:14

arbitrator. I started getting requests

00:57:24

for S8 cases that were

00:57:26

ten times bigger than I

00:57:27

used to get them before

00:57:28

when I'm still stuck for

00:57:38

sure cuz I want to

00:57:48

see the song I started

00:57:52

all this time and then

00:57:55

you know, it's something that

00:57:56

I've been doing for a

00:57:57

while with any firm, you

00:58:01

know. You create conflict and

00:58:04

even in central eastern Europe

00:58:05

around here, you know. I

00:58:08

had to at least three

00:58:10

times a year. I had

00:58:11

to decline cases working for

00:58:13

a boutique, you know, because

00:58:15

it was a or at

00:58:17

least declare these or maybe

00:58:21

you know, that would be

00:58:22

something that I don't think

00:58:23

it would be a conflict

00:58:24

but I rather don't accept

00:58:26

it because you know, maybe

00:58:27

my colleagues will then have

00:58:29

a problem in their face

00:58:31  
for their first meeting is

00:58:32  
canceled because I want my

00:58:33  
bring it up there and

00:58:34  
they just don't want that

00:58:35  
and find the one that

00:58:36  
but I think you can

00:58:37  
see there's not a traitor

00:58:38  
in another so that I

00:58:40  
have to say I remember

00:58:46  
it was two calls from

00:58:49  
State Farm and the other

00:58:50  
one started freaking out like

00:58:52  
that. You know, I'm trying

00:58:53  
to get his calling to

00:58:54  
quit the different one. Thank

00:59:04  
you. Generally difficult time for

00:59:18  
arbitration Works Jeff you repeat

00:59:21  
line of work. My clients

00:59:24  
will want to avoid disputes

00:59:26  
and they are super nice

00:59:28  
cute ways to help them

00:59:30  
avoid disputes and if it's

00:59:31  
because I helped him settle

00:59:33  
the dispute will have a

00:59:38  
large truck and see if

00:59:53  
a more often than not

00:59:54

nice to have entrusted to

00:59:56

a friend. Just don't be

00:59:58

saying anything goes wrong. Have

01:00:04

you looked at Chambers and

01:00:05

Dima 500mg tablets you ask

01:00:09

magic circle or or on

01:00:11

the phone? Now having said

01:00:14

that I think if you

01:00:16

do manage to put your

01:00:17

wanted to time, that's great.

01:00:19

Because if he doesn't that's

01:00:21

all it means is that

01:00:36

slurpee in time as well,

01:00:38

but it's not easy and

01:00:40

I think it's particularly difficult,

01:00:44

but I think it's much

01:01:00

more able to do the

01:01:01

back. I think the trend

01:01:04

is changing and Arcee and

01:01:05

events such as this one.

01:01:07

Are you contributing towards changing

01:01:09

the strength, but I do

01:01:11

think that clients will be

01:01:13

more like 8 to entrust

01:01:15

the same case trivia need

01:01:17

to wear them to you

01:01:18

at Hungarian water. Even if

01:01:20

they experienced any lawyer and

01:01:27

if you took longer or

01:01:28

or New York grass is

01:01:31

greener on back then and

01:01:33

entrusting case sure you alright

01:01:35

Nationals or cross exploring within

01:01:37

the region. I think it's

01:01:38

incredibly to make that happen

01:01:42

to build a connection and

01:01:43

shake fries and two others

01:01:45

share each other that we

01:01:47

can appoint Eastern European arbitrate

01:01:49

this German guy again and

01:01:52

again, The cake will be

01:02:05

on speaker for one of

01:02:08

us has point on Research

01:02:12

assistants and then in the

01:02:14

attention to a case at

01:02:28

a senior level of the

01:02:30

team and the factor with

01:02:35

you to Junior's or has

01:02:37

I think it is. This

01:02:39

is new be around it

01:02:40

in order to feed a

01:02:42

case to get back like,

01:02:43

you know you to breathe

01:02:44

and if the case and

01:02:45

you get absorbed in the

01:02:53

client's business in the story

01:02:55

in the fact, I'm sitting

01:02:57

combined pool. The other than

01:02:59

that, you can connect the

01:03:00

dogs know that I had

01:03:01

to look for adults. And

01:03:03

I think I think that

01:03:04

that's what makes a good

01:03:06

lawyer and that necessarily means

01:03:12

that the senior Partners managing

01:03:15

the cave date. They have

01:03:17

to stay after I've seen

01:03:18  
everything and not just what

01:03:20  
the way has been experienced

01:03:22  
and if you want to

01:03:29  
play something. The first point

01:03:51  
is that if you torrents

01:03:54  
practicing International arbitration previously worked

01:03:58  
beagle. You make time to

01:04:02  
look at things the same

01:04:03  
way that you are used

01:04:06  
to when we were and

01:04:08  
that you will not be

01:04:14  
able to work immediately for

01:04:17  
all the same types of

01:04:19

clients that are up there

01:04:20

with the Ruby client will

01:04:21

not work with because if

01:04:25

they only work with love

01:04:26

for Animals because they require

01:04:30

I love her and that

01:04:31

they work with your aunt

01:04:33

or to have 35 at

01:04:37

the nearest park. There are

01:04:45

three major ways to Source

01:04:47

business in international verses to

01:04:50

Mary ability to capitalize on

01:04:57

your existing connections occurring with

01:05:00

clients and the ferrets and

01:05:02

the heart is through your

01:05:04

homework and expand your land

01:05:08

and has been got that

01:05:09

it's difficult because there are

01:05:12

you requiring clients and disregarding

01:05:14

clients are typically lawyer will

01:05:18

be some big International Energy

01:05:22

companies. But you need to

01:05:30

approach things magically and I

01:05:35

would think that the most

01:05:37

important aspect there is to

01:05:39

approach the client's perspective. What

01:05:43

is the actual about the

01:05:46

lawyer in TT can bring

01:05:48

to it that nobody else

01:05:50

can bring them? And that

01:05:55

requires as I said before

01:05:57

was isshin that requires every

01:06:01

week to know exactly what

01:06:03

role and place of the

01:06:04

market Jurassic Lee sector-wise experience

01:06:09

in saturated in terms of

01:06:10

the types of cases. Zan

01:06:13

to think about creation of

01:06:15

body for the climate different

01:06:19

think maybe price but it

01:06:20

is going to be also

01:06:21

expertise or the 9th to

01:06:23

become the LA are through

01:06:24

with your types of cases

01:06:25

or the ability to do

01:06:28

work. And then after you

01:06:33

can, you know, the types

01:06:38

of clients are the types

01:06:39

of cases that you can

01:06:40

actually The client then you

01:06:44

start talking and it's a

01:06:45

long process and the love

01:06:47

of Assam clients tend to

01:06:55

believe that the west and

01:07:07  
arbitration Market. I was think

01:07:10  
independently would have over 100

01:07:12  
International special professionals who have

01:07:15  
seen it or not. And

01:07:19  
then I would find it

01:07:20  
quite unusual for a client's

01:07:24  
in Poland to Outsource their

01:07:26  
Natural Choice to work to

01:07:28  
Western be firm, especially that

01:07:32  
this starts this morning. If

01:07:35  
the district has gone by

01:07:36  
episode that's a different story,

01:07:38  
but also their guests with

01:07:47

a local console at work

01:07:52

before 3. David thousand dollars

01:08:25

an hour Practice moving to

01:08:33

a very interesting work solo

01:08:36

big enough for enough sometimes

01:08:45

if you are a senior

01:08:57

solo practitioner, you don't pitch

01:09:00

to a client and you're

01:09:03

competing with a number of

01:09:04

Big Lots teams. It's almost

01:09:06

certain that they're going to

01:09:09

throw a lot of young

01:09:21

people in their partnership. Can

01:09:32

I go to a hearing

01:09:32  
on the case from A

01:09:34  
to Z on the front

01:09:36  
page signature block all the

01:09:39  
documents admitting many memos or

01:09:45  
approached by a bunch of

01:09:47  
Juniors and they just don't

01:09:50  
have the money ready with

01:09:53  
all the details. Thank you

01:10:14  
later. I realized just how

01:10:17  
much longer and we believe

01:10:22  
couple of minutes. I'd like

01:10:25  
to invite each panelist to

01:10:27  
one of their War sport

01:10:31

riding with their. I didn't

01:10:38

think I would start. Well,

01:10:48

I guess I'm thinking about

01:10:50

some of the comments that

01:10:51

we might cover it in

01:10:52

just a second. I remember

01:10:56

talking back to the early

01:10:58

days of my career when

01:10:59

I was the trial attorney

01:11:00

that the US Department of

01:11:01

Justice in New York. And

01:11:03

one of my colleagues was

01:11:05

a gentleman who is soon-to-retire

01:11:07

burning mendelow and he knew

01:11:10

that I got a job

01:11:11

at a big Wall Street

01:11:13

Law Firm Milbank with Chelsea

01:11:15

is there and have a

01:11:16

retired partner female bank here

01:11:17

in the audience and the

01:11:21

land that position and as

01:11:23

I was leaving Boerne came

01:11:25

over and shook my hand

01:11:26

and gave me one line

01:11:27

of advice that just remember

01:11:28

they put on their pants

01:11:30

one leg at a time

01:11:31  
just like the rest of

01:11:33  
us. And why that is

01:11:35  
actually significant a reflecting on

01:11:37  
my my practices essentially be

01:11:41  
not afraid. If you want

01:11:42  
the entrance of Lucy Corr

01:11:44  
solo practice definitely willing and

01:11:47  
be open to opportunity to

01:11:49  
be flexible not having ego,

01:11:53  
but I'm sure that the

01:11:54  
partners that you seen with

01:11:56  
and collaborate with and obviously

01:11:57  
are able to shine in

01:12:10  
that regard. I was just

01:12:12  
saying, you know after some

01:12:13  
of those early cases I

01:12:14  
did here in Poland with

01:12:15  
the law firm. I had

01:12:18  
a wonderful opportunity to meet

01:12:23  
some of the officials at

01:12:24  
the Ministry of Finance in

01:12:25  
Bratislava Slovakia, Vermin a group

01:12:29  
of young people working in

01:12:32  
the ministry. We're eager to

01:12:34  
see whether they could arrange

01:12:36  
to do things in a

01:12:37  
way different than they've been

01:12:38  
doing Reba slang terms of

01:12:40  
defending their cases recently young

01:12:47  
team. And I was very

01:12:49  
grateful that at least one

01:12:51  
of those people had actually

01:12:53  
two of them had to

01:12:54  
obtain their law degree in

01:12:57  
the United States had a

01:12:59  
familiarity as to what I

01:13:01  
might be able to bring

01:13:02  
an offer in defending their

01:13:04  
cases. So I'm grateful grateful

01:13:06

that they they gave me

01:13:08

their truck in competition against

01:13:11

several big lockings and other

01:13:12

local teams to take on

01:13:14

a first Chase defending against

01:13:18

the team in Europe in

01:13:21

the case brought by Austrian

01:13:23

Airlines when we succeeded in

01:13:24

that case and the team

01:13:26

realize what they could accomplish,

01:13:27

you know, when collaborating on

01:13:30

gauging willing to learn and

01:13:32

doing things in a little

01:13:33

bit different way. They were

01:13:35  
thrilled and that lets you

01:13:36  
as well, but we prevailed

01:13:38  
in that chase and it

01:13:39  
went on several other engagements

01:13:43  
all possible. So it's those

01:13:49  
kinds of things. You have

01:13:50  
to put yourself out there.

01:13:51  
I approach that team to

01:13:53  
see if they would be

01:13:54  
interested in engaging me as

01:13:57  
compared to the other offers

01:13:58  
they had and I thought

01:13:59  
it was maybe a long

01:14:00

shot, but they went for

01:14:02

it and that's that the

01:14:03

trajectory for variety. What if

01:14:15

I'm proud of him. He

01:14:28

said that if the phone

01:14:30

remember that your biscuits Royal

01:14:33

and if you join us

01:14:34

there's never anything, but they

01:14:37

married any time and I

01:14:41

think it's great truth and

01:14:42

it has to remain true

01:14:43

and I'm betting that some

01:14:51

flexibility to and humidity and

01:14:56

you kind and you can

01:14:57

just dream house that people

01:15:00

can build but I'm going

01:15:02

to do cuz I want

01:15:04

to learn it because I

01:15:05

have to understand that I

01:15:06

will have to understand the

01:15:08

Allure of the field. A

01:15:10

better time in order to

01:15:12

do that a good job.

01:15:14

advisory work from time to

01:15:18

time Kansas City then and

01:15:30

then that makes you happy

01:15:31

and to the right answer

01:15:41  
by that's too cuz I

01:15:43  
think it's an incredibly how

01:15:52  
good are exceptions to transactional

01:15:54  
Royal they do what they

01:15:56  
know and they didn't go

01:15:58  
beyond that deal has a

01:16:00  
text last night, but had

01:16:02  
a lawyer Emily deal has

01:16:05  
been able to respect people

01:16:07  
put down the pen gun

01:16:08  
talked to my neighbor and

01:16:09  
he just put down the

01:16:17  
pan and I'm not ready

01:16:18  
to look at this go

01:16:19  
and talk to the especially

01:16:20  
the mighty doing and I

01:16:23  
think we didn't have that.

01:16:33  
which end of the World

01:16:36  
Series against do you say

01:16:37  
how I can if it's

01:16:42  
not the size that matters

01:16:43  
is the dog like a

01:16:47  
call and call you last

01:16:52  
summer I found myself in

01:16:54  
and it's a representation number

01:17:14  
to lawyers and the train

01:17:15

need up against an army

01:17:18  
in the tree and all

01:17:19  
me from a traditional family

01:17:21  
what you did a very

01:17:22  
good job and I'm still

01:17:24  
waiting for the award but

01:17:25  
I think other than psychological

01:17:27  
warfare, if you work really

01:17:29  
hard likely won't they had

01:17:31  
some I think you can

01:17:33  
we can meet at response

01:17:36  
to do the Giants and

01:17:39  
the number of buddies that

01:17:44  
people in Detroit. On your

01:18:00  
points regarding facing a number

01:18:04  
of bodies on the other

01:18:05  
side. You reminded me of

01:18:07  
a senior partner that I

01:18:10  
work with. I remembered Friday

01:18:34  
at 4 p.m. In my

01:18:36  
previous firm generously unblock me.

01:18:39  
So I stopped receiving my

01:18:41  
email 1605 at the same

01:18:47  
time. I started receiving emails

01:18:49  
on my new gracious email

01:18:51  
address. And what's one of

01:18:55  
the most satisfying special moments

01:18:59  
in my life. I was

01:19:00  
an arbitrator in the case.

01:19:01  
So the council were aware

01:19:03  
that the truth the moon

01:19:04  
take the rest. I'm falling

01:19:09  
asleep and I was surprised.

01:19:12  
So why weren't over the

01:19:14  
weekends and I didn't say

01:19:16  
I didn't have a large

01:19:18  
portfolio of case that will

01:19:20  
fit the next Monday. The

01:19:23  
cabinet liquidation team in London

01:19:26  
from panel days. My brother's

01:19:27

friend called me and says

01:19:29

we have a situation where

01:19:33

we have we are just

01:19:34

be change to a client's

01:19:37

it sounds thrilling phones. They

01:19:38

have the district in the

01:19:39

molding Poland, you know, we

01:19:47

don't have to ask me

01:19:49

what was wrong with maybe

01:19:50

we could go with you

01:19:51

and I was like sure

01:19:54

I'm sure have no conflicts

01:19:55

and I will be happy

01:19:59

to work with you more

01:20:00  
than happy to work on

01:20:01  
this guy. So he passed

01:20:04  
do you have a professional

01:20:06  
bio that you could send

01:20:08  
me and I needed today?

01:20:10  
And I was fine now.

01:20:12  
It's my first working day

01:20:14  
in the separation. So I

01:20:16  
actually don't have a bite

01:20:17  
yet. Sure. I will send

01:20:19  
you but I will send

01:20:20  
it to you in 3

01:20:21  
hours and I called and

01:20:23  
external graphic designer that I

01:20:25  
was working with and I

01:20:26  
said it's an emergency. You

01:20:28  
need to help me and

01:20:29  
I need my you know,

01:20:31  
I'm a new bio within

01:20:33  
3 hours talking together march

01:20:36  
to using the layout that

01:20:38  
I have used an okay

01:20:40  
within you all go with

01:20:42  
a new photo and and

01:20:44  
you know when you credentials

01:20:45  
and I said make sure

01:20:46

there's only one that picture

01:20:48

and this was an important

01:20:49

source of income for the

01:20:50

next month. And that's only

01:20:52

on their Alliance what I

01:20:54

said before it's the week

01:20:56

is slowing down. I've been

01:21:06

thinking of this piece of

01:21:08

advice I can say But

01:21:23

I think I just need

01:21:34

that to take away and

01:21:43

I have to have any

01:21:49

questions. It's very much a

01:22:01

new car. My name is

01:22:02

Spartanburg going to be one

01:22:07

of those last three words.

01:22:09

I was in my girlfriend.

01:22:14

So I have a quick

01:22:16

question. I ship them to

01:22:18

be running a practice that

01:22:20

is exclusively International nutrition out

01:22:23

of New York. And I

01:22:24

wanted to ask I could

01:22:26

have a lot of illuminating

01:22:28

things today and something that

01:22:31

I wanted to hear your

01:22:32

thoughts on is how often

01:22:35

do you see arbitrator bias

01:22:38

because you're not a big

01:22:42

law firm in because you're

01:22:43

not going to be able

01:22:44

to provide further appointments in

01:22:48

the future. And if you

01:22:51

see that, is there a

01:22:53

particular doing any doctor that

01:22:55

you see is it like

01:22:56

the how much the cases

01:22:58

for that? These cases are

01:23:02

cases. We see no problem

01:23:04

with that. But the bigger

01:23:05

ones it seems like the

01:23:08

new offer me some sway.

01:23:18

Lucky store, it's fortunate. I

01:23:23

believe I have seen them

01:23:24

and I don't think it

01:23:27

rather depends. I think on

01:23:35

certain personal personal drivers and

01:23:39

I would also that maybe

01:23:40

expect that to be more

01:23:43

to come north drivers come

01:23:46

from already come from or

01:23:48

different from themselves from Bi-Lo.

01:23:51

But I'm afraid that's there

01:23:54

is some. Acceptable orthodontic Specialists.

01:24:01

We are APA games to

01:24:02

begin their National part of

01:24:03

that is likely to get

01:24:06

points the doctor. I have

01:24:10

no idea how my meds

01:24:12

and this is something of

01:24:14

course. This is not something

01:24:15

that is in most cases.

01:24:21

As I am as I

01:24:22

presume from your question, this

01:24:24

is also something that you

01:24:25

that you have come across.

01:24:30

follow up on that maybe

01:24:33

to the experience but to

01:24:38

say that maybe there's not

01:24:39

over the years the US

01:24:56

team's come with a scribe

01:25:00

is sometimes an aggressive or

01:25:02

overly aggressive approach and if

01:25:04

you have three European arbitrators

01:25:07

sometimes see that they will

01:25:08

often move to protect what

01:25:10

they seem to be the

01:25:12

smaller fish in the pond

01:25:14

and try to temper some

01:25:18

of the tactics that we

01:25:21

all have happens, but sounds

01:25:42

I would let that get

01:25:44

you down and also doing

01:25:46

well and wants to join

01:25:55

favoritism to the big law

01:25:56

firms. As bad as it

01:26:02

should say on the bright

01:26:04

lights, but I think I

01:26:05

haven't come I have come

01:26:07

across all the Praises go

01:26:08

actually protecting the day that

01:26:10

they're going to go there

01:26:11

as soon as personality. Sometimes

01:26:15

you can you find out

01:26:16

about the options best men.

01:26:18

She wants to have them

01:26:19

on the panel, but in

01:26:21

their will say they take

01:26:23

their duties and I need

01:26:28

them. Here we come no

01:26:45

further questions at Cindy. Number

01:26:56

to question. What would that

01:26:57

please join? Me and Rhonda

01:27:00

laws for our wonderful panel.

01:27:03

Thank you so much. I

01:27:05

enjoyed the panel and I

01:27:07

hope you all win as

01:27:08

well and I invite you

01:27:10

to join us for lunch.

01:27:11

We are running slightly behind

01:27:14

schedule. So we will resume

01:27:18

at 2:45 for the third

01:27:20

session of the day and

01:27:22

the one she's going to

01:27:23

be served. Just outside the

01:27:24

office. So what are the

01:27:26

details? Thank you very much.

01:27:17

resume at 2:45 for the

01:27:20

third session of the day

01:27:21

and the one she's going

01:27:23

to be served. Just outside

01:27:24  
the office. So what are

01:27:26  
the details? Thank you very

01:27:27  
much.