

Doing business

The following 10 recommendations apply for Jurismus members as a means of generating more business between young lawyers in Eurojuris International. The recommendations do not amend nor intend to amend the existing Eurojuris guidelines and commandments. In case of conflict between the recommendations and existing Eurojuris rules, Eurojuris rules have priority over the following recommendations.

1. Website directory

Ongoing update of Jurismus website directory of all members including search functionality allowing search for Jurismus members using criteria: Name, city, country and legal area.

2. Yearly surveys on referrals

Jurismus board makes and presents written report of yearly survey asking Jurismus members:

- Number of referrals from another Jurismus member and turnover in such referrals?
- How/why did client contact the referring lawyer or law firm?
- Why did you refer the case to the Jurismus member in question instead of someone else? And how did you find contact details of the lawyer in question?
- Did the client question your decision to refer to another Jurismus member?
- Anonymous share of experience and feedback from members in referred cases?
- Do you have international clients who could potentially have the same problem in another country? Did you contact another lawyer in that regard?
- Could you follow up after the case – for instance to avoid that your client will have a similar problem in the future in your or another country? Did you follow up?

3. Exchange list of international clients

If approved by clients, one month before annual Jurismus meeting attendants send to the Jurismus board a list of the five most important international clients that he/she has been working with and membership of any international union, club or business network. The lists are incorporated into one list

published on Jurismus website, but kept confidential. Members are encouraged to take use of lists: For instance a member in one (receiving) country can set up a number of business meetings during one day for a foreign member meeting potential business partners in the receiving country.

4. Share business ideas

One month before the annual Jurismus meeting - after having discussed new or relevant business ideas on a national level - all national Jurismus representatives send to the Jurismus board a list of minimum two business ideas of interest to other Jurismus members. At the annual meeting the Jurismus board presents a full list of business ideas and highlights the three best ideas.

5. Share marketing ideas

One month before the annual Jurismus meeting – after having discussed new or relevant marketing strategies and/or ideas on a national level – all national Jurismus representatives send to Jurismus board a list of minimum two marketing ideas of particular interest to other Jurismus members. At the annual meeting the Jurismus board presents a full list of ideas and highlights the three best ideas.

6. Support from national organisations

Annually the national representatives shall apply for a grant from their national Eurojuris organisation subsidising young lawyers attending the annual Jurismus meeting and/or the annual national Eurojuris or Jurismus meetings in other countries. The grant is to be divided between the attending lawyers from the country in question and spend on travel and/or accommodation costs.



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7. Refer cases to a Jurismus colleague

When in the interest of the client and not conflicting with law firm policies, Jurismus members should refer international cases to another Jurismus member leaving it for the receiving Jurismus member and his/her law firm to decide on the handling of the case. When referring to another Jurismus member explain to the client the skills of the lawyer in question and the advantages of choosing a young lawyer who may have useful language skills, may be mentally/professionally more compatible with the client, and may charge lower fees even though his/her work is subject to quality control – which is in itself an advantage. The referring Jurismus member shall offer the client to contact the receiving lawyer in advance explaining the case and to get information on terms (see section 8).

8. Working with other Jurismus members

When you receive an international referral, act professionally and reply/act even quicker than demanded by the Eurojuris quality standards. Furthermore:

Communicate in a clear and easily understandable language. From the beginning inform referring Jurismus member of the hourly rate, invoicing, liability insurance incl. min. and max. coverage, quality standards and procedures, and give an estimate of fees and other costs, follow up if estimate is not enough. (See attached standard letter drafted with a “minimum of content” for your convenience).

Inform of contact persons and secretary, desired ways of communication (fax/email), expected time frame of the case and future steps, ask for full documentation from the beginning, ask from the beginning referring lawyer as to conflicts rules etc.

Unless conflicting with individual law firm policy all Jurismus members should offer other Jurismus members a “free time to call” for simple questions, information, or discussions on the contents of cases that may be referable.

Get feedback from referring member when you have completed a referred case. (See attached standard feedback form for your convenience).

9. Claim international cases and clients

Within his/her own law firm every Jurismus member should request international cases/clients or work with more experienced lawyers' international cases/clients. If you receive an international case – which would normally be handed over to senior lawyer – suggest that you handle the case with the senior lawyer as quality controller, and explain the advantages – see under section 7 – to the client.

10. Advertising your international skills

Make sure that your personal skills relevant to international clients are advertised, for instance:

Advertise your own international skills on law firm website and in brochures.

Participate in law firms marketing group/board/plans or initiate such measures.

Improve law firm website with meta text “international/European law/relations“

Take membership of organisations with international client relations (franchise or agency organisations etc.)

Advertise your own international skills to business partners (accountants, patents firms etc.)

Initiate/participate in yearly meetings (surveys) with international clients asking on your cooperation/ways of improvements etc.

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