

# WLA GLOBAL REFERRALS

Disparate, Yet Together. We are WONE





**Here is an opportunity  
for world's quality  
conscious firms to  
participate in the referral  
system of World Law Alliance.**

Build your clients confidence with the highly credible Research and Referral service of WLA.

Identify the ideal professional or team for your project, transaction or dispute anywhere in the world.



# WLA

A network where members jointly develop service standards and operational mechanisms can not only compete, but win, against dis-aggregated bigger firms, particularly when clients seek legal service delivered consistently across multiple jurisdictions.

## WLA GLOBAL NETWORK

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## A Preferred Resource for Referrals

WLA Global Network drives client satisfaction and new business opportunities for members through collaboration and referrals.

With hundreds of diverse and disparate member firms criss-crossing jurisdictions and practice areas worldwide, WLA network enables members to engage top talent across practices, sectors and regions for their most important clients.

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**With a network highly diverse members in 100+ countries, WLA offers clients a genuine global advantage, enabling them to access the most suitable / compatible professional for their work anywhere in the world.**

### Exceed your clients Expectations

The ability to pinpoint the right expertise anywhere on earth to deliver success and exceed your client expectations becomes the foremost reason why WLA Network should be preferred for your referrals globally.

This is because we don't offer geographical or jurisdictional monopolies and encourage more diversity in each practice and jurisdiction, so that members can increase the chances of finding the most compatible professional or a firm in any geography, in any practice, across every industry and sector, anywhere in the world.

### Confidence / Certainty

Members of WLA Network operate with confidence because they have an assurance that all members are vetted for their specific strengths and specialism.

And also there is a guarantee of client satisfaction when you go through the WLA Global Referral Team.

### Referral incentives

WLA member firms and professionals have a much stronger incentive to refer business. By building a referral system, WLA members can expect to grow their own business, either by earning referral fees or by getting referrals back.



# Global Edge

## **Diversity of membership**

The network consists of a diverse member base and that is why reciprocal referrals can be made with confidence. There are no jurisdictional monopolies and have no firm size requirements, except one lead member and several diverse boutiques and independents as members from every jurisdiction, making the referrals to the choicest of all.

## **Confidence of QUALITY delivery by referred firms**

The network offers you instant access to vetted counsel around the world, whom you know will treat your clients the same way you would treat them. The network offers quality control mechanisms and due diligence support, which allows you to confidently work with firms in any of the jurisdictions represented.

## **Relationships**

All WLA activities are designed to allow you to build trust and understanding, for the benefit of your clients, with your fellow members around the world.

## **WLA Global Team Support**

Our Global Team is there as a resource to help you and your colleagues coordinate direct and multi-jurisdictional referrals, to market your firm within the network, and to market the network within your firm and to your clients. The team also acts as your “matchmakers” for practice and industry expertise, and jurisdictional relationship-building.

## **Global Advantage**

With a network of hundreds of firms from OVER 100+ countries WLA offers clients a genuine global advantage, enabling them to access best in class professionals wherever in the world they wish to do business.



# Global Network Advantage

## For Law Firms / Lawyers

A strategic platform that provides law firms with an integrated, cross-functional solutions oriented ecosystem. A fully integrated system that enables any member to tap into the power of hundreds of law firms and other business services firms.

If your clients know you have a strong referral network, they will come to you for all of their legal needs, regardless of whether they think you can meet them yourself, saving them time searching for the right lawyer.

This provides opportunities for you to stay in contact with your clients to determine if they have additional legal needs that you can help them with, while at the same time providing colleagues with business in their areas of expertise.

Having a great referral system that tracks and maintains reliable data lets you spend less time on administrative work, chasing unproductive business, or hours searching for the right attorney to help your clients and more time focusing on the clients who rely on your expertise.

### **Amplify your international practice by participating in WLA Referral system.**

- Know who your best referral sources are.
- 100% ASSURANCE that when you refer clients to other attorneys they are getting excellent service.
- Discover on-the-go who has expertise that you don't and who can you count on to provide your clients with the best possible experience.
- Keep track of on the progress of the client's case by the lawyer through WLA team.

## For Corporate Inhouse Teams

### **Global Legal Powerhouse**

WLA Referral System serves as a global legal powerhouse for in-house teams and rapidly connects legal departments to the most suitable, compatible and credible professionals for transactions, cross-border legal risks, issues and opportunities globally, saving them time and money.

The WLA global Network helps them find reviewed boutique firms for projects requiring niche expertise, local counsel, cost-control, overflow or temporary support.

WLA curates a range of legal solutions that are delivered through its member firms, offering even better process advantages that largest law firms offer.

Inhouse teams can build a custom team, or a new law firm of selective attorneys for their project with the help of our dedicated concierge.

### **Scaling On Demand**

The combination of our unique legal talent pool enables corporate teams to quickly scale up and down with the right legal support when they need it.

Corporate teams also benefit from onboarding only one vendor, WLA, instead of multiple firms, substantially reducing administrative costs in sourcing and hiring new outside counsel.

# A Referral-OUT in WLA network guarantees a Referral-IN. So, simply send a referral to get a referral.

If you have a case that poses a conflict or is outside of your firm's area of expertise, you should refer that case to a trusted member firm in the WLA Global network. Never say NO to any leads, instead refer them to a WLA network firm. Because this in turn will guarantee you a Referral-IN.

Every REFERRAL-OUT in the WLA network assures you one thing, ultimate client satisfaction delivered by the referred with the support of Global Referral Service Team.

## How can you do that?

Get in touch with any of the WLA member firms directly or the best way is to simply connect with WLA Global Referral Service Team to facilitate your REFERRAL-OUT.

The process of building your business and new clients in the WLA network can be accelerated with a REFERRAL-OUT.

Always REFER-OUT for greater client satisfaction.

REFER-OUT everything that does not fall into your core specialism and develop your book of core specialisms.

By taking initiative of a REFERRAL-OUT the boutique and specialty firms can instantly connect with referral and collaboration opportunities for expanded client service and increased business

**“ It is a demonstrable fact that those who work hard to generate referrals for others create a steady stream of inbound referrals for their own practice. ”**

# Develop your Referral Prospects within WLA through WLA Global Referral Service Team.

Our global referral service Team provides you an easy, efficient way to engage with the best referral resource in any jurisdiction, saving your firm time and money while providing your clients with the highest-quality talent available.

The referral team facilitates the execution of work during the entire referral life cycle.

The WLA Global Referral Service Team facilitates the referral with quality assurance at all stages of work. THE Referral Service Team Facilitates smooth collaboration between parties and ensures cost and quality delivery by the referred firm.

#### **It helps parties define -**

- SCOPE OF WORK & REFERRAL AGREEMENT
- TERMS AND CONDITIONS OF ENGAGEMENT
- FEE SHARING & RESPONSIBILITY SPLIT ETC.

As an involved member within the WLA network and its various practice groups, you develop incoming referral opportunities across all its groups and within a specific group with your REFERRAL-OUT initiative.

If you wish to nurture your network directly, we can custom plan meet and greet events for you. But if you wish to save time and resources and bank on the WLA Global Referral Service Team to facilitate REFERRAL-OUT and REFERRAL-IN, the team is always handy for you. Get in touch now.



### **Referral Fee / Incentives**

Get an assured referral in lieu of a referral out within the next 18 months  
OR get all other membership benefits with membership fee completely waived for one year.

Firms receiving Referrals will pay the WLA Referral Facilitation Fee. For more details on the Fee and Incentives, please contact the WLA Members Concierge.



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