The **International Business Law Consortium** (IBLC) is an alliance of select law practices with impeccable reputations for service-oriented professionalism. IBLC members provide clients with independent advice and concerted advocacy, local knowledge and global perspective, experienced counsel and innovative solutions.

The IBLC offers Members the advantage of trusted international business contacts and a platform from which to translate their local expertise and know how into international capabilities.

**The IBLC**

Established in 1996 by the **CENTER FOR INTERNATIONAL LEGAL STUDIES**, the **International Business Law Consortium** currently brings together independent law, tax, and consultancy offices in 90 locations with more than 1900 professionals across the globe.

**Membership**

IBLC Membership is available on an exclusive basis, with not more than one Member admitted per market (city, state, province, or country, as appropriate) and extended only on the basis of invitation by

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>Europe</td>
<td>33%</td>
</tr>
<tr>
<td>North America</td>
<td>26%</td>
</tr>
<tr>
<td>South America/Caribbean</td>
<td>20%</td>
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<tr>
<td>Asia Pacific</td>
<td>13%</td>
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<tr>
<td>Middle East</td>
<td>6%</td>
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<tr>
<td>Africa</td>
<td>2%</td>
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The IBLC does not focus solely on referrals or transfer of business, although, as with any association, regular contact among Members inevitably entails some impact on the exchange of business.

The IBLC is not a closed network of law firms and, therefore, implies no relationship among the Members precluding work with other law offices.

Its Members are linked by their common interest in deepening their knowledge, broadening their business contacts internationally and supporting legal educational, professional development and client service.

Membership Benefits

“Being part of this group is such a pleasure and more importantly an amazingly effective and valuable way to better serve our client base.” Eric Oxley, Koley Jessen.

Meetings

Two meetings each year:

- Business Meeting March/April
- AGM September/ October.

These events feature topics of interest to international commercial practice and allow the attorneys of the IBLC Members to become better acquainted.

Relevant workshops are organised for business development.

Local Knowledge

One third of IBLC Members hold membership for 15 years or longer; with an annual renewal rate exceeding 95%:

<table>
<thead>
<tr>
<th>Year</th>
<th>Percentage</th>
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<tr>
<td>1996-2000</td>
<td>22%</td>
</tr>
<tr>
<td>2001-2005</td>
<td>17%</td>
</tr>
<tr>
<td>2006-2011</td>
<td>19%</td>
</tr>
<tr>
<td>2012-2017</td>
<td>38%</td>
</tr>
<tr>
<td>2017-2018</td>
<td>4%</td>
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Global Perspective

For each attorney delegate a Member sends to a retreat, it will receive a credit (€515 - up to three p.a. depending on membership category) on its subscription renewal.

In order to maintain its exclusivity in IBLC, each Member must send a delegate to at least one meeting every other year.
Regional Meetings
The IBLC helps Members organise get-togethers near ABA, IBA, INTA or other professional meetings in order to take advantage of travel synergies and to give the group and its Members’ wider exposure.

The Secretariat encourages regional meetings so that attorneys from Members who cannot travel to the general meetings have an opportunity to meet fellow IBLC Members and deepen the relationships among the Member law offices.

Surveys
Market surveys, client surveys and internal surveys will be made on behalf of IBLC Members in view of providing them with relevant and timely data.

The conduct of such surveys through the IBLC or the Center for International Legal Studies lends an imprimatur of objectivity and global perspective.

Publications
A number of the publications and publishing activities serve the objectives of the IBLC.

Website
The website is a source of information for Members and a means of exposure beyond the Members. It is continuously being developed in order to offer Members and website visitors evermore possibilities.

The public can view Members with their contacts, profiles, practice areas and latest news.

Members can enter restricted areas of the website where they can update their individual and office profiles, post news items and have access to internal developments, address lists, and discussions.

Online Social Networks
The IBLC is also maintains Member-only groups on LinkedIn and Facebook and also has public LinkedIn, Facebook and Google+ pages.

Referrals
Even though the IBLC does not focus on referrals within the group, a substantial amount of business is referred among the Members.

Innovative solutions
Seminars organised by the Center for International Legal Studies
The Center for International Legal Studies
organises international seminars for lawyers each year and features IBLC Members’ professionals in these through several initiatives and offering a number of discounts to all lawyers of IBLC Members.

The Center for International Legal Studies is also available to advise IBLC Members on the organisation of seminars and events for the legal and business public in their cities and at other strategic venues and to assist Members with surveys of clients, prospects and professionals.

**Admission Procedure**

Law offices interested in membership with the IBLC should contact Mr. Christian Campbell or Ms. Manuela Wedam at the IBLC’s Permanent Secretariat. They are glad to answer any inquiries and assist with further procedures.

Candidates for membership will be requested to complete a questionnaire, which will confirm its expertise in the fields of business law and suitability for IBLC membership, as well as its commitment to active participation with the IBLC.

After review, and pending acceptance, brief consultations on the candidate will be held with all current Members. Subsequent to the positive conclusion of the review process, the candidate will receive an official invitation to join the IBLC.

Admission dates are 1 June and 1 December of every year. The completed questionnaire should be received by the Secretariat 45 days prior to those admission dates.

### Annual Membership Subscriptions

The annual subscription fees per office are based on the number of partners (equity and non-equity)/shareholders. Rates are:

**Category I**

- €1,750 p.a.
- 1-10 Partners, eligible for 1 credit

**Category II**

- €2,875 p.a.
- 11-25 Partners, eligible for 2 credits

**Category III**

- €4,000 p.a.
- 26 or more Partners, eligible for 3 credits

If a Member is represented at an official IBLC meeting, a credit system applies, and membership renewal rates will be reduced:

I: €1,235 (deducting 1 x €515)

II: €2,360 - €1,845 (deducting up to 2 x €515)

III: €3,485 - €2,455 (deducting up to 3 x €515)

IBLC charges no initiation fees. Members in medium HDI (20%) and low HDI (40%) countries are eligible for discounted subscription fees.

### Cancellation of Membership

Cancellation requires that written notice be given 90 days prior to completion of each 12-month membership period.

Such notice can be sent to the IBLC Permanent Secretariat

### International Business Law Consortium

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