So You Want to be an Ex-Pat Lawyer, III

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This brief outline tracks what I will speak about at “So you want to be an Ex-Pat Lawyer III”. It chronologically sets forth my journey and experiences in starting and developing my international practice. I hope that it is helpful in a practical way.

Early Background:

- Born Sparta, Greece
- Moved to the U.S. at 10 years of age
- Maintained and improved Greek language skills

University:

Lehigh University, 1984

- Importance of major
- Overseas experience/courses
- Meeting foreign students – Global Village

Law School:

Temple University School of Law, 1987

- Meeting Professor Spiliotopulos
- Meeting Greek Government officials
- Courses
- Summer sessions in Athens
- Arranging for admission to Athens Law

Graduating from Law School:

Working at a big Philadelphia firm

- Experience gained/Is big firm experience required?
- Firm attitude to international practice
- “Sabbatical” to attend courses at Athens Law
- Resistance from certain professors in Athens
- DIKATSA procedure
Approval to take the Greek Bar
Greek Bar Examination
Passing the Greek Bar

What to do next:

- Leaving the large firm
- Alliance with first Greek lawyer “partner”
- Alliance with second Greek lawyer “partner”
- Alliance with third Greek lawyer partner
- Alliance with top associate of second Greek lawyer partner
- Problems with Greek lawyers generally
- What is “affiliation” with law firm
- Nature of relationship
- Ethical requirements and concerns
- Marketing restrictions
- Practical restrictions
- VAT issues
- Large corporate vs. non-large corporate businesses
- Need to travel
- Typical cases
- Coverage of all of Greece
- Need to have national practice
- Not just U.S./Canada/Australia
- Problems in affiliating with large firms ("control" and "sub-lease" issues)
- Problem of “file liens” in Greece
- “Conflict of interest” problems
- Am I a “notary” for Greek purposes?/Apostilles
- Nightmare cases/ex. (The bad uncle and evil cousin)
- The “legal consultant” issue ("travel agents and lawyers")
- Recent Hague kidnapping case
- Patriarch case
- How to keep up on Greek law and practical issues
- The “dog and pony” show
- Major flux in tax/labor law/EU law impact
- The U.S. international tax problem/bring in an LLM in tax as a U.S. tax expert
- Continuing the search for a New York office/waiving into the NY Bar
- Practice aspects I promote (U.S. lawyer advantages)

Marketing and Promoting the Practice

- Early marketing/U.S.-Greek organizations
- Writing and publishing
- Church connections
• Greek newspapers, television and radio
• “SAE” program
• Embassy of Greece
• Internet
• Greek-American lawyers and organizations
• Big firm alliances/issues
• ABA International Law Section – too long an untapped resource

The Practice today

• Cutting down/more selective
• Targeting new clients
• Acting as the “lubrication” of the practice (cannot just translate)
• Travel/Skype/electronics
• Sub-practice within larger U.S. practice