How To Locate Lucrative International Work

Find out what foreign companies look for when referring work to U.S. attorneys — and how U.S. firms are landing clients overseas

Private Credit Transactions
The 9 questions you need to ask before approving a deal

Debt Collections In France
Navigate the French legal system like a pro

Also: The ethics of using local counsel in other jurisdictions, U.S. and global industry news — and more!
Contents

Features

8 Private Credit Transactions—Your Nose Knows
Nine questions to ask before you agree to a nonroutine deal to avoid getting burned.
By David Cook, Cook Collection Attorneys, PLC

13 Finding Lucrative International Work
Collections professionals from the U.S. and other countries offer an insider’s look into how they refer work in foreign jurisdictions — and how you can get in on the action.

17 Debt Collections In France
Find out what you need to know to effectively navigate the French legal system.
By Paul de Drée, Esq., de DRÉE Avocats

20 The Top Bankruptcy Certification Myths: Debunked
The American Board of Certification offers explanations for some of the most common reasons attorneys avoid seeking certification.
By Van C. Durrer II, Skadden, Arps, Slate, Meagher & Flom LLP

Industry Information

6 Legal News Round-Up
Find out the latest legislative news from Washington!

24 Ethics and Professionalism
Robert Bernstein discusses the relevant concerns that using local counsel in other jurisdictions can present.

25 Tales From The Front
Timothy Wan offers another engaging account of a recent courtroom challenge.

League Views:

4 The President’s Page
In his last President’s Page column, President Beau Hays reflects on the CLLA’s past year — and the years to come.

27 Viewpoint
Executive Vice President Oliver Yandle shares how the CLLA is re-examining its position in the market to better serve member needs.

28 CLLA Flashback
Attendees at the 1981 CLLA convention were given a photo-packed book about Puerto Rico — but some members had a difficult time getting there.

Member News:

21 Member News
Find out who joined the CLLA in March and April

23 Regional/Section Round-up
The CLLA’s various sections and regions weigh in with recent news!

Newly Admitted Members
The latest news from CLLA members around the globe.