

Kennedy Van der Laan

Working with Referring Law Firms

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Law firms outside of the Netherlands, particularly English, US and other European law firms regularly refer work to us for clients needing assistance in the Netherlands. We understand the needs of those firms and their clients. In our relation with you as counsel referring work to us, we will:

- always respect and support your position as referring counsel in relation to your client.
- provide legal advice and representation in the manner you require and to which your client is accustomed.
- agree with you as to whether we should deal directly with your client and assume direct responsibility for the matter, provide assistance entirely through you, or work together with you and your client.
- help you provide seamless, relevant, effective advice and representation on multi-jurisdictional projects.
- meet the deadlines you request.
- adhere to any agreed-upon hourly fees or agreed-upon budget amount unless we warn you on a timely basis that changes in the work requested will result in budget changes.
- agree with you as to whether the client or your law firm will be our billing party and as to the timing of invoicing and payment.
- jointly evaluate each assignment with you and make adjustments where necessary for the future.
- invest in a continuing relationship with you and your law firm, where helpful due to the volume or nature of work or potential work, by:
 - designating a partner responsible for the relationship with you and your law firm.
 - visiting you and your partners and client teams at your law firm and, where appropriate, jointly visiting referred clients.
 - investing in learning about your law firm and providing information about Kennedy Van der Laan and our attorneys to you.

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