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Look Out Latin America: U.S. Law Firms Move In



Bruce Lubin

Senior Managing
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In the article, "Look Out Latin America: U.S. Law Firms Move In" published by *The Global Legal Post*, senior managing director [Bruce Lubin](#) expounds upon the recent phenomenon of U.S. firms expanding to Latin American countries and how law firms should exercise caution when going down this route. For firms that have already committed to testing the Latin American waters, it is imperative to know the scenario you'll be confronting. Not only

should you research the broad differences that exist between the United States and Latin America, but also become familiar with variations from one country to the next.

While it's feasible for law firms to capitalize on establishing offices in Latin America, it's not without its obstacles. Firms that have succeeded tend also to have started with a vision toward the future and a three-to-five year plan. Best bet: instead of counting on overnight success, accept that up to five years may pass before seeing the payoff. Shooting for the long-term goal in Latin America is likely the way to do it right.

Servicing Clients in Latin America

As Latin America's economy grows, so does the United States' intrigue about the potential of establishing legal firms in countries like Mexico, Colombia and Brazil. While making the leap may prove to be a lucrative venture, it's a decision that should be made with a high level of caution and consideration.

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Prominent Placements



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Dan Clivner and Matt Thompson join Sidley Austin LLP. Mr. Clivner

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Lippman Jungers in the News

The competition of firms seeking lateral hires can be steep, but successfully retaining a lateral hire and seeing through to the promises you have made can prove to be just as challenging. This month, co-founders [Sabina Lippman](#) and [Mark Jungers](#) addressed these trends in lateral hiring.



In the [Law360](#) article "6 Ways to Win the Lateral Hiring War," Ms. Lippman explained that "The best talent is likely considering a handful of firms that have similar financial metrics and gilded

reputations." Among other tips, she states that in order to win the lateral hiring war, "there needs to be something a little bit special." [Read more.](#)

Ms. Lippman was interviewed by [ABA Journal](#) for the article "Malpractice Concerns Spark Heightened Scrutiny of Lawyers Switching Firms," where she explained that "It's generally more difficult to get hired than it was in previous years. The process is lengthier overall; the forms are longer and there are more partners who could potentially say no in the process." [Read more.](#)



Finally, Mr. Jungers addressed the challenges of guaranteed deals for lateral hires in the [Law360](#) article "Firms Take Harder Line on Guaranteed Deals for Laterals." Following the 2012 demise of firm Dewey & LeBoeuf LLP after falling short on their promise of lavish pay packages to lateral hires, firms have focused on due diligence on prospective laterals and their business.

joins as co-managing partner of the Los Angeles office as well as partner in the firm's M&A and Private Equity practice. Mr. Thompson joins as a partner and as co-head of Sidley's Media and Entertainment practice.



Washington D.C.

Hwan Kim, formerly head of Patton Boggs' Korea practice and also head of the firm's Renewable Energy practice, joins Sheppard Mullin in Washington D.C.



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Adam Streisand and Nick Van Brunt join Sheppard Mullin from Loeb & Loeb, where Mr. Streisand was chair of Trust & Estate Litigation and Mr. Van Brunt was a partner.

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