

Preface

Looking back down the road of my thirty-seven years of intense private practice in a country like Argentina, I have often asked myself how I wound up in my current practice of international business law, with a geographically spread-out clientele and everyday cross-border legal issues. In all honesty, it wasn't myself alone that brought me here. External factors such as my firm's strong international practice and its multinational clientele basically set me, little by little, on this journey, which I enjoy every day.

Back in "the old days," mentorships were not common in my country, and internationally focused advice was even rarer. I come from the days of telex machines, when the world was not a simple click away. Now everything is easily accessible around the world, and business is no longer confined to one's back yard. Neither is your legal practice (even if you do not notice it).

Those "international-at-heart" young lawyers and soon-to-be lawyers will find in this book true storytelling by a number of experienced and successful attorneys. They have shared their stories with us, explaining how they engaged in some of the many types of international practice.

Be it international contract law, mergers and acquisitions, tax, litigation and arbitration, or the like, international legal practice is not necessarily rare or exotic. It can easily be part of your legal practice; many lawyers will someday, somehow, be involved in cross-border issues (even if they don't want to). The contributors to this book have generously shared their experiences on how, coming from different angles and situations, they have made international legal practice part of their lives.

This book will also serve as a personal coaching or mentoring method for those who wish to come up to the starting line in the international arena. Once there, passion, energy, and time will do the trick of making them international practitioners (obviously adding a bit—or a lot—of pure luck).

I truly hope that the readers of this book can internalize the human stories behind each contributor, who have come from different types of practice and geographical locations, and that you enjoy the read as much as I have.