

Trainee Days

Autumn 2010

Introducing...

As the nights begin to darken and the air becomes that bit crisper we've welcomed another new group of trainees to the firm. Many of them have been involved in putting this latest edition of *Trainee Days* together, including **Riecha Sharma** who along with **Emma Raleigh** (now a seasoned second year) took on the mantle of editorship.

Without having to make use of too many threats over deadlines to their bank of writers, I hope you'll agree they've bought you an edition with a variety of interesting articles. All are designed to give you a flavour of what's happening in the firm and useful

insights (be they serious or more light-hearted) into their work. I hope you enjoy your reading.

Sarah Warnes, (SWarnes@eapdlaw.com)
Trainee Recruitment Manager (London)

Summer Placements

While the days may be getting shorter, below, we hark back to the days of summer as we bring a few thoughts from those who joined us on the 2010 summer scheme. As the serious business of making those summer scheme applications begins I thought it might be useful to bring you their thoughts. These will give you a feel for the types of experiences that might be available to you. Adam Lewington, Chime' Dorjee and Katy Whitfield will all be starting their



training with us in 2012. But here's a taste of 'what they did last summer'.

Adam Lewington

Pharmacology, Edinburgh University

After several very useful inductions I went to meet my trainee buddy, Constantinos Smith, on the 11th Floor of Dashwood. He had already sourced some work for me to do and I was given the opportunity to crack on straight away. As a pharmacology graduate I have always had an interest in IP but until now had never really experienced it at a law firm. Constantinos presented me with a very ominous looking box. The box was filled with counterfeit goods and I spent the rest of the morning going through the box comparing the trademarks on them with that of our client. I then met with the other trainees for a marketing, business development and client care session. This was a very useful session and got all of us

thinking about these areas as well as showing us how important they are to running a successful City law firm.

Later in the afternoon I attended an IP department meeting and was given the task of summarising some key cases that had been brought up in the meeting for our clients. This was an excellent opportunity to develop my understanding of EAPD's clients and their commercial needs along with summarising legal points in a client friendly format.

Sarah had informed me a few days before arriving that I could play for the firm in its weekly five-a-side team if I remembered to bring my boots on Monday. Thankfully I did and although we didn't win it was still a great opportunity to introduce myself and get to know some of the people in other departments.

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Check website for next event.

Summer Placement Deadline:
25 February 2011

Training Contract Deadline:
31 July 2011

trainee.eapdlaw.com

Chime' Dorjee

Philosophy, Nottingham University

The very structured induction helped me to find my feet quickly, as did the support of my buddy, Ajita Shah. We were encouraged to make the most of our two weeks and be proactive, introduce ourselves and generally get involved. This seemed an intimidating prospect at first but not for long as the whole of the office seemed to know who we were, why we were there, and went out of their way to speak to us and give us interesting work.

For my first few days I sat in an office with Becket McGrath, the new competition partner. Competition is one of EAPD's new practice areas and it was a great opportunity to observe how a new department establishes itself, as well as finding out what competition work was really like. Becket, as well as working hard on matters for current clients such as Amazon.com, was also busy sourcing new business and took the time to explain his busy diary to me, and how he balances work in progress with winning new work.

The collegiate atmosphere the firm prides itself on, on the website, is even more evident on the vacation scheme. Everyone from partners, such as Becket, to trainees such as Ajita, happily took the time to talk to me, answer my questions and make me feel welcome. Whilst sitting with Becket I was able to listen in to a client conference call and took a note of it, which is a good example of the authentic type of trainee work that the scheme gave me a chance to experience. For the rest of my first week I sat with Charlotte Bunn, an associate in the commercial litigation department where I was given a variety of research and administrative tasks from a number of trainees associates and partners. Again Charlotte made the effort to explain the matters she was working on, and to put the tasks delegated to me into context. This helped me see how the whole firm (the trainees, associates and partners) manage the firm's workload as a team. This emphasised to me how early on trainees get real responsibility, the opportunity to do real work and how quickly they are integrated as part of the team.

Katy Whitfield

Biology, Bristol University

On my first morning at EAPD, I felt relieved to have found my way to the offices. I was impressed by the spectacular views, but most importantly, by the friendly faces. Immediately I felt welcome. The 'ice breaker' quiz was a fantastic way to get to know the trainees and other vacation scheme participants in an informal setting. By the time it had finished I felt certain the following two weeks would be very enjoyable, and I wasn't disappointed.

I was impressed by the ethos of the firm which seemed to be made up of friendly, hard-working people who are good at what they do. As a non-law graduate, I valued this open and friendly approach as it enabled me to carry out legalistic tasks effectively and I was pleased to find that having a science degree was not a disadvantage to my experience at the firm. The group exercises proved to be a lot of fun, and valuable in terms of enhancing our awareness of the skills required by solicitors.

My second week has been spent in the Corporate Regulatory and Transactional Department in which I got to grips with the due diligence documentation required in various complex transactions. The focus was on a case involving the acquisition of a Lloyds syndicate and the ancillary restructurings that have occurred alongside it. This task was of particular interest as it followed a visit to the Lloyd's Building and enabled me to put the legal and insurance work into context. I also enjoyed writing a blog for the website regarding new rules for Managing Agents who underwrite broker errors and omissions insurance. As insurance has always been a key practice area at EAPD, I was pleased to get involved in some of the work carried out in this field. I was lucky enough to attend the final day of a week long arbitration hearing at the International Dispute Resolution Centre with the Insurance and Reinsurance Department. Seeing EAPD's QC in action cross examining a witness was an exciting end to the week.

We asked our trainees to tell you about their work highlights of recent months, you'll find them dotted throughout this issue.

“Some of my highlights so far have included spending time in the Fine Jewellery department conducting 'research' for an agreement I was drafting for them; negotiating a settlement with the partner of a law firm over a customer complaint that would otherwise have gone to court and being asked to draft the defence for an unfair dismissal claim. The staff discount isn't bad either!”

Ajita Shah, 3rd Seat, Secondment to Harrods.

WORK HIGHLIGHTS

Social Update

Fetter Factor

Egg roulette, dazzling dance moves and Pimms in summer sunshine, **Frances Wacher** and **Alex Townsley** round up the recent socialising, throughout this issue.

As a farewell to our old offices, in our final weeks before moving, the social committee organised an event loosely based on the Krypton Factor, entitled the "Fetter Factor". It was an evening of raw eggs, dressing up, building things out of straws, "debates" about the rules and a lot of yelling. The fun kicked off with a modest and relatively refined wine tasting round. We then moved downstairs and began what was a succession of trials to test the minds, physical agility and levels of shame of those who had signed up to take part. Of these unwitting members of the firm, a further brave (stupid?) few stepped up to the final challenge. This involved eggs. Some were hard boiled, and some were raw, but all of them ended up on someone's head. A great deal of fun was had and not only at the expense of others. It was a great way to say a final goodbye to Fetter Lane.

by Frances Wacher, 2nd Year Trainee and Alex Townsley, 1st Year Trainee



Your team needs YOU...
Look out for details...coming soon to an inbox near you!

FETTER FACTOR

Date: Thursday 20 May 2010
Time: 6pm onwards
Venue: 4th floor, One Fetter Lane

Food and drinks will be provided!

Secondment to the Financial Services Authority

by Emma Raleigh
2nd Year Trainee

After a busy first seat, I was seconded to the Financial Services Authority (FSA), and I have to admit, my first thoughts were lunchtime shopping in the numerous underground malls of Canary Wharf and after work drinks in the summer sunshine! However, despite now being many pounds poorer and having frequented many a bar along the Wharf, my time at the FSA offered so much more.



Being at the FSA in the run up to the general election and the months following made for a very eventful experience. It was fascinating being on the inside of an organisation on the cusp of so many changes. When you are on secondment,

environment. My role was varied and challenging, and although at first daunting, you are not regarded as a trainee, but more a member of an investigation team who has legal skills to bring to the table. I was involved in analysing evidence, interviewing witnesses, preparing and drafting investigation reports and assisting with settlement negotiations. I was also fortunate enough to accompany members of the supervision unit as the only enforcement representative on an unannounced visit to a firm in Nuneaton.

“...the level of responsibility afforded to me at the FSA was fantastic for bringing me a step closer to being a qualified lawyer.”

you really are treated as a member of the team and invited along to all team meetings and staff briefings which allowed me to get a real feel for how the organisation is building up to 2012 when it will disband and see its employees decamp to the new financial regulators and supervision units.

On the non-work side, the FSA offers lunchtime language lessons, an onsite gym and a busy social calendar. However, a highlight of my six months has to be an old school sports day event that I arranged for my team’s summer social. Watching your manager’s competitive streak come to the fore as he jumps around Thames Barrier park in a sack is definitely a vision that will stay with me for years to come!

I thoroughly enjoyed my time at the FSA and it has been instrumental in developing a number of important skills such as drafting and evidence analysis. Also the level of responsibility afforded to me at the FSA was fantastic for bringing me a step closer to being a qualified lawyer. A secondment is a great experience and one that no trainee should let pass by.

I was seconded to the Enforcement and Financial Crime Division (EFCD) at the FSA. The EFCD receives work through a referral system, whereby a case will initially be reviewed by the FSA’s supervision unit. Once they feel that there is enough preliminary evidence to warrant a full investigation, the case is then passed to a team within the EFCD to investigate in detail the actions of a firm and its regulated individuals in line with any potential breaches of the FSA’s rules. I was part of an investigation team on a variety of different cases, ranging from the poor handling of customers in mortgage arrears to brokers pressure selling to elderly and vulnerable people.

An investigation team brings together an array of skill sets which can involve lawyers, accountants, and ex police officers. This makes for a dynamic and interesting working

WORK HIGHLIGHTS

“I landed in my second seat (Commercial Litigation) in the middle of preparation for a week long arbitration hearing. I had fantastic exposure to the client, senior counsel, experts, witnesses and the other side (a magic circle firm) throughout. It was not until the hearing itself that I became aware that there weren’t any trainees on the other side, and it made me appreciate just how much responsibility I had been given and what an integral and visible part of the team I was.”

Sarah North
2nd Seat, Commercial Litigation

Sports Update

5-a-side Football

The EAPD 5-a-side football team has finally managed to avoid relegation in the Premiership of the London Legal 5-a-side League, after many seasons of back-to-back promotion and relegation. Hopes are high for the new season

with the addition of the new trainees, although our spirits were a little dented by a defeat in the opening match!

by Richard Tyler
2nd Year Trainee



by Chris Riach and
Riecha Sharma
1st Year Trainees

Partners' Interview Nightmares

“Since the first day of my training contract I have been involved with two highly contentious and high value arbitration disputes, both of which are at very different stages. This has meant the range of work has been vast, including preparation for a final hearing to research on points of appeal. This has invariably resulted in more responsibility which has greatly increased my confidence, and has given me a good introduction to the arbitration process. It has also emphasised the fact that the firm really wants trainees to make a real contribution to the work that they do.”

WORK HIGHLIGHTS

Kimberley Cottrell
1st Seat, Insurance Litigation

In our last edition we quizzed the trainees for interview tips. In this edition we thought it would only be fair to provide some proof that even the very best can have an ‘off’ day. Inspired by the ghosts and ghouls of Halloween, we asked some of our Partners to dust the cobwebs off their long forgotten interview memories and provide us with some of their own terrifying interview nightmares. **Chris Riach** and **Riecha Sharma** find out how not to do it...

Call My Bluff

As impressive as it is to list interests such as metaphysics, Fermat’s last theorem and 13th Century poetry, Competition Law Partner **Becket McGrath** and Corporate Law Partner **Richard Spiller** advise you to make sure that you only declare an interest in those subjects genuinely close to your heart...

AT ONE INTERVIEW for a training contract, I declared an interest in public international law, only to find out that I was being interviewed by one of the few partners at the firm who spent his time practising in precisely that area. Not only did he respond that they didn’t do much work in that area (outside of his practice) but he probably established quite quickly that my knowledge of the field was thin, to say the least. There was also the time that a partner at another firm noted my professed interest in baroque music on my CV. Suffice to say, his interest in, and knowledge of, the subject was substantially greater than mine...

Becket McGrath
Competition Law Partner

I WAS INTERVIEWED by (the legendary libel lawyer) Peter Carter-Ruck, who was then senior partner of Oswald Hickson Collier. Due to a leg problem he was on crutches and stood throughout the interview, grilling me remorselessly in an aggressive manner. He spotted that in my CV I had done A-level French and had foolishly included a line about being interested in the French existentialists (Sartre, Camus and so on). He asked me to summarise their philosophy. I didn’t get offered the job, thank goodness. The moral is not to include anything in your application that you’re not prepared to talk about.

Richard Spiller
Corporate Law Partner

“The moral is not to include anything in your application that you’re not prepared to talk about.”

by Frances Wachter
2nd Year Trainee and
Alex Townsley
1st Year Trainee

Social Update: Summer Party

The Summer Party was held at the Cinnamon Kitchen, a brilliant venue found by the social committee, just a stone’s throw from our new digs at Dashwood.

We all gathered under the glass ceiling of Devonshire Square and enjoyed the cocktails and amazing Indian dishes that were distributed in little bowls throughout the evening.

Once everyone had eaten up, the party continued inside amidst more cocktails and some pretty dazzling dance moves.

The evening had promised to be a calmer, more refined affair than the egg-filled Fetter Factor or the bidding frenzy of the Christmas Party....and it was. But, true to form, some revellers continued on, late into the night, fuelled by shots and Indian Summer merriment.

Keeping Your Cool

No matter how much you prepare in advance, you never quite know what the interview will hold in store. London office Managing Partner **Laurence Harris** and Intellectual Property Law Partner **Nick Bolter** highlight the importance of keeping a cool head, even in the most bizarre circumstances.

WHILE GIVING A PRESENTATION to a group of US lawyers, one fell asleep in the corner and started snoring so loudly that everyone could hear. None of his colleagues said anything at all. We attempted to continue the presentation but it was quite challenging! He woke up in the middle of questions and - rather impressively - asked a couple which suggested he really had been paying attention. Perhaps it was all just a carefully orchestrated act to test us - we never did find out!

Laurence Harris
Managing Partner

Spice Up Your Life...



WORST INTERVIEW MEMORY?

In one application, language competence was to be indicated on a scale of 1 to 5. Mistakenly I used the scale in reverse, the firm sent a German partner to conduct the interview in German (I had intended to indicate a very basic knowledge of German).

HARDEST QUESTION ASKED AT INTERVIEW?

Most of the questions asked in German (above)!! Also the question "are you interested in money?" was surprisingly blunt - and particularly challenging as it was difficult to know whether the interviewer wanted an honest "yes, it's certainly of importance to me" or a less honest "money does not interest me, it's the quality of the firm/work/opportunities".

MOST FRIGHTENING INTERVIEWER?

A partner from a magic circle firm who continually snorted in a derisory fashion on each occasion I tried to answer a question asked by his colleague (a good cop bad cop scenario, I think, but it was very distracting).

BEST TIP FOR STAYING CALM IN THE HOT SEAT?

Ask yourself, 'what's the worst thing that can happen?' And try to remember that what's not meant to be is not meant to be.

Nick Bolter
Property Law Partner

“During my first weeks in insurance litigation the work has been diverse. I have primarily been involved on three matters: a dispute between an insurer and reinsurer regarding losses caused by Hurricane Katrina; a Bermuda Form arbitration; and the planning of a 'leapfrog appeal' from the High Court to the Supreme Court.”

Martin Henshall
1st Seat, Insurance Litigation

WORK HIGHLIGHTS

INTERVIEW WITH...

Mia Finsness

Associate in New York Office



Considering we've all just started our training contracts we thought it would be good to compare and contrast by interviewing another 'new starter' in one of our overseas offices. **Mia Finsness** joined EAPD eight months ago as an associate working in the Insurance and Reinsurance Department of the New York Office. **Kimberley Cottrell** does the sleuthing ...

Q1 What was your route into law?

I am originally from Bermuda but went to Boston for my undergraduate studies before I moved to the UK to earn my law degree from Oxford University. I then returned to the US to complete a LLM at Columbia University. I graduated in 2008 and sat the New York Bar exam that same summer.

Q2 How did you find the interview process at EAPD?

I had about eight different interviews for the job so as you can imagine it was pretty intense.

Q3 How are you finding life at the firm so far?

I am really enjoying it. Everyone in the firm, and especially in the Insurance group, is very friendly and there is a welcoming atmosphere. The firm takes a good approach to the work/life balance issue, which a lot of New York firms often neglect. There is also a really good associate/partner rapport here. I will say, however, that being one of only two first-year associates, as opposed to one of eight trainees, makes it a bit hard socially.

Q4 What type of work have you been involved in?

I have been involved in an array of different things, from drafting motion papers in litigation disputes, to assisting on coverage opinions for clients. I would say the most rewarding piece of work that I have done to date is a position paper that I drafted for a client, which they presented to a New York regulatory agency. The partner reviewed the final product but essentially it was my writing and it was a great feeling to know that the client was really pleased with it.

Q5 What do you enjoy most about the work that you do?

I think that the variety of work that I do, ranging from maritime law to terrorism risk insurance, as well as the academically challenging nature of the work, makes it all very interesting. There is also a strong international element to the work that I do and I am fortunate to have had the chance already to work with the London office.

Q6 What skills do you think make a good lawyer?

Excellent writing skills are a must, as well as an ability to think on your feet of course. One thing I learned pretty early on is the importance of paying attention to detail. It is often tempting to try and get the work done as quickly as possible because of tight deadlines, but it is better to slow down and check things over so as not to omit anything important. It really is all about finding a balance between efficiency and meticulousness in everything you do. Also, you can't be afraid to ask questions. You need to make sure that you know what you are doing before you spend hours trying to do it. The truth is that the partners appreciate when you are honest with them and ask for clarification.

Q7 What is the best thing about working in the US?

There is definitely a great potential for career development here. EAPD as a firm is especially supportive and there is a genuine desire to help young associates develop as lawyers. The secondments that the firm offers is an excellent example of this. For example, IRD will often offer associates the opportunity to work in-house at an insurance company for a given period of time. A few associates have even been sent to Bermuda.

Q8 What career would you have chosen if you hadn't become a lawyer?

I love to cook (and eat) so in my alternate life I would have been a chef and opened my own restaurant. More practically speaking, if I were not a lawyer I think would have ended up working in government or something related to public policy.

Q9 Finally, what do you enjoy doing outside of work?

I spend a lot of my free time helping run my family's business back in Bermuda. In New York I am still exploring the city and I try and do something new every weekend such as going to baseball games, taking long bike rides around the city, and visiting all the museums.

by **Kimberley Cottrell**
1st Year Trainee

by Richard Tyler
2nd Year Trainee

Commercial Awareness: Competition Law Update

In keeping with law firms' need to be commercially aware we have taken a recent development in an area of law and dissected its implications. We have considered those that potentially affect communications with in-house lawyers, something that lawyers working with large organisations will constantly do. **Richard Tyler** considers a recent development in Competition Law.

ECJ confirms that internal communications with in-house lawyers are not protected by legal professional privilege

In a recent judgment, in the case of *Akzo Nobel Chemicals Ltd and Akcros Chemicals Ltd v Commission Case*, the European Court of Justice (ECJ) ruled that, under European Union law, internal company communications with in-house lawyers are not protected by legal professional privilege (LPP).

The appeal to the ECJ arose from an on-site inspection in 2003 at the applicants' premises in the United Kingdom, which was conducted by European Commission officials investigating suspected breaches of EU competition law. During the inspection, the officials seized copies of numerous documents. These included two emails between the Director General of Akcros (a subsidiary of Akzo) and the 'Coordinator for Competition Law' at Akzo (Mr. S). At the time, Mr. S was a member of Akzo's legal department and enrolled as an Advocaat of the Netherlands Bar. The official leading the inspection took the view that the emails were not protected by LPP and could thus be placed on the Commission's file, potentially for future use in the case against the applicants.

In taking this view, the official was following established EU law, as set out in the ECJ's 1982 judgment in *AM&S Europe v Commission*. That judgment established that, for LPP to apply in EU law, the communication in question must be related to the client's rights of defence and must be from an independent lawyer entitled to practise in a Member State of the EU. An independent lawyer was defined for these purposes as a lawyer who is not bound to his or her client by a relationship of employment. It follows that the requirement of independence means that LPP cannot apply to exchanges between a company and its in-house lawyers.

The Commission dismissed the applicants' objections to seizure of the emails in question by formal decision in May 2003. The Applicants unsuccessfully challenged that decision before the General Court (previously known as the Court of First Instance) in September 2007, and subsequently

appealed the General Court's judgment to the ECJ.

On 29 April 2010, the Advocate General of the ECJ issued an opinion categorically rejecting the arguments raised by the applicants. As expected, the ECJ has followed the Advocate General's advice, holding that, despite the fact that the in-house lawyer in question was enrolled with a Bar that imposed various professional obligations on him, he should not be treated as sufficiently independent for his advice to be protected by LPP. Ultimately, the court ruled that any in-house lawyer is "less able to deal effectively with any conflicts between

"...advice provided by in-house lawyers ... will not be protected by LPP and may therefore be used by the Commission as evidence of competition law infringement."

his professional obligations and the aims of his client" or to ignore the commercial strategies of his employer when providing advice. The ECJ also declined to take this opportunity to revisit the position taken in the *AM&S* case that independence is a necessary condition for LPP. As a result, the appeal was dismissed in its entirety.

This judgment therefore maintains the current EU law position, whereby advice provided by in-house lawyers (or, indeed, by external counsel not admitted to practise within the EU or EEA) will not be protected by LPP and may therefore be used by the Commission as evidence of a competition law infringement. It does not, however, affect the position under national law, for example in the UK, where communications by in-house lawyers are protected by LPP. While this outcome may appear hard to justify to lawyers raised in the common law tradition, it makes a little more sense when viewed in the context of civil law systems, in which LPP has traditionally been more limited. The ECJ may also have one eye to the utility of such communications for those investigating companies for infringements. This approach nevertheless raises real practical problems for in-house counsel trying to do their job advising their internal clients.



“The highlight of the last few months has been getting really involved in drafting the defence for ongoing reinsurance arbitration. It was great to work closely with the clients and senior partners to prepare a pleading that will become a cornerstone in the eventual outcome of the dispute.”

Constantinos Smith
2nd Seat, Insurance Litigation

WORK HIGHLIGHTS

Pro Bono Update

Running your Own Pro Bono Matter

by Mark Stroud
2nd Year Trainee

Trainees at EAPD frequently get the opportunity to make a material difference through the firm's Pro Bono commitments. **Mark Stroud** (who's recently had some great Pro Bono success) tells all.

Most trainees will appreciate that Pro Bono work gives organisations and individuals invaluable legal advice and support which they could not otherwise afford. The majority of Pro Bono clients are charities operating on extremely tight budgets or individuals who have been wronged in some way and which normally resulted in financial hardship. In addition to providing invaluable legal advice, an added incentive is the benefits received by the trainees involved.

When considering all aspects of a training contract, one aspect is likely to be in relation to the amount of client exposure that is available to trainees. Getting involved in Pro Bono cases is one way to get as much client exposure as possible.

At EAPD, it is a trainee's responsibility to run the day-to-day management of a Pro Bono case. If the client has questions or needs clarification on a certain issue, it is a trainee who gets the telephone call.

The initial task, like with any new matter, is to run the necessary conflict checks. Once it has been confirmed that acting will not result in a conflict, a trainee will review any information already received and prepare for the initial client meeting. More often than not, the information that has been provided will not paint the full picture, leaving a trainee to obtain the relevant documents and correspondences from the client. A trainee will also prepare questions and set out the timeline for corresponding to the client.

During the meeting, a trainee will discuss the client objectives and make sure that these objectives are clear from the outset. It is good practice to send a follow up email summarising the objectives that both parties are working towards. One further thing to remember is that whilst the amounts of money involved are generally of a much lower value than compared with corporate and commercial clients, the amount, no matter how small, will be significant to the Pro Bono client. It is a trainee's job to be sympathetic to this fact and understand the impact this amount of money will have on the client.

The next stage is to research the legal issues and produce the first piece of written advice. The advice, in addition to explaining the legal issues, must set out the options that are available to the client and it is likely that the client will want to discuss those options after receiving the advice.

From that point onwards, it is a trainee's responsibility to draft letters to the other side and

keep the client up-to-date with the progress of the matter. Being involved in a Pro Bono case gives a trainee excellent and invaluable experience in dealing and speaking with clients on the substantive elements of a case at an early stage in their legal career. It is extremely challenging, often requires a trainee to think on their feet and gives a trainee the opportunity to be involved in every aspect of a case from start to finish.

"It is extremely challenging, often requires a trainee to think on their feet and gives a trainee the opportunity to be involved in every aspect of a case from start to finish."

Social Update: Annual Client Party

The UK Annual Client party was held at Merchant Taylor's Hall on a surprisingly balmy evening in September. The warm weather meant that we were able to make use of the venue's wonderful outside space. There was a seemingly unlimited supply of Pimms and nibbles that were enjoyed by all, including the new trainees. For them, having only been at the firm for a week, attending a client event was perhaps a little daunting, but in the event all fears were dispelled

and the conversation flowed between trainees, associates, partners, clients and visiting American colleagues. A lovely evening was had by all at this great city venue.

by Frances Wachter
2nd Year Trainee and
Alex Townsley
1st Year Trainee

The Partners of
Edwards Angell Palmer & Dodge
request the pleasure of your company
at our Annual London Drinks Reception
at Merchant Taylors' Hall

to be held on
Tuesday 21 September 2010
from 6:30 pm

at Merchant Taylors' Hall
30 Threadneedle Street,
London EC2R 8JB

RSVP: UKClientReception@eapdlaw.com
If you have any questions please call
Juvy Warby on +44 (0)20 7556 4408.

[VIEW MAP](#)

EDWARDS ANGELL PALMER & DODGE
eapdlaw.com

2010 Annual London
Drinks Reception

Invitation

by Martin Hensall
1st Year Trainee

Trainee to Associate

We may have just started our training contracts, but there are those in the firm who've just finished theirs and can now officially call themselves 'Solicitor of England and Wales'. **Martin Henshall** caught up with **Paolo Cerroni** who's just qualified into the Intellectual Property Department and asked him a few questions about the transition from trainee to associate.



Paolo Cerroni

Intellectual Property Associate (London Office)

STARTED TRAINING CONTRACT:
SEPTEMBER 2008

IP SEAT:
3RD SEAT

SECONDMENT:
HARRODS

QUALIFIED:
SEPTEMBER 2010

“During my seat in Intellectual Property, one of the highlights was being responsible for the department's anti-counterfeit practice. This involved regularly drafting witness statements and dealing directly with Trading Standards officers, European Customs officials and clients. It was great to be given so much responsibility, and receiving such a wide range of counterfeit items, from handbags to mobile phones, meant I would never know what to expect in the morning post!”

Richard Tyler,
2nd Seat, Intellectual Property

WORK HIGHLIGHTS

Q1 Congratulations on the NQ job. At what point in your life did you decide you wanted to pursue a career in the legal profession?

After getting nowhere near a career as a professional footballer! No, unfortunately it isn't a very interesting story. I became interested in becoming a solicitor whilst I was looking into studying a law degree.

Q2 A lot of law students and even first year trainees admit to being very unsure about the practice area they would like to qualify into. At what point did you decide upon IP?

IP is an area I've always found interesting. My first involvement came when I was just 16 and needed to protect digital music I released on a record label I set up. I chose to study IP in my final year at university and found that the cases involved matters I could relate to and digest quickly. I was then quite lucky that it all fell into place when EAPD expanded into IP following the merger and a very enjoyable 6-month seat in the department cemented my decision.

Q3 In the short period since qualification what have you found to be the biggest differences between your role as a trainee in the IP department and your role now you are an associate?

The main difference is responsibility. You will still be chased when a deadline is looming but day-to-day time management is much more within your control.

Another difference is the direction of your career. As a trainee, you make your name within the firm through work on your supervisor's cases and develop the general skills that are required to become a good solicitor. As an associate you continue to build on these skills but at the same time you are shaping your specialities within your chosen practice area.

Q4 Do you think EAPD prepared you well for life as an associate?

Definitely. The training contract has made the step up very manageable. I was given the opportunity to go out on secondment in my final seat where I was given a lot of responsibility and this has really helped me with the added responsibility that comes with being an associate.

Q5 Are you still finding time to have a life outside of work?

Yes, definitely. I had an active social life outside of work as a trainee and this is no different now. On normal working days I'm able to leave the office between 7pm and 7.30pm, working later when deadlines and urgent matters arise.

Q6 What advice would you give to any future, or current, trainees when it comes to the training contract?

I think it is important to get as much exposure as possible across whatever department you're in. Every time I did work for a different person, I learned something new and it's a great way of experiencing the full range of what that department has to offer and seeing where you can contribute.

I also think it's important to start thinking about where you want to end up from day one. If you have an interest in a particular area it is important you get a chance to do that seat. Even then six months isn't a long time on which to base a decision that is likely to define the rest of your career.

Q7 Finally, do you have a fond memory from your training contract?

Aside from the first pay cheque?! I suppose it would be accidentally inviting a senior partner to my birthday drinks in Clapham - certainly learnt to take greater care when using the predictive address tool on email!

Commercial Awareness: Networking/Marketing

by Prina Patel
1st Year Trainee

The new trainees were told during their induction that we would be expected to attend the annual EAPD London client party happening just a week later. After looking at each other for reassurance (we were told we were going to be...gulp...speaking to clients...gulp) we saw it as a great opportunity to see what marketing is all about in the firm. **Prina Patel** survived the client party ...(and gives a few hints for networking).

Marketing in a Law Firm

Law firms take their marketing very seriously and EAPD is no exception. Speaking to Juvy Warby, EAPD's marketing guru, I enquired about the philosophy of the firm. The strategy of the London office is 'to increase its profile within its newest practice areas: IP, Competition and Private Equity' and show that we are not just one-dimensional. EAPD focuses on 'promoting a service not a product, with every person in the firm providing something unique'.

As a trainee one of the most important firm activities which you will be involved in is promoting the firm. All the trainees attended the annual Client party at Merchant Taylor's Hall (see social update). As a trainee, the main function in attending an event like this was to represent the firm well, by being pleasant, sociable and professional. Other activities that may involve a trainee include drafting articles for external and internal publications, updating the EAPD corruption and insurance blogs and speaking at breakfast seminars. My first impression was that at EAPD marketing is not just about selling but more importantly about building and maintaining relationships with clients and that we trainees are encouraged to get involved in this process from day one.

Networking or Net-not-working?

Networking can be a daunting prospect to a novice, but it is an essential part of marketing strategy at a law firm in order to build and maintain client relationships.

I quizzed associate Alexandra Radcliffe and asked her for her top tip on networking. She stated that, 'networking is showing

that you're interested in what a person has to say. People aren't stupid, they know you are talking to them to get something out of them. It's about the balance between getting something out of it while keeping it a normal conversation and showing yourself in a good light. Also it's handy to have a few topics in mind so you don't fall back on the weather or where you are going to spend your next holiday'.

A good time to develop and practise this skill is as a student, while looking to bag that all important training contract.

- **CAST YOUR NET WIDE**

Don't confine yourself to specific networking events. Networking actually covers a huge number of situations, including: interviews for training contracts; black tie events; law fairs and seminars; Pro Bono activities; or meeting future colleagues prior to starting a training contract. It is well worth attending individual law firm presentations and introducing yourself to the graduate recruitment team as it gives you a chance to make a good impression on the people who will be looking at your training contract application.

- **RESEARCH**

Prepare questions to ask. Look up the bios of the people you want to talk to, what they do in the firm, what area they work in and what work they have been involved with recently. No-one will think it's weirdly stalkerish and they might

be impressed that you have done your research, unless, that is, you know what they eat for lunch on a daily basis!

- **OUTLINE YOUR OBJECTIVES**

Think about what you want to achieve before you attend. Who do you want to talk to? What information do you want to elicit?

- **DON'T BE DULL**

It is important to be a human being, not just a networking machine - most people are human beings themselves and want to have a good time. It's important to have a personality.

- **DON'T BE AFRAID TO TAKE BUSINESS CARDS TO FOLLOW UP**

The whole point about networking is to build and develop relationships, it's not only about selling.

- **STICK AT IT**

The more you practise the less weird it feels. Like with most skills, it does get easier.





INTERVIEW WITH...

Shawn Atkinson

Partner in our London Office

Shawn joined the London office as a partner in the Business Law Department in March 2010, adding to our Private Equity and Venture Capital practice. **Emma Raleigh**, his first ever trainee, interviews him about life at EAPD, his career to date and how he's coping sharing his office for the first time!

Q1 You have now been at EAPD for around seven months. How have you found your time here to date?

It has been great. The firm has been fantastic and very supportive and I look forward to spending the rest of my career here!

Q2 So Shawn, rumour has it you used to be in the music industry in another life. Could you clear that rumour up for me please and if it is true, what would you rather be – mod or rocker and why?

What rumour? Emma Raleigh has a copy of one of my CDs! Clearly a rocker - mods were very specific to a time and place whereas rockers always come back into style!

Q3 What has been your most memorable experience, as a lawyer, to date?

Playing a bit part (that was eventually left on the production floor) in "Michael Clayton" which was filmed in my old office when I worked in New York City.

Q4 What is the longest you have worked without sleep?

56 hours. It was May 2005 during the closing of an acquisition of Wind Telecom by Orascom Telecom. I left home on Tuesday morning at 7am and I didn't return until Thursday afternoon.

Q5 What was the most embarrassing moment during your training contract?

Walking into a meeting room to find a partner and an associate in a rather compromising situation! I hasten to add it wasn't at this firm!

Q6 How are you finding being a trainee supervisor and what lessons have you learnt from supervisors during your training contract?

Being a supervisor is great. The biggest lesson I learnt was that it should be an interactive experience and that mutual respect is important – it isn't only about teaching a trainee the way to do things, as the trainee can teach the supervisor a lot too!

Q7 Do you have any wisdom you would like to impart to a potential future trainee?

Hard work and having fun are not mutually exclusive.

Q8 If you were taking an extremely important and discerning client out for supper/lunch, where would you go?

All depends on the person – clients are people too, and often they would prefer an option that isn't that expensive or flashy.

Q9 What do you do for enjoyment when you are not working?

Spending time with friends and family.

Q10 Finally, if you were to choose an actor to play you in a blockbuster film depicting your life story, who would it be and why?

Tom Cruise; because part of my desire to be a lawyer stems from watching him in "A Few Good Men".

Liverpool St Area

A guide to the Liverpool Street Area (otherwise entitled good lunch spots and bars near the new office)! New trainees **William Slaiding** and **Tom McKernan** turn detective and investigate the essentials of moving to a new area.

EAPD's impressive new offices lie right in the heart of the City, a stone's throw from one of London's busiest commuter stations, Liverpool Street. The area is bustling and busy with much to see and do. While this part of the City is possibly best known for its impressive skyline, the real buzz is at street-level.

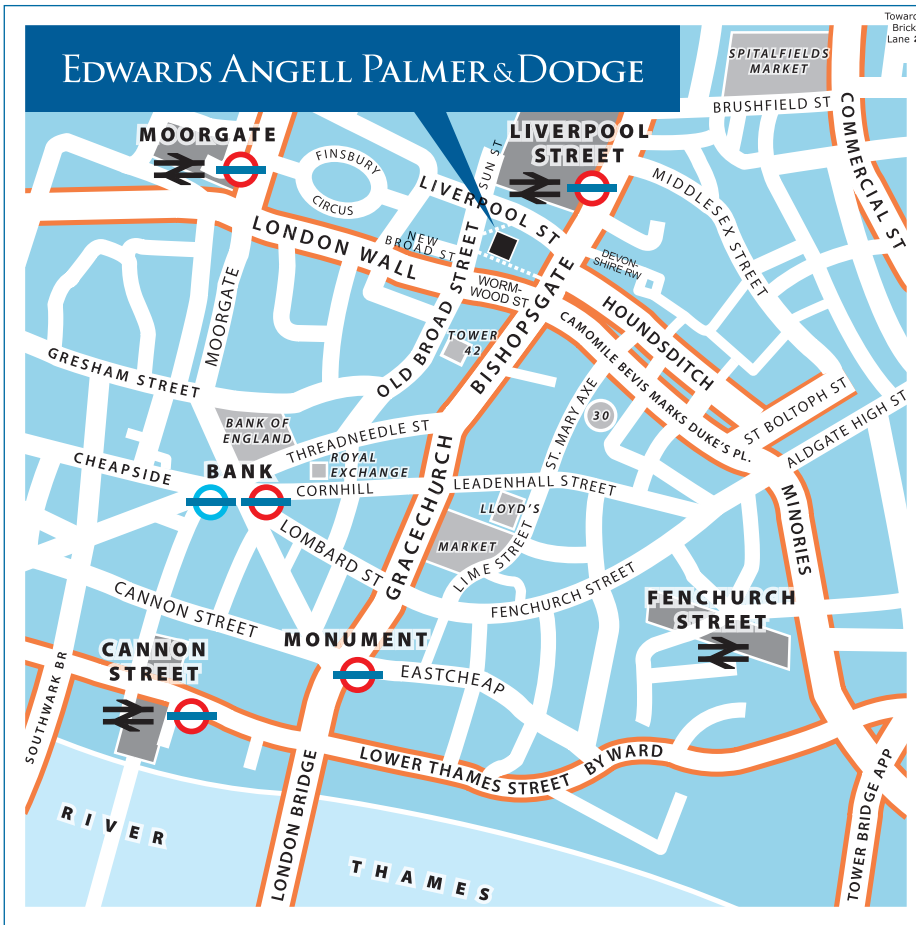
For food-lovers, there is an impressive array of eateries available encompassing everything from a quick bite at lunch to fine dining. Of particular note is The Gaucho Grill, a restaurant serving wonderful Argentinean cuisine. For steak-lovers, this is a must! Just round the corner is Miyako, serving some of the best sushi in London in an intimate setting. A short walk away is Brick Lane so if Indian food is your flavour, you truly will be spoilt for choice. Of particular commend is the award-winning Alladin's curry house, whose past patrons include HRH The Prince of Wales (together with the slightly less illustrious EAPD trainees and summer scheme students). On the way to Brick Lane is Spitalfields Market, rightly famed for its array of international bites – from Hungarian to Lebanese and everything in between.

Turning to the pubs and nightspots, there is almost a surfeit of options suiting every preference and budget. The Wall is just a 2 minute walk from EAPD's offices and has a popular outside terrace, a local favourite for post-work drinks. The Light Bar is only a short walk up Bishopsgate and provides a fantastic atmosphere with a large outdoor beer garden. For a more traditional vibe, The Water Poet

“During the first few weeks of my seat in Insurance Litigation, I have been involved in a reinsurance arbitration relating to asbestos liability. I have been able to attend a number of important meetings with the clients and attended a consultation with counsel. Despite the short time I have spent working on the matter, I already feel extremely involved.”

William Slaiding
1st Seat, Insurance Litigation

by William Slaiding and Tom McKernan
1st Year Trainees



on Folgate Street is a hidden gem. If it's later-night entertainment that you are looking for, the area has several nightclubs: Random and Public Life are both a short distance from Liverpool Street. As night falls, Brick Lane turns into one of London's liveliest strips, with a dearth of drinking options and plenty of live music. Vibe Bar, 93 Feet East and the famous Big Chill stand out as particular highlights and are packed out all weekend. If you are after something a bit different, All Star Bowling combines a lively bar with several bowling alleys.

If you feel the need to venture further a field, just north of Liverpool Street station lies Shoreditch and Old Street. Both these trendy areas are very

vibrant and well worth a visit, particularly at the weekend. The area is well known throughout London for its bars, clubs and diverse nightlife.

If you fancy yourself as a more of a culture vulture, close to Liverpool Street is the famous Barbican Theatre and Art Gallery. The Barbican is one of the most visited places in the area, and puts on a wide variety of exhibitions and shows throughout the year. Also close to Liverpool Street station is the Geffrye Museum. The museum houses collections of textiles, furniture and other decorative arts, as well as showcasing period interiors from the 17th Century right up to the present day.

****BREAKING NEWS****

Sports Update

Netball

In other news, thanks to the enthusiasm of new trainee **Kimberley Cottrell**, the firm are entering a team into a netball league. Matches will be played on the court situated right next to the office, so the team look set to receive lots of support for their lunchtime games!

by Richard Tyler
2nd Year Trainee

“Since starting my first seat in commercial litigation, I have been predominantly assisting on a series of interconnected civil recovery claims relating to corruption in an overseas territory. I have also been helping provide advice to a client whose ex-employees have been slow in paying a settlement claim. These complex, dynamic matters have provided a challenging introduction to life at EAPD.”

Tom McKernan
1st Seat, Commercial Litigation

WORK HIGHLIGHTS

“In my Commercial Litigation seat I am currently assisting on a professional negligence matter against a well-known accounting and auditing firm, whereby our client lost millions of pounds as the result of incomplete tax advice. Getting my head around the technical tax issues has been a rewarding challenge, and we are now preparing for the disclosure procedure.”

Prina Patel
1st Seat, Commercial Litigation

WORK HIGHLIGHTS

Sports Update

EAPD World Cup

by Richard Tyler
2nd Year Trainee

This summer saw some of the world's finest athletes battle it out for the ultimate prize in football - the EAPD World Cup!

The competition consisted of four teams: Partners, Associates, Support Staff and Trainees. The mind games and trash talking started well in advance of the tournament, and it was clear from the outset that the tactic of most teams was to do their talking off the pitch rather than on it! The Trainees in particular were the subject of much discontent by fielding September 2010 starter, Martin Henshall, who is conveniently an extremely good goalkeeper! The tournament saw a shock exit from the current champions, with the Associates losing to both the Trainees and the Support Staff in the group stage. The 3rd place play-off between the Associates and Partners was decided on penalties, with the Partners (assisted by a few vacation scheme

students) holding their nerve to clinch 3rd place. This left the final between the Trainees and Support Staff.

With a group of good young players, the trainees thought this was their golden opportunity, against a tired-looking Support Staff team. However, they found out the hard way that experience counts, as the Support Staff cruised to a 1-0 victory to become champions, albeit with the help of an ineligible player! The debates over refereeing decisions and ineligible players continued long into the night, and amid the controversy and drama, a great evening was had by all. Well, except the Associates! The talk of next year's tournament has already started!



EAPD World Cup

We hope you have enjoyed this issue of Trainee Days. If you have any comments or ideas for our next issue please contact trainee recruitment.

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