

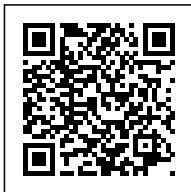
# E-ALERT AUGUST 2013

*Posted on 01/10/2013*



**Category:** [Uncategorized](#)

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Welcome to the Iberian Lawyer email alert, bringing insight and analysis for lawyers who advise on international business interests in Spain and Portugal as well as the increasingly global interests of Iberian businesses around the world.

Best

Joanna Pnto Bull Lee

Iberian Lawyer

Editor

## News

### Portugal's litigation gains much needed efficiency boost

New code promises to have a big impact on the discovery process and speed up the country's failing court system.[Read more](#)

### Ambitious commercial moves take Spain into the 21st Century

Finally, an aged legal system is being overhauled to fit the needs of a modern market.[Read more](#)

### Groundbreaking measures hit Compliance Code

From a 'nice to have' to a 'must have', compliance programmes are now to become a mandatory part of statutory law.[Read more](#)

## Events

### 40 under Forty Awards Ceremony

On behalf of the 40 under Forty Awards Jury, it is a pleasure to invite you to attend the Awards Ceremony on September 26th, 2013 in Madrid.

**Where:** Museo del traje, Madrid

**When:** September 26th, 2013

[Find out more](#)

### Turning contacts into clients ... at home and abroad

Law firms spend huge amounts of money and energy in generating new leads – from seminars to websites, and conferences to advertising and sponsorships. But what do they need to do to convert those leads into fee-paying clients? And, in particular, what do they need to be aware of when they are approaching potential clients in a cross-border environment – clients that do not necessarily share their language or culture?

**Where:** Online session

**When:** September 17th, 2013

[Find out more](#)

## Global report

### Solving the global puzzle

This year continues to be a hard one, and the quest for internationalisation is stronger than ever. Africa, Asia-Pacific, Latin America and the Middle East are the prime targets, and clients and their law firms are expanding their operations as part of very calculated international strategies. Globalisation is a complicated puzzle, but many are close to solving it.

[Read more](#)

## Client view

### Practising what you preach

If you're selling advice and solutions, you need to ensure that you practice them internally, says Antonio Gómez Jarillo from Everis

[Read more](#)

## Legal updates

### Environmental – Spain

New coastal reforms

By Juan Rodríguez Cárcamo,

Pérez-Llorca

[Read more](#)

### Labour – Portugal

New hiring incentives

By Inês Reis,

pbbr

[Read more](#)

## Latest jobs

[Abogado para el Área Procesal y Concursal Firma Legal, Madrid, Ref: 80713IB](#)

**Check all the latest job vacancies from some of the biggest law firms**

[Full details](#)

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