

## Welcome!

Welcome to the second edition of Alumni@Dentons, the Dentons alumni newsletter. As with our inaugural issue, we hope you will find this issue a valuable resource to keep you connected and up to date with what is happening at Dentons and with your fellow alumni. If you have news to share with other alumni, and would like to see it in an upcoming newsletter, please let us know, at [alumni@dentons.com](mailto:alumni@dentons.com)

In this issue, Kristin Landis, Deputy General Counsel at CropLife America in Washington, DC, is featured in our Alumni Spotlight Q&A. She talks about an important mentor for her at the Firm, as well as important differences between in-house and firm practice, skills that set lawyers apart and advice for her younger self.

We also bring you news about Dentons' new offices in Mexico, Australia and Central America, a slate of exciting Dentons events and some new initiatives at the Firm.

We encourage you to use our alumni resources—this newsletter, the Dentons Alumni LinkedIn group and [dentons.com](http://dentons.com)—to stay connected with your friends and colleagues. We would love to hear from you!

The Alumni@Dentons Team

## In this issue...

Alumni spotlight.....2

News.....3

Upcoming events.....6

New initiatives.....8



# Alumni spotlight



**Kristin Landis**, Deputy General Counsel at CropLife America, a crop protection association, was a senior managing associate in Litigation in the Washington, DC, office of legacy firm McKenna Long.

## Q: Who was a significant mentor for you during your time at the Firm?

While there are many people who stand out to me, by far, Joanne Zimolzak [Dentons' Washington, DC, Office Managing Partner] was my greatest mentor, supporter and advocate. From day one at the Firm, then McKenna Long & Aldridge, Joanne took an interest in me both professionally and personally. While I certainly have her to thank for my training as a litigator, more importantly, Joanne took the time and effort to foster my professional development as a young female attorney. To this day, I credit Joanne with instilling in me the confidence required to succeed in my current role in a largely male-dominated industry.

## Q: What are the most important differences between in-house and law firm practice?

The most significant difference I have found between private practice and having an in-house position is the variety of work. A typical day for me in private practice was working on one or two cases, spending significant time on one project, such as drafting a motion, responding to discovery, etc. In my current position, my days are much more varied. One day I may attend three different committee meetings, providing advice and counsel on substantive legal issues pertinent to those committees. The next day I may spend time on Capitol Hill briefing staff on the legal issues facing our industry. After that I may spend time on corporate governance or with outside counsel developing litigation strategy. There are very few days that I can devote to one project, or even one subject.

## Q: What are some of the most important skills lawyers must develop to succeed and stand apart from competitors?

First and foremost, excellent legal skills are essential in counsel. As the client, I expect to receive work product that I can trust is legally sound and that is "camera ready." As important as technical legal skills, however, and something that makes an outside counsel stand out, is excellent client service. This includes many things, but for me it means a counsel who understands and respects budgetary constraints; provides timely, succinct reports; allows for adequate time to review and edit drafts; and understands the nuances of representing an industry, instead of an individual company. That will be at the top of my list when looking for representation.

## Q: What advice would you give your 25-year-old self?

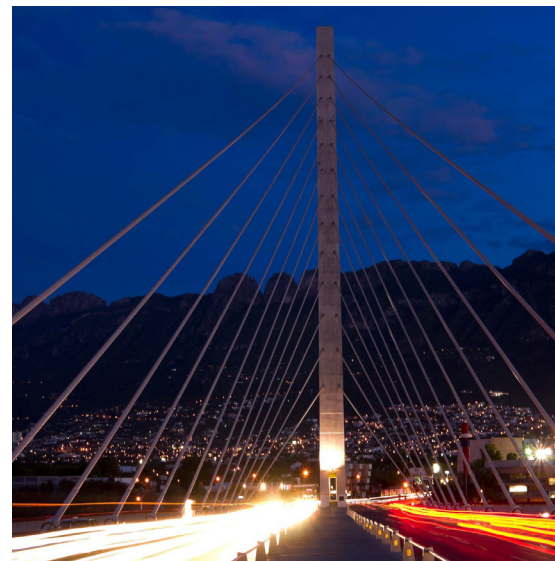
To chill out! Young attorneys put so much pressure on themselves to be a "star"—to be the highest biller, work with the most-respected partner, get the most prestigious pro-bono work—that they forget to enjoy themselves. Yes, it is absolutely imperative for junior attorneys to work hard and gain the necessary legal skills and professional relationships. But it is equally important to create balance in life. Finding time to spend with family and friends and to engage in pleasurable activities outside the law fosters well-being and personal growth, both of which are essential to a long, fulfilling and successful legal career. On the flip side, devoting yourself entirely to the pursuit of legal stardom more often than not results in discontent and burnout.

## Dentons establishes second office in Mexico

As an appropriate start to a big year, the Firm enhanced its presence in Mexico with the opening of an office in Monterrey in January.

It is the Firm's second office in Mexico, following the launch of Dentons López Velarde in Mexico City last year. The new Monterrey office, a product of the combination with Monterrey firm Canales Zambrano y Asociados, enables Dentons to provide clients a full array of legal services in Mexico's most important industrial center and energy hub.

Monterrey is the manufacturing capital of Mexico and its most important energy center. A prosperous and dynamic city, it is a major beneficiary of the trade dynamics created by the North America Free Trade Agreement (NAFTA) and is the heart of Mexico's auto parts industry.



## Dentons opens doors in Australia

Dentons formalized its combination with offices of the nearly century-old Australian law firm Gadens, solidifying its position as the Pacific Rim's leading law firm.

Dentons now serves 84 markets in Pacific Rim countries, more than any other law firm. Clients in Australia and around the world now benefit from the local experience of 7,700 Dentons lawyers serving 61 countries on six continents.

The launch of Dentons in Australia and Papua New Guinea is another step in our drive to connect clients around the world to lawyers who know the communities, the culture and the business and legal environments of the markets in which clients need a matter addressed or a dispute resolved.

Dentons will have offices in Sydney and Perth in Australia and Port Moresby in Papua New Guinea. The Firm will also be able to meet client needs in Brisbane and Adelaide.



## Dentons is first global law firm in Central America

The partners of Dentons and Costa Rica's Muñoz Global have agreed to combine to create the first global law firm with offices in Central America.

The combination will enable Muñoz Global's clients to access the experience of more than 7,700 lawyers, more than 10,000 timekeepers and 13,700 people, working from 149 locations in 61 countries. In turn, Dentons clients will enjoy the benefits of leading lawyers in Central America.

At launch, the new firm will be known in Central America as Dentons Muñoz, with offices in Costa Rica, Nicaragua and Panama. For more information about the combination, please see [www.dentonscombination.com](http://www.dentonscombination.com).



## Dentons wins kudos from clients

Leading global clients now rank Dentons second in the world for client service according to the annual BTI Client Service A-Team survey, released late last year.

Dentons shot up an impressive nine spots to land at number two. According to the report, "this performance includes impressive improvements in Commitment to Help, Anticipating Client's Needs, Dealing with Unexpected Changes, and Unprompted Communications."

The BTI Client Service A-Team report surveyed 330 leading purchasers of global legal services working at companies and organizations with revenues of US\$1 billion or greater. Clients awarded Dentons the highest "Best of the Best" rating in 16 of 17 aspects of client service. Dentons ranked second among the 295 law firms in the world that legal purchasers could rate.

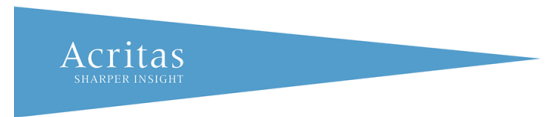
## Dentons among top 20 US law brands

Dentons now is ranked among the top 20 US law firms in brand reputation among clients, according to a new survey by Acritas, an international market research firm.

Among all law firms included in the survey, Dentons ranks 18th in the Acritas US Law Firm Brand Index, moving up 56 places since 2012.

The index measures brand awareness and favorability among hundreds of companies. To compile its ranking, Acritas conducts telephone surveys with nearly 800 in-house counsel and other legal buyers both in the US and abroad regarding their legal needs in the US.

Globally, Dentons was also ranked among the top 10 most favored firms for work in the 2016 Acritas Global Elite Brand Survey.



## Nine Dentons lawyers named BTI Client Service All-Stars

Dentons tied for first place among 650 law firms named as Client Service All-Stars for 2017 by BTI Consulting Group. With nine lawyers named as "All-Stars," Dentons topped the list of firms honored for their exceptional dedication to client service.

The Dentons lawyers, honored for their exceptional dedication to client service, are:

- **Steven Martin Aaron**, Litigation and Dispute Resolution, Kansas City
- **Reid L. Ashinoff**, Litigation and Dispute Resolution, New York
- **Jonathan A. Ballan**, Finance, New York
- **Joseph O. Blanco**, Corporate, Atlanta
- **Charles R. Bruton**, Intellectual Property and Technology, Washington, DC
- **Gary A. Goodman**, Real Estate Finance, New York
- **James B. Manley, Jr.**, Product Liability and Complex Torts, Atlanta
- **G. Scott Rafshoon**, Construction, Atlanta
- **Felix Woo**, Litigation and Dispute Resolution, Los Angeles

James Manley was among one of only eight "Super All-Stars" recognized by more than one client in the past year. In addition, Manley, Gary Goodman and Scott Rafshoon were among only 58 "Client Service All-Star MVPs" recognized for making the list in two or more consecutive years.

# Upcoming events

Alumni are welcome to attend our events. For more information about these and other events, visit [dentons.com](http://dentons.com) and click on Events at the top.

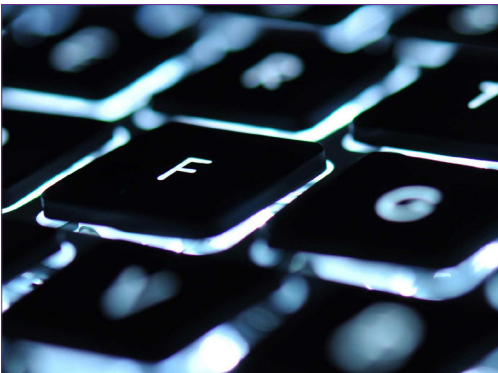


## Dentons Iran Day in Munich

[Munich, Germany](#)

[March 31, 2017](#)

On the occasion of the Iranian New Year (Nouruz), we would like to invite you to Dentons' Munich office to the following seminar.



## Dentons Rodyk Dialogue @ SMU

[Singapore, Singapore](#)

[April 11, 2017](#)

The Dentons Rodyk Dialogue is a partnership between Dentons Rodyk and Singapore Management University (SMU) to create a major forum for thought leaders to share ideas and views affecting Asia's legal, business, cultural and economic landscape.



## The Annual Toxic Substances Control Act Seminar

[CLE, CPD Event](#)

[Washington, DC](#)

[April 25, 2017](#)

Join Dentons and scientific experts from our affiliate Technology Sciences Group Inc. for an overview of the Toxic Substances Control Act (TSCA), including the significant changes made by the Lautenberg Chemical Safety Act (LCSA), which amended TSCA on June 22, 2016.



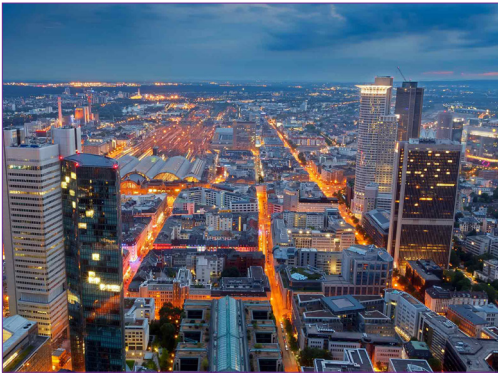


## Gotham Insurance Symposium 2017

New York, NY

April 27, 2017

Please join us for a day of presentations and discussion on cutting-edge issues affecting the insurance industry at the local, national and global levels.



## WM Seminar: Regulatory Update – Strategic regulatory management 2017

Frankfurt am Main, Germany

May 4, 2017

The seminar is organized by WM Group with its brands Börsen-Zeitung and Wertpapier-Mitteilungen and will focus on recent developments in the financial market regulation.



## UAS Insider Briefing

Washington, DC

June 1, 2017

What a difference a year makes! In 2016, nearly everyone thought they knew where drone laws and regulations were heading. Now, with Washington turned upside down, the future has become less certain. The issuance of new rules for drone flights over populated areas, which looked like a sure thing for early 2017, are in a holding pattern. With a federal hiring freeze in place and big budget cuts on the table, agency priorities are being reevaluated and refocused. In addition, Congress will have its own say on priorities as the FAA braces for another round of reauthorization fights.



## Heartland Insurance Symposium 2017

CLE Event

Kansas City, MO

June 8, 2017

Join us as we discuss cutting-edge issues and developments in the insurance industry at the local, national and global levels.

# New initiatives

## White House policy analysis previews major changes in 2017

In January our Firm released US Policy Scan 2017, our annual, comprehensive analysis of key federal and state regulatory and policy issues set to impact business this year.

US Policy Scan, available [here](#), delves into more than 20 areas of potential regulatory reform, including forthcoming efforts to repeal and replace the Affordable Care Act and other current law at the federal and state levels.

With the Trump administration accelerating the pace of change in Washington, DC, the insights reflected in US Policy Scan 2017 showcase the Firm's unparalleled connections to and engagement with the new faces coming to the nation's capital. Dentons' bipartisan Public Policy and Regulation team includes former Speaker of the House Newt Gingrich and other senior Republican advisors, who through their understanding of the new administration, survey the evolving regulatory and political terrain awaiting business.

Among other key areas of focus for the new administration, detailed in the annual preview: comprehensive tax reform; easing of the Environmental Protection Agency's coal rules; strict retooling of the country's immigration enforcement policies; and preparing for the future by investing in America's infrastructure.

Capitalizing on the Dentons 50 network, the Firm's full-service, 50-state public policy and advocacy network offering unrivaled reach and depth in state capitals, the guide also offers a breakout of state-specific issues including legalization of marijuana, pension reform, education funding and reform, transportation and infrastructure.





# Dentons announces Nextlaw Global Public Affairs Network

## **NEXTLAW** Global Public Affairs Network BY DENTONS

Dentons has announced the launch of Nextlaw Global Public Affairs Network, a worldwide network of public affairs firms. It will draw its membership from companies and organizations of all sizes that help clients shape government policy or public opinion through lobbying, public relations, advertising, grassroots organizing, grass-tops outreach, survey research and digital and social media.

Dentons serves our clients in the court of public opinion as well as the court of law. In today's media-centric world, this can often mean integrating cross-functional services such as legal representation and public affairs capabilities. By building a public affairs network, we expand our already strong public affairs offering to serve our clients rapidly and efficiently across the globe.

For us to serve our clients, we need knowledgeable professionals who understand the regulatory, business and economic cultures of their respective regions. This is why we have created both Nextlaw Global Referral Network and, now, Nextlaw Global Public Affairs Network. Our goal is to connect clients to the highest quality lawyers and public affairs talent around the world.

Nextlaw Global Public Affairs Network's technology platform will enable members to research the capabilities of other members easily, as well as featuring peer reviews. The network will charge no fees for public affairs firms that become members. It will allow for multiple members in a single market, with the intention of becoming the largest, most versatile network of its kind in the world.

The quality of members will be evaluated based on a number of criteria, including client feedback, independent third-party quality rankings, awards and accolades, recommendations by other members and unique practice or sector expertise.



# About Dentons

► Dentons is the world's largest law firm, delivering quality and value to clients around the globe. Dentons is a leader on the Acritas Global Elite Brand Index, a BTI Client Service 30 Award winner and recognized by prominent business and legal publications for its innovations in client service, including founding Nextlaw Labs and the Nextlaw Global Referral Network. Dentons' polycentric approach and world-class talent challenge the status quo to advance client interests in the communities in which we live and work.

dentons.com

## Our locations

