

Ally Law Works!

Izabella Żyglicka and Partners and WH Partners

AGM Introductions Lead to Long-Term Collaboration, Creation of Polish Gaming Desk

Ally Law's Annual General Meetings are more than an occasion to improve professional skills and knowledge. They are an opportunity to meet fellow delegates and establish relationships that can lead to long-term, rewarding collaborations. The creation of Malta member firm WH Partners' Polish Desk, with Poland member firm Izabella Żyglicka and Partners, is a perfect example how Ally Law works.

In 2014, at the Seattle AGM, Ewa Lejman-Widz (now a member of the Ally Law Executive Board and a partner at Izabella Żyglicka) meet Olga Finkel, co-founder of WH Partners. The two made an immediate connection, which was further solidified when the two took part in the Ally Law pilot program that led to the transformation of our network from the International Alliance of Law Firms into Ally Law. At future meetings, Ewa also met James Scicluna, the other co-founder of WH Partners.

As the business of both firms grew, they worked occasionally on joint projects. However, the real partnership began about two years ago, as WH Partners sought to expand its gaming practice in Europe. Based on the strong relationship the lawyers had developed, WH Partners established a Polish Desk and asked Ewa to take responsibility for international gaming clients in Poland and elsewhere in Europe.

Since the establishment of the Polish Desk, Ewa has traveled to Malta on a number of occasions to participate in industry conferences and work in person with the WH Partners team. She also appears on the WH Partners website, further establishing the value and strength of the relationship in the eyes of clients. The team holds standing calls every few weeks, works continuously to build their joint client base and marketing activities, and keeps both firms informed about new changes in the law.

As Ewa notes, "Such a quick, cooperative agreement would not have been possible without our prior acquaintance. Above all, thanks to the Ally Law meetings we got to know each other very well. This is sometimes the key: It is easier to work with people we already know and like."

For older and newer members alike, Ally Law's upcoming 2021 Virtual AGM will provide an opportunity to create similar, longstanding relationships. We encourage you to make the most of your participation in this event!