

THE LATIN LAWYER AND VANCE CENTER PRO BONO SURVEY

Welcome to Latin Lawyer and the Cyrus R Vance Center for International Justice's second joint pro bono survey.

In recent years the pro bono movement in Latin America has significantly increased overall awareness among corporate law firms of the importance of providing free legal advice to those who cannot afford to pay for it, yet the implementation of the practice – where the sentiment is backed up by large numbers of lawyers putting in the hours on a regular basis – remains a far larger struggle still. When compared to their counterparts in the US, where pro bono is institutionalised in firms and the concept has firmly taken root, Latin American firms cannot always dedicate the same level of resources – be they financial or in terms of sheer manpower – and the necessary infrastructure to make pro bono the norm is far from complete in most countries.

The need for pro bono legal assistance in a region where a huge proportion of the population is marginalised, where more than 160 million people live in poverty and often do not have access to basic human rights, including justice, is still enormous. Whether it is the representation of a victim of domestic abuse, taking on high-impact environmental litigation or helping civil society organisations navigate highly complex Latin American tax or labour legal regimes, there are countless ways in which law firms can make a difference to people's lives through pro bono.

Fortunately, there have been many lawyers across the region making admirable efforts in this regard for decades, but there is always room for more to take part and still some way to go before the practice resembles that in the US. This pro bono survey seeks to track

progress in Latin America and celebrates those who are leading the way in a field that has so much potential to make an important impact on the region's development. After several years of doing similar research independently, this is the second consecutive year that Latin Lawyer has joined up with the Vance Center to assess Latin American law firms' pro bono efforts by means of a combined survey that gives us greater reach.

Over the following pages, *Latin Lawyer* explores how the practice of pro bono is evolving and asks what can be done to advance the movement even further. This year, around 80 firms from 15 Latin American countries sent in submissions outlining their pro bono efforts over 2012. We will outline the results from this year's survey and see what progress has been made since 2011. In our analysis in the article "Gathering momentum" we address a number of issues, including the work done over 2012 and who it was done by, and how the pro bono environment has evolved since our last survey. We also consider the institutionalisation of pro bono around Latin America, with the aim of identifying trends in law firm behaviour and attitudes towards the practice. A sufficient number of responses from Argentina, Brazil, Chile, Colombia, Mexico and Peru allows us to take a closer look at the reality in those countries where we hear about significant developments from clearinghouse leaders and pro bono professionals in the feature "Stories of change". We also publish our list of Leading Lights, a group of law firms whose commitment to pro bono should be highlighted.

Latin Lawyer and the Vance Center would like to thank all the clearinghouses that helped in this research for their contributions.

Gathering momentum

It is almost six years to the day since the Pro Bono Declaration for the Americas was launched to promote access to justice and enable lawyers around the Americas to commit at least 20 hours per year to the provision of free legal services and substantial progress has been made since, but what are the realities among Latin American firms? **Marieke Breijer** investigates

Without identification, a life of social exclusion awaits. Education, a job, a driver's licence or benefits: these are all nearly impossible to obtain for those who are undocumented, who in legal terms simply do not exist. Unfortunately, such situations are still very much a reality for many people: in Latin America, UNICEF estimates that 2 million unregistered babies are born every year. Lawyers can play a role in helping such people appear on the system, as evidenced in Peru, where Miranda & Amado Abogados joined the effort to do something about it: by financing and structuring a first-of-its-kind legal clinic where Pontificia Universidad Católica del Perú law students assist people in obtaining the right identification. While there's currently only one clinic, Miranda & Amado is working with the university to broaden its coverage in the coming year by extending the clinic to all 13 of Peru's public universities.

This is just one example of how law firms are helping to aid the advancement of their society. In recent years, Latin American firms have also been seen helping to protect vital natural parks, assisting victims of authoritarian regimes to obtain justice, or taking on the necessary legal work to allow food banks to disburse basic sustenance to the poor.

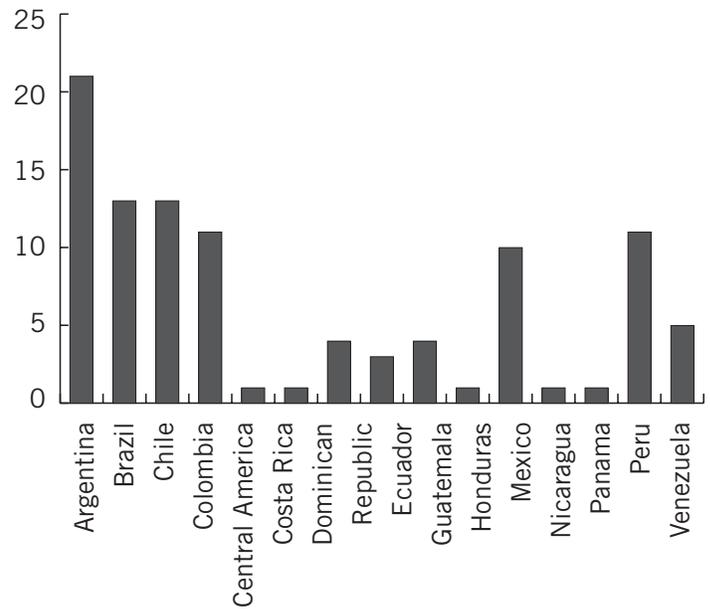
It would appear that the number of such projects being taken on by firms in Latin America is on the rise. A quick look at the data of this year's pro bono survey shows an early positive indicator of how firms' pro bono efforts fared over 2012: similarly to 2011, the majority of respondents (59 per cent) report that they did more pro bono in 2012 than in the previous year, while close to a third of firms said they had put in at least the same number of hours.

Alex Papachristou, executive director of the Vance Center, says the survey findings on the whole are consistent with the Vance Center's observations over recent years. "There is a clear, positive trend of a strengthening and spreading pro bono practice in Latin America," he says, adding: "More firms are engaging in it in a more systematic way; integrating it into their employment practices and into their business model."

For a start, the survey shows the number of firms signed up to the Vance Center's Pro Bono Declaration for the Americas (PBDA) is still increasing. Aimed at institutionalising the practice of pro bono across the board in the Americas, the Vance Center introduced the PBDA in 2008. Through signing the declaration, signatories commit to providing an average of 20 hours of pro

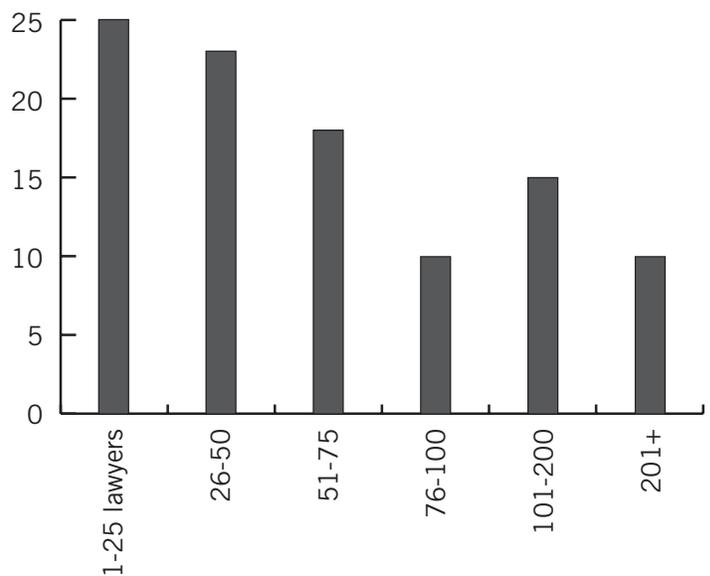
GRAPH 1:

Where we received responses from (%)

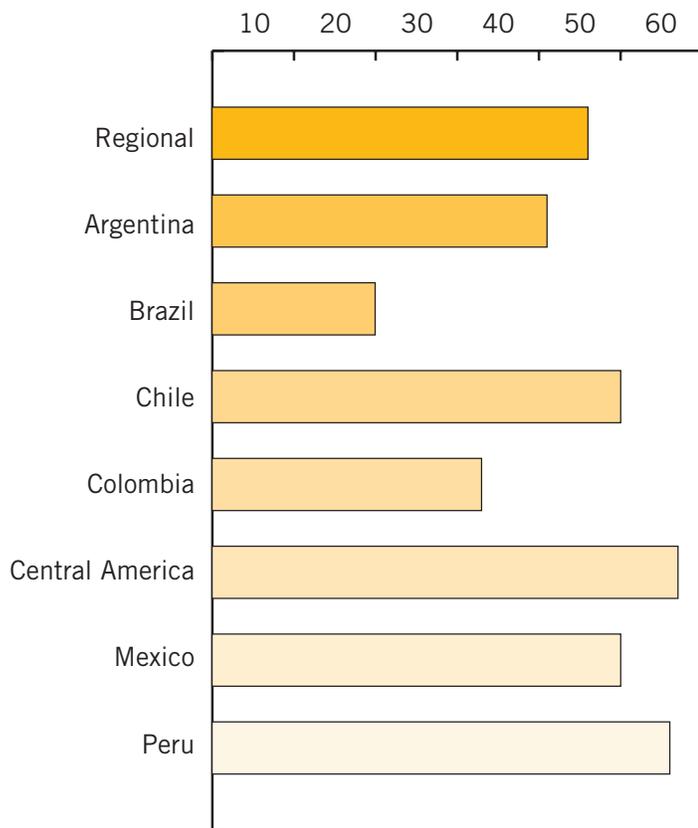


GRAPH 2:

Size of reporting law firms (%)



GRAPH 3:
Percentage of firms whose lawyers averaged
20 hours or 3 cases in 2012



bono work per lawyer per year. (At this point we should note that there are many firms that put significant effort into their pro bono practices despite not being a signatory to the PBDA, but it is nonetheless a useful tool for tracking progress.) Our survey shows that more firms see the 20 hours per lawyer commitment as a goal they want to attain and this corresponds to statistics provided by the Vance Center, which reports that seven firms signed up over 2011, followed by the addition of 15 more over 2012.

But signing the PBDA is just the first and perhaps the easiest hurdle to clear – firms then need to set about meeting those commitments. Taking the PBDA commitment of at least 20 hours per lawyer per year, or finalising at least three pro bono projects per year, as a yardstick for measurement, unfortunately we did not see an increase in the share of firms that attained this goal, although the fact that 46 per cent say they do – the same as in 2011 – is still positive. And, of course, as the volume of submissions and the sample of firms vary year on year the comparison will never be perfect.

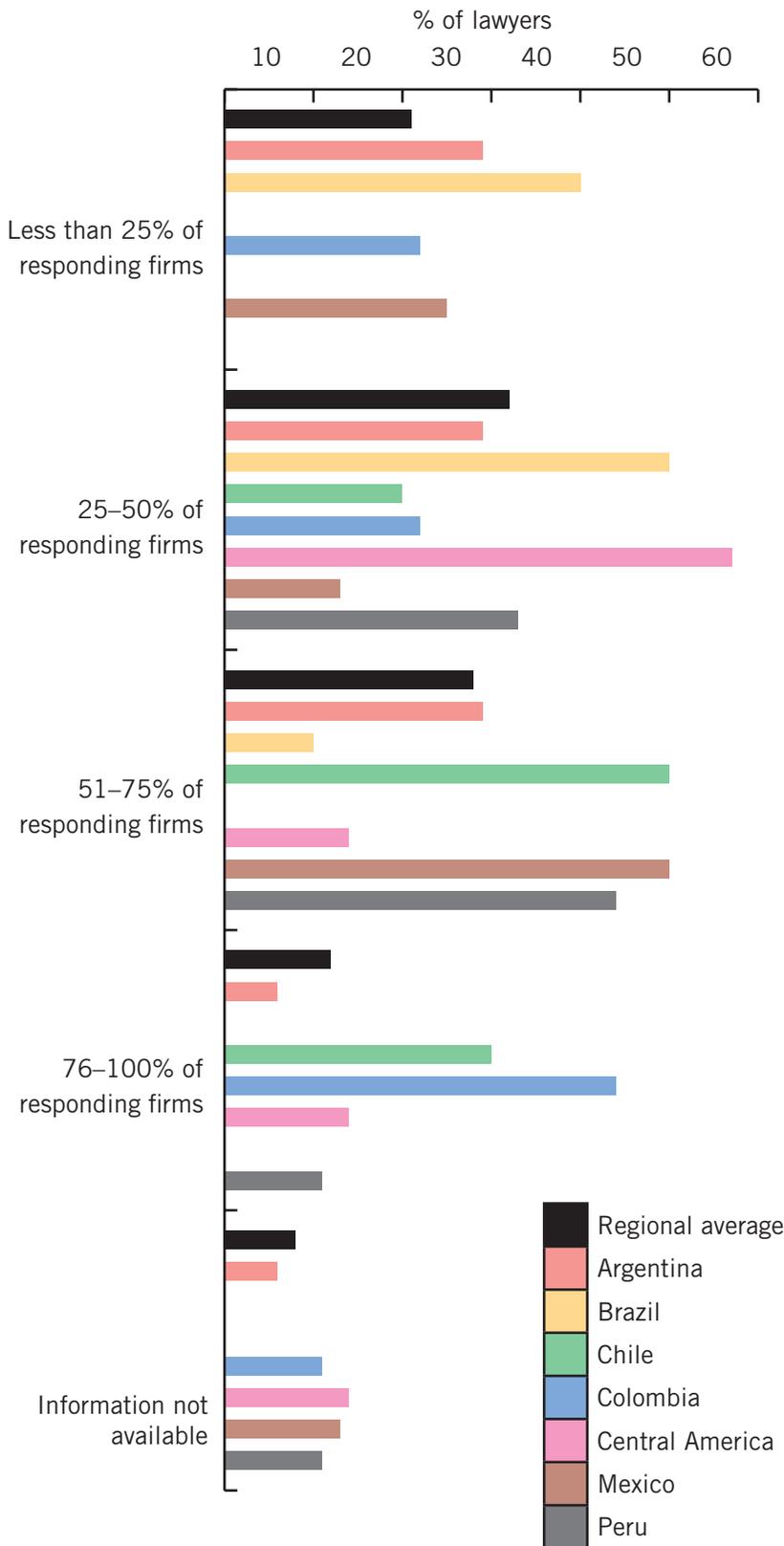
We also considered how much pro bono partners and associates are doing on an individual basis. Looking at the 2012 results on a regional level, the survey shows that within firms,

the share of lawyers that do pro bono has increased from the year before. This is an important indicator in estimating the level of institutionalisation of pro bono, firm-wide or country-wide: if the number of lawyers actively offering pro bono services is on the rise, there is reason to believe the practice itself is becoming more rooted in the firm and the legal market. From the responses, it is encouraging to see that the large majority of respondents report that they have increased overall pro bono involvement compared to 2011. Ideally, a large number of those lawyers would be at partnership level, as having a healthy share of partners actively taking part in pro bono sets the right example for the younger generations and helps foster the overall pro bono culture within a firm – thereby increasing the probability that associates will take it up and continue to do so when they make the partnership. According to the survey, roughly one-fifth of associates, and slightly fewer partners, surpasses the PBDA 20-hour benchmark. **Paula Samper**, partner at Colombia's Gómez-Pinzón Zuleta Abogados and board member of the country's Fundación Pro Bono, has long campaigned for partner participation and would still like to see more. "In my experience you can very easily find volunteers in the younger generations. They like it very much, but they do not feel they have the support of the partners. If more partners worked on cases, young lawyers would see it as an example to follow," she says.

The largest share of firms (27 per cent) said they completed more than 1,000 pro bono hours over 2012 as a firm. When breaking that down into projects, most firms dedicate their time to a handful of cases, with around one quarter of respondents indicating their hours were invested in one to five projects at most. At the opposite end, there are also firms that spread their hours over a fairly large number of projects; 15 per cent indicated they worked on 30 pro bono matters or more during 2012. Clearinghouses in Latin America testify that the number of projects being taken up is on the rise – for example Colombia's Fundación Pro Bono matched lawyers to 206 projects in 2012 compared to 161 the year before. The Instituto Pro Bono in Brazil states that its member firms and corporate legal teams completed 180 projects out of the 250 assigned over 2012. Not all such organisations are seeing such a high completion rate. Just one-tenth of the 130 cases received by Cidsep in Paraguay were completed.

These numbers give us some feel for the state of pro bono among law firms in Latin America, but do not give us the full picture as to how instilled the culture of pro bono is among firms. Latin American law firms' attitudes towards pro bono are still in a period of evolution, but advancements are being made each year towards the institutionalisation of the process. For example, our survey indicates that firms increasingly measure their pro bono efforts while the number of firms using a formal tracking mechanism is on the rise. Encouragingly, more firms appear to be taking pro bono activity into account in the overall evaluation of a lawyer's work: we recorded a rise of between 20 and 25 per cent in the number of firms that recognise lawyers' pro bono work, treat pro bono as billable hours and tie pro bono work to associates' salaries and career advancement.

GRAPH 4:
How many lawyers are doing pro bono in firms?



There are a number of factors to take into consideration when exploring these results. As it is a voluntary survey, we accept that we are likely to have received more submissions from firms that already do pro bono than those that do not, which could imply that these averages paint a more positive picture than the amount of work law firms across the region are doing in reality. We invite firms to self-report their pro bono efforts, but have to acknowledge that not all firms have the resources or the mechanisms to track pro bono work, which means the data may not be accurate. In Colombia, Samper reports it has been very difficult to get firms to follow uniform reporting procedures, and as a consequence, the foundation “does not have the certainty that the numbers from the law firms are accurate”, while sometimes firms do not report their numbers at all. One can assume that the situation is similar in other countries. In Mexico only very few firms have the mechanisms to measure their pro bono work, says Fundación Barra Mexicana’s **Alicia Merchant**, while the absence of a centralised clearinghouse further complicates the tracking of pro bono efforts on a national scale.

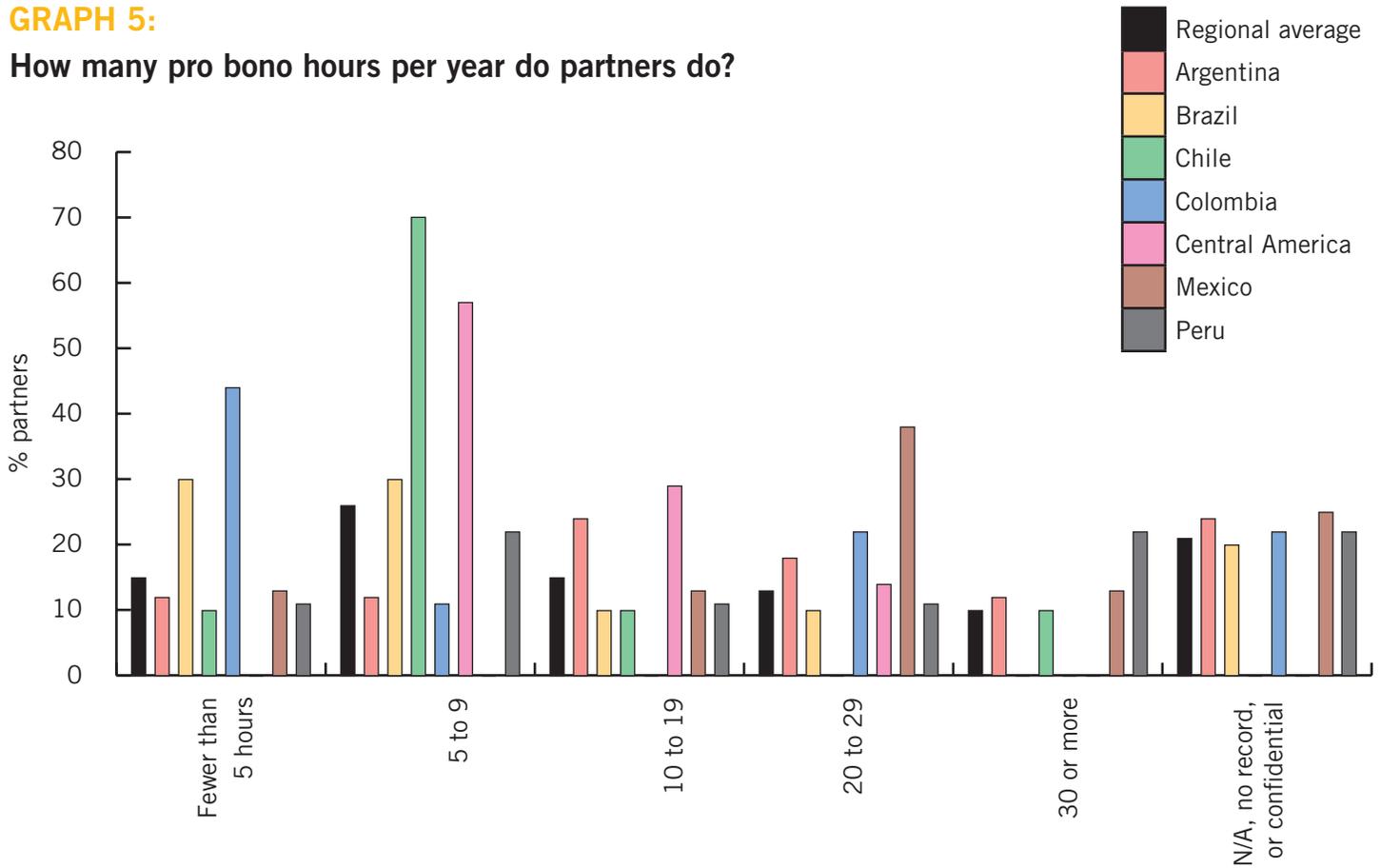
Not all firms have the same interpretation of what pro bono really constitutes, either. For these reasons, we accept that the results of the survey may not accurately depict the reality in Latin America’s legal markets. Nevertheless, we fully believe asking firms the same questions year on year allows us to identify important indications of trends and potential improvements of the system that should be shared with the wider pro bono community.

The Vance Center defines pro bono legal services as “those provided without a fee, or expectation of a fee, principally to benefit poor or underprivileged persons or communities or the organisations that assist them. Pro bono can include representation of persons, communities or organisations in matters of public interest who otherwise could not obtain effective representation. In addition, pro bono legal services can also benefit civic, cultural and educational institutions serving the public interest who otherwise could not obtain effective representation.”

The pro bono movement should be understood as a process where there is always room for improvement. Each year more and more firms join up to the initiative, which gives true cause for optimism, but there is still significant progress to be made and we hope that the momentum will continue. As Basham Ringe y Correa SC’s **Daniel Del Rio** puts it in his new role as head of the Mexican bar’s pro bono arm: “The machinery has been set in motion; it is time for the snowball to grow bigger and bigger as it rolls.”

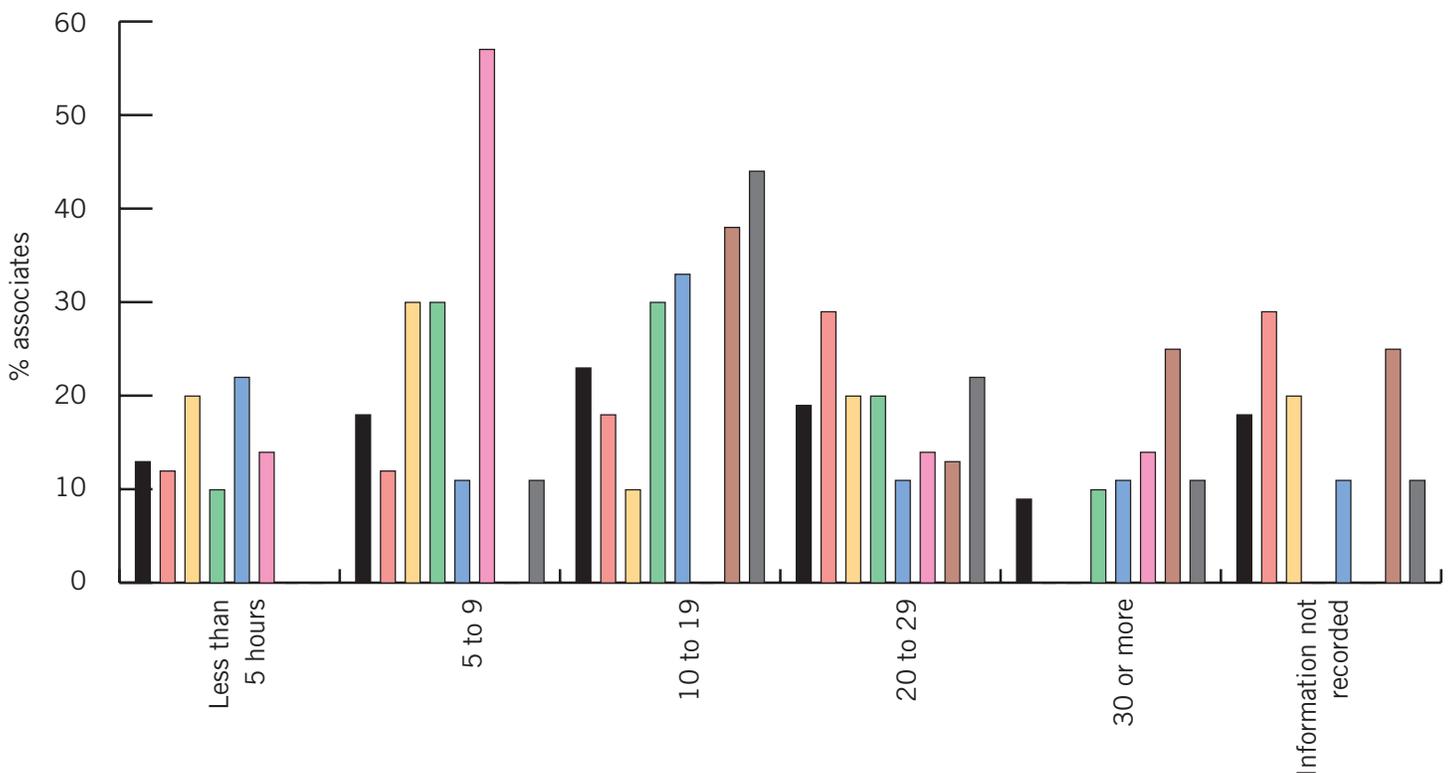
GRAPH 5:

How many pro bono hours per year do partners do?



GRAPH 6:

How many pro bono hours per year do associates do?



Stories of change

Barriers, opportunities, attitudes and organisation levels vary between legal markets, and many countries are going through hugely important, yet very different, stages of the evolution towards having a mature pro bono system. Clearinghouse leaders and lawyers known for their commitment to pro bono share their stories with **Marieke Breijer**

If all goes to plan, the future for pro bono in Peru looks bright. The Peruvian legal community has struggled to institutionalise pro bono in the past, particularly when trying to set up a clearinghouse. (An attempt a few years ago failed because of funding issues.) But in April 2013 a group of the country's law firms created the Alianza Pro Bono through which they are committed to providing financial support to local NGO Ciudadanos al Día (CAD), which has taken up the role of coordinating pro bono efforts as a clearinghouse would. Calling it the "alliance 2.0", **Todd Crider**, vice-chair of the Vance Center committee and partner at Simpson Thacher & Bartlett LLP, says the next phase for Peru is pivotal to transforming individual firms' efforts into a structural sustainable pro bono infrastructure. Noting that the country is still only in the early stages of creating its pro bono culture, **José Carlos Llerena Robles**, coordinator at CAD, explains that most firms are yet to familiarise themselves with what pro bono should entail, and adds that when firms source projects themselves, they can have these efforts certified by the clearinghouse to ensure they fit the right criteria for its definition of pro bono. Our survey indicates that lawyers were already doing a healthy amount of pro bono work in 2012 and with the new Alianza in place, the outlook is positive. **José Ugaz**, partner at Benites, Forno & Ugaz Abogados and board member at the Alianza, says some Peruvian firms continued to do pro bono work even without the system, but the Alianza has generated newfound enthusiasm among its founding firms, not least because it ensures each firm pays a contribution based on headcount and every member now has a junior lawyer in charge of coordinating pro bono work. "Things are radically changing in a positive way," he says. With all 18 member firms participating in projects, it is full steam ahead for the Alianza: Ugaz expects it to fully consolidate its position in the New Year, and maybe even add new members, either firms or corporate legal departments, which are currently not yet represented.

When taking up the role of president of the Mexican bar association, **Gabriel Ortiz** identified improvement of the local pro bono system as one of his main goals – making this the first time in the

history of the Mexican bar that pro bono has become a central topic of discussion. Basham Ringe y Correa SC's **Daniel del Río**, recently appointed as head of the bar's pro bono arm, Fundación Barra Mexicana, applauds Ortiz's initiative, which he says shows how the practice has gained real momentum. Our survey also produced encouraging results from Mexico, where 50 per cent of firms said their lawyers handled 20 hours or more in 2012 – up from 40 per cent in 2011. Furthermore, our findings suggest that a larger number of lawyers are doing pro bono within firms. This corresponds to what the Fundación has noticed in the market, where lawyers are "increasingly talking about their pro bono work", says **Alicia Merchant**, director of the Fundación, which provides some clearinghouse functions alongside another organisation, Applesseed. This is significant as the evolution of the Mexican pro bono culture has previously been held back by the legal community's tendency to keep their pro bono efforts to themselves, says del Río. Explaining that pro bono historically was (and often still is) driven by the work of individuals rather than by firms or national legal communities, he says "lawyers are not fond of sharing this information as part of their commitment to pro bono. Culturally speaking, one should not go bragging about how noble and good one is." Little by little, it seems the legal community is growing more comfortable in talking about pro bono and working together as a group.

In Brazil, the region's largest economy, firms unfortunately continue to face major impediments to providing legal services for free as they must operate under restrictions imposed by the Ordem dos Advogados do Brasil (OAB), the country's bar association, which explains why the majority of Brazilian firms responding to our survey report such low levels of engagement among their lawyers. While the legality of pro bono remains in flux, the Instituto Pro Bono reports that only four of its 45 law firm members and one of four corporate legal department members make financial contributions, which vary from US\$2,000 to tens of thousands of dollars per organisation. Nevertheless, there are signs that the situation might soon change. In June 2013, the OAB created a special commission to investigate pro

bono regulation, with a view to creating a potentially more liberal standard national rule. The bar also issued a preliminary injunction at the same time that allows the provision of free legal services to individuals across Brazil. (Previously the provision of free legal services to non-profit institutions was already allowed in two states, São Paulo and Alagoas.) While such developments are encouraging, the Instituto's executive director, **Marcos Fuchs**, stresses that only a final resolution from the OAB can end the uncertainty over the issue and so allow the practice of pro bono to truly flourish.

Argentina and Colombia both have fully functioning clearinghouses and pro bono is certainly on firms' radar. Our survey results imply that the share of firms where lawyers reach the benchmark 20 hours or three pro bono projects decreased in both countries over 2012, but those numbers don't necessarily reflect the reality. In Colombia the clearinghouse reports a significant spike in the number of projects that were completed over the course of 2012. The sophistication with which the Colombian clearinghouse tracks its member firms' work has proved beneficial for measuring progress, while in a further positive development funding for the clearinghouse increased from 2011 to 2012, with 19 out of the 24 member firms making a financial contribution – up from 16 in 2011. (All respondents in this survey said they help fund the organisation – US\$4,380 each on average.) “Economic support is a very good indicator that they believe in this project and that they are committed to it,” says **Juliana Amaya**, director of Fundación ProBono Colombia. “We need to improve a lot more in the institutionalisation but we think money is the first step.”

Even in countries where there is funding, clearinghouses often struggle to get by with the resources they have and usually organise further fundraising efforts throughout the year to meet their needs. Responsible for the vetting and distribution of pro bono cases, as well as certifying firms' further pro bono efforts around the country, the clearinghouses often have a very small number of staff, yet face a mountain of work. So financial contributions are necessary to keep the system alive, and the good news is that our survey results suggest that more and more firms in other countries realise this.

In Argentina, there are plenty of positive developments to mention too. According to **Martín Zapiola**, institutional relations coordinator of the Pro Bono Commission and partner at Zapiola Guerrico & Asociados, progress can be seen in the fact that the majority of member firms have pro bono coordinators now; the foundation's members include a wide variety of firms, large and small, and there is good interaction with law departments at some of the countries' biggest universities to help consolidate the pro bono movement in the country. Not only that, the organisation says it never receives any complaints about financing, even when it needs to increase contributions. “The attitude around financing is putting your wallet where your principles are,” Zapiola says. Our survey suggests Argentine firms contribute US\$2,576 annually on average to the commission, which sets a mandatory annual fee and a voluntary monthly fee that “each of the law firms pay religiously”, Zapiola confirms.

The country that has had a comparatively mature pro bono system for some time is Chile, where our survey results confirm the commendable effort put in by the country's firms. The endeavours

of Chile's Fundación Pro Bono and law firms' recognition of the synergies that an organised team effort creates serve as an example for other Latin American legal markets in many ways. Chilean firms score the highest in terms of how many of their lawyers provide free legal services: compared to last year, 30 per cent of the country's business law firms see anywhere between three-quarters and all of their lawyers doing pro bono, while another 50 per cent indicated that at least half of their lawyers are involved in the practice. In total, Chilean firms say half their lawyers – mostly associates – are providing 20 pro bono hours or more. The development of pro bono cannot be measured by the involvement of lawyers and the number of hours invested alone. There is also an ingrained understanding among law firms that their funding of the local clearinghouse plays a vital role in the efficiency of the overall system, and, according to our survey results, firms on average each pay US\$8,160 per year.

We had sufficient responses to our survey from Argentina, Brazil, Chile, Colombia, Mexico and Peru to measure progress made in those six countries as indicated by the graphs on page 18 and 19, which is why we focused on those here, but pro bono is a reality across Latin America and there are examples of extraordinary efforts made by clearinghouses and lawyers in countries throughout the region. A mention should go to the efforts of those at the clearinghouse in the Dominican Republic, which has been putting in commendable work towards raising awareness. Meanwhile, Cidsep in Paraguay still faces the uphill challenge of raising support among large law firms and has serious difficulties in raising funds. Cidsep coordinator, **Mónica Cáceres**, says most of the legal work is handled by independent lawyers, although she says more law firms are slowly becoming aware of the organisation's work.

Now, as Latin American countries are going through important phases in their respective pro bono institutionalisation processes, a new regional effort is emerging. The Vance Center and Chile's Fundación Pro Bono are in the early stages of developing a network to support all participants in the regional pro bono system in successfully carrying out multi-jurisdictional pro bono projects.

While it is too early to present anything specific, the Vance Center's **Alex Papachristou** says that the initiative currently centres around “a consensual process where we have a common commitment, common objective and common engagement in decision making”, to structure a robust network for multi-jurisdictional pro bono coordination and cooperation. Cross-border projects are not only very attractive to law firms (not least for the exposure they bring); they also provide a forum for the exchange of knowledge and experience. Zapiola welcomes the idea, stating that the region is at a stage where pro bono needs to grow up, and emphasises the importance of pro bono players interacting with each other.

Even though the Vance Center recognises that the majority of pro bono work is and should be local, it knows there is significant benefit to be had in sharing best practices between jurisdictions; further cooperation in cross-border pro bono matters can only reinforce the movement's progress. “There are important stories unfolding locally, and through this network we're trying to advance what's happening on a Pan-American basis,” says Todd Crider.

Winning over firms, and lawyers

While advancements are made year on year, the biggest challenge for those committed to pro bono is to keep the flame alive. **Marieke Breijer** asks how to build enthusiasm and ensure the practice of pro bono does not get overlooked

Six years into the Vance Center and Fundación Pro Bono Chile's pro bono initiative for the Americas, its impact has been felt most in instilling the spirit of pro bono in the mindset of the majority of the corporate legal community throughout the Americas, says **Antonia Stolper**, Vance Center committee vice-chair and partner at Shearman & Sterling LLP.

Firms understand how they can actively contribute to the well-being of their respective countries and that being a front-runner in pro bono is expected of any firm wishing to compete among the country's best legal outfits.

By assuming their social responsibility, lawyers can create a seismic change in the way their countries operate, says Basham Ringe y Correa SC partner **Daniel del Río**. "Lawyers are very fortunate to understand how their country operates, and within each one of them there is a potential change maker, if they have the determination to do so."

Among the game changers is Gómez-Pinzón Zuleta's **Paula Samper**, who, determined that pro bono should remain on the law firms' agenda, has made personal visits to various firms in Bogotá over the years to reiterate how much of an impact their lawyers can have if all of them – partners and associates alike – contribute time to helping those in most need of free legal services on an annual basis.

Pro bono practitioners identify the same obstacles regardless of where they are based, the biggest of which is a lack of firm-wide awareness. Participation would increase across all levels if firms took more steps to improve awareness of pro bono efforts within their institutions, but multiple interviewees for this piece indicate that despite improvements this is still patchy at best.

Lawyers and pro bono coordinators speak of instances where thriving pro bono programmes collapsed because the one or two enthusiastic lawyers in charge of pro bono decided to leave. This ties into whether or not firms adequately recognise their pro bono coordinators, and whether the hours these lawyers put in are treated as billable. If not, a lawyer might think their career advancement would be threatened by spending so much time on organising non-billable work, which in turn could lead them to either give up on pro bono, or indeed on the firm. In these cases, firms are back to square one, and it requires tremendous effort from the firms and their

clearinghouses to get the practice back up and rolling, let alone advancing to the stage where the existence of a firm's pro bono practice is no longer endangered by the departure of a single lawyer. Fundación ProBono Colombia's **Juliana Amaya** thinks that too few law firms recognise the role of the coordinators and pro bono providers and suggests that the hours lawyers contribute to such roles should be treated as billable. "These kinds of things make the difference between understanding pro bono work as a favour, and understanding pro bono work as corporate social responsibility," she says.

Each lawyer has to feel that their efforts to give something back to the community are valued by the firm; or, as Argentina's **Martín Zapiola**, institutional relations coordinator of the Pro Bono Commission and partner at Zapiola Guerrico & Asociados, puts it, that pro bono and billable work are two sides of the same coin.

Ensuring that individual lawyers remain enthusiastic about pro bono or a particular case keeps pro bono coordinators busy. Zapiola says finding out what makes lawyers tick helps to increase their participation. "Sometimes [lawyers] have a child with a disability [...] others have adopted children, and so they get involved in these issues," he says, though admits that such "dating agency" connections require a lot more work.

In Chile, Fundación Pro Bono president and Barros & Errázuriz Abogados managing partner **Pablo Guerrero** says the foundation tries to introduce new programmes and topics of interest each year. Recent initiatives include – as in Argentina – law schools being involved in the bottom-up approach to promoting the importance of a pro bono culture among the country's young legal minds, and the clearinghouse holding an annual, high-profile awards dinner for firms.

Such initiatives, combined with clearinghouses that receive the necessary support and the continuous engagement of law firms and their lawyers, will enable the process to move forward. Like Samper, Shearman & Sterling's Stolper is relentless in her work driving Latin America's pro bono movement, and this is reflected in her approach to bringing firms on board: "I never give up on anybody," she says. "For those who haven't signed up I never stop talking to them about it and that yields positive results."

Leading lights

As last year, we have selected 50 Leading Lights from our survey respondents, celebrating law firms whose efforts towards pro bono during 2012 stood out. The list consists of firms that we feel deserve to be put in the spotlight thanks to their contribution to the development of a pro bono culture in Latin America.

Several factors played a role in drawing up this list. These include firms' answers to the survey with regards to institutionalisation of the practice and examples of their recent pro bono cases. We also asked for feedback from clearinghouses and other pro bono professionals where possible and considered the development of firms' pro bono practices if they participated in last year's survey, as well as further research.

While this is by no means an exhaustive list (for a start it only mentions firms that participated in our survey), we hope it will give readers an idea of the efforts that firms across Latin America are taking to provide free legal services to those in need.

Of course, it should be noted that simply participating in this survey demonstrates awareness among all participants of the need for pro bono and each one had interesting developments to report. We hope that all respondents will continue to advance their pro bono practices and come back to us to report their efforts in the years to come.

Leading lights of pro bono

- Albagli Zaliasnik
- Alessandri Abogados
- Ayala, Dillon, Fernandez, Linares & Chavero
- Baker & McKenzie – Latin America network
- Barrera, Siqueiros y Torres Landa
- Barros & Errázuriz Abogados
- Basham Ringe y Correa SC
- BLP
- Brigard & Urrutia Abogados
- Brons & Salas
- Bruchou, Fernández Madero & Lombardi
- Carey
- Central Law Honduras – Medina, Rosenthal & Asociados
- Claro y Cía
- Consortium Centro América Abogados
- Delmar Ugarte Abogados
- Demarest Advogados
- Estudio Beccar Varela
- Estudio Bullo – Tassi – Estebenet – Lipera – Torassa Abogados
- Estudio Juridico Vivanco & Vivanco
- Estudio Olaechea
- Estudio Willa Abogados / Consultores Tributarios
- García Sayán Abogados
- Gómez-Pinzón Zuleta Abogados
- Grasty Quintana Majlis & Cia
- Jones Day (Mexico)
- Lazo, De Romaña & Gagliuffi Abogados
- Levy & Salomão Advogados
- Lloreda Camacho & Co Attorneys
- M & M Bomchil Abogados
- Marval, O'Farrell & Mairal
- Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados
- Miranda & Amado Abogados
- Morales & Besa
- Morgan & Morgan
- Noguera, Larraín & Dulanto
- Pérez Alati, Grondona, Benites, Arntsen & Martínez de Hoz (h)
- Pinheiro Neto Advogados
- Posse Herrera Ruiz
- Prias Cadavid Abogados
- Raggio & García Mira
- Rodrigo, Elías & Medrano Abogados
- Rubio Leguía Normand
- Sánchez DeVanny
- Silva & Cía
- Siqueira Castro Advogados
- Von Wobeser y Sierra SC
- Yataco Arias Abogados
- Zang, Bergel & Viñes Abogados
- Zapiola Guerrico & Asociados

Latin Lawyer and the Vance Center would like to thank all of the firms that took the time to complete the survey. We list all of the participants below with the exception of a small number of firms that requested their participation to remain anonymous.

Argentina

- Alfaro Abogados
- Allende & Brea Abogados
- Baker & McKenzie (Argentina)
- Brons & Salas
- Bruchou, Fernández Madero & Lombardi
- Del Carril, Colombres, Vayo & Zavalía Lagos
- Estudio Beccar Varela
- Estudio Bullo – Tassi – Estebenet – Lipera – Torassa Abogados
- Estudio O’Farrell Abogados
- Estudio Willa Abogados / Consultores Tributarios
- Fontán Balestra & Asociados
- M & M Bomchil Abogados
- Marval, O’Farrell & Mairal
- Pérez Alati, Grondona, Benites, Arntsen & Martínez de Hoz (h)
- Raggio & García Mira Abogados
- Zang, Bergel & Viñes Abogados
- Zapiola Guerrico & Asociados

Brazil

- BKBG
- Demarest Advogados
- Koury Lopes Advogados
- Levy & Salomão Advogados
- Lobo & de Rizzo Advogados
- Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados
- Pinheiro Neto Advogados
- Siqueira Castro Advogados
- TozziniFreire Advogados
- Trench, Rossi e Watanabe Advogados (associated with Baker & McKenzie)

Central America

- Consortium Centro América Abogados

Chile

- Albagli Zaliasnik
- Alessandri Abogados
- Barros & Errázuriz Abogados
- Carey
- Claro y Cía
- Grasty Quintana Majlis & Cia
- Morales & Besa
- Noguera, Larraín & Dulanto
- Silva & Cía

Colombia

- Brigard & Urrutia Abogados
- Duarte García & Asociados
- Duran & Osorio – Abogados Asociados
- Gómez-Pinzón Zuleta Abogados
- Lloreda Camacho & Co Attorneys
- Posse Herrera Ruiz
- Prias Cadavid Abogados
- prietocarrizosa

Costa Rica

- BLP

Dominican Republic

- Central Law Dominican Republic – DMK Lawyers
- Headrick Rizik Alvarez & Fernández
- Jiménez Cruz Peña

Ecuador

- Estudio Juridico Vivanco & Vivanco
- Paz Horowitz Robalino Garcés

Guatemala

- Arias & Muñoz
- Central Law Guatemala – Díaz-Durán & Asociados
- García & Bodán

Honduras

- Central Law Honduras – Medina, Rosenthal & Asociados

Mexico

- Baker & McKenzie (Mexico)
- Barrera, Siqueiros y Torres Landa
- Basham Ringe y Correa SC
- Celis Aguilar Álvarez y Asociados
- Jones Day (Mexico)
- Sánchez DeVanny
- Santamarina y Steta
- Von Wobeser y Sierra SC

Nicaragua

- Central Law Nicaragua – Molina & Asociados

Panama

- Morgan & Morgan

Peru

- Delmar Ugarte Abogados
- Estudio Echeopar, a member firm of Baker & McKenzie International
- Estudio Olaechea
- García Sayán Abogados
- Lazo, De Romaña & Gagliuffi Abogados
- Miranda & Amado Abogados
- Rodrigo, Elías & Medrano Abogados
- Rubio Leguía Normand
- Yataco Arias Abogados

Venezuela

- Ayala, Dillon, Fernandez, Linares & Chavero
- Mendoza, Palacios, Acedo, Borjas, Páez Pumar y Cía