

## International law firm associations: Global reach without the need for merger

*“Not just any firm can join MSI... a screening process gives member firms a high level of confidence when referring a matter to another firm.” Michael Hendler*

**For Maryland law firm Adelberg, Rudow, Dorf & Hendler, joining MSI had everything to do with the common goals of its member firms and the collegiality between them. Attending a members meeting prior to deciding to join gave the firm confidence that MSI members were looking for the same things as them: to expand and provide better quality service to clients.**

When you ask Managing Member Michael Hendler what distinguishes Adelberg, Rudow, Dorf & Hendler, LLC from any other mid-sized, Maryland law firm, he talks about the quality of attorneys, the personal levels of service and the ability to serve clients in virtually any jurisdiction in the world.

So what gives this Maryland law firm, which just celebrated its 80th anniversary, the ability to service clients from Berlin, Maryland to Berlin, Germany? The answer is MSI, an international association of independent legal and accounting firms which, like Adelberg, have found a cost effective way to provide quality representation to their clients on a global basis.

Like other law firms which do not have a worldwide network of offices, Adelberg needed to provide quality, cost effective representation to its clients outside of Maryland. “We have been around a long time, we have a strong culture and merger with a larger firm was not something we

wanted,” says Hendler. The solution came when the firm was approached by MSI.

“The more questions we asked about MSI, the more we liked the answers,” explains Andrew Radding, who heads Adelberg’s white collar criminal defense section.

Those answers revealed a few key points. First, not just any firm can join MSI. Before being invited to join, a firm goes through a thorough screening process. Additionally, MSI limits membership to one firm in each geographic area, ensuring a level of collegiality and openness which would be impossible among competing firms.

Before finalising the decision to join, the firm attended MSI’s Americas Regional Meeting in Dallas: “The seminars were productive and informative, and we found MSI to be a group of professionals just like us, looking for opportunities to expand their practice and provide quality service to their clients,” reported Rudow. Shortly after, Adelberg joined MSI, and the results have spoken for themselves.

“The ability to send an email to an attorney in the United Arab Emirates, and get a prompt response in English was invaluable to both our firm and our client,” explains Jerald Lurie, who heads Adelberg’s business and corporate section. The firm has also received referrals - Rudow successfully handled a complex Maryland tax matter referred in by another member.

Adelberg views its membership as a strong marketing tool, particularly for its expanding construction, business and litigation practices, where clients often need legal services outside of Maryland. MSI resources allow the firm to be confident the needs of clients

will be met in any jurisdiction, with the same level of personal service and quality clients have come to expect from Adelberg over the past eighty years.

**Country:** USA

### Member firm profile

Adelberg, Rudow, Dorf & Hendler, LLC is a broad-service law firm dedicated to promptly performing high quality legal services on a cost effective basis. The firm is committed to providing practical and innovative solutions to the increasingly complex legal issues facing individuals and businesses in today’s environment on local, state, and national levels.

The firm’s clients are representative of a wide spectrum of businesses, institutions, and professionals, and include manufacturers, food processors, wholesale and retail sales organizations, real estate developers, contractors, financial and banking institutions, municipal governments, non-profit organizations, and medical, dental, legal and accounting professional service groups. The firm also has an extensive family law practice dealing with divorce, marital property, custody, visitation, child abuse, and other domestic problems.

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