



## DEFINITION OF A USLAW REFERRAL

USLAW NETWORK defines a referral as:

- Any paid fees from work referred directly by a lawyer in a member firm to another member firm;
- Any paid fees resulting from a client sending work directly to a USLAW member firm as a result of a meeting at a USLAW-sponsored event, including national conferences, organization-supported industry/trade association events, fly in meetings, and regional get-togethers;
- Any paid fees resulting from a recommendation by a USLAW member attorney to a non-member firm who in turn retains another USLAW member based on the recommendation;
- Any paid fee resulting from referrals by a former USLAW member;
- Any paid fees resulting from work obtained through a collaborative client "pitch" opportunity introduced by a USLAW member firm to another;
- Any paid fees resulting from work generated by USLAW's marketing and business development activities, including industry/trade association sponsorships, communication vehicles (magazine, radio, web site, etc.);
- Any paid fees resulting from USLAW's relationship with TELFA, our European network partner;
- Any repeat work from clients referred above.