

## **MY ADDED VALUES FOR YOUR ENTERPRISE**

1. Profound knowledge of global companies' legal needs thanks to 7 years of high level experience as In-House (BBC BROWN BOVERI) & General (KÜHNE & NAGEL) Counsel and 18 years as 'external in-House counsel'-attorney at law
2. Insider 'flair' for the French mentality (Geneva "avocat" since 1977, in Zurich since 1980)
3. Education & practice as USA (California) attorney at law
4. Education (LL.M.) & broad experience in "International Business Transactions"
5. Generalist, specialized in International commercial law & Family Office Matters
6. A front man & „deal maker“:
  - a. Strong determination (*We shall leave no stone unturned*)
  - b. Overall effective negotiator with convincing talents (*Ice-breaker*)
  - c. Showing authority without acting authoritatively (*Success thanks to all*)
  - d. Positive thinking (*There is always a practical solution*)
  - e. Prevention seeker (*reaching compromise is even better than winning battles*)
  - f. Eloquent speaker & communicator (*No message without a road-map*)
  - g. Pragmatic analyst & strategist (*like planning a chess strategy*)
  - h. Enthusiastic team player (respecting non-legal aspects & others' opinions)
7. I do think & act globally & as bridge-builder between:
  - a. the French & German parts of Switzerland
  - b. Switzerland & the rest of the world: multicultural practice in G, E, F
  - c. the „Civil“ & the „Common“ legal systems
  - d. the “corporate” world & the legal+regulatory community
8. Showing flexibility, creativity & willingness to move towards stated goals of corporate management
9. Showing entrepreneurship, eager to help open new markets
10. Legal problems should rather be prevented than fought
11. Efficient team-player working well with specialists in other fields
12. Never say 'no', but 'preferably find yes in a different way'
13. Law is the solution, not the problem
14. Law is only one dimension of business, a lawyer should also take risks
15. Diversity & debating ideas in friendly dialogues are always enriching
16. I do bring in a lot of energy.