

GALA AMERICAS

MINUTES OF THE REGIONAL MEETING

May 4, 2007
Chicago, IL

- The meeting started at 9.30 am. With the following persons:
 - JAIME ANGELES: REPUBLICA DOMINICANA
 - HILDA MONTERROSO – GUATEMALA
 - GEORGE MOORE – COMMONWEALTH
 - GUILLERMO RIVAS – CHILE
 - GENEVIEVE MARCOTTE – CANADA
 - SILVIA RICO – PUERTO RICO
 - VALDIR ROCHA – BRASIL
 - RICARDO DUARTE – COLOMBIA
 - RAMIRO GUEVARA – BOLIVIA
 - DOUGLAS WOOD – USA
 - ROBERTO AROCHI – MÉXICO
 - URI WEINSTOK – COSTA RICA
 - DAMASO PARDO – ARGENTINA
 - RAFAEL ZERBINO – URUGUAY
 - JULIAN BENDAÑA – NICARAGUA
 - MLDLVF - PANAMA
- The new member from Panama, MLDLVF introduced himself.
- No comments regarding any change of the order or issues in the agenda.
- Publications:
 - Damaso provided an article to Ricardo Antequera.
 - It is important that everybody be aware of deadlines, name of publications, and to whom must be send the articles for publications
 - There was a consensus to make a list of the available publications, the deadlines, the type of each one the publications, the language. This list will be posted at the website (members only section) and Stacy will send reminders to each one in order to provide the articles.
 - We have 3 different opportunities for publication, we do not need any other publication. Thus, we will need only each article and the cooperation of the members.
 - IDEAS FOR TAKING ADVANTAGE OF THE PUBLICATIONS: No more else.
- NEW MEMBERS:
 - PERU: Uri already interviewed the following 3 candidates:
 - Carlos Fernandez Davila: medium size firm. He is very interested. Involved in patents. His partner, Rosa Bueno: very involved in free trade agreement.
 - Duani Cresalka: very involved in copyrights.
 - Damaso recommended RODRIGO ELIAS
 - Valvir will recommend another person.

It was agreed on that deadline until the end of June in order to receive the applications.

- HONDURAS: there is no member (Mejia y Asociados the previous member but they decided to drop). Mejia y Asociados never pay fees but at this moment Mejia y Asoc. mentioned there are again interested again in back to the Association.
Uri will contact in order to coordinate Mejia y Asoc. returns to the Association.
 - EL SALVADOR: Suggested the following names:
 - Roberto Romero: Arochi will follow up
 - Luis Guandique: Uri will follow up
 - Espino Nieto: Guillermo will follow up
 - OTHER COUNTRIES:
 - Cuba: Damaso will follow up.
- PERFORMANCE:
 1. Rules of GALA: attending of meetings and payment of the annual fees. Also, it is very important the representation of one person from the firm, and this person must be someone relevant in the organization. It is very important the response in time, good English, it is important the participation of each one of the members.
 2. There is a procedure if there is some kind of disappointed or specific situation with another member, the most important issue is talk with the person and contact Uri asking for his intervention in the name of GALA.
 3. Formal removal of a member requires the unanimous vote of the regional members.
 - 4. SPECIFIC CASES:
 - a. Damaso volunteer to contact the specific case of ECUADOR
 - b. Valdir mentioned the case of PARAGUAY because the law firm is represented by different persons in each meeting. Roberto will contact Hugo regarding this case on Paraguay.
 - c. Valdir also mentioned the case of USA and CANADA. the rules must be follow for all the members. Thus, each one must attend to the meetings (you must attend to the Global – every year; and to the Regional - every 2 years at least).
 - 5. COFFE BREAK.
 - 6. REFERRALS:
 - a. Evaluation:
 - i. Valdir mentioned that they received referrals in connection with other areas not only regarding IP.
 - ii. Arochi requested discounts, or a special fee for GALA members.
 - iii. Uri suggested the best available fee from each one of the member.
 - iv. Damaso suggested in each specific case or situation to request the discount thus, case by case.

- v. Douglas suggested a preferred rate for GALA members in each particular project, whatever that rate may be for each member.
- vi. Duarte suggested the best preferred rate or quotation for the specific case.
- vii. Julian suggested not only low prices, high qualities of the work. Discount for volume but the clients also appreciate the quality of the work.

APPROVED: The best available rates working case by case. Thus, general obligation of preferred rate for GALA members. Any member who need another discount must be feel free to contact the GALA member and request another price.

- b. Other matters than just IP or advertising.
 - Uri mentioned he always used a GALA member as his first choice.
 - Douglas mentioned that its not always it is possible to send all the cases to GALA member.

There was a general consensus that GALA members must be your first choice of any matter if it is possible. In each case it is important to take into consideration each firm, each case, and the situation in connection with that specific case. Thus, depending of each organization it is important to promote GALA members within the organization. Also, it is important that each member provides information regarding potential clients or potential new members of GALA and to collaborate with other member in order to put in contact another member of GALA with that company or potential client.

- c. PARTICIPATION IN OTHER MEETINGS:
 - i. George mentioned PTMG meeting in October.
 - ii. George also mentioned ECTA meeting in June.
 - iii. George also mentioned APAA.
 - iv. Douglas mentioned AIPPI, in terms of academic is very high profile.
 - v. Damaso mentioned MARQUES meeting in September.

The general view of the regional group was that it is a good idea to participate in this kind of conferences. The suggestion of George is a panel or advertising in each one of these conferences. Stacy will coordinate a survey in order to know each one of the next conferences and the person who attend to each one as well as the place of meetings; and cost of each one.

D. HOW TO GENERATE MORE WORK?

- a. Procter & Gamble. Ricardo Antequera will coordinate a seminar or panel with one member of GALA in Venezuela. Although Valdir did not agree to compromise his presence and the resources of the firm in cases where it is not clear if we are going to get some work out from the seminar, most of the regional members agreed on reviewing which one are the companies target in each country, coordinate if it is possible to call and organize a presentation of the members of GALA. In case by case

and if it is possible each one of the members will cooperate and try to participate.

- b. Advertising legal cases and create noise about that matter. The articles published in the magazines of GALA must be also published in other media.
- c. Coordinate works with the local authorities in each country (example CONAR; and / or advertising agencies associations.)

E. INTERNSHIPS PROGRAM

- a. Damaso suggest that GALA promote an internships between GALA members.

NEXT MEETING

The next meeting this year will be in Bogota before the ASIPI meeting. Colombian member offered to organize a seminar.

Next year the regional meeting will be at INTA Leadership.

Also was approved than we will have one meeting during ASIPI and the next with INTA.

END OF THE MEETING AT 1.00 PM

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