

PRIVATE CLIENT TEAM OF THE YEAR

Macfarlanes

WINNER MACFARLANES
John Rhodes

Under the inspired guidance of John Rhodes, Macfarlanes' prestigious private client practice has gone from strength to strength in 2002. The firm has gained some superb new clients and has considerably increased its turnover during the year.

Macfarlanes acts for many high-profile families and, because of its corporate strength, is exceptionally attuned to the needs of entrepreneurial private clients – the best-known being Richard Branson. Private client work – encompassing tax planning, trust structuring and probate work – has always been a key focus of the firm, and the past year has seen the department reach new heights.

With four new partners being made up in the last eight years, the firm's commitment to its private client practice is clear. Private client work is becoming ever more international, and Macfarlanes'

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practice reflects this, with more than half of its work containing an international element. The firm has a strong tradition of secondments and



Macfarlanes partner John Rhodes (right) accepts the award for private client team of the year from Eric Barnett of SG Hambros

recently sent members of the team to Bermuda and Switzerland.

All seven partners in the department are held in very high esteem for their expertise in all aspects of private client matters.

> RUNNER-UP WRIGLEYS

Ann Duchart and Matthew Wrigley

Wrigleys' simple yet inspired approach to client service makes it a thoroughly deserving runner-up. Since its inception in 1996, the firm's philosophy has bucked a trend in the legal profession and proved highly popular with its old-money client base.

Leeds-based Wrigleys formed in 1996 as a breakaway from what was then Dibb Lupton Broomhead (now DLA). From the outset, the firm

eschewed large marketing and entertainment budgets. It took client service back to basics, with one secretary per fee-earner, and maximum, rather than minimum, monthly billing targets.

Combined with the first-rate expertise of the firm's partners, the results were phenomenal, with an average of 32% growth in turnover every year since its inception. Wrigleys now boasts 13 partners, nine of whom are fully involved in private client work. Further services, such as advice on the diversification of farming, have developed over the last few years to cater for the needs of the firm's traditional client base. Wrigleys now attracts high-value clients from all over the country. **LB**

HONOURABLE MENTIONS

Lawrence Graham Andrew Young

Lawrence Graham's brand new deal to become exclusive legal services provider to one of the leading global private banks is typical of the firm's dynamic approach to private client work, and will have a big impact on the turnover of the practice. Since joining the firm in 1997, partner Andrew Young has driven the private client team forward relentlessly, and ensured its high status within the firm. Lawrence Graham has ambitious foreign expansion plans for the year to come.

Ozannes, Guernsey St John Robilliard

Ozannes' partner St John Robilliard deserves high praise for his performance in *Alan Stuart-Hutcheson v Spread Trustee Company Ltd*. His victory not only

scored a coup for his client, but created groundbreaking new law which will be advantageous to beneficiaries worldwide. The case formed part of ongoing litigation and related to the disclosure of documents. It established new beneficiary rights to view the accounts and minutes of underlying companies being used by trustees. This litigation will have repercussions for offshore trusts based in around 20 jurisdictions all over the globe.

Wilsons Peter DP Fitzgerald

Wiltshire boutique Wilsons' long-term commitment to traditional private client work for old-money clients has earned it an outstanding reputation. The firm has seen solid growth over the last five years – with two new partners in the last two years bringing the total to six – and considerable client wins over the past year.



a winning partnership

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PRIVATE BANKING