

November 13, 2009

# KEY PARTNERS AWARDS

SFBJ | 09



## ESSENTIAL PARTNERSHIPS

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**BUSINESS  
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# KEY PARTNERS AWARDS

SFBJ 09

## LAW: INTERNATIONAL BUSINESS

### WINNER | CLAYTON L. PARKER

Partner, K&L Gates  
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#### PREVIOUS POSITIONS

- Morgan Lewis & Bockius
- In-house counsel, Storer Communications
- Coopers & Lybrand

#### PERSONAL NOTE

■ Parker has caught more than 100 sailfish and marlin from all over the world.



No matter where Clayton E. Parker might find himself in the world, he will make himself available. That's his mark of an effective Key Partner – especially one practicing in international business. For this, Parker relies on his team, which is both experienced and works with a “solution-oriented approach to achieve the best results” for his clients.

Parker's practice concentrates primarily in corporate, securities and international law, particularly in Latin America and the People's Republic of China. This includes representation of corporations, partnerships and joint

ventures, asset and stock acquisitions and dispositions, employment issues, commercial lending, mergers, compliance, antitrust, copyrights, licensing and leasing agreements, reorganizations, director and officer representation, franchising, private placements, public offerings and proxy contests.

Parker credits as his mentor his father – a caring father and dedicated lawyer who was passionate about the service he gave to his clients. In his years of practicing international law, Parker has learned that the way to become a Key Partner is to work as if the client is your partner and “take a genuine interest in your client's business. It is very important to physically go the client's offices and spend time getting to know the client's business and personnel.”

### FINALIST | JOE ASTIGARRAGA

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#### PREVIOUS POSITIONS

- Head of International Litigation and Arbitration, Steel Hector & Davis
- Bailiff, Circuit Court

#### PERSONAL NOTE

■ “I went to college and law school at night while working full time by day,” Astigarraga says. “Thanks to the help of my family, my wife, my then-boss, Judge Don Stone.”

Why would a client perceive Jose Astigarraga as a Key Partner? “Because I care,” he surmises. One client reported to Chambers Guide to Leading Lawyers that Astigarraga is “always looking ahead and protecting [the client] from future consequences.”

Though many have helped him along the way, Astigarraga cannot name any mentors. He cites a finding from the book “Outliers” that most successful people can trace back their success to people and events in the course of their lives.

“I have had a lot of helping hands along my way,” he says, crediting his success to others around him.

“My partners and I founded this firm 10 years ago with a team-oriented philosophy,” he says. “We seek to foster a ‘we-oriented’ culture as opposed to a ‘me-oriented’ culture. That's very important when doing work as stressful and taxing as litigation. If you're in a firefight, you want to know that everyone around you is covering your back.”

“I care deeply about my work and the clients who give me the opportunity to do something I so thoroughly enjoy,” he says. “If you have that as a driver, I could see that clients might regard you as someone they want helping them.”

### FINALIST | CARLOS GONZALEZ

Partner, Diaz, Reus, & Tang LLP  
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#### PREVIOUS POSITIONS

- Litigation associate in two national firms
- Assistant public defender in the appellate division of the Miami-Dade County Public Defender's Office

#### PERSONAL NOTE

■ Gonzalez is fluent in Spanish and Arabic, and conversational in Mandarin Chinese.

Carlos F. Gonzalez believes three attributes make him a Key Partner.

First, he is timely.

“In this competitive market, there is no room for delay,” he says.

Second, he is accessible. And third, he is cost-conscious.

“I understand that companies are engaged in significant, across-the-board cutbacks to protect their bottom-line,” he says. “For every dollar my clients spend on legal services, it is up to me to make sure that they receive significant value.”

His advice for other Key Partners would be something Gonzalez learned early on: Clients don't like to wait, and want their dollar to buy the wisdom of a trusted adviser.

“Balancing these two goals – timeliness and insightful analysis – is a challenge, but the rewards are high,” he says. “Clients will come to trust you and will always turn to you first.”

Finally, Gonzalez believes in turning to colleagues for help.

“Even if you are not able to service the client directly, they will appreciate the time and effort you took to refer them to the most skilled attorney for their particular needs,” he says.

## LAW: LITIGATION

WINNER | LEON GONZALEZ

late Henry Latimer.

stems from ongoing relationships – even after

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