

Business of Law

Two law firms form strategic alliance through merger

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By: Alana Roberts

Two Miami law firms have agreed to a strategic alliance to expand the immigration services they offer to international corporate and litigation clients.

Diaz Reus and Cordero & Associates will continue to operate independently under the alliance and share clients.

Luis Cordero, a former Holland & Knight partner and founder of Cordero & Associates, will become of counsel to Diaz Reus.

The 38-lawyer Diaz Reus offers international litigation, white collar and corporate transactional services.

Cordero & Associates is a boutique immigration and consular law firm with six attorneys.

Both firms have foreign offices. Diaz Reus is in Bogota, Colombia; Caracas, Venezuela; Frankfurt, Germany; and Dubai, United Arab Emirates. The firm is in the process of opening an office in Shanghai, China.

Cordero has offices in New York, Washington and Buenos Aires, Argentina. Cordero said his firm would merge the office it shares with another firm in Caracas into Diaz Reus' office there.

Michael Diaz said the alliance allows both firms to assess whether they want to further merge their operations.

"I've found that to be a very effective way to incorporate someone into the firm," he said.

Carlos Gonzalez, a Diaz Reus partner, said the firm wants to offer more in-depth immigration services, and Cordero said his firm's immigration clients often need advice on tax and other corporate law and white collar issues.

"When I bring a client into the U.S. and I do their immigration planning, I don't just tell them I can get you X visa. I need to counsel them on issues related to money laundering and transactions while they're doing business in the U.S.," Cordero said.

