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Today we're going to meet Joseph Weinrauch, member of the Israel Bar Association, established in Tel Aviv and Netanya. Just to introduce him: he has been practicing as a lawyer for more than 35 year and is a Member of Will's Club of Honour. He speaks fluently English, Hebrew and German.



Joseph Weinrauch, Managing Partner WILL

Something about you...

I was born in Munich, Germany, September 2 1964. Then I moved to Israel and attended the Faculty of Sciences, Department of Mathematics and Physics at Hebrew University of Jerusalem for two years (1982/1983); but then I understood I strongly wanted to become a lawyer. So I attended Law Faculties at Bar Ilan University, Israel – LLB from 1983 till 1986.

And after graduation?

I had one year of Apprenticeship during 1986 at Department of the Tel Aviv District Attorneys, then one year (1987) at a Tel Aviv Law Firm. Since 1987 till 2005 I've been Lawyer and professional Manager at Law Firm, dealing with Trusts, legal council on financial settlements, Bankruptcy and winding-up, Defence Litigation on behalf of bank institutions and provided in the early 90's Assistance on planning and development of IT-program specialized for Lawyers. Since 2006 I established my own law firm: as soon as I established my own firm I started immediately to develop a work-process in a paperless environment, as I understood that future was now!

An interesting curriculum...

In addition to what I told you, I was member of the board of Commercial Company of the town of Hadera, President of the parental council at my children's school and Vice President of the parental council of the town of Hadera since 2001 until 2006. And last but not least, I've been appointed as representative at the public commission for employment of lawyers by state and also as Supervisor for the Israel bar Association on legal trainees

What are your branches of activity?

Vienna
Warsaw
Washington
Zagreb

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My branches of activity are Bankruptcy and winding up Civil and Commercial law; I'm legal council for companies in fields of production, development, IP and services.

During many years of experience I've been handling numerous cases for clients, in diverse legal fields, such as Law of Inheritance and Private Trust Management, with eyes wide open on international Laws as this Generation of heirs is encountered with multi national legal situations and the exchange of information between different countries is absolutely necessary.

I am court appointed Trustee in Insolvency proceedings and also practice Law of Insolvency and Liquidation of Companies: often the customer must deal with a situation of insolvency of the counterpart. But, on the other hand, the debtor often faces the consequences of an economic failure and needs to rehabilitate his life. I provide legal services to collect debts from insolvent debtors, but also support debtors undergoing economical rehabilitation.

You once told me that you also practice public law...

Yes: sometimes clients must deal with problem about licencing their activities by public offices, public organizations, municipalities, the local commitee for planning and building and others. As lack of proper compliance to the law, can lead to criminal or semi-criminal charges against the clients, I assist them in order to avoid such situations and defend them in Court against State or other governmental agencies.

What's your approach to clients?

My policy is to be out of the air-conditioned offices, to do the extra mile to find a solution for my client, to seek witnesses, documents, experts, all needed to find relief for my client and to present him/her the case in the upmost professional manner, also in front of a foreign judge.

At the bottom line, I'll do my best to assist my client in this complex arena, to safeguard from risk and to bring my client to safe harbour.

You joined Will as one of the first: why have you taken this decision?

I was the second lawyer on the globe, that our founder approached. He discribed to me his VISION and I understood immediatly that WILL gives me the opportunity to make real on of my deepest conviction: that it is fundamental to assure the best legal advice and assistance to clients, being internationally connected with colleagues covering different jurisdictions, countries, languages and tradition.

Being a member of Will makes me able to bring solutions to my client in legal problems in foreing countries. I can achieve this goal with my dear colleagues from Will, with their experience and cooperation. I know each one of them from our joined activities, chats, presentations and workshops. As the client is comfortable working with the laywer from his own country, this lawyer will feel comfortable to have a professional dialogue with a foreign lawyer located in the country where the case takes place.

We, at Will, know each other well: together we make a great team.

You have been recently appointed as Will Managing Partner!

The new role as Will Managing Partner will give me the opportunity to help developing the organization, taking care of the non financial activities of Will in coordination with the two great colleagues and friends of mine Dr Enrica Maggi, CEO of MB Law Chain GmbH, and Adv. Marco Buscema, the founder of Will.

I'm going to improve the general structure with the help and suggestions of all the members of Will, also setting up a regulation to harmonize between the different affiliaters who have leading position and affiliates and others, also appointing them to specific tasks or groups.

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 Wellington
 Zurich

I will do my best to engage all of my dear colleagues in the vision of WILL by us reaching 2,000 affiliates that supervise 20,000 professionals in their firms and we start by reaching 500 affiliates in one year!

At this opportunity, I want to thank especially to our group leaders, presidents, ambassadors and regional leaders. I anticipate to work with each one of them closely in order to reach our common goals.

TOGETHER we are an organization that is extraordinary in the legal market and brings lots of opportunities to our affiliates and also our clients.

We thank Joseph Weinrauch for this meaningful overview of his activity and his life. He's really a lovely person, not only a great lawyer: have a 121 with him!

Interview by **Giulia Perri**