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# Building Relationships Based on Trust, Shared Goals and Transparency

Carlos Pinto de Abreu e Associados is a boutique law firm in Lisbon and Oporto. Following their success in the AI Global Excellence Awards 2018, we profiled the firm and spoke to Carlos Pinto de Abreu who provided us with a detailed insight into the dynamic law firm.

Since their inception, Carlos Pinto de Abreu e Associados have accumulated an exceptional level of expertise and have built a strong connection with local partners to help them support their clients from different nationalities and backgrounds.

Carlos Pinto de Abreu e Associados' team of five partners, nine attorneys-at-law, eight trainees, twelve consultants and five other collaborators, provides a high-quality level of service to their clients. Currently, there is a demand for a special relationship between a lawyer and its client, that relationship is one of confidentiality, trust, comfort, and proximity. This is one of the reasons for the existence of this noble and ancient profession and for Carlos Pinto de Abreu e Associados' success. Going into further detail, Carlos begins by informing us of the services Carlos Pinto de Abreu e Associados' offers and the clients that they serve.

"Here at Carlos Pinto de Abreu e Associados, we focus on people. Through our accumulated expertise and our local and international partners, we are able to support clients from different nationalities. The work of our attorneys-at-law is innovative, challenging, unique and unrepeatable. As such, each case is a different one which means it needs a specific diagnosis to be made and a different therapy to be applied."

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It is no secret that behind every successful company is a dedicated, truly passionate, team of individuals who work collectively to ensure that they achieve the firm's overall mission which is the best interest of the client. When discussing the internal culture, Carlos is keen to highlight the significant role the team play in the overall success of the firm.

"Our team has a strong academic and professional background which allows us to deal with all the contingencies faced by our clients in different areas of expertise. In addition to this, our individual competences and



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characteristics, such as excellence, resiliency, dedication, our desire to face new challenges and to develop new skills is what makes our team so well succeeded."

Bringing the interview to a close, Carlos signs off by reflecting on what it means to provide legal services, as well as revealing the exciting plans which lie in the pipeline for firm, especially following their recent success in AI's Global Excellence Awards 2018 where they were rightfully awarded the accolade Most Outstanding Human Rights Law Firm 2018 – Portugal.

"Providing legal services is not a mere provision of services, a commercial or self-interested act. It is much more than that. That is why in our law firm we give priority to our client's interests. The added value of our services lies within the prompt response, the anticipation of problems, the prevention of risks, the usefulness of our advice, the quality of our assistance and the effectiveness of our defence.

"Moving forward, we are now in the midst of strengthening the European and International Criminal area, as well as investing in the European and International Civil and Family areas. Additionally, we are considering the growing necessity to develop global businesses and enterprises, since we are committed to supporting our clients in such proceedings, namely the establishment of cross-border businesses and partnerships."