

FLI LATAM REGIONAL CONFERENCE 2026

Santiago, Chile | June 11–12, 2026

Host Firm: Carey

Meeting of FLI Members & Correspondents from across LATAM and North America

ABOUT THE CONFERENCE

Join First Law International's LATAM and global member firms for a strategic gathering in Santiago, Chile, hosted by Carey.

With partner firms representing jurisdictions across Latin America and beyond, this event will bring together a diverse group of legal leaders for participation-driven sessions focused on regional investment dynamics, innovative cross-border delivery models, and practical growth strategies within the FLI Community.

Spanning two days, the program is designed to balance rigorous strategic alignment with unique opportunities for informal networking, from a traditional Pisco Sour cocktail workshop at the welcome reception to dinner at the Club de Golf Los Leones, concluding the event.

ABOUT THE HOST FIRM

Carey is Chile's largest law firm, widely recognized for its market-leading expertise across corporate, finance, litigation, regulatory, and international matters. The firm is frequently engaged alongside global counsel on complex, cross-border mandates, including M&A, project finance, regulatory advisory work, dispute resolution, and multi-jurisdictional structuring.

The firm is particularly known for its integrated, business-oriented approach, combining deep local knowledge with international standards to deliver practical and strategic legal solutions. Carey

consistently ranks among top-tier firms in global legal directories and plays a key role in supporting clients navigating the Chilean and broader regional legal landscape.

In recognition of its longstanding engagement and contribution to the FLI Community, Carey is one of FLI's longest-standing member firms and has recently been appointed to the FLI Board, represented by Alberto Cardemil, partner of Carey and co-head of the firm's Natural Resources and Environmental Group.



Thursday, June 11

WELCOME RECEPTION



Time:
18:00 – 21:30



Location: Carey Offices
Isidora Goyenechea 2800, 43th floor, Las Condes, Santiago

PROGRAM

As you arrive in Santiago, we kindly invite you to join us for an opening Welcome Reception. The conference will open with a joint Welcome Session led by FLI and Carey leadership, setting the tone for the days ahead.

An interactive Icebreaker Session will follow, encouraging participants to connect early and establish a dynamic, open atmosphere for discussion.

The program will then transition into a Cocktail Workshop, where attendees will work to master the preparation of Chile's traditional Pisco Sour.

This hands-on experience is designed not only to introduce a cultural element, but also to foster teamwork, build connections, and stimulate informal conversation.



Friday, June 12

STRATEGIC WORKSHOPS & PARTNER-FOCUSED SESSIONS



Time:
09:00 – 09:30

> Opening by FLI HQ & Carey

Host introduction, highlights of the meeting objectives, key themes, and the importance of cross-border collaboration within FLI.



Time:
09:30 – 10:30

> LATAM Reality Check: Keynote

This opening session provides a deep dive into the economic and legal climate across the region, including investment dynamics, regulatory risk and market constraints, and cross-border opportunities.

Speaker: Felipe B. Larraín

Director of the Latin American Center for Economic and Social Policies (CLAPES UC), Professor of Economics at Pontificia Universidad Católica de Chile, and former Minister of Finance of Chile. He holds a Ph.D. in Economics from Harvard University and is widely recognized for his contributions to economic policy, academia, and public service.



10:30 - 11:00

COFFEE BREAK



Time:
11:00 - 12:30

> Breakout Session: Building a Regional Offering

Working groups led by subject matter experts, focused on strengthening cross-border collaboration and identifying current practices, challenges, and opportunities for joint development.

> Business Development as a Community of Fellow Investors

Chair: Daniel Casares-Lauritsen,
COO & Head of Corporate Development, FLI HQ

Topics include:

- Intra-network referrals
- Transforming informal connections into a platform or business





Time:
11:00 - 12:30

> Service Innovation and Differentiation

Chair: Danil Olenev, Global Projects & Innovations, FLI HQ

Topics include:

- Adapting legal offerings to evolving client expectations
- Enhancing the collective FLI value proposition through coordination, specialization, and complementary capabilities



Time:
12:30 - 13:15

> Networking Lunch

Informal opportunity to connect with peers and discuss insights from the morning sessions. (In case of dietary requirements, please contact FLI HQ.)



Time:
13:15 - 14:00

> Client Perspective Session

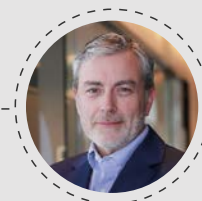
Interactive interview led by Orlando Casares, CEO of FLI, with:

Gonzalo Smith

General Counsel of Falabella, one of Latin America's largest retail and e-commerce companies. He leads the company's legal function across the region and has extensive experience supporting complex business operations, governance, and strategic decision-making.

Discussion topics:

- Client expectations
- Selection criteria
- Pain points when working with international law firms



Time:
14:00 - 14:30

> FLI HQ Presentation

Overview of the most recent FLI developments and the 2026 roadmap.



Time:
14:30 - 16:00

> Best Practice Labs:

Participants will rotate through three high-impact, interactive labs designed to foster peer-to-peer knowledge sharing and practical problem-solving.

• **Business Development & Client Capture**

Evaluating proactive strategies to win and retain international mandates by leveraging the centralized FLI model.

Chair: Patricia Silberman, partner at Carey



• **Alternative Billing & AI Impact**

A deep dive into evolving service models, value-based pricing structures, and the tangible impact of AI on legal delivery and firm margins.

Chair: Francisco Carey, partner at Carey



• **Talent Acquisition & Retention**

Addressing the challenges of a modern workforce, including flexible working models and retaining top-tier talent in a competitive globalized market.

Chair: Francisco Arce, partner at Carey





Time:
16:00 – 16:45

> Plenary: Key Takeaways

Collaborative roundtable discussion evaluating the event's core outcomes.
Participants will share insights on successful session dynamics and identify opportunities for refining future regional meetings.

Chair: Alberto Cardemil, partner at Carey



Time:
16:45 – 17:00

> Closing Remarks

Summary of key takeaways, next steps, and a look ahead at upcoming initiatives and opportunities within FLI in 2026.



Friday, June 12
CLOSING DINNER



Time:
19:00 – 21:30



Location: Club de Golf Los Leones
Avenida Presidente Riesco 3700, Las Condes, Santiago

PROGRAM

The event will culminate in a formal closing dinner at Club de Golf Los Leones, offering a distinguished setting to bring the program to a close.

It will serve as a fitting finale to the program, combining high-level networking with an informal atmosphere designed to strengthen connections across the group and leave participants with lasting impressions of the discussions and collaboration achieved throughout the event.



KEY CONTACTS



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