



## The ALFA Advantage for BPJ Clients

For at least a dozen years, the lawyers at Burch, Porter & Johnson have known exactly whom to call when a client has a legal need outside of Memphis and Tennessee, thanks to the firm's membership in ALFA International, the premier global network of independent law firms.

"Our ALFA membership is a great benefit to our clients," said Doug Halijan, the firm's contact partner with the ALFA network. "If you need a lawyer outside of Memphis – say, in Des Moines or Albuquerque – we've got lawyers and law firms in jurisdictions all over the U.S. and around the world who we know we can recommend." Likewise, the firm receives referrals from trusted partners when their clients are looking for representation in Memphis.

Originally begun as a network of primarily insurance defense litigators, ALFA International has expanded into all major practice groups, including business litigation, corporate transactions, labor and employment, construction law, insurance, intellectual property, products liability, transportation and trucking law, professional liability, real estate, retail and hospitality, and workers compensation.

Halijan recently participated in a panel discussing intellectual property issues at ALFA's annual International Client Seminar in California. He is also scheduled to speak on trademark and "gray market" issues at an ALFA forum later this year in Arizona. Member Molly Glover is scheduled to speak at ALFA's Insurance Roundtable later this year on insurance coverage issues.

Only one firm can be ALFA-affiliated in a given market. Great care is taken in selecting firms for membership, with heavy reliance on input from clients, other ALFA firms, and professional organizations. There are 80 U.S. firms affiliated with ALFA, with 70 more around the world.

"BPJ is uniquely suited to ALFA membership," said Halijan, because of the firm's size and because of its high-achieving attorneys across many practice areas.

"It's a built-in network," he said. "We have contacts in every major market in the U.S. and around the world because of ALFA."

Do you have a legal matter in another state you think might benefit from an ALFA connection? Call Doug Halijan or any BPJ attorney at 901-524-5000.



**Burch, Porter & Johnson, PLLC**  
130 North Court Avenue  
Memphis, TN 38103  
901.524.5000 | [www.bpjlaw.com](http://www.bpjlaw.com)