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Looking Out For Your Financial And Accounting Interests In A Fast Changing World

CLIENT PROFILE

Chan Law Group:

The Little Mouse That Could and Did

Thomas Chan has never been afraid of taking on the big boys. Chan and his Chan Law Group, L.C., filed the first antitrust lawsuit against Bill Gates and Microsoft seven years ago, and he won!!

"You will find my name in all of his biographies," Chan said. "But you won't find it in his autobiography. I send him Christmas cards, but I never get one back."

After winning a reported \$5 million to \$6 million for its client, the Chan Law Group received accolades from the press and the legal community.

"Everyone said, 'How did such a big company lose to a little mouse company?'" said Chan, who relished the characterization. "We were small, but we always work to find creative ways to play the game. We are very aggressive."

The firm is aggressive both in the courtroom and in



Thomas T. Chan

recruiting new attorneys.

According to Chan, the firm seeks only attorneys who rank in the top 10 in their field.

"We have to have people who think differently," said Chan, who added that his firm operates under one very simple principle: To provide clients with legal services that are 10 percent higher in quality and deliver it for 10 percent less than the competition.

Thus far, the strategy has worked.

Chan said his firm, located in downtown Los Angeles, is now the nation's largest Chinese-American-owned firm, representing a host of international clients and specializing in litigation, acquisitions and mergers, intellectual property rights and Pacific Rim trade.

The burgeoning Pacific Rim market is a particularly

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Chan Law Group

successful segment of the firm's business, according to Chan.

"We help U.S. companies go overseas and invest money and we help Asian companies come here to buy real estate. When we started, we did not have a single Asian client. Now, the overwhelming majority of our clients are Asian, and these are clients you don't have to steal from other lawyers -- they're new to the market."

But Chan is not limiting his firm's outreach to Asia.

"You can't just sell to one segment of your business," he said. "We are not really a Chinese firm. We have blacks, Latinos, whites. We reflect the community in which we do business. We hire only the best and the brightest. I don't believe you can provide the best service by being huge; we'd rather provide the best quality service."

"Our goal is to be one of the top 10 firms in Southern California -- some people believe we are already there." ■

We'd Like to be of Service to Someone You Know ...

Yes, we are accepting new clients. We are a growing firm, and we appreciate your referrals.