



# Member of the Year – Finalist



Colman Coyle

COMMERCIAL LITIGATION & ARBITRATION //  
UK – ENGLAND

**Howard Colman**  
Managing Partner, Colman Coyle, UK - England

+44 (0) 20 7354 3000  
howard.colman@colmancoyle.com  
irglobal.com/advisor/howard-colman

## How you have promoted IR Global internally, to your clients and a wider audience?

We make a strong point of ensuring that IR is promoted internally. All of our fee earners know that this should be the first port of call if they need any overseas lawyers. They are asked initially to check with my Partner, Oksana or me as often we may know an individual within a particular jurisdiction but, if not, we will then use the IR website to try to locate someone who can assist.

We regularly update internally regarding our work with IR so that all of the firm are familiar with this.

So far as clients are concerned, we ensure that we have regularly coverage on social media and, in addition, our clients receive a quarterly newsletter where our work with IR features strongly.

## What is a unique contribution you have made to the development of IR in the last 12 months?

I have always believed that one of the best ways to encourage referrals and indeed a strength of IR, is through the social side. I was the first to start pre-conference dinners which have now become such a feature.

Prior to the London conference, I organised, with João Valadas Coriel and Michael Parkinson, a welcome party at a Spanish restaurant in London for around 100 people. This was the first opportunity we had all had to get together post-pandemic and it was very well received by everyone who attended.

We also recently sponsored the conference in Washington DC which was a great opportunity to increase our exposure to the US market.

Even more recently, I arranged to invite a group of Members from around the world to attend as guests at the Royal Enclosure at Royal Ascot and I think it is fair to say that everyone really enjoyed their time there.

There is also a serious side to the social activities. I am a strong believer that one of the greatest strengths of IR Global is the personal connections which members develop. This enables us to make referrals with added confidence as in many cases we know the member concerned rather than just having to rely upon a list of names in a directory.

## What does your IR Global membership means to you and your business?

IR Global Membership is very important to us. Some years ago we set out to expand our international work

and IR Global has been at the forefront of our business planning.

We have developed specialised international desks and this enables us to attract both clients and staff. It also increases our profile even with clients who may not have any need at present for any international assistance.

A good example is that our two most recent trainees have both come with strong international links. Cosima who is English by birth but was brought up in Italy speaks fluent Italian. Charlie studied law with Spanish and spent a year in Valencia as part of his degree.

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## What are your future plans for the development of your IR membership?

Having added Oksana Howard to the Membership a few years ago, I am pleased to be introducing Adam Palmer as a Rising Star at the Barcelona conference this year. Adam works in my team and has helped on a number of international cases. He is excited to be attending the IR annual Conference in Barcelona and becoming part of IR. It is likely that, going forward, other members will aspire to join as well as many of our team have international backgrounds.

## Referrals During 2022

Howard has shared referrals with numerous IR members across the globe, including members located in the UK, Europe and the U.S. on a variety of subjects. He has participated in a diverse range of inbound referrals, including those from members located in South America, China, Germany, UAE, Latin America and Israel.

## The View from IR

Howard and his firm Colman Coyle joined IR in 2011 and he is one of our longest serving members, having attended more conferences than any other member! In that time he has been prolific in promoting IR and its members' expertise to his clients. Known as the IR 'social secretary', Howard has brought together members from across the globe to social occasions at the events, an important aspect of membership.

In the last 12 months, Colman Coyle have made a significant contribution to the success of the group by always making a strong point of ensuring that IR is promoted internally, where their fee earners know that IR Global members should be the first port of call if they need any overseas lawyers.

The firm has also incorporated colleagues to the group in recent years expanding the Colman Coyle footprint within the group to huge success.

Their ongoing referral activity is a strong part of their submission, with a significant amount of referrals made or received via IR Global in the last 12 months. Howard and Colman Coyle continue to build many strong, successful partnerships within the group, including through specific strategic collaborations.



**Ross Nicholls**  
Business Development Director