



## AWARDS



### LANE NEAVE ACHIEVES EXTRAORDINARY RESULTS AT 2008 NEW ZEALAND LAW AWARDS

2008 has been a banner year for Lane Neave, and the firm's achievements have been recognised with an unprecedented number of trophies at the prestigious New Zealand Law Awards in November.

The firm was nominated in twelve different categories. While this was a great achievement in itself, it was then converted into a record haul of five awards:

Banking and Finance Law  
Corporate and Commercial Law  
Employment Law  
Litigation and Dispute Resolution Law  
Property Law

The firm also received a runner-up placing as New Zealand's best mid-size law firm.

The awards are an industry highlight in New Zealand as it is the only event that recognises excellence in legal services according to feedback from clients. The process involves a questionnaire that collects a wide range of data from clients.

With over 2,000 client votes, each category was then judged on a range of criteria from this information. This included a firm's ability to provide proactive, effective, timely and strategic advice, show a genuine understanding of the client's business, work in a timely, cost-effective manner and deliver commercially pragmatic solutions. Lane Neave was described by voters as providing, *"sound advice and tips through a minefield of potential problems" and being "very experienced, professional... and great value"*.

After 140 years serving clients throughout New Zealand, the recognition provided by the awards is welcome. A pragmatic view from firm chairman Stephen Collins highlights the company-wide mind-set of how contemporary law service should be provided. *"Clients are satisfied with the high level of service... but they're elated with the high level of results we deliver."*

Mr Collins said that the firm was, *"understandably proud of the results,"* before adding a caveat - that it was *"only a measure of our previous success, and so now we go back to square one to ensure this level continues to be upheld."*