



WE HELP YOU **NAVIGATE**  
**THE LEGAL LANDSCAPE** IN  
THE CONSTANTLY EVOLVING  
BUSINESS WORLD



## OUR HISTORY

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Thomas Paoletti, the founder of the Paoletti Law Group, was practising law in Rome when a client requested assistance with a matter in Dubai. He began visiting the city regularly and soon discovered there was a unique drive for innovation and forward-thinking leadership that embraced globalisation. After he began representing his client regarding his Dubai-based interests in 2000, Thomas decided to explore opportunities in the UAE.

After working with a local law firm for five years, Thomas founded the Paoletti Law Group in 2014. Initially licensed in Ras Al Khaimah, Thomas soon moved his operations to Dubai, eventually opening a branch in Abu Dhabi before expanding internationally to China and taking over his old family firm in Rome, founded by his grandfather, Carlo Paoletti, in 1947.

The Group joined IR Global in 2016, increasing its global presence and business network covering 155 jurisdictions.

## OUR PHILOSOPHY

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At the Paoletti Law Group, we believe in:

### ***PROTECTION FOR GROWTH***

We deliver pre-emptive legal solutions to prevent disputes from negatively impacting your business.

### ***CONSISTENT AND ACCESSIBLE SUPPORT***

We use our knowledge and experience to provide practical legal assistance and open, accessible support our clients rely on for their businesses' success.







## CORPORATE LAW

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The Paoletti Law Group offers you holistic corporate law services, with representation from recognised experts in the laws governing corporate matters in every jurisdiction where we have a presence.

Corporate structuring, including the establishment and administration of both onshore and free zone entities, is an organisation's foundation. We understand that choosing the most effective structure for a company's formation ensures efficient and successful operations for the organisation's lifecycle, and we advise you on all forms, from simple to complex.

In jurisdictions where regulations change unexpectedly, compliance can be difficult. Our experience and local knowledge give our clients an important advantage in competitive markets. We support you with local regulations, ensuring compliance and avoiding fines and penalties.

Our corporate law professionals include specialists in joint ventures and mergers and acquisitions who manage transactions around the world. We also execute reliable due diligence reviews as well as manage regulatory and compliance matters for our M&A clients, ensuring deals close in a timely manner with our clients' interests always secured.

## COMMERCIAL LAW

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The Paoletti Law Group provides comprehensive support for commercial contracts, including distribution agreements, license agreements, and agency agreements to reduce risk and increase profitability for our clients.

Contracts and agreements are at the core of an organisation's commercial success. Drafting commercial agreements that anticipate, and prevent, problematic situations is one area of special focus at the Paoletti Law Group.

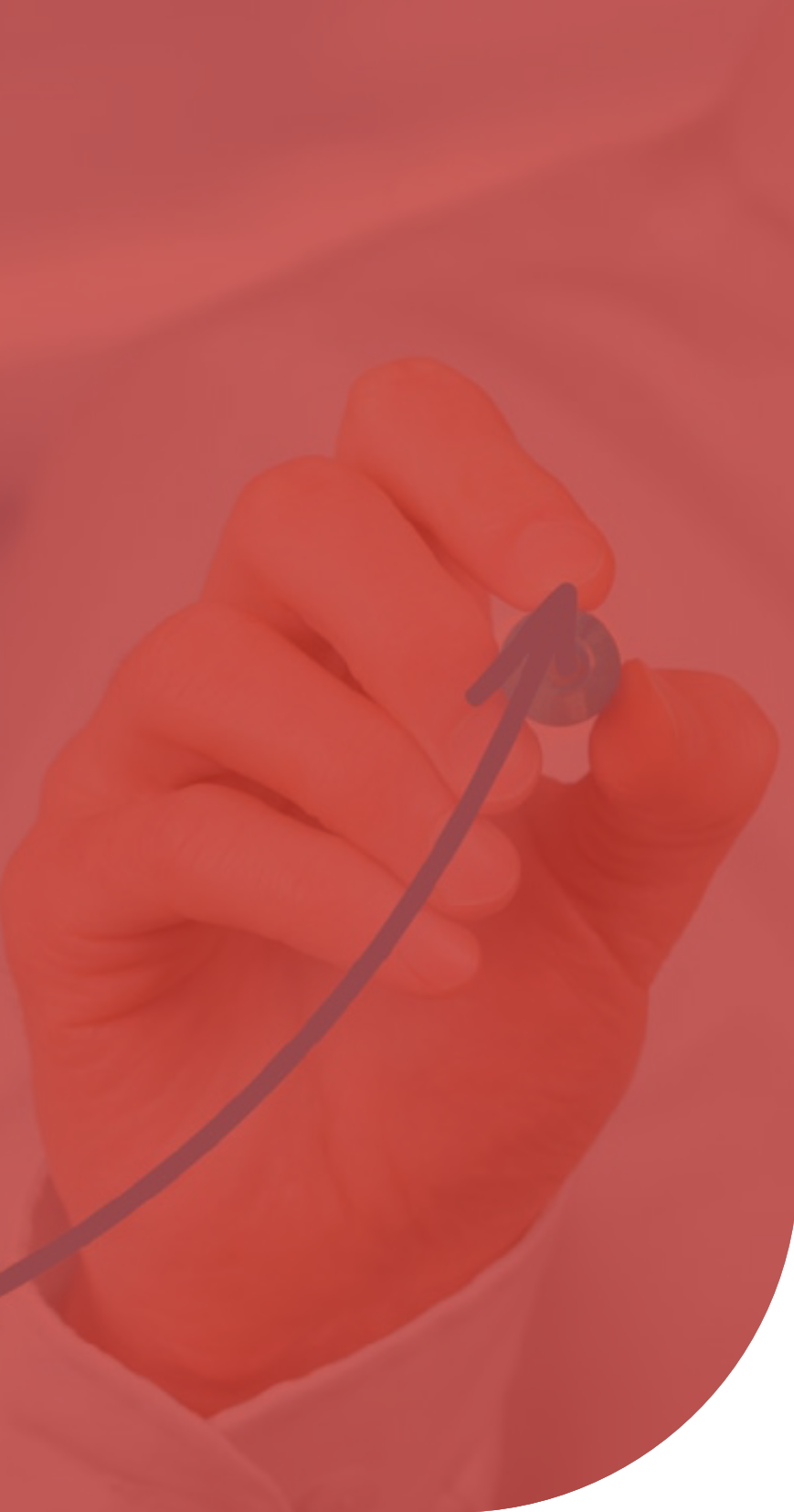
We understand critical issues, like confidentiality, payment terms, and dispute resolution. We closely coordinate with our clients to ensure each negotiation, document, and transaction is both practical and dynamic. The agreements we draft capture the complete understanding between the parties and secure our clients' best interests.

Working with companies around the world and in a multicultural hub, our experience includes advising on local and international legal issues, always keeping our clients' concerns as our top priority. Our expertise spans an extensive range of industries and sectors throughout the public and private sectors, including working with real estate developers for their acquisition, regulatory, and due diligence matters. We have special expertise assisting start-ups, which is why we have offices at Abu Dhabi Global Markets (ADGM) in Hub 71, a global tech ecosystem designed to support start-ups.



**ABU DHABI GLOBAL MARKET**  
**سوق أبوظبي العالمي**





## OUR ACCELERATOR PROGRAM

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The COVID-19 pandemic has confirmed that how we work, especially in professional industries like legal services, must change to become more flexible and dynamic. The Paoletti Law Accelerator is the only programme that is fully capable of helping attorneys transition to a new way of working.

As an association of experienced attorneys, we use a new perspective in our legal practice – one that balances a thriving professional career with a high quality of life.

### WHAT IS THE PAOLETTI LAW ACCELERATOR?

The Paoletti Law Accelerator is designed to address the challenges that the legal profession will face in the future. Instead of relying on an outdated business model focused on billable hour targets and hyper-specialisation, the programme unites legal practitioners, creating a synergistic ‘dream team’ supported by training, coaching, and a management system with the latest digital tools available.

Lawyers who have been practising for at least 8 to 10 years and are looking for professional autonomy, want to expand their capabilities and opportunities, and are interested in new business prospects, are the ideal candidates for the programme.

Most of all, the Paoletti Law Accelerator is for those who want to explore their international prospects and, at the same time, make more time for their own personal interests and pursuits.

The Paoletti Law Accelerator, above all else, invests in people and creating a thriving working environment, with the aim of celebrating the talent, passion and background of each participant, on a solid foundation of, and commitment to, inclusion and diversity. As such, the programme is not one where you gain entry by simply paying a fee. The selection process considers a range of factors, including professional and psychological factors, to ensure members and the programme can accomplish more significant goals - together.

### HOW DOES THE PROGRAMME WORK?

Each applicant’s skillset is carefully evaluated, and successful candidates join a professional community designed to support participants in an increasingly diverse and aggressive market. Because the programme is role-based, there is a minimal hierarchy in a supportive environment where innovative software and expert guidance makes pursuing more advanced opportunities possible for any, and every, member.

Because the Paoletti Law Accelerator is not a traditional law firm, members maintain their independence, and no one is counting billable hours or requesting updates on target projections. Instead, members can work from wherever they want, choose which commitments to take on, and manage their practice in a way that makes sense for them and their lifestyle.



## OUR ACCELERATOR PROGRAM

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Members of the Paoletti Law Accelerator can expect to enjoy many benefits after they join the programme, and the conditions are much less demanding than expectations in a traditional law firm.

### A COLLABORATIVE COMMUNITY

Successful applicants join an organised community of expert attorneys who have all the support they need to manage their cases with confidence. As a collaborative community, members work with each other to effectively guide their clients using resources that would otherwise be unavailable. The Paoletti Law Accelerator's members meet daily for 30 to 60 minutes to share their insights, and they make themselves available to each other in person and online, to offer assistance for any issue. There is also a weekly meeting with founder Thomas Paoletti, where members have the opportunity to discuss works in progress, share cases and client updates, and address any other pressing concerns.

### EFFECTIVE PROFESSIONAL DEVELOPMENT

The programme offers several practical training courses for professional development and focusing on developing client relationships, creating a work/life balance, understanding the target market, identifying ideal referral partners, and more. Through these courses, members develop the tools they need to build a healthy and productive professional life that supports a member's personal life as well. In addition to training courses, members have access to advanced coaching sessions where they can perfect their confidence, leadership abilities, emotional intelligence, and interpersonal skills.

### CASE AND CLIENT MANAGEMENT AND MARKETING SUPPORT

Every member has access to industry-leading software for case and client management, access to internal and external referral networks, research databases, assistance with organising article distribution and conference attendance, and anything else that will help you build your client base.

### OUTSOURCED ACCOUNTING/INVOICING MANAGEMENT

All accounting and invoicing are managed by the Paoletti Law Group, leaving members free to do what they do best – practice law. The Group employs an accounting firm to manage client invoicing as well as the members' accounting requirements.

These are just some of the benefits available to members of the Paoletti Law Accelerator, and what's required from members? A simple revenue share under which clients remain with the member (who sets their professional fees) and a commitment to the programme is all that's needed to get started.

### HOW TO APPLY

Are you interested in joining the Paoletti Law Accelerator? If you're an attorney with 8 to 10 years of experience and you're interested in expanding your client base, enhancing your skills, and maintaining your professional independence, the programme may be the next step in your career development.

How can you apply to the Paoletti Law Accelerator? It's a simple four-step process to follow on [www.joinpaoletti.com](http://www.joinpaoletti.com).

#### Step 1

Complete and submit the form to receive additional information about the Paoletti Law Accelerator programme.

#### Step 2

Complete and submit the online aptitude questionnaire.

#### Step 3

If your application and aptitude questionnaire are accepted, you will be invited to a phone interview with Thomas Paoletti.

#### Step 4

After completing your interview, we will decide and contact you within one week.



## THOMAS PAOLETTI

With over 20 years of legal experience, clients depend on Thomas's specialised knowledge and expertise to support their businesses around the world.

Thomas began practising law in 1997 in Rome, his home city. He originally moved to Dubai to assist Italian companies and entrepreneurs interested in entering the market in the Middle East.

Following his years of private practice in Rome, Thomas launched the Paoletti Law Group in the United Arab Emirates to offer advice and assistance to companies that require international legal support with actionable knowledge that reaches across jurisdictions and understands multiple markets.

Thomas believes legal representation is more than just providing advice and documentation – it's a supportive relationship that empowers a business throughout its entire lifecycle. His own extensive experience working with

companies from across the globe has shown him how vital the right legal support system can be for businesses to thrive in any market.

Thomas is also dedicated to supporting rising attorneys who share his approach to representation for companies who require on-going support and legal guidance. In this respect, he has created the Paoletti Law Accelerator programme to give promising lawyers a platform to develop and grow their practice with expert assistance and oversight. He's also a graduate of the Assentiv coaching programme, which gave him unique insights into how to build a business and the true meaning of pursuing an entrepreneurial dream.

With ever-increasing interconnectedness between nations, markets, corporations, and people, Thomas is committed to giving clients the holistic guidance and dynamic support required to thrive through internationalisation.



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