



FERNANDO FABIANI CAPANO
Legal Administrator
Gregori Capano Advogados Associados
São Paulo, Brazil

Fernando Fabiani Capano is the Legal Administrator at Gregori Capano Advogados Associados, a law firm in Brasil that has 42 attorneys and 12 support staff in his main office in São Paulo, Brasil. A member of ALA since 2003, Fernando Fabiani Capano started his legal career seven years ago, when he was assigned by his partners to develop and to take care of the administration of the firm.

Q. What are the major issues you face as a legal administrator in your country?

A. First, I need to say that we are rather few in Brasil. The legal industry still being professionalized here. We also find in Brasil a lot of barriers that makes even harder our work. For example, the legislation that regulates the legal profession in our country forbids that the legal firms assume forms and practise mercantile behaviors, which certainly makes even harder the competition for global performance customers seeking for legal services with high quality and standards in our country.

Q. Where do you see legal administration headed in your country?

A. Brasil is a country of continental size. Thus, there are some places where the market is sufficiently complex and the search for qualified professionals is sufficiently great. São Paulo, Rio De Janeiro, Rio Grande do Sul, and Brasília, the capital of the country, are the Brazilian states that certainly possess the most complex markets and the most promising places to be as a legal administrator.

Finish this sentence: By participating in PLMW, I want to develop myself, so I will be able to grow in my abilities as a legal administrator.

Q. What initiatives have you taken or do you plan to take to promote the awareness of legal administration (one of the goals of PLMW)?

A. I intend, in the firm where I work and with the professionals with whom I have contact, to create the conscience that the Administration, as a science, is extremely necessary to manage the Brazilian firms that intend to compete in equality of conditions with the biggest firms of the world. Otherwise, is also necessary to professionalize and improve, with the maximum urgency, the relation customer-lawyer in Brasil, using the same parameters that we have in any another commercial relation.

Q. Why is legal administration important to people in your country?

A. Because, in our firms, we help raise the level of professionalism and client satisfaction. In the other side, we also allow attorneys to focus on the practice of law, while we take care of the business.

Finish this sentence: A career in legal administration has given me a chance to exercise my knowledge to generate benefits for the firm, my partners and our customers, aiming at a bigger generation of profits.

Q. How do lawyers in your country view the legal management profession?

A. Most of them are unaware of the function. However, in the biggest firms, the legal administrator is recognized as extremely necessary person to organize the legal services, towards the generation of bigger and better results for all.

Q. What types of programs would you like to see implemented in your country to advance this profession?

A. I believe that the certification program, as it makes ALA in the United States, would bring great benefits for those that want the career of legal administrator in Brasil.

Q. How has legal administration evolved since you entered the field?

A. Seven years ago, when I was first in touch with the issue of running a firm in a professional way, the career of legal administrator was not even recognized. Today, we already have here in Brasil a center of studies that is dedicated to analyze and talk about the professional administration of the law firms, like ALA does. So, I believe that is the first step to the complete recognition of the profession in our country.

Q. What does PLMW mean to you?

A. Certainly, it will be a great chance to access valuable information and building network with other legal administrators around the world.

Q. In what ways can legal administrators increase the awareness of the legal profession among students?

A. Demonstrating, during their college education, that our field will represent great chance to develop their careers in a very successfully way.

Finish this sentence: When it comes to legal administration, I would be happy if I could still be working in the future, like I do today, with very nice people, looking for the good of the firm.

Q. What advice would you give to someone in your country interested in entering the legal administration profession?

A. Since we do not have a formal education or certification as legal administrators in Brasil, I would advise them to look for a more horizontal vision of our local market, understanding that the legal administrator profession is relatively new in our country, but with an impressive future.