

Zen & The Art of Legal Networking

INSIGHTS & COMMENTARY ON RELATIONSHIP BUILDING WITHIN THE INTERNATIONAL LAWYERS NETWORK

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ILN-interviews: Marc Udink, Udink & De Jong

Welcome to ILN-interviews, a series of profiles of ILN member firm attorneys, designed to give a unique insight into the lawyers who make up our Network. For our latest interview, we chose longtime ILN member and Director, [Marc Udink](#) of our member firm [Udink & De Jong](#) in the Hague, the Netherlands.



In one sentence, how would you describe your practice?

Banking & Restructuring. All turn around issues in almost every industry.

Who would be your typical client?

Upper middle market CEO's and CFO's and non-executive board members.

What would you like clients and potential clients to know about you?

We really care and advise on a high level, taking every aspect into consideration in finding the solution. The law is not leading; finding the right solution is leading.

What has been your most challenging case? Why?

I was appointed by the Minister as the CEO of a large healthcare company, employing

almost 30,000 employees. The whole country was worried and we needed to find a solution within a week. Unions, political parties, TV networks and an overstressed Corporate Governance atmosphere made it a testing affair. The company was saved and more than 2 million clients were happy.

What has been your proudest moment as a lawyer?

Becoming one.

What do you do when you're not practicing law?

When not practicing, I am lobbying within political circles and having a good time at home, reading, watching TV.

What would surprise people most about you?

If I left the ILN. All members know by now I feel the ILN is indeed a family of true friends. I have been privileged to be a part of this for 20 years or so. I miss all the guys that retired and some of them have even passed away. I think of all of them regularly.

What career would you have chosen if you weren't a lawyer?

I would be a CEO somewhere and a politician. I am often contemplating this.

If a movie were made of your life, who would you want to play you?

Robert Redford. There has been a lot of history in my life. Partly public, some of it tragic, and most of it as a leader of people and friends. Redford has the right combination of New England elegance and Southern heroism.

How would you like to be remembered?

As somebody who cares about people and at times, can bring insights into their lives.

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