

Ali Fazaa Al-Enzi:

The experience of a lawyer office according to an initiator's standards.

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The experience of the lawyer Al-Enzi in establishing a private law advising office demonstrates his relation to the world of initiators through two main points: The first factor was his achievement of establishing his own office which is an office specialized in civil and commercial law cases in a relatively short time, overcoming a difficult reality: the size of the market and high competition. Thus, his experience became a role model for initiative work. The second and most relevant point to the world of initiators lies in his ability to keep up with the owners of small and medium businesses and to provide them with legal advice, and all other related legal services, concerning the establishment of such projects when they are at their stage of beginning free of charge, in an attempt to support these people in their careers. The importance of this experience lies in the meaning of his endeavor which is to demonstrate that the spirit of the initiator is not limited to any field or business, but it is an approach and an ideology that aims to achieve a preset goal.

Before talking about his experience in detail, Al-Enzi comments on the legal reality in Kuwait and the rules that governs it, stating: It is known that this career's market is considered to be relatively small and is constantly under the pressure of massive competition between offices and people in this career, in addition to the rapidly increasing number of graduates in this field; moreover-and as it is the case in all different countries-the presence of renowned offices with a long history in this field, occupying the most part of law cases makes it even the more of a difficult task. Hence, Al-Enzi concludes, "Because of all of that, any lawyer-especially those who are still beginning-is obliged to take on any law case in any field, starting from commercial cases, to civil cases, to criminal investigation cases."

First Signs of the Initiation

Despite this reality, Al-Enzi's experience on the personal level showed that he had a tendency towards civil and commercial law cases more than other kinds. This was translated practically by becoming a legal adviser for companies or a legal adviser for commercial and civil projects; these were specialized roles and had many obstacles-such as the current condition of the market-along their path that attempted hinder his advance. In other words, walking this path required the presence of two factors that were an arduous challenge: The first was gaining experience, which is something any young lawyer trying to make his way in this career lacks. The second is the reputation, which is an impossible thing to acquire for the newly graduates. In summary, Al-Enzi describes the attempt of walking this path by, 'condemning yourself with a death sentence.' Al-Enzi realized that truth, yet he decided to enter the field. Luckily, conditions were in his favors, for immediately after his graduation, he began his apprenticeship. After six months in 2001, he became a partner in a legal office. At that point, Al-Enzi started to attempt to realize his vision. After two years in that partnership and according to his planned efforts, the office became completely specialized in commercial and civil law cases. This partnership with the lawyer Bader Dahi Al-Ajeel lasted until 2007. When the later decided to retire, a new era began with a private office that handles only commercial and civil law cases. From there, the office established a prestigious name for itself, so much that it rivals the most-renowned offices in the above-mentioned fields. Consequently, he played the role of an adviser or an agent for the largest companies on the Kuwait level.

Expansion in Quantity and Quality

Furthermore, the good reputation that the office has quickly earned on the local level opened the door to many more opportunities. The office started to receive opportunities outside of Kuwait's market to perform the role of a legal adviser for several companies in both of Qatar and the UAE for more than a decade. At the same time, Al-Enzi completed his next step towards developing the office internally. He opened a distinct section specialized in foreign contracts that can provide, through revision of contracts written in English, legal advice for the local citizens and also for Kuwaiti investors desiring to invest in foreign countries; it covers the applied tax system, registration methods, property transfer, etc. Additionally, the range of services directed towards the foreign countries expanded to include advice for foreign companies that would like to take over local companies or any stock market-related matter with a foreign party, or vice

versa. Here, the role of the office has developed to become a link between the components of these contracts. The list of services includes registers auditing, due diligence, and contracting with auditing offices and trusted financial advisers. Alternatively, there was a constant attention directed towards developing the administrative systems employed internally with the aim of raising the quality of the work and the level of services. Therefore, electronic systems were employed in order to dispose of bureaucracy and hand-written letters.

SME Private Services

In addition to this success story of developing a legal office based on the vision of an initiator, there was one more feature that was attributed to that experience. It was Al-Enzi's care to remain close to the owners of small and medium size businesses and to provide them with legal advice free of charge as a support to put them on the right track. Al-Enzi states, 'We began to adhere to this approach since 2008. At that time, public charity associations and parties were absent in the SME field.' He points out that this approach is derived from the fact that the business owners cannot afford to hire a lawyer or would usually prefer to spend the lawyer's expenses in other fields, such as marketing, production lines, operation, etc. Al-Enzi adds, "Our priority was to shed light on the rights and the legal rules that protect these people." After organizations began to enter these projects through establishing associations-such is the case with the Kuwaiti Association for Small and Medium Projects-Al-Enzi continued his role of providing legal advice to these people, according to his capabilities. He points out that the growth of such projects creates more chances in the field of legal advice and legal services in accordance with the ongoing development in the number of employees and individuals, branches, etc. Al-Enzi summarizes a set of advices for the owners of such projects by stating, "You are never wrong to ask for legal advice." He warns them not to handle or take any procedure or action lightly, for it may result in a challenging legal condition and even in legal consequences. He advises initiators to take legal advice regarding all contracts concerned with renting or work and to fill it in a clear, written way. He warns that dealing with such matters carelessly may be the end of the project or result in shutting it down completely.