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Best Commercial Law Firm - Australia



William Mulholland + co lawyers is a boutique commercial and IP law firm based in Melbourne, Australia. Founder William Mulholland talks us through the firm and its dedication to providing superior client service.

Established 2002 William Mulholland + co has been providing services to small and larger clients for 14 years, including corporate entities, business, individuals and not-for-profit clients, in the areas of commercial law, Intellectual Property, commercial litigation and employment law. As the firm's Principal I have been responsible for growing the firm over the years and has a network of consultant lawyers that I use to assist me in meeting client needs and requirements.

Managing a client's expectations is central to being a successful lawyer in the modern day market place. My approach to people, both clients and staff, is driven by an objective analysis of an individual's legal circumstances or problems combined with a subjective or intuitive assessment of their outlook, disposition, personality and perceived stress levels. A client wants his or her lawyer to not only solve a problem but in many respects to share the load and feel some relief at the prospect of assistance from a professional adviser with a personal touch. This applies to both individuals and corporate clients.

Given that expectation management is a key factor in client relationships, it is only when a client's expectations of what can be achieved through a legal process is explained and put under scrutiny that I can then form a view about the prospect of achieving a successful result. If a client's expectations are beyond what is reasonable then in rare cases this may be too challenging a prospect and a decision has to be made to cancel a retainer. Similarly with staff, it is important to get the right alignment of fit with the culture of a firm so as to ensure that there is consistency between the lawyer and support staff when dealing with clients at all times. This consistency extends to being friendly, polite, timely and professional.

Overall 2016 looks set to be another exciting year. We have already been involved in some major privacy litigation in the Supreme Court of Victoria as well as acting for a national charity organisation in the area of commercial and human rights law. We have several other commercial litigation matters before the courts as well as some larger scale commercial transaction work coming on-line through some of our larger corporate clients. In addition we will continue to develop our IP practice in this dynamic area of the law as companies look to create and protect all important intellectual property which is such a key driver of business and new opportunities.