# Wilson Nesbitt

Smarter. Different. Better.

# Work Smarter Consider Different Achieve Better

#### Wilson Nesbitt



# Our Vision Mission & Values

Part One What do we want to be? Part Two What do we need to do? Part Three What guides us? Part Four What do we deliver?



#### Our ambition is:

To be the trusted law firm admired for our depth of knowledge and level of service; supporting each other to engineer the future of legal solutions.

'We will work in everything we do to achieve this goal; in every investment we make, people who join us and instruction we accept.'

- GILBERT NESBITT, SENIOR PARTNER

Part One What do we want to be? 'It is amazing what you can accomplish if you do not care who gets the credit.'

HARRY S. TRUMAN

#### Everyday we will:

Use our collective knowledge & experience to work smarter, to be open to taking a different approach and to make sure our clients achieve better results.

'If we work hard together we can achieve what we set out to do.'

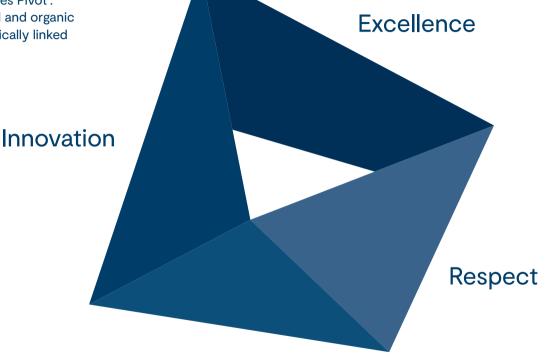
- GILBERT NESBITT, SENIOR PARTNER

Part Two What do we need to do? Innovation Excellence Respect Collaboration

Part Three What guides us?



To achieve our goal, every decision we make needs to demonstrate our values. Our values at Wilson Nesbitt are built around what we call the 'Values Pivot'. This concept is multi-faceted and organic in form with each part intrinsically linked to one another.



#### Collaboration

#### Values Pivot

#### 'Innovation is the ability to see change as an opportunity – not a threat.'

STEVE JOBS

Innovation Bringing insights, knowledge & creativity to all that we do.



#### Innovation

Bringing ideas to the firm as to how to continually improve; striving for better.

Proactively research and develop knowledge and skills to improve our ability to do our job. —

Harness creativity and be open minded.

Speak openly to share ideas to innovate and create efficiencies.

Listen to alternative ideas that potentially are outside of your comfort zone.



Excellence in all that we do; our service delivery, our knowledge, our behaviours and our attitudes.





#### Excellence

Proactively providing the highest standard of advice and client care and successfully helping the firm achieve its vision.

Self-motivated to pursue personal development and help others to develop the skills and knowledge to warrant the title of 'expert'.

Be curious, research and understand what is going on in the world to find the best solution.

Commit to lifelong learning, to new ideas, to developing others as much as you develop yourself.

Share knowledge and information freely with others and provide constructive feedback.



Respect For our clients, for each other and for our firm.





#### Respect

Value and help clients, colleagues and those around us to impress everyone.

Have integrity and hold ourselves to account against the highest professional standards.

Provide opportunity, development, performance, reward and progression opportunities.

Respect people's time, respond quickly and deliver as agreed.

Build strong relationships by being fair, open and upfront.



Collaboration Working together through effective communication.



# Collaboration

Listen, share and feedback to improve decisions, learn lessons and provide the best service.

Share information, leads, new ideas and ways of working efficiently and effectively.

Engage with clients, understand their needs and become a trusted advisor.

Listening and being open minded.

Demonstrate commitment to the team by working with others and to understand diverse perspectives.



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Part Four What do we deliver? 'They make you feel important. Anyone can ask a question and no question is silly.'

'They take their time to explain. The team has learnt and expanded their knowledge from working with Wilson Nesbitt.'

'The firm just operates in a way that you hope they would.'

'They are as good a company as I have ever worked with, top notch.'

'I have been recommending them to anybody who needs help on any legal matter.' 'A very acute, experienced and professional lawyer.'

- 'She is the single best individual employee I have ever dealt with at a law firm.'
- 'He got the job done very, very quickly and was instrumental in getting us to where we are now.'

' It is fantastic to see how dedicated she is to her clients. She is efficient and a fantastic communicator.' She's very professional and knowledgeable. She makes it easy to understand the topics we're talking about.'

'Meticulous, tactically astute and extremely efficient in turning work around quickly.'

'A fantastic balance of being very personable yet highly professional, which makes both of our jobs more enjoyable.'

'He is meticulous in his presentations, extremely professional and very approachable.'



#### WN

'It is the long history of humankind that those who learned to collaborate and improvise most effectively have prevailed.'

CHARLES DARWIN

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