



# aguilar*castillo* LOVE

a guide to our firm



# Who we are

We are the first true pan-Central American law firm, not a network of local firms.

Our parent organizations started individually in Costa Rica and Guatemala during the 1960s under the names of John Aguilar & Asociados, Ltda and Bufete Castillo Love, respectively.

The regional project was conceived in 1991 when the two founding partners met during postgraduate studies at Harvard Law School.

Today, besides Costa Rica and Guatemala, the firm also has offices in Nicaragua, Honduras, and El Salvador, and is committed to meeting its clients' needs on a regional basis.



# Our roots

Our families' names go back to the years of the Spanish conquest and maintain a permanent link to the region, both in the legal and the industrial sectors.

Aguilar in Costa Rica has generations of lawyers dating back to the 1800s; one of the family's ancestors graduated in Law in Nicaragua, practiced in El Salvador and participated in Central American official positions before its independence.

The Castillo Love family name in Guatemala dates back to the first official chronicles of America and brings with it an amazing legacy and tremendous success in the industrial sector, with 120 years of experience and present-day presence in the whole region.



# What we do

Central America is changing. It is becoming an ever more significant regional business zone in the global economy. Aguilar Castillo Love is a single firm, with offices across Central America, that offers a single point of contact for anyone wishing to conduct business in Central America.

The flow of new clients and new commissions is based mainly on client referrals through client satisfaction. We understand and we are sensitive to conflicts of interest; the firm offers objective opinions and always provides transparent services. We pride ourselves on our independence and integrity.

As the first integrated law firm in Central America, we have accumulated a wealth of international experience. We started out by focusing on the immediate regional market but have progressively become involved with clients further overseas. Our goal is to be the 'one-stop-shop' for legal services in Central America and to make dealing with legal issues in the region as simple as possible.



# How we do it

The firm is committed to providing outstanding client service.

To do so, we created a system called 'alliances and team work', a unique method for in-sourcing specialized legal talent. This ensures flexibility, and adapts to real client needs.

Our objective is flexibility and the result is a single attorney or a group of the best professionals working for our client's interests.

The firm can be defined as a full-service firm, with 'boutique' like practice capabilities. We are not concerned about our size; we care about the quality of our services and providing a cost-efficient service for our clients.



# Who we work for

Our client base is diverse – from small non-profit organizations to some of the largest multinationals in the world.

The firm has a commitment to assist – on a pro bono basis – people and/or organizations with special situations, or with strong economic needs.



# What makes us different

We offer genuine Central American coverage for our clients.

While our competitors have local offices with local attorneys that think locally and work locally; **we** have local offices but have attorneys who also think regionally and work and move regionally: our concept is the Central American practitioner vs. the local practitioner.

We are convinced that Central America is a single market and we share this vision with our clients.



# Our commitment to quality

During the past two years our firm has invested heavily in a Quality Management Program designed to meet and satisfy our clients' requirements through the standardization and continuous improvement of all our internal processes.

The program is supported by regular client satisfaction surveys, annual internal quality audits to all offices. In addition, we define our policies with regards to anti-corruption, office administration, client and legal services management, risk management (on behalf of the client and on behalf of our offices), and human resources management.

The Quality Management Program is based on the international standard ISO 9001:2000, a worldwide standard that establishes the requirements for the certification of quality management systems used by service and production companies throughout the world.

We strongly believe that in order to excel and truly satisfy our clients, we must implement policies and procedures that establish the way our firm operates, regardless of the country or office.

Our Quality Management Program seeks standardization, efficient use of resources and a rigorous control of our operations. Our goal is always to seek improvement and to anticipate and satisfy our clients' needs.

# Our brand

We take the same pride in our appearance as we do in our work. When we set out to create the first truly pan-Central American law firm, we realized that we would need to both act and look the part. We commissioned the British brand experience consultancy Nucleus to work with us to create our new brand identity.

We set out from the beginning to define an Aguilar Castillo Love way of doing things that is reflected in the way we present ourselves to clients, both actual and potential, to the world at large – and even to each other. These are the brand values we seek to convey:

- Honest, with integrity
- Expert, knowledgeable
- Highly professional, with solid experience
- Helpful, service-oriented
- Forward-looking

While we are particularly keen to be seen as a modern, progressive company, ready and able to carry out business in today's – and tomorrow's – world, we still want to be firmly associated with our geographical region.

Our brief for the designers was to create a look and feel that would be distinctive, simple but sophisticated, contemporary, and of high quality – a look that would stand comparison with any leading global law firm.

These key requirements have now been encapsulated into our visual brand identity. The feeling of modernity is conveyed by the striking modern typeface of our logotype. Our colours are full of meaning too – the grey stands for professionalism, neutrality and a combined experience of more than 90 years of practice; the crimson colour has echoes of Harvard Law School, our regional project founding partners' alma mater; and the warm orange gives a sense of our Central American location. We reinforce all of this with the use of local traditional imagery. In this way, our dual modern-yet-traditional appearance reflects both our international and local spheres of business operation.

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# Our offices

## Costa Rica

### San José, Downtown:

Calle 7, Avenidas 7 y 9, Edificio #751  
Barrio Amón, San José, Costa Rica.

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Fax: +506 222-9653

### San José, Escazú:

Centro Corporativo Plaza Roble  
Edificio El Pórtico III Nivel  
Escazú, San José, Costa Rica

Tel: +506 222-5959

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### Contact Partner:

Lic. John Aguilar-Quesada

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## Guatemala

7a. Avenida 5-10, Zona 4  
Centro Financiero, Torre II, Nivel 11,  
Oficina No. 1, Ciudad de Guatemala,  
Guatemala

Tel: +502 2331-2219

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### Contact Partner:

Lic. Juan Carlos Castillo

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## Nicaragua

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### Contact Partner:

Lic. Thelma Carrión-Blandón

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## Honduras

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Tel: +504 235-9284

Fax: +504 239-3078

### Contact Partner:

Lic. Enrique Rodríguez-Bourchard

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## El Salvador

Calle Cuscatlán No. 133,  
Entre 81 y 83 Avenida Sur,  
Colonia Escalón,  
San Salvador, El Salvador

Tel: (503) 2263-8250

Fax: (503) 2263-8254

### Contact Partner:

Dr. Francisco José Barrientos

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# Our members

## Costa Rica

### **John Aguilar-Osborne:**

born San José, Costa Rica, 1940; admitted, 1976, Costa Rica; Notary Public. Education: University of Costa Rica (Licentiate in Law, 1975); Former Member, Board of Directors, Costa Rican Lawyers Union. Author: "Costa Rica, Foreign Investment Law". Member: Costa Rican Bar Association; Inter-American Bar Association; Inter-American Association of Industrial Property. Languages: Spanish and English.

### **John Aguilar-Quesada:**

born San José, Costa Rica, 1967; admitted, 1989, Costa Rica; Notary Public. Education: Autonomous University of Central America (Licentiate in Law, Summa Cum Laude, Academic Crown Award, 1988); Tulane University, (Legal English Course, 1989); Harvard University, Law School, (LL.M., 1991); Author: "Foreign Investment and Development in Costa Rica", "Foreign Investment: A new proposal for Costa Rica"; "Intellectual Property, Economic Development and Costa Rica". Member: Costa Rican Bar Association. International Bar Association. Languages: Spanish and English.

### **Olga Quesada-Alvarado:**

born San José, Costa Rica, 1956; admitted, 1992, Costa Rica; Notary Public. Education:

University of Costa Rica (Licentiate in Law, 1992). Graduation Thesis: "Los empresarios agrarios como sociedades mercantiles". Graduation with Honors. Member: Costa Rican Bar Association, Costa Rican Institute for Notary Law. Languages: Spanish and basic English.

### **Mario Ramírez-Segura:**

born San José, Costa Rica, 1928; admitted, 1963, Costa Rica; Notary Public. Education: University of Costa Rica (Licentiate in Law, 1963). Judge and Chief Justice, 1963-1985. Lecturer in Law, University of Costa Rica, Autonomous University of Central America. Author: "Nociones sobre la Teoría del Contrato"; "El Contrato de Mandato"; "Promesa Unilateral y Precontrato"; "La Resolución Contractual por Incumplimientos Maliciosos"; "Los Derechos Autorales en México y Costa Rica". Member: Costa Rican Bar Association. Languages: Spanish and basic English.

### **Arturo Varela-Aguilar:**

born San José, Costa Rica, 1950; admitted, 1991, Costa Rica; Notary Public. Education: Autonomous University of Central America (Licentiate in Law, 1991). Registrar, Director and Chief Legal Advisor, National Registry, 1970-1995. Member: Costa Rican Bar Association. Languages: Spanish.

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# Our members

## Costa Rica (continued)

### **Flory Durán-Valverde:**

born San José, Costa Rica, 1955; admitted, 1993, Costa Rica; Notary Public. Education: University of Costa Rica (Licentiate in Law, 1993). Graduation Thesis: "La potestad de la Policía Judicial y la libertad personal del imputado". Member: Costa Rican Bar Association. Languages: Spanish.

### **Tatiana Rojas-Hernández:**

born San José, Costa Rica, 1976; admitted 2003, Costa Rica; Notary Public. Education: Latin American University of Science and Technology (Licentiate in Law, 2003, Graduation with Honors). Graduation Thesis: "Electronic Commerce and the Digital Signature". Member: Costa Rican Bar Association. Languages: Spanish, and basic English

### **Mónikha Cedeño-Castro:**

born San José, Costa Rica, 1976; admitted, 1999, Costa Rica; Notary Public. Education: University of San José (Licentiate in Law, 1999). Graduation Thesis: "International Commercial Arbitration". Member: Costa Rican Bar Association. Languages: Spanish.

### **Andrea Sáenz-Mederas:**

born San José, Costa Rica, 1976; admitted 2001, Costa Rica; Notary Public. Education: Universidad para la Cooperación Internacional

(LLM Candidate 2007, Fiscal Advisory); University of Costa Rica (Licentiate in Law, 2001); Graduation Thesis: "The right to intimacy versus the right to information". Member: Costa Rican Bar Association. Languages: Spanish, French and English.

### **Marco V. Solano-Gómez:**

born New York, United States of America, 1972; admitted, 1997, Costa Rica; Notary Public. Education: Georgetown University (LLM Candidate 2006); Tulane University (Introduction to the Legal System of the United States of America); University of Costa Rica (Licentiate in Law, 1997). Member: Costa Rican Bar Association. Professional Member of the Costa Rican Foreign Service. Languages: Spanish and English.

### **Alvaro Quesada-Loría:**

born San José, Costa Rica, 1979; admitted, 2003, Costa Rica; Notary Public. Education: University of Navarra (LL.M. in Business Law, 2004); Universidad Escuela Libre de Derecho (Attorney at Law and Notary Public, 2003). Member: Costa Rican Bar Association. Languages: Spanish and English.

### **David McNish-Gutiérrez:**

Born in Guadalajara, México, 1982. Education: University of Costa Rica, Law School, 2005. Languages: Spanish, English, and basic French.

# Our members

## Guatemala

### **Francisco José Castillo-Love:**

born Guatemala City, Guatemala, 1943; admitted, 1969; Notary Public. Education: Universidad de San Carlos de Guatemala (Lawyer and Notary Public, 1969); Universidad Francisco Marroquin (M.A. in Economics, magna cum laude, 1976). Phi Delta Phi (Honorary Member). Graduation Thesis: "El Problema Penal de la Eutanasia"; other publications: "El Cheque como Titulo de Credito", Universidad Francisco Marroquin, 1984; "Aspectos Procesales del Contrato de Seguro", Universidad Francisco Marroquin, 1985; "El Testamento como Instrumento Publico", Publicacion del Instituto Guatemalteco de Derecho Notarial, 1985. Trustee, Universidad Francisco Marroquin, 1980. Dean of the School of Law, Universidad Francisco Marroquin, 1977-1984. Professor of Civil, Commercial and Procedural Law, Universidad Francisco Marroquin, 1977-1985. Member: Colegio de Abogados de Guatemala; Instituto Guatemalteco de Derecho Notarial. Languages: English and Spanish.

### **Juan Carlos Castillo-Chacón:**

born Guatemala City, Guatemala, 1967; admitted, 1991; Notary Public. Education: Universidad Francisco Marroquin (Lawyer and Notary Public, magna cum laude, 1991);

Harvard University, Law School (LL.M., 1991). Author: "Judicial Independence in Guatemala, A Critical Analysis", Harvard Law School, 1991. Professor, Public International Law, Universidad Francisco Marroquin, 1993. Legal Advisor: Guatemalan Government in the Privatization of Electric Generation and Distribution Companies, 1996; Guatemalan Government in the Privatization of Guatemala's Ports and Airports, 1998. Member: Colegio de Abogados de Guatemala. Languages: English and Spanish.

### **Francisco José Castillo-Chacón:**

born Guatemala City, Guatemala, 1970; admitted, 1996; Notary Public. Education: Universidad Francisco Marroquin (Lawyer and Notary Public, 1994); Cornell University (Master of Laws, 1995). Author: "Enforcement or Arbitral Awards in Guatemala", Cornell University, 1995; "La Ejecucion de Laudos Arbitrales Provenientes del Extranjero, La Perspectiva de la Convencion de Nueva York", Universidad Francisco Marroquin, 1996. Member: Guatemala Bar Association; International Trademark Association; INTA, Anti Counterfeiting and Enforcement Committee, 1999; INTA, ADR Committee, 2000. Languages: Spanish and English.

# Our members

## Nicaragua

### **Thelma Carrión-Blandón:**

born Managua, Nicaragua, 1977; admitted 2002, Nicaragua. Education: American University, Nicaragua, (Licentiate in Law, Cum Laude, 2000); Harvard University, Law School, (LL.M., 2002) Focus on International Finance; George Washington University, International Law Institute: Introduction to Legal English, U.S. Legal System, Legal Research and Writing; Cooperación & Asistencia Financiera, S.A., Legal Assistant and In-House Counsel (1997-2001); Bonn Schmitt Steichen, Luxembourg (2005).

Member: Nicaraguan Bar Association.

Languages: Spanish, English, French and basic Italian.

### **Jalima Auxiliadora Portobanco-Contreras:**

Born in San José, Costa Rica, 1983.

Education: Universidad Americana, Nicaragua (5th year student); George Washington University, International Law Institute: Introduction to Legal English, Legal System of the United States, Research and Legal Writing. Phillip C. Jessup International Moot Court Competition, Washington D.C., 2005. Languages: Spanish and English.

## Honduras

### **Enrique Rodríguez-Burchard:**

born Tegucigalpa M.D.C., Honduras, 1966; admitted, 1989; Notary Public; Education: Universidad Nacional Autónoma de Honduras (Licentiate in Law, 1988, Consecutive Honor Student Awards); Integrity Award, given by the Honduran Bar, 1994; Post-Graduate Studies: Program of Instruction for lawyers, Harvard Law School, 2003; Georgetown University / Central American Institute of Business Administration (INCAE), Nicaragua Campus (Legal Aspects of International Business), 2000; Universidad de Salamanca, Spain (Banking Law), 2002; Former Judge, 4 Civil Court of Tegucigalpa; Head Professor of Civil Procedure Law, Universidad Nacional Autónoma de Honduras; Vice-President, Honduran Bar Association; Vice-President, National Industrial Association (ANDI). Member: Honduran Bar Association, Honduran Council of Private Business (COHEP). Languages: Spanish and English.

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# Our members

## **Honduras** (continued)

### **José Miguel Villeda-Villela:**

born Tegucigalpa, M.D.C., Honduras, 1966. Education: Universidad Nacional Autónoma de Honduras (Licentiate in Law, Honor Graduate); Universidad Tecnológica de Honduras / Instituto Tecnológico de Estudios Superiores de Monterrey (Master in Business Law, specializing in Corporate Law); Professor of Civil Procedure Law, Universidad Nacional Autónoma; Academic Director, Universidad Tecnológica de Honduras; Member of the arbitration panel for the Honduran free trade agreement with Mexico. Member: Honduran Bar Association. Languages: Spanish, English and Italian.

### **Cristian Stefan Handal:**

born Tegucigalpa M.D.C., Honduras, 1980; admitted, 2006; Education: Universidad Nacional Autónoma de Honduras (Licentiate in Law, 2006); Other studies: "Alternative methods for Conflict Resolution", 2002. Member: Colegio de Abogados de Honduras. Languages: Spanish and English.

### **Paola Celenia Díaz-Tomé:**

born Tegucigalpa M.D.C., Honduras, 1980; admitted, 2001. Education: Universidad Nacional Autónoma de Honduras (Licentiate in Law, Comercial Law, 2001); Post-graduate studies: Universidad Tecnológica Centroamericana (UNITEC) (Master in Business Law, specialization in International and Corporate Law, 2004. Member: Colegio de Abogados de Honduras. Languages: Spanish and English.

### **Juan José Alcerro Milla:**

born Tegucigalpa M.D.C., Honduras, 1972; admitted, 1994. Education: Universidad Nacional Autónoma de Honduras (Licentiate in Law, 1994, Honor Student); Universidad Francisco Marroquín, Guatemala (1990-1991); Post-graduate studies: Instituto de Empresa, Madrid, España (Master in Business Legal Advise, 2006). Member: Colegio de Abogados de Honduras. Languages: Spanish, Italian and English.

# Our members

## El Salvador

### **Dr. Francisco José Barrientos:**

Born San Salvador, El Salvador, 1943; admitted, 1971; Notary Public, Education: University of El Salvador Doctor of Jurisprudence and Social Science: S. J. D. ; Tulane University (Master of Civil Law, M.C.L., 1973); Harvard Law School (Program of Instruction for Lawyers, 1976). Founder of the University Dr. José Matías Delgado and Dean of the Faculty of Economics and the School of Business Management for 11 years; Former Professor of Economics and Law at University Dr. José Matías Delgado; President for El Salvador of the World Jurist Association; President of the Center for Juridical Studies, 2002-2004; Honorary General Consul for El Salvador of Norway. Member and Counsel Interamerican Bar Association FIA/IABA; Member American Chamber of Commerce of El Salvador (AMCHAM), International Commercial Arbitrator/ ICDA Triple 'A', Spanish Chamber of Commerce and Industry of El Salvador.  
Languages: Spanish and English.

## General Management

### **Kathleen Nanne-Prestinary:**

Education: University of Costa Rica (Industrial Engineer, 1990); University of California at Los Angeles (John E. Anderson Graduate School of Management, MBA, 1995).  
Languages: Spanish and English  
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