

Winston & Strawn Leaders Featured at 2025 IBA Law Firm Management Committee Latin America Conference

SEPTEMBER 8, 2025 - SEPTEMBER 9, 2025

Winston & Strawn Miami Managing Partner Enrique Martin and Director of New Business – Latin America & Caribbean Carolina “Caro” Bosch were featured speakers at the 2025 International Bar Association (IBA) Law Firm Management Committee Latin America Conference in São Paulo, Brazil.

The conference, presented by the IBA Law Firm Management Committee and supported by the IBA Latin American Regional Forum (LARF), focused on strategies for building the law firm of the future. Key topics included innovation, talent retention, compensation, and business development.

Enrique spoke on the panel “Lockstep, Eat What You Kill, or Something Else? Cracking the Compensation Code,” where he addressed evolving compensation models, law firm ownership structures, partner performance, and profit-sharing frameworks. The session provided valuable insights from both global and regional law firms.

Caro participated in the panel “From Rainmakers to Brand Builders: Rethinking Business Development in Law Firms,” where she explored the evolving role of business development, the increasing importance of client relationships, and the impact of social media on reputation management in today’s legal landscape.

[View details on Enrique’s panel.](#)

[View details on Caro’s panel.](#)



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Enrique J. Martin



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