THE NEXT BIG THING IS SMALL

WE ARE THE SMALL FIRM...

- **The big firms trust** for regulatory approvals of their client's transactions.
- **That understands the rules and politics** surrounding the Federal Communications Commission and its Universal Service Fund.
- **That is opening doors** to the boundless opportunities surrounding the Internet of Things.
- **Companies trust to defend them** against governmental bodies, tax auditors, and regulatory agencies.
- **That is engineered to serve 21st Century clients.** We are the only law firm with a nationwide flat fee tax, regulatory and corporate compliance and consulting services firm under one umbrella.

THE COMMPLIANCE GROUP

DON'T SACRIFICE QUALITY IN ORDER TO SAVE MONEY...DO BOTH!

ATTORNEY ADVERTISEMENT: This brochure may be considered Attorney Advertising in certain jurisdictions. The determination of the need for legal services and the choice of lawyer are extremely important decisions and should not be based solely upon advertisements or self-proclaimed expertise.

M&D MARASHLIAN & DONAHUE, PLLC
THE COMMLAW GROUP

www.commlawgroup.com

12 THINGS
you need to know about us…

1. You do not need to fire your current law firm.

We know relationships run deep and trusting someone new takes time. But don't miss an opportunity for real change–for the better–out of fear of the unknown. Call us up and try us out on a bite-sized project or help with a new service offering or product. Whether it's a contract review, guidance about a specific transaction, discrete tax or regulatory question, even if you want a second opinion, no project is too small (or too big), if all you want to do is "taste" ***The CommLaw difference.***

We believe you'll be pleasantly surprised by the depth of our knowledge, quality of our legal analysis,

"TASTE" *The Commlaw Difference*

practicality and pragmatism of our advice and the intimacy and personalization of the attorney-client experience.

2. You will absolutely save money on legal fees, and you will not sacrifice expertise and quality.

"*BEST* Customer Service Law Firm" in the U.S.

We provide boutique firm expertise and small firm attention to consistently deliver big firm results, all without the big firm fees. At our firm, **Alternative Fee Arrangements** are the "norm," not the exception. And when we do bill clients by the hour, you'll experience an average rate discount of more than 30% (when compared to Washington, D.C. attorney rates).

We are staffed by professionals experienced in legal project management, which allows us to deliver exceptional service in a lean, efficient and predictable manner. It gets even better, because we do it all with a smile and pleasant, down-to-Earth attitude. That's what you'd expect from a firm that's been named the "Best Customer Service Law Firm" in the United States, four years in a row!

3. You can trust us.

Sophisticated businesses all across the globe trust us! The *CommLaw* Group is a "go to" law firm for businesses ranging from start-ups to global, Fortune 500 corporations.

4. "Niche" refers to the industries our clients represent, not the scope of our services.

As a niche firm, we bring our collective experience of the industries we represent to clients. Day-in and day-out, we're called upon to identify solutions to complex matters in narrow, specialized areas of the law we call niches—many different niches—all focused on the need of our core Communications & Information Services Technology, Media and Internet Ecosystem clientele.

Basic regulatory, tax and corporate compliance fulfillment?	✔ *Check!*
Time-sensitive transactional work?	✔ *Check!*
High-stakes litigation and dispute resolution?	✔ *Check!*

Our range of services and solutions has you covered; from the highly complex all the way to the routine and mundane, we do it all. We save you from financial costs and reputational harm at both ends of the spectrum and everywhere in between.

5. We are experts at "Legal Risk Management".

Clients need experts who can help them navigate the gray areas, understand and appreciate the risks, consequences, and comparative costs of their options. They don't find value in black-and-white regurgitations of what the law states.

The laws, regulations and policies forged in the last century, and the government agencies tasked with enforcement, have struggled to maintain pace with these dramatic changes. End result? Uncertainty.

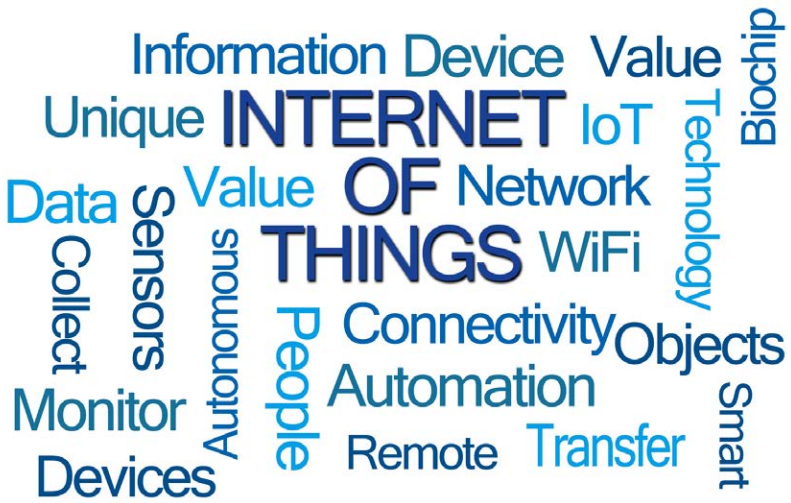
In the dynamic and rapidly evolving communications and info-tech sectors, where technological change frequently outpaces the government's ability to keep pace, clients demand experienced counsel to guide their business to safe shores.

We deliver pragmatic advice that's considerate of the practical realities of each unique client.

6. We are on the cutting-edge of both technology and law.

Today, The *Comm*Law Group is providing our "Full Spectrum" of professional services to an ever-expanding audience of clients, thanks to the explosion of the Internet, broadband-based technologies, and "over the top" content providers.

While our firm's roots are in communications, we have branched into nearly every facet of the Internet Ecosystem. Our skills cover everything from data protection and privacy, general business law, and broadcast and new media to intellectual property and representation of domestic and global communications. We're one of the few firms on the planet with a department exclusively focused on the "Internet of Things" and connected devices.



7. You may not love lawyers, but we don't fit the stereotype (we might even give you a reason to stop hating all lawyers!).

	POP QUIZ: What do you hate more?
☑	Taxes?
☑	Regulations?
☑	Lawyers?
☑	Lawyers who are always reminding you about taxes & regulations?

While we may continue to remind you about your company's obligations, we'll be nice about it. We'll be practical and we'll always keep in mind the cost-benefit risk analysis all businesses in regulated industries must confront on a near daily basis.

And thanks to the special relationship with The *Comm*pliance Group, one of the premier compliance outsourcing firms, you may learn that there's nothing to hate about taxes or regulations once you're in the hands of folks who take the fear out of compliance.

8. You won't have to wait for transactions to close because we know how to navigate through the slow churn of bureaucracy.

We make transaction approval as smooth, pain-free, and fast as possible. We know the logistics, the people and the law governing single and multi-jurisdictional transactions where regulatory approvals and notices are required. We know who to talk to, what to bring to them, and how to avoid triggering delays in order to close the deal. Tick-tock!

***FAST & Pain-Free* Transaction Approval**

9. We pride ourselves on putting the right people on the right job for the right price.

Already Trained *EXPERTS*

Do you believe 1st Year Associates should be paid $180,000 a year in salary, only to turn around and bill $400/hour for work that a law clerk, paralegal or even temp employee can perform at a fraction of the cost to your company?

We don't think so. And we know you don't either.

Don't hire a firm and pay to train their lawyers on your company's dime. Hire experts who are already trained and who can't wait to share their expertise with you in ways you'll understand, in ways you can immediately put into practice!

We're a solutions-oriented firm. We aren't here to train the next generation of high-priced lawyers at your expense.

10. We are not a firm trying to satisfy a mandatory billable quota.

Do you believe Attorneys working 80, 90, 100 or more hours each week to satisfy their firm's 2,200+ hour mandatory billable quota are delivering their best, most thoughtful, and practical advice in the most efficient manner possible?

We don't either. That's why ALL of our Attorneys earn a fraction of the income their "BigLaw" counterparts are paid (and we do so with smiles on our faces). Why? Because we can still live comfortably–even in a big city market– all while enjoying more fulfilling lives both inside and outside the office.

***HAPPINESS* Breeds Symbiosis**

You'll be surprised how much more vested in your business and its success a happier, well-rested, well-adjusted Attorney can be.

11. We are BOTH compliance consultants and communications lawyers.

What you need really depends on what the need is. Compliance consulting should not be competing with legal services and vice versa. Which is why we don't compete with ourselves!

Instead, we direct work to the services organization that is best positioned to deliver based on the required experience for the particular task and each client's budgetary considerations.

Have a complex legal issue arising within the context of a routine administrative compliance filing? The *Comm*pliance Group can escalate and refer the matter to The *Comm*Law Group, easily and efficiently.

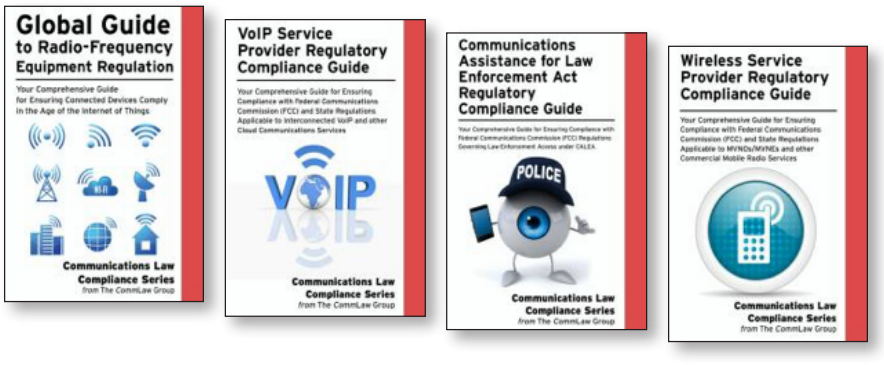
Have a simple administrative need to be fulfilled? The *Comm*Law Group can assign the matter to The *Comm*pliance Group. Get the job done right, and for the right price!

We Direct Work Based on *CLIENT'S NEEDS*

12. We practically give away the "black & white" guidance so you can better target your legal spend on the "gray."

The materials featured on our web site are vital resources for professionals who want a simple, straightforward way of understanding the complex regulatory duties that companies must comply with, at all levels of the Communications & Information Technology industry.

We're not afraid to put our money where our mouth is by practically "giving away" the fundamentals on governmental regulations through a variety of Guides, Manuals and White Papers. This way, you can refocus your compliance resources towards addressing the stickier, more complex "gray" areas of the law.



WE LOOK FORWARD TO HEARING FROM YOU!

www.commlawgroup.com

703.714.1300

M&D MARASHLIAN & DONAHUE, PLLC
THE *COMM*LAW GROUP

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