

January 2015

As President of LES Scandinavia I am pleased to approach you with this letter. I kindly invite you to join LES Scandinavia and through it to get all the privileges of the Licensing Executives Society (LES) throughout the world (LES International). LES is a world-wide non-profit association of licensing professionals with the aim of helping its members to gain knowledge, to acquire skills and to make contacts with their counterparts around the world. LES Scandinavia is the regional society covering all Nordic countries.

You can become a member by sending the membership application form to us and by paying the annual membership due. Dues in 2015 are NOK 1200 or € 150,00. As a member you will get remarkable privileges. A new initiative is the Young Executives Members (40 year of age or below). The aim is to facilitate networking and exchange of professional experiences of young executives interested in the business of intellectual property, including licensing, sale, valuation and investment. The input of young executives is essential for LES' continued existence. LES wants to provide a separate forum for young executives to share experiences, network and participate in defining interesting topics to be covered by LES. With this initiative LES wants to break down barriers for young executives to participate and integrate.

LES Scandinavia is a regional society of LES International (LESI), the umbrella organization for 32 national and regional societies, with nearly 12.000 members worldwide. LES Scandinavia has almost 400 members. The members are lawyers, scientists, engineers, patent and trademark attorneys, licensing consultants, company executives and academics from large, medium and small companies, public organization and universities. Throughout the year we will arrange mini-seminars; these seminars are free of charge for members.

The Annual Conference 2015 will take place in Oslo. Additionally, there are numerous other LES conferences in all parts of the world. In these conference you will meet licensing professionals from all over the world and you can make useful contacts. Networking is essential in the field of licensing. The LES Journal, *les Nouvelles*, is issued quarterly and delivered to all LES members. It contains articles and current information on different licensing aspects from all over the world. It is an important and useful publication for everybody in the field of licensing.

As member of LES Scandinavia, you will also have the possibility to offer your articles to *les Nouvelles*. On the website of LES Scandinavia, www.les-scandinavia.org, you will find information on all our activities and privileged pages for members only. At the website of LESI, www.lesi.org, you will find all activities worldwide as well as privileged pages with the online Membership Directory, examples of *les Nouvelles* as well as reports about the work that takes place in the many committees and working groups within LESI.

I sincerely hope you will find the LES world also very useful as I still do and hope you will join LES Scandinavia. For your convenience an online registration form is www.les-scandinavia.org/Applying_for_membership.html.

Yours very truly, Martin Dræbye Gantzhorn President LES Scandinavia