. *The participation in networks that are being developed.* This strategy seems to be implemented, more or less formally, in relation to the Canada-U.S. FTA. However, little seems to be taking place for Europe. This is undoubtedly due to the fact that, with the exception of the United States, Canadian firms still mainly work with the idea of "the rest of the world versus Canada" in mind, and consider the reverse very little. As a result, local associations are still deemed unnecessary.

. *The development of truly international activities.* (This would involve laws other than those of Canada and, possibly, international affairs having nothing to do with Canada.) New teams created abroad are striving to attain this objective. However, will they have the required means? Do they have adequate support from their partners in Canada? A first step would be to obtain a significant portion of international affairs (in the sense of Canada versus the rest of the world) from their large Canadian clients. A few recent success stories support this strategy. However, these are still isolated cases.

. *Finally, a strategy aimed at supporting medium-sized Canadian enterprises in their efforts towards internationalization, particularly with respect to Europe.* What steps should be taken? Who can be relied upon? What are the doors to knock on? At present, this niche is particularly targeted by certain Canadian auditing firms. However, certain law firms are interested in it as well. It would seem that to be operational, this type of strategy should also be based on some kind of network of local correspondents abroad.

In conclusion, it should be emphasized that if the current trend towards globalization leads to the creation of several multinational leaders who will dominate international legal affairs, large Canadian firms will certainly be part of the networks formed. Reinforcements currently taking place in Canada and the international dimension acquired through the strategies described above will be assets to capitalize on during negotiations.