

# Q & A

## Q & A with Tran Anh Hung



Tran Anh Hung is a co-founder and managing partner of Bross & Partners in Hanoi City, Vietnam.

A 1998 graduate of Hanoi Law University, Hung has more than 20 years of experience in foreign and domestic investment projects, mergers and acquisitions, corporate law, contracts, real estate and construction, insurance and banking, arbitration, and dispute resolution.

**Q: Before becoming an attorney, what was your first job?**

**A:** Before becoming an attorney, I worked as an internal auditor for a global beverage company in Vietnam. This was a job that gave me a lot of valuable experience, but most importantly, research and analysis skills that help a lot in my legal practice.

**Q: What motivated you to pursue a legal career?**

**A:** Becoming a lawyer is an enormous undertaking in terms of time commitment and effort. It is a career that will take years to develop and improve, but it also offers me challenges and variety that will fulfill my personal aspirations and goals. Lawyers are able to help clients with their legal problems and to further the public good. This career has been a hallmark of prestige for generations. An impressive reputation and a certain authority might help for the greater good of society and support those in need of legal assistance.

**Q: Who was your chief mentor and how did he or she influence your career?**

**A:** My favorite mentor is a great president of a law firm that I worked for right after graduation. His speeches and ideology inspired me to become a lawyer. I had a lot to learn in addition to professional knowledge. I learned from him how to be a good lawyer, but also a “rainmaker” for the firm. I felt very fortunate to be guided by him, which was a guideline for my career in later years.

**Q: What’s the best piece of advice you’ve ever received?**

**A:** “You should not only be a good lawyer, but also be the best mentor for young lawyers to learn and follow.”

This was from one of my professors who always encouraged me to pursue a legal career.

**Q: What is one thing you would like to learn to do?**

**A:** I am thinking of learning horse-riding. It offers the potential of a relaxing time after stressful working days.

**Q: What is your proudest career achievement?**

**A:** During my career as a lawyer, it can be said that I have helped many people, won many big cases, and contributed a lot to society, but inspiring and mentoring young lawyers are always the proudest achievements. When I see them win a case or successfully help people in dealing with their legal issues, I feel like I’ve done a good job and I am very proud of that fact.

**Q: What other career path might you have chosen?**

**A:** Becoming a lawyer is the only path that I chose before and after graduating from law school. Maybe after my retirement, I may consider being a small bookshop owner.

**Q: What do you do to give back to your community?**

**A:** Perhaps a part of me enjoys teaching, aside from legal practice, to inspire and mentor young lawyers. Besides, I sometimes work as a visiting lecturer at several law universities in Hanoi City. I consider this to be a small but helpful contribution to share my knowledge to next generations and the community.

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### **Q: Can you share a positive referral experience within Primerus™?**

**A:** Although Bross & Partners recently joined Primerus, we have had the opportunity to connect with many colleagues all over the world in the Primerus community and receive many referrals.

### **Q: What is your most treasured material possession?**

**A:** For me, the most valuable possessions are the recognitions, honorary trophies, and awards from international legal ranking organizations such as Legal 500, Benchmark Litigation, IFLR1000, Asialaw Profiles, for me and my firm as well. It is the recognition of our firm's hard work, and a testament to our time and the results we produced.

### **Q: What is your happiest childhood memory?**

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### **Q: What is your favorite movie and book?**

**A:** "Suits" is an American TV show that I always recommend and praise to my colleagues and friends.

Book: I read pretty much any kind of books, including psychological, social and legal. However, "Shoe Dog," a memoir by the creator of Nike, Phil Knight, is my favorite book.



### **Q: What is the most awe-inspiring place you have visited?**

**A:** I consider myself quite fortunate to have been able to travel to many countries and visit famous places, but the one that left me with a lot of good impressions and want to come back to is the British Museum in London. This is a place where you can experience cultures across the globe, from the dawn of human history to the present.

### **Q: What are your favorite leisure time pursuits?**

**A:** In my leisure time, I enjoy reading or work related to business development. In addition, my favorite activity in my firm is to inspire and mentor young lawyers. This is a core value activity that helps develop the firm in the long run as well as earns the respect of employees, from which they are willing to stick and dedicate themselves to the firm. In addition, sharing knowledge with students at the law schools as a visiting lecturer is my priority as well.

### **Q: What is your favorite famous or inspirational quote?**

**A:** "It is literally true that you can succeed best and quickest by helping others to succeed." ~ Napoleon Hill.

### **Q: Who is on your guest list for the ideal dinner party?**

**A:** My big family at Bross & Partners. Dinners on Christmas Eve with colleagues and staff and their family are always beautiful memories. My company often organizes a year-end party to summarize the achievements, experiences, lessons of that year, and most importantly, it is an opportunity for everyone to gather, eat, and share as friends and family members. Everyone often comes with their spouses and children, so it's very cozy and bustling. Meeting and dining with colleagues and their families are, for me, the most ideal parties.

### **Q: What are the top three items on your bucket list?**

**A:** Spend more time with my family. Travel to all the countries. Build a lake house.