We focus on the whole picture. Manage your growth. **Improving lives** “If I could. A breath of fresh air in the legal world. We understand our clients like no one else.

**Helping businesses grow**

More than a 

advisors

“[FH+H] got our 

Client needs first, even in 

Global experience

use we choose the harder 

Advocate

“. . . a 
est while enabling me to 
dignity in what was honestly the most 
time in my life.”

**Counsel**

We want to 

of legal services

We understand the 

use of you all, I am able to go home and 
at bed time, and go to sleep myself 
our future.”

**Champion**

“I now know Service Law Firm

www.fluetlaw.com
Improving lives

Helping businesses grow

Advocate

Counsel

Champion
Most law firms are either solo / specialty boutiques that are narrowly focused or big law firms that are full service but expensive.

We’re the alternative: a law firm that provides full, top tier service at less than big firm rates.
Fluet Huber + Hoang was started by former big firm lawyers with the vision of a law firm that focused on (1) improving lives; and (2) helping businesses grow.
From 1 lawyer in 1 office with 1 client, we’ve rapidly grown to 25 lawyers and staff with 146 years of legal experience in 3 offices serving 250+ individuals and 100+ businesses, from startups to multinational corporations.
OVERVIEW

Fluet Huber + Hoang is a rapidly growing, full service law firm that serves as advocate, counsel, and champion for clients worldwide. Its clients range from individuals to startups to international conglomerates. FH+H clients work in a wide variety of industries and have legal needs that span the full breadth of the law.

- FH+H was founded in 2009 by Joseph E. Fluet III and is based in Lake Ridge, VA.
- FH+H began with a single corporate client.
- Currently, FH+H has over 200 corporate clients and 300 individual clients.
- Jennifer S. Huber joined the Firm in January 2010 as a Partner.
- Francis Q. Hoang joined the Firm in May 2010 as a Partner.
- FH+H opened an Easton, MD office in January 2011.
- Hugh Quinn joined the Firm in January 2012 as a Partner.
- FH+H opened an Alexandria, VA office in March 2012.

RESOURCES

FH+H is a full service law firm that serves a wide variety of clients: individuals, startups, small/medium businesses, Fortune 500 companies, international conglomerates, general counsels, other law firms.

- FH+H lawyers have served clients in countries spanning 5 continents, including the UAE, Iraq, and Afghanistan.
- FH+H has 6 lawyers with security clearances, including 4 with TS-SCI, maintains a SCIF facility capable of storing classified documents, and has provided services to multiple companies working in the classified space.
- FH+H lawyers include a former White House lawyer, 2 former federal prosecutors, 3 former federal law clerks, a former Hill staffer, 3 combat veterans, and individuals with significant travel in non-permissive environments.
- FH+H staff speak a total of 8 different languages.
- FH+H maintains a popular blog called GrowCon, for the rapidly growing Government Contractor.
- FH+H regularly provides free resources such as webinars, whitepapers, eBooks, videos, blog articles, studies and reports.

NOTABLE VICTORIES*

- **Litigation:** Obtained a multi-million dollar verdict for a client in a dispute involving multiple overseas companies.
- **Government Contracts:** After the Government demanded a multi-million dollar adjustment to a program fee, FH+H successfully negotiated the amount to less than 20% of the amount sought.
- **Export Compliance:** Obtained an export license for a complex defense article and related defense services for a U.S. company seeking to do work in the Middle East, resulting in over $100,000,000 of new business.
- **Business Formation:** Assisted an Investment Bank with creation of its corporate structure and templates for all transactional document used to place investments.
- **Corporate Transactions:** Obtained a $900,000 settlement for a Government Contractor in a contract dispute with another Contractor.
- **Criminal Defense:** Successfully represented an individual charged with multiple federal felonies such that no charges were filed; successfully represented one of the most high profile violent crimes in Northern Virginia history by negotiating for much lower charge.
- **Government Investigation:** Successfully represented a $40/million year Company facing Congressional Investigation; successfully defended a high-profile individual who was the subject of a well-publicized congressional investigation.
- **Internal Investigations:** Asked by multiple Fortune 500 companies to conduct extensive internal investigations into sensitive matters.
- **Security Clearances:** Protected the careers of many individuals by ensuring that their rights were protected when faced with security clearance investigations.

*Note: Case results depend on a variety of unique factors, and do not guarantee or predict similar results for future cases.*
CORPORATE SERVICES

> Business Formation and Transformation
  Corporate Formation and Governance
  Corporate Structuring and Restructuring
  Business Licensing and Registration
  Employment Agreements
  Executive Compensation
  Teaming Agreements
  Non-Disclosure Agreements
  Subcontractor Agreements
  Debt and Equity Financing

> Corporate Transactions
  Review of transactions and contracts
  Negotiation and drafting of contracts
  Due diligence
  Compliance with federal, state, and local regulations
  Strategic counsel regarding transactions

> Mergers & Acquisitions
  Non-binding proposals and term sheets
  Letters of Intent
  Due diligence
  Negotiations
  Purchase and sale agreements
  Closings

> Joint Ventures/Strategic Alliances
  Identification of JV/SA markets and partners
  Valuation of JV/SA opportunities
  Structuring of JV/SA
  JV/SA proposals and term sheets
  Negotiation of JV/SA deals
  Completion of JV/SA deal documents

> Tax and Accounting Issues
  Tax controversies
  Wealth transfer
  Succession planning tax issues

> Corporate Internal Investigations
  Conduct internal investigations
  Identify and address potential fraud or misconduct
  Identify areas of potential legal liability and mitigation
  Review and revise internal financial controls

> Export Compliance
  Comply with International Traffic in Arms Regulations (ITAR), the Export Administration Regulations (EAR), and other applicable export control mechanisms
  Registration as an ITAR broker / exporter
  Obtain ITAR license for export of defense article or service
  Establish and implement corporate Export Compliance policy and training program

> Security Clearances
  Security clearance applications
  Appeal a denial of access
  Respond to an adverse determination of fitness for access to classified material
  Respond to investigations related to retention of security clearances
  Navigate administrative hearings related to security clearances

> Telecommunications
  Telecommunication franchises and other agreements
  Negotiation of franchises
  Advocacy strategies
  Representation before local governments
  Represent local governments in negotiations with corporate entities

> Campaign Finance/Election Law
  Formation of political action committees, as well as independent expenditure committees (“SuperPACs”)
  Strategic legislative and executive agency advocacy plans
  Implement political law compliance programs and policies
  Review activities by corporations, their employees, and their PACs for compliance with campaign finance and lobbying rules
  File appropriate submissions and disclosures

> Government Investigations
  Represent companies and individuals under investigation by the U.S. Congress, Department of Justice, the SEC, the GAO, Inspectors General, and State AGs
  Prepare witnesses for testimony before House and Senate Committees

LITIGATION

> Civil Litigation
  Represent executives, board members, and employees from companies facing large, complex multi-jurisdictional civil suits
  Represent businesses and individuals in matters involving multiple defendants
  Represent companies and their boards in connection with shareholder actions
  Represent businesses and individuals in ownership and compensation disputes

> Government Investigations
  Represent companies and individuals under investigation by the U.S. Congress, Department of Justice, the SEC, the GAO, Inspectors General, and State AGs
  Prepare witnesses for testimony before House and Senate Committees

> Criminal Law / White Collar Defense
  Represent individuals facing criminal investigation, adverse administrative action, civil suit, and adverse publicity
  Represent executives, board members, and employees of companies facing complex criminal investigations, administrative enforcement actions, and other adverse proceedings
  Counsel businesses facing crisis situations resulting from Government Investigations and adverse publicity

> Personal Injury
  Accidents - Airplane Accidents - Auto
  Accidents / Car Accidents - Bicycle Accidents
  - Boating Accidents - Bus & School Bus
  Accidents - DUI Related - Wrongful Death
  Accidents - Motorcycle Accidents - Pedestrian
  Accidents - Personal Injury - Premises Liability
  - Product Liability - Slip and Fall Accidents
  - Truck Accidents

> Civil Litigation
  Represent companies and their boards in matters involving multiple defendants
  Represent businesses and individuals in ownership and compensation disputes

SPECIAL SERVICES

> Legal Services in Non-Permissive Environments
  Conduct due diligence in countries currently in a state of hostilities or civil unrest
  Assist individuals and companies in completing legal transactions in developing, unstable, or inhospitable nations, while fully complying with U.S. laws and regulations
  Resolve legal disputes in countries where U.S. presence is minimal or non-existent
  Provide an on-the-ground legal presence in high-risk, high-threat areas

> Trusts and Estates
  Wills and Intestacy - Estates - Probate - Trusts, Gifts, and Powers - Charitable
  Bequests - Estate Planning - Irrevocable
  Trusts - Trusts for Minors - Living Will
The sun doesn’t go down on a client call or case. • Other firms manage your risk, we manage it. You could give this firm 10 stars . . . I would give it 11. • I voted for this firm regardless of the situation. • Dedicated to your counsel. • Former White House Lawyer • Full service, simple provider of legal services: trusted and respected company back!” • Experienced Litigators • Cut through right over the easier wrong. • TS-SCI cleared firm that lobbied for me to the fullest. • We maintain some sense of calm, grace, and composure mentally and emotionally excruciating to be sought out as the premier provider of business of law • (703) 590-1234 • “Because I can see my children tonight, tuck them in without worrying about what might be coming. What competent counsel is.” • Full Service