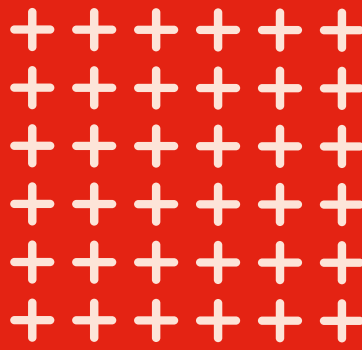


# AIJA Referrals Survey

#AIJAReferralsPowerhouse

The best community.  
Genuine business.



AIJA conducted a **Referrals Survey** to better understand how its network supports professional collaboration and business development among young lawyers. The findings **highlight AIJA's role as a powerful global platform for cross-border referrals and long-term professional relationships.**

A total of **129 responses** were collected, representing a diverse group of participants across jurisdictions, firm sizes, and levels of involvement within the association. The insights reflect the experience of an engaged international community actively exchanging work and expertise.

## Who Responded



AIJA Membership = A Network That Stays and Pays

76%



Of those who responded, **76% of survey respondents have been with AIJA for more than one year.** That means:

- **1 in 2 members stay long-term**, trusting that AIJA continues to pay dividends over time.
- **Over 90% remain beyond year one.**

**AIJA members don't just join: they invest, stay, and profit.**

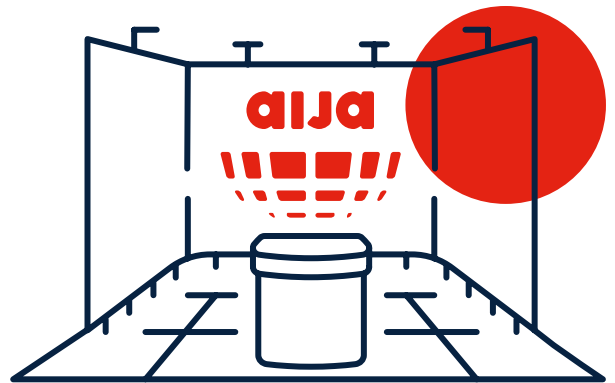
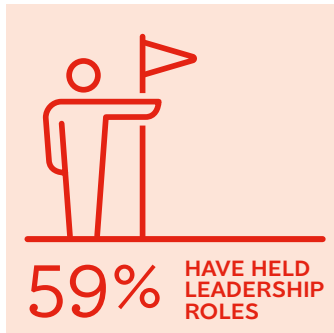


## Who Responded

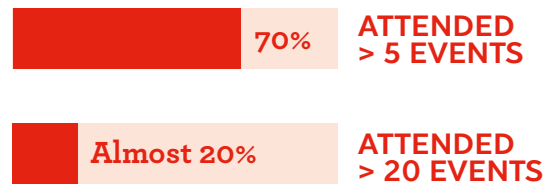


### AIJA Members Are Not Passive Spectators, They Are Business Creators

59% of survey respondents have held leadership roles. Over half of our community is actively engaged and contributing to business-building initiatives.

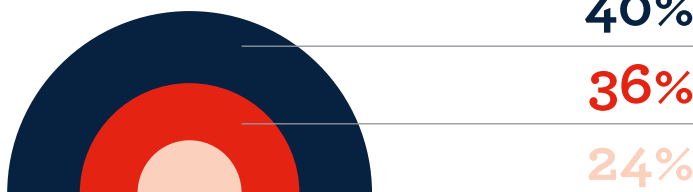


### AIJA's Events Generate Business Pipelines



### AIJA Reaches Every Market Segment

40% come from large firms, 36% from mid-sized, and 24% from boutiques. This means AIJA connects every layer of the legal economy, making cross-referrals easier and broader.



## Referrals: The Heart of the AIJA Engine

### Survey respondents receive referrals from over 100+ different countries across the globe

Even small-population jurisdictions appear, such as Andorra, Liechtenstein, Cyprus, Marshall Islands and San Marino.

Even more striking: 66% of survey respondents receive referrals outside their own expertise, meaning AIJA doesn't just generate work for individuals, it feeds entire firms, multiple departments, and cross-practice teams. The network functions as a firm-wide business generator.



Referrals from over 100+ different countries

This is the strength of AIJA's Flagship Events: they create real business opportunities for you and your colleagues by bringing together a wide range of legal practice areas.

Financially, the impact is undeniable:

- 57% have generated up to €50,000
- 20% generated €50,000–€100,000
- 23% earned more than €100,000 from AIJA referrals alone
- And nearly 1 in 10 people surveyed have crossed the €500,000 mark



A significant portion of the AIJA community is earning six-figure revenues purely through AIJA's referral ecosystem.

On top of that, 48% already report a positive financial return on their AIJA investment.



# So how does this happen for the AIJA community?

## 1. Sponsorships Drive Visibility and Deals



AIJA events don't just connect people. They build client portfolios, expand cross-border practices, and deliver firm-wide commercial value.

70% of firms have sponsored at least one AIJA event, demonstrating a clear vote of confidence in the platform and its business-development impact. At the same time, 65% of survey respondents believe that sponsoring AIJA events delivers tangible value, confirming that firms see these opportunities not as branding expenses but as strategic growth investments with measurable returns.

The influence of AIJA on client development is equally striking. Nearly 27% of survey respondents attribute 10% or more of their current client base directly to AIJA connections.

An extraordinary indicator of how deeply AIJA relationships convert into long-term, revenue-generating work.

## 2. The Referrals WhatsApp Group



The AIJA Referrals WhatsApp group has evolved into a high-velocity, always-on referral marketplace.



This represents only a small portion of the total number of referrals actually being exchanged.

86% of survey respondents are aware of the group, and an impressive 75% have actively posted referral requests, making it one of

the most engaged communication channels within the AIJA ecosystem. Even more compelling, 45% of survey respondents have received multiple referrals directly through WhatsApp, underscoring the platform's role as a real-time source of cross-border work.

The activity patterns are exceptional: 66% of survey respondents check the group daily, transforming it into a constant, living stream of opportunities. When combined with those who check several times per week, 77% of the entire community is plugged into the referral flow at least weekly, giving unprecedented visibility, speed, and response rates.

The WhatsApp group isn't just a chat; it's a global dealflow engine operating in real time.

# In Conclusion

The numbers reveal a network that:

- Retains members for years, even decades
- Generates real, measurable financial return
- AIJA members don't just join: they invest, stay, and profit
- Operates across more than 100 countries
- Engages leaders at high rate
- Runs a hyper-active referral marketplace used daily
- Drives six-figure revenue for a meaningful portion of members
- Is fundamentally built on trust, collaboration, and business generation

Ultimately, the data proves a simple truth:

Sustained engagement within AIJA inevitably turns connections into genuine business.

AIJA does not merely connect young lawyers.

AIJA builds careers, expands firms, and generates cross-border business every single day.



For more information about AIJA, click [here](#)

To learn how to become a member, click [here](#)