



N. XENOFONTOS LLC

STEP (Society of Trust and Estate Practitioners, UK)

60-second interview with Nicky Xenofontos



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Nicky Xenofontos TEP is the founding partner and managing director of N. Xenofontos LLC in Cyprus.

What does your firm do?

N. Xenofontos is a small, boutique law practice with over 14 years' experience in advising families and high net-worth individuals on all aspects of their succession and inheritance planning. The firm also has expertise in intellectual property law, real estate, insolvency and general corporate and commercial matters.

What has STEP done for you, individually, or as a business?

STEP offers a plethora of knowledge, industry updates and networking opportunities. It's the industry's elite.

What is the most important thing STEP does, in your opinion?

Keeping we practitioners up to date and enhancing our skills and knowledge. The CPD courses and events are of high quality.



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What do you most like about your job?

This varies, but helping clients reach their goals is perhaps the ultimate reward for a practitioner and advisor. Interacting with clients and colleagues is also a plus!

.. and what do you feel is most worthwhile?

Ensuring both a legal and practical solution to clients and seeing them content with the outcome.

What would you say to a young person thinking of a career in this industry?

Private client work is demanding but rewarding at the same time. One must have a passion for people, and a heartfelt interest in their needs, projects and problems. Above all, I'd advise them to stick to their principles.

Where do you see future growth, both in terms of sectors and jurisdictions?

In compliance mostly and technology, we are living in a digital era after all.

What do you feel are the main challenges facing your organisation at the moment, and how will you deal with them?

Undoubtedly compliance and the ever-changing regulations as well as understanding different cultures and legal requirements in other jurisdictions.

Research and a nonstop thirst for learning is the key!

Which social media channels do you use and why?

LinkedIn, Instagram and Facebook (when I have time!). LinkedIn, as I find it a useful tool to connect professionally and keep up to date with other jurisdictions, Facebook and Instagram to keep connected with friends and family.

What's your favourite quote?

I can't pinpoint just one, but my favourites are from the Greeks: 'know thyself' and 'confidence has no competition'.

[Nicky Xenofontos TEP](#) is the founding partner and managing director of N. Xenofontos in Cyprus. She is a licenced advocate and insolvency practitioner regulated by the Cyprus Bar Association. Her main focus is on trusts law, insolvency and intellectual property matters, advising high net-worth individuals and large corporations.