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“People don’t buy what you do, but why you do it” (Simon Sinek).



That’s Robert Oosthout’s hook. Interesting, isn’t it? Let’s try to understand why he did choose this sentence, and so we meet him traveling to The Netherlands.

Let’s start with “WHO”....

My complete name is Alphonse Robert Oosthout, I live in Harderwijk in the Netherlands with my wife. We have 3 children and 6 grandchildren. In Harderwijk, situated about 70 kilometers from Amsterdam, we have a really good quality of life, the town (about 49.000 inhabitants) is beautiful, with its peculiar and ancient buildings. When Amsterdam and Rotterdam were still villages, my town was already a powerful member of the German Hanseatic League. The rich Hanseatic history can still be felt when you walk around, through narrow alleys and old city walls. In daily life I am an attorney at law, mediator, speaker, trainer, coach.

When did your professional life start?

Depends on how you look at it. Before I finished my law study in the period 1982-1985 I did my military service in Germany and afterwards I studied business administration at Delft Technical University, which study I financed myself by working as a computer operator with Pink Elephant Engineering B.V. We had two major clients, Dow Chemical and the Nederlandse Reassurantie Groep. This was 1979-1980. After that I started working as an account manager with Deutsche Bank from 1980-1982. On the 23rd of January 1986, my birthday, I was sworn in by the The Hague Court as an attorney at law. Since the High Court (Hoge Raad) has its offices in The Hague also, in those days that meant we were also cassatie-advocaat. Nowadays this is a separate specialization. So I am an attorney at law now for approximately 37 years.

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Why are you an attorney at law? What does it mean for you?

Law is my professional passion. I have also been in politics. I am a stand for peace. But sometimes I wonder if what I do is my purpose, cause, or belief. Certainly, my burning desire is that everybody can be and feel free, emotionally free that is, and as a result financially free. Amongst peace I also stand for freedom and abundance for everybody and believe that we are 100% responsible for this.

And how do you realize your values?

In order to be able to do that I should know first what my top 5 passions or priorities are. My top five passions are: connection, being fit for life, traveling, personal development and freedom.

I try to inspire people to live their dreams and to create the best financial education in the world, so everybody has the possibility to live the life they love and take care of themselves.

How do your values affect your professional life?

My organization, my law firm, exist because I strongly believe that my mission is to serve the world and all who live in it. With my skills and professional tools I help people in order to create the biggest impact.

That's why you're also a coach...

Being a coach is the best way to bring out the best in people and improve the quality of life for everyone by creating the best teachers and leaders on this planet. Through this work people will have a new perspective and an opportunity for a better future and a way to realize that future. Having a future keeps us alive.

You're specialized in family law. What is your approach to such a delicate branch of law, which involves the affective and sentimental life of couples and their families?

I'm also a mediator and have been a banker. When a couple gets into a divorce, I feel it as my duty to support them into separating with respect and care, especially when children are involved. I believe that it's not only a matter of feelings, regrets, and sorrow. I strongly try to set up a good divorce settlement, it's what we call a "compassionate divorce" which ensures better interpersonal relationships and also is an important saving for the entire community. Compassionate divorce saves society 800 million euros a year: Judex research shows that in The Netherlands between 2001 and 2021 there were on average 30.000 to 35.000 divorce cases a year, times 2 adults which is approximately 70.000 adults. The amount of children under 18 affected was about 28.305 in 2020 and in 2019 it was still 29.327. Nowadays the data show a considerable decline in the amount of divorces, to 25.000 a year. As many divorces escalate into disputed divorces, that explains the costs to our society. In fact, the costs are not only for lawyers and the court costs, but also of youth welfare, the Child Protection Board and child psychologists. This must change and lawyers can contribute by offering couples assistance to help them divorce "smoothly", especially when children are involved.

Interviewee **Alphonse Robert Oosthout**, WILL affiliate, Netherlands