



A Worldwide Network of Quality Accounting Firms

Amsterdam International Conference

May 9, 2010



TIAG New Members



- **Sáenz Aguilar & Asociados**
San José, Costa Rica
- **Grupo Kypton**
Belo Horizonte, Brazil
- **Rhodes Contadores Associados S/C**
Brasília, Brazil
- **Emerging Markets Group, LLC**
St. Petersburg, Russia
- **Tecplan Soluções Contábeis & Empresarias SS**
Florianópolis, Brazil
- **HM & Z Consulting**
Vitória, Brazil
- **Secran Assessoria e Consultoria Contábil S/S**
Fortaleza, Brazil
- **Trans-Asia & Co., CPAs**
Taipei, Taiwan
- **Thuy Chung Auditing Co., Ltd.**
Ho Chi Minh City, Vietnam
- **Falcón-Sánchez & Associates, PSC**
San Juan, Puerto Rico
- **Rungrueng Accounting & Lawyer Co., Ltd.**
Bangkok, Thailand
- **Narciso Salas Chavez, Sociedad Civil**
Managua, Nicaragua



TIAG Statistics

| | | |
|----------------------|-----------------|------------|
| Countries: | 62 | |
| Total Firms: | 108 | |
| Total Offices: | 220 | |
| Region | Revenue (\$mil) | Firms |
| Asia Pacific | 37 | 16 |
| Europe | 119 | 31 |
| Latin America | 20 | 32 |
| Middle East-Africa | 11 | 11 |
| North America | 94 | 18 |
| <u>Totals</u> | 281 | 108 |



Combined Status

Estimated Total Revenue: **\$2.5 Billion**

Estimated Total Professionals: **9500**

| Countries: | 93 |
|-----------------------|--------------|
| Total Firms: | 256 |
| Total Offices: | 532 |
| Region | Firms |
| Asia Pacific | 33 |
| Europe | 83 |
| Latin America | 52 |
| Middle East-Africa | 18 |
| North America | 70 |
| <u>Totals</u> | 256 |



Recruiting Lessons

- Active management involvement in TIAG.
- Awareness by firm management of the value offered by TIAG membership.
- Incorporation of TIAG in the strategic plan of a member firm.
- Incorporation of TIAG in the marketing plan of a member.
- Involvement of more than one member of a firm in TIAG, and having multiple “contacts”.
- Consistent attendance at international conferences.
- Involvement in Specialty Groups
- Involvement in and attendance at regional meetings, where possible.





The TIAG Advantage



Increasingly, firms that seek TIAG membership are moving from another network. While it is often misleading to draw definitive conclusions from a small sample, certain aspects of TIAG membership seem to be distinguishing.

- Modest cost
- Attention to client and member service
- Limited paperwork, especially paperwork related to networks trying to maintain a ranking in a publication.
- Exclusivity.
- Global, rather than regional, governance.
- Emphasis on relationship building among members



Upcoming Conferences



Toronto
October 25-27, 2010



Zurich
May 9-11, 2011



Rio de Janeiro
Oct 2010



San Francisco
May 2012





Regional Meetings



| <u>Group</u> | <u>Dates</u> | <u>Location</u> |
|-------------------------------|---------------------|-----------------|
| North America Teleconferences | Jun, Sept, Dec 2009 | Teleconference |
| Property Group | Nov. 13-14, 2009 | London |
| Southeast | Spring 2010 | TBD |
| Asia - Pacific | March 11-13, 2010 | Singapore |
| Brazil | 2010 | TBD |
| Mexico | 2010 | TBD |





Marketing Update



Objectives:

1. Increase membership value
2. Drive new clients to member firms

Progress:

- Prospective clients section on website; PowerPoint on website
- Collected many success stories for use to promote firms and network
- Revised Welcome Package, including a roadmap to maximizing membership
- Specialty Groups becoming more active through collaboration with TAGLaw groups
- Retention plan being drafted



Marketing Update



A Worldwide Network of Quality Accounting Firms

TIAG WELCOME PACKAGE

Enclosures:

- TIAG Membership Agreement
- Member Information Form
- TIAG Standards and Charter
- Realizing Membership Benefits
- New Member Checklist
- Website Instructions/Username Postcards
- TAG Academy Information
- TIAG/TAGLaw Membership Directory (on enclosed USB drive)
- TIAG/TAGLaw Brochures
- Invoice for Membership Fee



Realizing Membership Benefits



A Worldwide Network of Quality Accounting Firms

REALIZING MEMBERSHIP BENEFITS

I'm a member of TIAG®.
Now what do I do?

There are many ways to take advantage of
your membership in TIAG. Following are the
ways we recommend you get started.



Website

Home

About TIAG

Find a Firm / Accountant

News & Resources

Sponsors

TAGLaw

TAG Academy

Contact Us



A Worldwide Network of Quality Accounting Firms

Search

A Worldwide Network of Quality Accounting Firms

TIAG® (The International Accounting Group) is a global alliance of high-quality, independent accounting firms with more than 100 member firms based in over 60 countries. Member firms serve clients around the world in a range of business transactions.

Find a TIAG Firm or Accountant

In the Spotlight

Comprehensive Financial Services

Port Louis, Mauritius

Specialty Groups

Resource Center

Conferences

Business Opportunities

Strategic Partners

TIAG Forums

ADMINISTRATION

LOGOUT

TIAG News

Anderson Anderson & Brown LLP Named the Top Dealmakers in Scotland for 2009

Anderson Anderson & Brown LLP (Scotland) has been named by the *Scottish Business Insider* Magazine as the top dealmakers in Scotland in 2009 for the.. [More](#)

Mercer & Hole Ranked in Private Client Practitioner Magazine's Top 25 Chartered Accountants

Mercer & Hole (London) are pleased to announce that they have been ranked in *Private Client Practitioner* magazine's inaugural top 25 chartered.. [More](#)

Wachovia VP Takes New Position: John Schiappa Joins HPG Leadership Team

Hughes Pittman & Gorton, LLP, the largest CPA firm headquartered and staffed in the Research Triangle Park region of North Carolina... [More](#)

Fineman West & Company Partner Elected to

Amsterdam Conference

Join your TIAG and TAGLaw colleagues for the 2010 TIAG Spring International Conference from May 10-12 in Amsterdam! [Click HERE for details or to register.](#)

TAG Academy Upcoming Courses

International Tax Update - April 28, 2010

Social Media Policies: Personal Privacy vs. Firm Policy - May 5, 2010

The Evolution of Partner Compensation - May 26, 2010

Making the Transition from Worker Bee to Rainmaker - June 2, 2010

How to Keep Your Clients Happy

Visit [TAGLaw](#) and [TAG Academy](#):

Home | About TIAG | Find a Firm / Accountant | News & Resources | Sponsors | TAGLaw | TAG Academy | Contact Us

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Disclaimer



Doing Business Guides



Doing Business In The UK

2009

By: **Lisa Spearman**

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mercer & hole
chartered accountants





Doing Business



CONTENTS:

1. Introduction – Geography and Essentials
2. Business Entities:
 - Sole Traders
 - Partnerships
 - Limited Liability Partnerships (LLPs)
 - Companies
3. Taxation of Businesses
4. Payroll Taxes
5. VAT
6. Taxation of Individuals
7. Capital Taxation
8. Stamp Duty Land Tax
9. Contact Details





Specialty Groups



Assurance & SEC Specialty Group

Co-chair: Paul Webster, Mercer & Hole, London

Co-chair: Kendall Merkley, KMJ | Corbin & Company, Costa Mesa CA, USA

Best Practices

Co-chair: Howard Wilkinson, Mercer & Hole, London

Co-chair: J. King Bourland, CF & Co. LLP, Dallas TX, USA

Energy

Co-Chair: Keith May, Richey, May & Co., Englewood CO, USA

Co-Chair: Felipe Pestana, Grupo Planus, Rio de Janeiro, Brazil

Forensic Accounting & Litigation Support Specialty Group

Co-chair: Nick Fail, DTE Group, Manchester UK

Tax Specialty Group

Co-chair: Kerri O'Connell, Hamill Spence O'Connell, Dublin

Co-chair: Lawrence Hamilton, Hughes Pittman & Gupton LLC, Raleigh NC, USA

TAGLaw/TIAG collaborative groups:

- TAG Property Group
- TAG Tax Group



TIAG Developments

Network Best Practices

- Methods of Communication
- Response Time
- Courtesies
- Confidentiality
- Engagement Terms
- Language Skills
- Expertise
- Disputes
- Network Contacts
- Conference Attendance
- Network Cooperation
- Referrals
- Promoting the Network
- Success Stories
- Branch Offices
- Governing Documents





TIAG Developments



TAG Foundation

- A permanent charitable foundation to be used around the world as directed by committee of advisors
- This will be funded by TAG, TAGLaw and TIAG firms, perhaps their members
- Continuing a proud and strong tradition





TAGLaw® New Members

- **Cain Lamarre Casgrain Wells**, Quebec, Canada
- **Carlile Patchen & Murphy LLP**, Columbus, Ohio, USA
- **Loze, Tamberga & Partners**, Riga Latvia
- **Simeza Sangwa and Associates Advocates**, Lusaka, Zambia
- **Kochhar-Alnowaiser**, Saudi Arabia
- **Popa & asociatii**, Moldova
- **Erdem & Erdem**, Turkey



TAGLaw Status

| | |
|-----------------------|------------|
| Countries: | 84 |
| Total Firms: | 148 |
| Total Offices: | 312 |

| Region | Lawyers | Firms |
|----------------------|----------------|--------------|
| Asia Pacific | 837 | 17 |
| Europe | 1935 | 52 |
| Latin America | 593 | 20 |
| Middle East-Africa | 79 | 7 |
| North America | 4250 | 52 |
| <u>Totals</u> | 7696 | 148 |



TAG Academy

TAG Academy 2010 COURSE SCHEDULE

| | |
|-------------|--|
| January 20 | The Firm of the Future: What's In Store for CPA Firms in 2010 and Beyond <i>Charles Hylan, The Growth Partnership</i> |
| April 28 | International Tax Update <i>Sean M. King, Williams Mullen</i> |
| May 5 | Social Media Policies: Personal Privacy vs. Firm Policy <i>Kristin Gentry, Savvy Social Media Marketing</i> |
| May 26 | The Evolution of Partner Compensation <i>Allan Koltin, PDI Global</i> |
| June 2 | Making the Transition from Worker Bee to Rainmaker <i>Larry Bodine, Larry Bodine Marketing</i> |
| June 16 | How to Keep Your Clients Happy by Getting Ahead of the Game on IFRS: Part 1 <i>David Potts, DMP Training</i> |
| July 7 | Driving Customer Loyalty: How to Maximize Your Relationships with Key Clients and Keep Them Coming Back for More <i>Jeff Pawlow, The Growth Partnership</i> |
| August 4 | Keeping Your Firm and Partners from Making Marketing Blunders <i>Melinda Guillemette, Melinda Motivates</i> |
| August 18 | How to Keep Your Clients Happy by Getting Ahead of the Game on IFRS: Part 2 <i>David Potts, DMP Training</i> |
| September 1 | Great Leaders, Great Teams, Great Results: People Development within Your Firm <i>The Growth Partnership</i> |
| October 6 | Lateral Hires: Determining Who Will Work Out and Who Won't Before It's Too Late <i>John Sterling, Smock Sterling Strategic Management Consultants</i> |
| October 20 | TBD <i>Allan Koltin, PDI Global</i> |
| November 3 | ROI - The Challenge of Measuring the Success of Marketing <i>Larry Bodine, Larry Bodine Marketing</i> |
| December 15 | How to be a Convincing Expert Witness <i>TBD</i> |





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