

BRUSSELS

2012 INTERNATIONAL CONFERENCE
OCTOBER 22-24, 2012



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WELCOME TO BRUSSELS!



Dear TAGLaw® and TIAG® Members:

We welcome you to Brussels, one of the world’s most international cities, known for its mix of the old and the new. We know that you will enjoy the camaraderie and education of the conference as well as the beauty and history of the city and region.

Brussels represents the old and the new for us as well. In the Fall of 2000, TAGLaw held its third conference in Brussels. We look back and take pride in the growth and development of both TAGLaw and TIAG, each are now among the world’s elite organizations in their markets.

Our special thanks to our host firms and principal sponsors, Marx Van Ranst Vermeersch & Partners (Brussels) from TAGLaw and both SBB Accountants & Advisors (Leuven) and Van Cauter-Saeyns & Co (Aalst) from TIAG.

Thanks are due as well to our associate sponsors from TAGLaw, Adam & Bleser (Luxembourg) , Rassers Advocaten and Nysingh advocaten-notarissen N.V. (Apeldoorn, Netherlands).

We welcome and thank Thomson Reuters as a conference sponsor. We appreciate their support for the conference and their help with the TIAG program.

Our semi-annual international conferences are significant events for us and for all of you. Our TAG staff works hard to make them as meaningful and enjoyable as possible and I add my personal thanks to all of them for the work they have done and will do to make this a special experience for you in Brussels.

We look forward to seeing you.

Robert U. Sattin
President
The Appleton Group, Inc.



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EMPOWERING YOU TO ACHIEVE YOUR GLOBAL TAX AND ACCOUNTING GOALS

The world of global tax and accounting topics is intricate and constantly shifting. It is now more essential than ever that tax practitioners have access to efficient and mobile technology that empower them with updated and detailed tax knowledge and analysis, to make strategic decisions regarding their corporations. As revenue authorities are increasingly introducing revisions and regulations to their existing tax measures, while corporations are looking to control their budgets, tax practitioners have a vested interest and responsibility to their stakeholders to understand compliance in regards to such issues as tax avoidance, corporate migrations and intercompany transactions, while also minimizing tax penalties and double taxation.

For global tax practitioners involved in tax planning, compliance, transfer pricing and other tax obligations, Thomson Reuters offers the solutions to manage your research needs.

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Checkpoint World is designed specifically to meet the research needs of tax and accounting professionals responsible for cross-border transactions of multinational corporations. With extensive content, including **Global Tax Laws & Legislation, Global Tax Planning Treaties, OECD guidelines, Transfer Pricing Library, Accounting and Auditing Standards**, as well as commentary & analysis and current awareness news across these topics,

practitioners will be able to gain a clearer focus in the complex world of tax legislation.

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AGENDA



SUNDAY, OCTOBER 21 (Advisory Board Meeting Schedule)

- 8:30 a.m. - 9:00 a.m.** **TIAG Board Breakfast** (*Loui III*)
- 9:00 a.m. - 11:30 a.m.** **TIAG Board Meeting** (*Loui III*)
- 11:30 a.m. - 2:30 p.m.** **TAGLaw and TIAG Joint Board Meeting and Lunch** (*Café Wiltcher's*)
- 2:30 p.m. - 5:00 p.m.** **TAGLaw Board Meeting** (*Loui III*)

MONDAY, OCTOBER 22 (TAGLaw & TIAG)

- 7:00 a.m. - 10:00 a.m.** **Conference Registration** (*Gallery Lobby*)
- 8:15 a.m. - 4:30 p.m.** **Early Bird Tour: A Day in Bruges** (*Meet in hotel lobby at 8:00 am to depart by bus.*)
- Every once in a while when you travel, you stumble onto a town that somehow missed the 21st century. Such is Bruges. The historic city center is a prominent World Heritage Site of UNESCO. Along with a few other canal-based northern cities, such as Amsterdam, it is sometimes referred to as "The Venice of the North". Upon your arrival, view Bruges while sitting in a horse tram and then lunch at one of its delightful restaurants. Before heading back to Brussels, there will be an opportunity to browse its charming streets and shops.
- 4:30 p.m. - 6:30 p.m.** **Conference Registration** (*Gallery Lobby*)
- 4:30 p.m. - 6:00 p.m.** **TAGLaw European Meeting** (*Bellevue AB*)
- 6:30 p.m.** **TIAG Cocktail Party & Welcome Dinner** (*Cocktails: Foyer; Dinner: Ballroom A*)
- 6:45 p.m.** **TAGLaw Cocktail Party & Welcome Dinner** (*Cocktails: Lobby Lounge; Dinner: Ballroom BC*)
- Now that everyone has arrived in Brussels, it is time to kick off the week with cocktails and enjoy a wonderful dinner with old and new friends.

TUESDAY, OCTOBER 23 (TAGLaw)

- 7:00 a.m. - 9:00 a.m.** **Breakfast** (*Café Wiltcher's*)
- Breakfast for members is included in the room rate, but a charge of 30 Euros applies to each additional guest.
- 9:00 a.m. - 9:30 a.m.** **Welcome** (*Ballroom BC*)
- A welcome to Brussels from Bob Sattin, President of The Appleton Group, Inc.
- 8:30 a.m. - 4:30 p.m.** **Guest Tour: A Day in Ghent** (*Meet in lobby at 8:15 a.m. to depart by coach bus.*)
- Belgium's fourth-largest and most beautiful city, with its classic medieval charm, is home to a quarter of a million people and a flourishing flower export trade. Ghent's city center is a pedestrian area that is like a museum to early Flemish architecture and a testament to the city's medieval might. Impressive Gothic sites, such as dramatic St. Bavo's Cathedral and the Castle of the Counts, inspire awe. The works of Flemish masters are housed in the distinguished Museum voor Schone Kunst. With your guide, wander its streets, enjoy its history, with time for some shopping before lunch at one of its local restaurants. Then, board a boat for a trip on the Lys River, enjoying its natural beauty and charm (boat trip is approximately 1 hour).

AGENDA *(continued)*



9:30 a.m. - 10:30 a.m.

Identifying Leadership Talent *(Ballroom BC)*

Deepak Malhotra, Chief Operating Officer, Rubis International

Lawyers are often called upon to develop the leadership skills so often found in successful businesses? In this presentation, Deepak Malhotra, a leading legal industry analyst, presents groundbreaking research his firm has conducted that discusses how lawyers make the change from a practicing lawyer to a managing partner. Having made the change himself and studied the transition other lawyers have made, Malhotra discusses the qualities individuals need, as well as the environments that can make such a change successful.

10:30 a.m. - 11:00 a.m.

Networking Break *(Gallery AB): Sponsored by Thomson Reuters*

11:00 a.m. - 12:00 p.m.

10 Steps to Growing Your International Business *(Ballroom BC)*

Alex Holtum, Director, International Law Firm Solutions, Ltd.

How do you reach the greatest number of prospective clients for the smallest investment? In this presentation, Alex Holtum, founder of ILFS, Ltd, which helps independent law firms raise and maintain their profiles, will take TAGLaw members through what many firms regard as the 10 key elements of a marketing plan aimed at growing their international business. He will consider the relative advantages and disadvantages of each, including the extent to which they can be measured.

12:00 p.m. - 1:30 p.m.

Lunch *(Lobby Lounge)*

1:30 p.m. - 2:30 p.m.

International Privileged and Confidential Communications: Pitfalls for the Unwary *(Ballroom BC)*

John Jennings, In-House Counsel, Eastman Chemicals EMEA B.V.

Panelists: Paul Hopkins, Carter Newell (Queensland, Australia); Jim Shaker, Ryan Swanson (Washington, USA); Philip Jenkinson, Triplet & Associés (Lille, France) and Ownen Tse, Vivien Chan & Co. (Hong Kong, China)

Although many legal jurisdictions recognize some form of attorney-client privilege or an obligation of confidentiality, or both, what is and isn't protected, and under which circumstances, can vary greatly from country to country and can create some real surprises and headaches for the uninformed. You cannot afford to simply assume another jurisdiction's rules function like your own. Our panel of seasoned lawyers from a wide variety of legal traditions will discuss the rules and exceptions in their own jurisdictions and later engage in a discussion of hypothetical facts based on real-life experiences where you might inadvertently waive privilege or become prevented by confidentiality rules from learning the full facts of your case. Lastly, the panel will offer some practice tips on how to minimize these unwanted effects. The panel discussion will be led by moderator John Jennings, a U.S.-qualified lawyer, TAG Alum and friend to many TAGLaw members, now practicing in-house in Europe, who has to contend with the privilege rules of a dozen or more jurisdictions on a regular basis.

2:30 p.m. - 3:00 p.m.

Networking Break *(Gallery AB)*

3:00 p.m. - 4:15p.m.

Specialty Group Sessions *(See TIAG's Tuesday agenda for additional Specialty Groups. All TIAG Specialty Groups are open for TAGLaw members to attend.)*

Corporate and M&A *(Ballroom B)*

Topic: We will watch the film, "Something Ventured," which tells the story of the creation of an industry that went on to become the single greatest engine of innovation and economic growth in the 20th century. It is told by the visionary risk takers who dared to make it happen.

Co-Chairs:

- Anthony Adler; Mitchell Silberberg & Knupp LLP (Los Angeles, California, USA)
- Bernhard Welten; Hodler Rechtsanwölte (Berne, Switzerland)
- Enrique A. Gonzalez Calvillo; González Calvillo, S.C. (Mexico)

IP/IT, Life Sciences, and Insolvency & Secured Transactions (Joint Session) (Empire)

Topic: In today's global economy, the ability to obtain and enforce licensing rights to intellectual property often requires consideration of the laws, rules and regulations of numerous jurisdictions. Uncertainties which exist today and which may arise in years to come, also mandate consideration of the effect of various insolvency and bankruptcy laws on the ability to retain such licensing rights. This joint specialty group presentation will explore some of the issues which should be considered in the drafting of intellectual property licenses in both the United States and the European Union.

Co-Chairs:

- IP/IT: Mark Thomas; Williams Mullen (North Carolina & Virginia, USA)
- IP/IT: Gábor Germus; Germus and Partners (Hungary)
- Life Sciences: Barbara Rummel; Lindquist & Vennum PLLP (Colorado & Minnesota, USA)
- Life Sciences: Paul Tauber; Coblenz, Patch, Duffy & Bass LLP (San Francisco, California, USA)
- Insolvency & Secured Transactions: Andrew R. Turner; Conner & Winters, LLP (Oklahoma, USA)
- Insolvency & Secured Transactions: Deborah Williamson; Cox Smith Matthews Incorporated (San Antonio, Texas, USA)

Litigation & ADR and Employment & Labor (Joint Session) (Ballroom C)

Topic: This combined group meeting, with the help of John Jennings, former TAGLaw colleague and in-house counsel for a U.S. multinational based in Belgium, will explore suggestions as how to market to and secure legal work from in-house counsel, including a discussion of the synergies associated with our TAGLaw membership.

Co-Chairs:

- Litigation & ADR: Alex Lever; Nysingh advocaten-notarissen N.V. (Apeldoorn, Netherlands)
- Litigation & ADR: Michael Penman; Blaney McMurtry LLP (Ontario, Canada)
- Litigation & ADR: R. Willis Orton; Kirton & McConkie, PC (Utah, USA)
- Employment: Larry Drapkin; Mitchell Silberberg & Knupp LLP (Los Angeles, California, USA)
- Employment: Danielle Muller; Rassers Advocaten (Breda, Netherlands)

Property (TAGLaw & TIAG Members) (Bellevue AB)

Topic: Karen Mason, Property group co-chair, will discuss how global instability, problems in the Euro zone and emerging markets demand have seen a real dive into Central London Property markets. Karen will look at whether this is merely because investors see London as a safe haven or whether there is still more growth possibility in London.

Co-Chairs:

- Property: Karen Mason, Boodle Hatfield (London, England - TAGLaw)

TAG Tax (TAGLaw & TIAG Members) (Belvedere AB)

Topic: Global Expansion Strategies. Gregory Bryant of Williams Mullen (Virginia, USA - TAGLaw) will provide an overview of best practices in structuring global businesses, whether European or US headquartered. He will cover treasury, tax and supply chain risk management. He will analyze how Google gets a 2.4% tax rate on its global profits. From this case study, we will learn how to use and combine strategic transfer pricing and treasury management best practices to allow for the efficient movement of working capital. This course will also provide a good primer for the TIAG featured topic on Corporate Migration.

Led by: Roy Saunders, Chairman, International Fiscal Services

Co-Chairs:

- Lisa Spearman; Mercer & Hole (London, England - TIAG)
- Oksana Hoey; Murray, Jonson, White & Associates, Ltd., PC (Virginia, USA - TIAG)
- Pascal Schultze; GGV Grützmacher / Gravert / Viegeler (Paris, France - TAGLaw)
- Conrad Garcia; Williams Mullen (Richmond, Virginia, USA - TAGLaw)

AGENDA *(continued)*



4:15 p.m. - 5:00 p.m.

Advisory Board Report (*Ballroom BC*)

The TAGLaw Advisory Board reports on the state of the network and new initiatives and responds to your questions.

5:00 p.m.

Close (*Ballroom BC*)

6:30 p.m.

Reception & Gala Dinner at the Arts and History Museum (*Meet in hotel lobby at 6:15 p.m. to depart by coach.*)

This museum has an important collection of *objets d'art* from different civilizations from all over the world. The museum was founded in 1835 and was originally located in the Hallepoort/Porte de Hal, one of the last remaining medieval city gates of Brussels. In 1889 it was transferred to the newly built pavilions in the heart of Cinquantenaire Park. Join us for a cocktail reception in the cloister and the opportunity to browse through a small collection of the museum's artifacts. After cocktails, dine in one of the impressive halls, sit back with coffee and dessert, and enjoy the evening's entrainment. *Dress: Cocktail attire*

TUESDAY, OCTOBER 23 (TIAG)

7:00 a.m. - 9:00 a.m.

Breakfast (*Café Wiltcher's*)

Breakfast for members is included in the room rate, but a charge of 30 Euros applies to each additional guest.

8:30 a.m. - 4:30 p.m.

Guest Tour: A Day in Ghent (*Meet in lobby at 8:15 a.m. to depart by coach bus.*)

Belgium's fourth-largest and most beautiful city, with its classic medieval charm, is home to a quarter of a million people and a flourishing flower export trade. Ghent's city center is a pedestrian area that is like a museum to early Flemish architecture and a testament to the city's medieval might. Impressive Gothic sites, such as dramatic St. Bavo's Cathedral and the Castle of the Counts, inspire awe. The works of Flemish masters are housed in the distinguished Museum voor Schone Kunst. With your guide, wander its streets and enjoy its history, with time for some shopping before lunch at one of its local restaurants. Then, board a boat for a trip on the Lys River, enjoying its natural beauty and charm (boat trip is approximately 1 hour).

8:45 a.m. - 9:00 a.m.

Welcome (*Ballroom A*)

A welcome to the conference from Bob Sattin, President of The Appleton Group, Inc.

9:00 a.m. - 10:00 a.m.

SME Accounting: Common Problems and Pitfalls (*Ballroom A*)

David Potts, President, DMP Training

TIAG favorite, trainer David Potts, considers the difficulties many accountants face when practicing SME accounting, and he presents various solutions accountants can implement. In addition, David considers the different options and exemptions available and how they differ between full IFRS and GAAP reporting.

10:00 a.m. - 10:30 a.m.

Networking Break (*Gallery AB*) *Sponsored by Thomson Reuters*

10:30 a.m. - 11:30 p.m.

The Integration of Mobile Devices in the Workplace (*Ballroom A*)

John Basso, Chief Information Officer & Co-founder, Amadeus Consulting Group

Mobile devices are becoming main stream in the workplace, but how do you make all of your technology work together efficiently? John Basso, Amadeus Consulting CIO and mobile technology expert, will present the various ways that accounting firms can use mobile technology to increase their efficiency. He will present examples of apps that Amadeus Consulting has built that have helped other industries and show the accounting industry what technology is possible, but also the risks posed by using mobile technology and some practical ways to safeguard against those risks. John will present some examples from a variety of industries and make some projections of what the mobile-technology future holds for the accounting industry.

AGENDA *(continued)*



11:30 a.m. - 12:30 p.m.

Learning to Become a Leader (Ballroom A)

Phil Shohet & Andrew Jenner, Kato Consultancy

Some people naturally have higher levels than others of leadership ability and qualities, but with very few exceptions leaders are made and not born. It is only by obtaining the necessary practical training, identifying and working to improve those skills, and applying them at the right times and in the right places, that an individual can become an effective leader. Join Phil Shohet and Andrew Jenner, two of the leading management consultants in Europe for professional service firms, for their interactive and challenging presentation on how to become a successful leader for your firm.

12:30 p.m. - 1:45 p.m.

Lunch (Lobby Lounge)

1:45 p.m.- 2:30 p.m.

Advisory Board Report (Ballroom A)

The TIAG Advisory Board reports on the state of the alliance and new initiatives and responds to your questions.

2:30 p.m. - 3:00 p.m.

Networking Break (Gallery AB)

3:00 p.m. - 4:15 p.m.

Specialty Group Sessions (See TAGLaw's Tuesday agenda for additional Specialty Groups. All TAGLaw Specialty Groups are open for TIAG members to attend.)

Assurance & SEC (TIAG Members) (Ballroom A)

Topic: The session will take the format of an "Accountants Clinic" where David Potts of DMP Training will address specific questions raised by our members on audit or accounting issues.

Co-Chairs:

- Paul Webster, Mercer & Hole Chartered Accountants (London, England - TIAG)
- Robert Reitman; Cornick, Garber & Sandler (New York, New York, USA - TIAG)

Property (TIAG & TAGLaw Members) (Bellevue AB)

Topic: Karen Mason, Property group co-chair, will discuss how global instability, problems in the Euro zone and emerging markets demand has seen a real dive into Central London Property markets. Karen will look at whether this is merely because investors see London as a safe haven or whether there is still more growth possibility in London.

Co-Chairs:

- Property: Karen Mason, Boodle Hatfield (London, England - TAGLaw)

TAG Tax (TIAG & TAGLaw Members) (Belvedere AB)

Topic: Global Expansion Strategies. Gregory Bryant of Williams Mullen (Virginia, USA - TAGLaw) will provide an overview of best practices in structuring global businesses, whether European or US headquartered. He will cover treasury, tax and supply chain risk management. He will analyze how Google gets a 2.4% tax rate on its global profits. From this case study, we will learn how to use and combine strategic transfer pricing and treasury management best practices to allow for the efficient movement of working capital. This course will also provide a good primer for the TIAG featured topic on Corporate Migration.

Led by: Roy Saunders, Chairman, International Fiscal Services

Co-Chairs:

- Lisa Spearman; Mercer & Hole (London, England - TIAG)
- Oksana Hoey; Murray, Jonson, White & Associates, Ltd., PC (Virginia, USA - TIAG)
- Pascal Schultze; GGV Grützmacher / Gravert / Viegner (Paris, France - TAGLaw)
- Conrad Garcia; Williams Mullen (Richmond, Virginia, USA - TAGLaw)

4:15 p.m. - 5:15 p.m.

International Tax Strategies Related to Corporate Migration (Ballroom A)

Roy Saunders, IFS Consulting

International tax planning for multinational companies is a complex and rapidly growing area. As more medium and large companies look to markets outside of their borders, the future of international tax practice continues to expand. Major tax practice areas include formation of subsidiary companies overseas, setting up sales subsidiaries, acquisition of existing foreign groups, restructuring of overseas holding companies and the formation of tax havens. Renowned tax expert Roy Saunders shows TIAG members some effective tax planning strategies related to corporate migration.

AGENDA *(continued)*



6:30 p.m.

Reception & Gala Dinner at the Arts and History Museum (*Meet in hotel lobby at 6:15 p.m. to depart by coach.*)

This museum has an important collection of *objets d'art* from different civilizations from all over the world. The museum was founded in 1835 and was originally located in the Hallepoort/Porte de Hal, one of the last remaining medieval city gates of Brussels. In 1889 it was transferred to the newly built pavilions in the heart of Cinquantenaire Park. Join us for a cocktail reception in the cloister and the opportunity to browse through a small collection of the museum's artifacts. After cocktails, dine in one of the impressive halls, sit back with coffee and dessert, and enjoy the evening's entrainment. *Dress: Cocktail attire*

WEDNESDAY, OCTOBER 24 (TAGLaw & TIAG)

7:00 a.m. - 9:00 a.m.

Breakfast (*Café Wiltcher's*)

Breakfast for members is included in the room rate, but a charge of 30 Euros applies to each additional guest.

9:00 a.m. - 9:15 a.m.

Opening Comments and a Preview of Boston (*Ballroom BC*)

A preview of Boston, the location for the next TAGLaw and TIAG international conference in May 2013, from Norm Posner of Samet & Company (Massachusetts, USA) and Jeffrey Ganz of Riemer & Braunstein LLP (Massachusetts, USA).

9:15 a.m. - 10:45 a.m.

Specialty Group Sessions

Firm & Practice Management and Best Practices (TAGLaw & TIAG) (Ballroom BC)

Topic: Considering Your Strategic Options

In this breakout session, Alex Holtum of IFLS, Ltd. will facilitate a discussion about the different ways professional service firms can choose to grow and expand. In case-study format, Alex will discuss the decision-making process a law firm and an accounting firm went through before implementing major changes in their firm's business plans. After the presentations, the session will break into several groups to analyze the decision and then report back to everyone what decisions they would have made and what results they would expect from their decisions.

Co-chairs:

- Firm & Practice Management: Richard Few; Smith Moore Leatherwood (South Carolina, USA - TAGLaw)
- Firm & Practice Management: Richard Levy; Kuit Steinart Levy LLP (Manchester, England)
- Best Practices: Howard Wilkinson; Mercer & Hole Chartered Accountants (London, England - TIAG)
- Best Practices: Kurt Baker; ESV Chartered Accountants (Sydney, Australia - TIAG)

Financial Institutions and Markets (TAGLaw & TIAG) (Bellevue AB)

Topic: International Impact of National Laws - UK Bribery Act and U.S. Dodd-Frank Act.

This newly formed, multi-disciplinary group will focus on all aspects of serving the financial markets, from banks to hedge funds to investment banking. Join this initial meeting, network with others in your area and discuss laws that affect these industries.

Co-Chairs:

- Ronald D. Raxter; Williams Mullen (North Carolina & Virginia, USA)
- Jack Savage; CF & Co., L.L.P. (Dallas, Texas, USA)

9:45 a.m. - 1:00 p.m.

Guest Tour: A Walking Tour of Uptown and Downtown Brussels
(*Meet in lobby at 9:30 am.*)

Your guide will meet you in the hotel lobby for a 9:45 a.m departure. As you leave the Conrad Hotel and stroll downtown, become familiar with the history and architecture of Brussels, stopping on the way for a light lunch. After lunch, walk to the Place du Jeu-de-Balle Flea Market, and the historic district surrounding it. Rumor has it that a Picasso was found in this market, so keep your eyes open!

AGENDA *(continued)*



10:45 a.m. - 11:15 a.m. Networking Break *(Gallery AB)*

11:15 a.m. - 12:15 p.m. Can Small and Mid-Size Enterprises Still Count on Financial Markets to Finance their Growth? *(Ballroom BC)*

Vincent Van Dessel, CEO, NYSE Euronext Brussels

Electronic markets, Multi-Lateral Trading Facilities, Internalization, high frequency trading, collocation, shorting, Basel III, Solvency II, the Markets in Financial Instruments Directive... The landscape of financial markets has changed dramatically over the past years. But do these markets still offer a valid alternative for small and medium-size enterprises (SME's) to finance their growth? Learn more about the meaning of the evolution from Vincent Van Dessel, one of the leading executives in the world of finance.

12:15 p.m. - 1:45 p.m. Lunch *(Lobby Lounge)*

1:45 p.m. - 2:45 p.m. The Art of Networking: Strategies for Engaging New Clients and Creating Relationships *(Ballroom BC)*

Itzik Amiel, Founder and CEO, EG Group

In this interactive presentation, the versatile and talented speaker Itzik Amiel will discuss the mindset and skill set needed for effective networking, as well as the opportunities and challenges of cross-border networking. During Itzik's presentation, he will share some valuable networking tips, as well as some surprising strategies for engaging prospects and new clients.

3:15 p.m. - 5:30 p.m. Networking Tours *(Meet in hotel lobby at 3:00 p.m.)*

Royal Museums of Fine Arts

The Royal Museums of Fine Arts is made up of two art museums in the same building and is connected to the Magritte Museum. The Grand Hall entrance sets the stage for Ancient Art and 17th to 18th century art that is displayed in the upper floors. Surprisingly, there are eight floors below ground that house The Modern Art wings. These include a display of comic strips, a cherished art form in Belgium. Ultra modern pieces are found deep underground in floors -4 to -8.

Magritte Museum - René Magritte

Take this opportunity to see a museum dedicated to one of Belgium's most famous modern artists. René François Ghislain Magritte was a Belgian Surrealist artist, and he became well known for his witty and thought-provoking images.

7:00 p.m. - 10:00 p.m. Dinner & Networking: Evening at The Brewer's House in 10 Grand Place *(Meet in hotel lobby at 6:15 p.m.)*

The Brewer's House is situated in the historic heart of Brussels on one of the world's most beautiful squares. The house, as it stands today, dates back to 1698. However, this majestic building has a history that began long before the construction of the building. The rise of the Brewers as a professional organization, or guild, plays a very important role the history of the country. Today, The Brewing House is the last guild house to serve its original purpose as the seat of the Belgian Brewers. The arched cellars house a museum that is dedicated to brewing. You will have the opportunity to watch a short film showing the history of brewing, then down to the cellars for a sampling, and finally, a walk across the Grand Place for dinner at La Chaloupe d'Or.

SPEAKERS



Deepak Malhotra

Chief Operating Officer, Rubis International

Session: Identifying Leadership Talent

Deepak Malhotra is now the Chief Operating Officer for Rubis International. The business owns a number of major brands including the indulgent chocolate wine called Rubis.

Prior to taking up this position, Deepak has held diverse roles including in management consulting, as a non-executive director of various companies, and also as Senior Vice President and General Counsel Europe & Australia for Constellation Brands Inc., and as Vice President Legal for AB-InBev. Deepak has also worked for The Gillette Company.

Deepak is a recognised thought leader and writer, and has published various thought leadership pieces, including on value in legal services and the role of the general counsel, respectively. He is currently authoring a book on career development, including leadership. Deepak has received many accolades, including his legal team winning the Global Legal Team of the Year 2006. He is a past Chairman of the Commerce & Industry In-House Lawyers London Group. Additionally, He recently launched a website, www.deepakleadership.com.



Alex Holtum

Director, International Law Firm Solutions, Ltd.

Session 1: 10 Steps to Growing Your International Business

Session 2: Considering Your Strategic Options

(TAGLaw & TIAG Specialty Group - Firm & Practice Management and Best Practices)

Alex is the director of International Law Firm Solutions and ILFS Media Buying. He practised as a solicitor in the UK for 15 years. During that time, he worked for Freshfields for two years, Reed Smith Richards Butler for 4 years and was a partner at DLA Piper for five years. After obtaining an MBA from one of Europe's leading business schools, he became a director/internal consultant of the co-ordination and support center for Ernst & Young's international network of law firms. This consisted of over 3,000 lawyers and 50 law firms in as many countries. Alex founded ILFS in 2005.

Alex is a graduate of the University of Sheffield, holds a post-graduate diploma in Intellectual Property Law from the University of Bristol and an MBA from Manchester Business School.



John Jennings

In-House Counsel, Eastman Chemicals EMEA B.V.

*Session 1: International Privileged and Confidential Communications:
Pitfalls for the Unwary*

Session 2: How to Market to and Secure Legal Work from In-house Counsel

(TAGLaw Litigation and Employment & Labor Specialty Group)

Attended the Amsterdam School of International Relations, University of Amsterdam (The Netherlands) 1994 -1995, diploma LL.M. in EC Business Law with an emphasis on Competition Law. Sabbatical year with the Civic Education Project teaching European Community Business Law at the University of West Bohemia, Plzen, Czech Republic. Joined Spencer Fane Britt & Browne, Kansas City, Missouri, 1996 - 2006, where he was

chair of the International Practice Group and the firm's liaison to TAGLaw. Joined Lawfort bvba, a Belgian law firm located in Brussels; practice focused on EU competition law and cross-border litigation 2006 - 2007. Went in-house with Cisco in Belgium with responsibility for commercial contracts and competition law in Europe. Left Cisco in 2010 to join Solutia Europe bvba in Belgium, the European subsidiary of Solutia Inc., a U.S. specialty chemicals company. Solutia was merged into Eastman Chemicals in July 2012 and John is now in-house with Eastman Chemicals EMEA B.V. located in Brussels.



Vincent Van Dessel

CEO, NYSE Euronext Brussels

Session: Can Small and Mid-Size Enterprises Still Count on Financial Markets to Finance their Growth?

Since September 2009, Vincent Van Dessel has served as President and CEO of Euronext Brussels and as a member of the Management Committee of the NYSE Euronext Group. He started his career as a stockbroker in 1984, and he joined the Brussels Stock Exchange in 1992 as Director Markets and Listing and later became a member of the management board of the Brussels Exchanges. At the merger of the Amsterdam, Paris and Brussels exchanges into Euronext in September 2000, he became a member of the executive committee.

From January 2000 to June 2003, he was President of the Market Authority of the Brussels Exchanges, responsible for members admission, listing, company information and the supervision of the markets. Since 2003, he has been General Manager of Euronext Brussels. He is Licentiaat-Doctorandus in Applied Economics at the KULeuven University, Belgium and is also a guest lecturer in several universities including: Solvay Business School in Brussels, ICHEC, LOUVAIN School of Management and Paris Sorbonne to name a few. He is married and the father of twins born in 1990.



Itzik Amiel

Founder and CEO, EG Group

Session: The Art of Networking—Strategies for Engaging New Clients and Creating Relationships

Itzik Amiel, attorney-at-Law (LL.B., adv. LL.M., TEP)

Itzik is currently the Founder and CEO of the EG Group. Prior to that, Itzik was Director International Business Development of ANT Group (specializing in International Corporate Management, Structured Finance and Escrow Services). Before, that he was the Senior Commercial Manager at ABN AMRO Bank in the Netherlands and before that he was the Managing Director and partner of Moore Stephens International IFS Ltd, working as an international tax lawyer and consultant in cross-border international financing activities. His career in

international finance and tax planning advice includes establishing businesses and IPOs in Europe, Emerging Markets (India, China, Brazil, Russia CIS) and US, real estate investment funds and projects, cross-border mergers and acquisitions, international restructuring, financial and hybrid instruments and securitization, international estate planning and wealth management, tax treaties and investment treaties.

Itzik is a member of the International Fiscal Association (IFA) and the founder and the first Chair of the Young IFA Network (YIN) worldwide.

He is a member of the International Bar Association (IBA), the Israeli-law Bar, AIJA, the Inter-Pacific Bar Association (IPBA), Asia-Offshore Association (founder and chair of the Young AOA) and STEP. Itzik is also the Chair of the European Corporate Finance association.

Furthermore, Itzik is an active board member of the CRM Association and the Global Alliances and Partnership Association. Itzik is a member of the India and China working groups of Holland Financial Centre and is also on the board of editors of the International Tax Magazine (India).

Itzik is a lecturer at various universities and academic institutions in international tax law, Corporate Finance, business law and banking law.

He is the author of many articles on international taxation and he is a speaker at conferences in many different countries and also frequently participates in organizing conferences, on international taxation subjects as well as on "The Art of Networking", "implicit leadership" and other international professional business development subjects.

SPEAKERS



David Potts

President, DMP Training

Session 1: SME Accounting: Common Problems and Pitfalls

Session 2: "Accountants Clinic"

(TIAG Assurance & SEC Specialty Group)

David Potts is a UK qualified Chartered Accountant who was previously with BDO as audit manager in Private Business Department. David completed training with six-partner practice 'Gilberts' in St Albans. He successfully passed all professional exams on his first attempt.

David has contributed to national training programs with BDO including new trainee induction and IT training for accounting software and helped deliver a national partner training program to improve practice profitability. He

joined BPP as a tutor on accountancy professional examination courses (ACA, ACCA, CIMA and AAT), and then progressed to be director of all post-qualification training for accountants and solicitors (including The Law Society's Professional Skills Course). From there, David moved on to The College of Law with responsibility for all of the College's Professional Development financial training. Afterward, he moved on to form DMP Training where clients have described him as as enthusiastic, able to make potentially dull subjects interesting, well-organized, and clearly structured.



John Basso

Chief Information Officer and Co-founder, Amadeus Consulting

Session: The Integration of Mobile Devices in the Workplace

John Basso has been leading business and technical teams in implementing leading-edge custom application development solutions since the company's inception in 1994. John's dynamic spirit and enthusiasm have helped Amadeus Consulting build exceptionally close relationships with many long-term clients.

As a thought leader in the industry, John heads up the Amadeus Consulting Innovation Team helping the company to remain nimble and technically innovative even as it experiences exponential growth. His forward thinking nature lends itself well to the dynamic, always changing environment of the mobile development space and helped Amadeus Consulting earn the name of Top Mobile Developer in its region since 2010.

John is a forward thinker in the technology world. He stays on the "bleeding edge" of new technology and ensures that the company stays on the leading-edge. He has been interviewed a number of times about his technology predictions for the future, and has presented on this topic as well. John is also an activist in the sustainability world, and his passion for the environment led him to co-found the BLAST! Network (Business Leaders in Action for Sustainability Today).

John was named a finalist of the Denver Business Journal's CIO of the Year award in 2012. He was named a "Forty Under 40 Business Leader" by the Denver Business Journal in 2005, and an "Eco-Hero" by the Boulder County Business Report in 2011. He has spoken on many topics; most recently he spoke at the Mobile Payments Conference in March 2012 about mobile strategy for the financial industry to help the industry avoid falling behind the curve. Additionally, he speaks at many conferences about the "Technology Behind B-cycle" to explain the technical expertise that Amadeus Consulting had in order to build the enterprise-level bike sharing program.



Phil Shohet

Kato Consultancy

Session: Learning to Become a Leader

Phil Shohet qualified with Binder Hamlyn, a Top 20 firm, and moved from there to Andersen Consulting, subsequently moving to 3i where he was involved in financing, M&A, and business evaluation. Phil was head-hunted to become the first Commercial Director of the ICAEW, a post that he held during a period of great expansion in the Institute's activities for its members, having overall responsibility for all commercial activities including courses, conferences and publications. He also established the Interfirm Comparison Scheme for members which led to the formation of the Practice Advisory Service.

From the mid 80s to the mid 90s Phil was Managing Director of Buckmans, a marketing, professional services and public relations consultancy. He was directly involved with some high profile businesses and partnerships, assisting them with their management, communications and development issues.

Phil's consultancy and M&A work over the last twelve years has been wide ranging, with assignments for a wide variety of accountancy firms, helping them to realize their ambitions and develop their businesses. Phil is also co-author, with his partner Andrew Jenner, of a number of publications and many articles for the professional press and is a regular speaker at conferences and seminars.



Andrew Jenner

Kato Consultancy

Session: Learning to Become a Leader

Andrew Jenner co-founded KATO Consultancy with Phil Shohet in the mid 1990s, creating a specialist business which provides practice development consultancy and fee acquisition and merger search and advisory services to the accountancy profession. He is one of the leading practitioners in his field in the country. He trained and qualified in a small medium sized firm which grew progressively through two major mergers, culminating in a period with Touche Ross.

In 1981 Andrew was appointed the first Director of the ICAEW Practice Advisory Service, growing this over eight years and in the process being personally responsible for advising over 800 firms, from sole practitioners up to 20 plus partner firms. He also ran the Interfirm Comparison, a confidential practice profitability and management benchmarking service, and Chartac Recruitment Services, the Institute's career counselling and placement service for chartered accountants.

From the late 80s to mid 90s Andrew was National Director with PKF, one of the ten largest accountancy practices in the United Kingdom, working directly for the firm's managing partner on management issues affecting individual practice offices, including search and implementation of merger and fee acquisition and the associated due diligence.

Since establishing KATO with Phil, Andrew's consultancy and M&A work has been wide ranging, with assignments for a wide variety of firms, both national, regional and local, helping them to realize their ambitions and develop their businesses. He and Phil are co-authors of a number of publications and many articles for the professional press and are regular speakers at conferences and seminars.

SPEAKERS *(continued)*



Roy Saunders

Chairman, International Fiscal Services

Session: International Tax Strategies Related to Corporate Migration

In the early 1970s, the concept of international tax specialism was unheard of, and Roy seized this opportunity to create International Fiscal Services, a niche international tax boutique. Originally based in Amsterdam, the heart of international tax planning, Roy now runs IFS from London with his team of dedicated tax consultants.

Since qualifying as a Chartered Accountant in 1967, Roy has accumulated a wealth of commercial experience working independently in commercial property, advertising and other industries. Academically, he is known throughout the world for his many books and publications, the foremost being an 800 page loose leaf work, now in its 49th edition, entitled *International Tax Systems & Planning Techniques* published by Sweet & Maxwell. Roy is currently teaching an MA Course on International Taxation at the Institute of Advanced Legal

Studies at the University of London.

Roy is very proud of the fascinating client base of entrepreneurial individuals that he has built up at IFS. He feels strongly about the role that 'ethical' tax structuring plays in the growth of an economy, and that this needs to be better understood by the public at large. A marriage of commercial understanding and academic expertise is vital in an international tax consultant who wants to be involved in such necessary entrepreneurial development.

Roy is married to Sonia, his wife of 38 years and has four children. He is a keen golfer where he sets himself fairly minimal standards which unfortunately he fails to achieve, an amateur painter whose artistic vision is better than his technical ability, and a boating enthusiast who also enjoys reading, films and the theatre.



*"We make a living by what we get,
but we make a life by what we give."*

—Sir Winston Churchill

Global Generosity

With over 250 firms in more than 90 countries around the world, the impact that TAGLaw and TIAG members can make through the TAG Foundation is substantial. While TAGLaw and TIAG firms are charitable in their local jurisdictions, often they do not have a trusted outlet to respond to needs elsewhere.

A History of Giving

TAGLaw and TIAG network members have a strong history of responding to human needs, having donated over \$150,000 to charities that provided support to victims of catastrophic events.

*Learn more about TAG Foundation and how your firm can contribute at:
tagfoundation.taglaw.com or tagfoundation.tiagnet.com*



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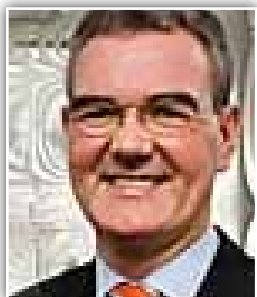
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Brussels, Belgium

October 22-24, 2012

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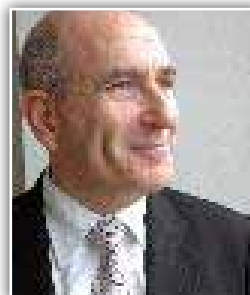
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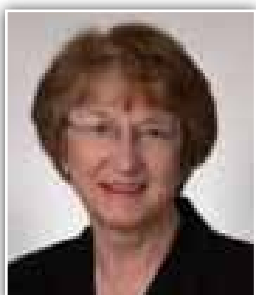
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TOUR INFORMATION



MONDAY, OCTOBER 22

Early Bird Tour: A Day in Bruges

For Early Bird TAGLaw and TIAG Members and Guests



Every once in a while when you travel, you stumble onto a town that somehow missed the 21st century. Such is Bruges. The historic city center is a prominent World Heritage Site of UNESCO. Along with a few other canal-based northern cities, such as Amsterdam, it is sometimes referred to as “The Venice of the North”. Upon your arrival, view Bruges while sitting in a horse tram and then lunch at one of its delightful restaurants. Before heading back to Brussels, there will be an opportunity to browse its charming streets and shops.

8:30 a.m. - 4:30 p.m. (Meet in hotel lobby at 8:15 a.m.)

Price for members and guests: \$194 (US)

TUESDAY, OCTOBER 23

Guest Tour: A Day in Ghent

For TAGLaw and TIAG Guests



Belgium's fourth-largest and most beautiful city, with its classic medieval charm, is home to a quarter of a million people and a flourishing flower export trade. Ghent's city center is a pedestrian area that is like a museum to early Flemish architecture and a testament to the city's medieval might. Impressive Gothic sites, such as dramatic St. Bavo's Cathedral and the Castle of the Counts, inspire awe. The works of Flemish masters are housed in the distinguished Museum voor Schone Kunst. With your guide, wander its streets, enjoy its history, with time for some shopping before lunch at one of its local restaurants. Then, board a boat for a trip on the Lys River, enjoying its natural beauty and charm (boat trip is approximately 1 hour).

8:45 a.m. - 4:30 p.m. (Meet in hotel lobby at 8:30 a.m.)

Price for guests: \$250 (US)

TOUR INFORMATION



**WEDNESDAY, OCTOBER 24
(MORNING)**

Guest Tour: A Walking Tour of Uptown and Downtown Brussels

(For TAGLaw and TIAG Guests)



Your guide will meet you in the hotel lobby for a 9:45 a.m. departure. As you leave the Conrad Hotel and stroll downtown, become familiar with the history and architecture of Brussels, stopping on the way for a light lunch. After lunch, walk to the Place du Jeu-de-Balle Flea Market, and the historic district surrounding it. Rumor has it that a Picasso was found in this market, so keep your eyes open!

9:45 a.m. - 2:00 p.m. (Meet in hotel lobby at 9:30 a.m.)

Price for guests: \$70 (US)

**WEDNESDAY, OCTOBER 24
(AFTERNOON)**

Networking Tours

(For TAGLaw and TIAG Members and Guests)



Royal Museums of Fine Arts

The Royal Museums of Fine Arts is made up of two art museums in the same building and connected to the Magritte Museum. The Grand Hall entrance sets the stage for Ancient Art and 17th to 18th century art that is displayed in the upper floors. Surprisingly, there are eight floors below ground that house The Modern Art wings. These include a display of comic strips, a cherished art form in Belgium. Ultra modern pieces are found deep underground in floors -4 to -8.



Magritte Museum - René Magritte

Take this opportunity to see a museum dedicated to one of Belgium's most famous modern artists. René François Ghislain Magritte was a Belgian Surrealist artist, and he became well known for his witty and thought-provoking images.

3:00 p.m. - 5:30 p.m. (meet in hotel lobby at 3:00 p.m.)

Price for guests: \$33 (US)

EVENING EVENTS



MONDAY, OCTOBER 22

Cocktail Party and Welcome Dinner

(For TAGLaw and TIAG Members and Guests)



Now that everyone has arrived in Brussels, it is time to kick off the week with cocktails and enjoy a wonderful dinner with old and new friends.

TIAG Cocktails: 6:30 p.m. (Foyer)

TIAG Dinner: 7:30 p.m. (Ballroom A)

TAGLaw Cocktails: 6:45 p.m. (Lobby Lounge)

TAGLaw Dinner: 7:45 p.m. (Ballroom BC)

Price for members: FREE

Price for guests: \$150

Dress: Men - Business or business casual

Women - Business or business casual or cocktail attire.

TUESDAY, OCTOBER 23

Reception & Gala Dinner at the Arts and History Museum

(For TAGLaw and TIAG Members and Guests)



This museum has an important collection of *objets d'art* from different civilizations from all over the world. The museum was founded in 1835 and was originally located in the Hallepoort/Porte de Hal, one of the last remaining medieval city gates of Brussels. In 1889 it was transferred to the newly built pavilions in the heart of Cinquantenaire Park. Join us for a cocktail reception in the cloister and the opportunity to browse through a small collection of the museum's artifacts. After cocktails, dine in one of the impressive halls, sit back with coffee and dessert, and enjoy the evening's entrainment.

Depart hotel lobby at 6:30 p.m. (Meet in hotel lobby at 6:15 p.m.)

Price for members: FREE

Price for guests: \$195

Dress: Cocktail attire

WEDNESDAY, OCTOBER 24

Dinner & Networking: Evening at The Brewer's House in 10 Grand Place

(For TAGLaw and TIAG Members and Guests)



The Brewer's House is situated in the historic heart of Brussels on one of the world's most beautiful squares. The house, as it stands today, dates back to 1698. However, this majestic building has a history that began long before the construction of the building. The rise of the Brewers as a professional organization, or guild plays a very important role the history of the country. Today, The Brewing House is the last guild, house to serve its original purpose as the seat of the Belgian Brewers. The arched cellars house a museum that is dedicated to the brewing. You will have the opportunity to watch a short film showing the history of brewing, then down to the cellars for a sampling, and finally, a walk across the Grand Place for dinner at La Chaloupe d'Or.

Depart hotel lobby at 6:30 p.m. (meet in hotel lobby at 6:15 p.m.)

Price for members and guest: \$184

Dress: Casual

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NOTES

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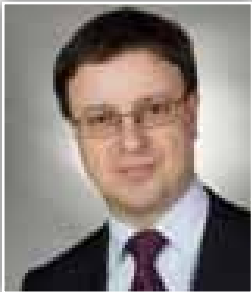
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