

M U N I C H

THE TAG ALLIANCES™

Fall International Conference - October 21-23, 2013



A Worldwide Alliance of
Independent Law Firms



A Worldwide Alliance of
Independent Accounting Firms



Alliance: Worldwide,
Multidisciplinary, International



PRINCIPAL SPONSOR:

HEISS & PARTNER

RECHTSANWÄLTE

Technology
gives you options.

Technology lets
you seize new
opportunities.

**Call us now to get a lead on the competition
...or call us later when you need to catch up.**

For more information contact Rob Brindell at:
212-692-5615 or brindell@kraftkennedy.com

WELCOME TO MUNICH!



Dear TAGLaw®, TIAG® and TAG-SP™ Members:

Welcome to Munich, a city whose motto is “Munich loves you.” If that isn’t enough of an attraction, perhaps its regular ranking as one of the most livable cities in the world will help. Add to that its architecture, its parks, its scientific research centers, its museums, and, yes, its famous products: beer and BMWs, and you can appreciate why we are delighted to have you join us and your colleagues in such an historic and important German city.

While perhaps not historic, this conference is important to the TAG Alliances. It will mark the first time that we will have representatives of our newest entity, TAG-SP, joining us, and it will mark the first time that both our opening cocktail reception and dinner, and our opening conference day will be open to all attendees together. Tuesday offers alternative sessions at several times during the day so everyone will find a topic of interest.

We extend special thanks to our host firm and principal sponsor, Heiss & Partner (Munich) from TAGLaw.

Thanks are due as well to our associate sponsors from TIAG, GGV (Frankfurt) and Aisenbrey, Weinländer & Partner (Stuttgart), and from TAGLaw, GGV (Frankfurt), Rowedder, Zimmerman, Hass (Mannheim), RWP Rechtsanwälte (Düsseldorf) and Weiss, Walter Fischer-Zernin (Hamburg).

Our semi-annual international conferences are significant events for us and for all of you. They offer education to help you in your practice and in the management of your firm; they offer networking that leads to comfort for you and your clients in handling matters around the world, and they offer memorable experiences in the company of friends.

My thanks to all of you for attending and for your valued membership and my thanks to our TAG staff for the work they have done and will do during your stay here to make this a special experience for you.

We look forward to seeing all of our new and long-standing members.

Robert U. Sattin
President
The Appleton Group, Inc.



CONTENTS

Agenda.....	3
Speakers	9
TAGLaw Attendees by Country	14
TAGLaw Guests by Country	25
TIAG Attendees by Country	27
TIAG Guests by Country	33
TAG-SP Attendees and Guests by Country.....	34
Tour Information	36
Evening Events	38
Notes & Conference Materials.....	40

Download session notes and materials at:
tagalliances.com/conference

~or~



scan the QR code
to the left using a
scanner app on
your smartphone.

CONNECT WITH THE TAG ALLIANCES



Follow us on Twitter:
@TAGLaw / @TIAGnet
Trend the Conference:
#TAGLawMunich / #TIAGMunich
#TAGSPMunich



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.

Checkpoint World

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.

A large global pharmaceutical company explains how Checkpoint World has helped streamline their research workflow: *"The primary advantage that Checkpoint World has is the simple country summaries sitting alongside more detailed analysis and international tax laws... Checkpoint World has a number of key research sources in one place, which... makes researching tax issues much more efficient. In addition, the screens are quick and easy to navigate through, with information easily accessible."*

Learn about how Checkpoint World can help your corporation by minimising cost inefficiencies, maximising time efficiencies, and mitigating risk, while providing the comprehensive insight you need to effectively manage your multinational business.

For more information:

Website: checkpointworld.com

Email: checkpointworldinfo@thomsonreuters.com

Australia & New Zealand – Toll free:
+1800 074 333

China – Toll free: 400 881 1417
TEL: +852 307 13314

Taiwan – Toll free: 0800 666 095
TEL: +886 226 507 355

Singapore – TEL: +65 6818 5313

UK – Toll Free: 0808 129 5720
TEL: +44 203 285 7642

Thomson Reuters Checkpoint

Checkpoint is the industry leader for online information for U.S. tax and accounting professionals, particularly those who deal with tax implications for the U.S. and their global subsidiaries. Clients include 100 of the top 100 U.S. CPA firms, 95 of Fortune 100 Corporations, and 94 of the Top 100 U.S. Law Firms.

Checkpoint blends cutting-edge technology, editorial insight, time saving productivity tools, online learning and news updates with intelligent linking to related content and software. Expert analysis focuses on topics including **Federal Tax, State & Local Tax, International Tax, International Trade, Accounting, Corporate Finance, Estate Planning, Payroll and Pension & Benefits.**

Learn how you can join the team of top firms who use Checkpoint to understand complex information, make informed decisions and use knowledge more efficiently.

For more information:

Website: yourcheckpoint.thomsonreuters.com

Sales: 800.950.1216

Support: 800.431.9025



THOMSON REUTERS™

AGENDA



SUNDAY, OCTOBER 20 (Advisory Board Meeting Schedule)

- 9:00 a.m. - 9:30 a.m. TIAG Board Breakfast (*Hofgarten III*)
- 9:30 a.m. - 11:30 a.m. TIAG Board Meeting (*Hofgarten III*)
- 12:00 p.m. - 2:30 p.m. TAGLaw and TIAG Joint Board Meeting and Lunch (*Nymphenburger Zimmer*)
- 2:30 p.m. - 4:30 p.m. TAGLaw Board Meeting (*Hofgarten III*)

MONDAY, OCTOBER 21

- 8:00 a.m. - 10:00 a.m. Conference Registration (*Maximilian Foyer*)
- 8:45 a.m. - 5:00 p.m. Early Bird Tour: The Sights and Sounds of Munich
(*Meet in the hotel lobby at 8:45 a.m. and return at 5:00 p.m.*)
(See page 36 for complete tour information.)
- 4:30 p.m. - 6:30 p.m. Conference Registration (*Maximilian Foyer*)
- 4:30 p.m. - 5:30 p.m. TAGLaw European Meeting (*Hofgarten III & IV*)
- 6:30 p.m. - 7:30 p.m. Cocktail Party (*Maximilian Foyer*)
- 7:30 p.m. - 10:00 p.m. Welcome Dinner (*Maximilian*)
Now that everyone has arrived in Munich, it is time to kick off the week with cocktails and enjoy a wonderful dinner with old and new friends.

TUESDAY, OCTOBER 22

- 7:30 a.m. - 8:45 a.m. Networking Breakfast (*Maximilian and Marstall Foyer*)
- 8:15 a.m. - 4:30 p.m. Guest Tour: The Linderhof Castle and Oberammergau (*Meet in the hotel lobby at 8:15 a.m. to depart by coach and return by 4:30 p.m.*)
(See page 36 for complete tour information.)
- 9:00 a.m. - 9:15 a.m. Welcome (*Maximilian*)
A welcome to the Munich conference from Bob Sattin, President of The TAG Alliances.
- 9:15 a.m. - 10:30 a.m. Cyber Security for Professional Service Firms (*Maximilian*)
Eric Sisi, Vice President of Customer Support & Services, McAfee International

Everyone is being encouraged to “be in the cloud” And almost everyone is. It allows firms to access information and documents from anywhere. The TAG Alliances alone use 5 cloud applications. But what about security? What about the need for confidentiality? The many and varied aspects of data protection legislation and the need to protect assets such as client databases make the move to the “cloud” difficult. What should a firm do to stay ahead?

Eric Sisi of McAfee has spoken to groups of 50 and 5000 about this issue. He’ll tell you how to be the leader in your market on issues of cyber-security in the cloud.
- 10:30 a.m. - 11:00 a.m. Networking Break (*Maximilian Foyer*)

AGENDA

(Continued - Tuesday, October 22)



11:00 a.m. - 12:00 p.m. **Session of Your Choice**

Option #1: Partner Performance and Remuneration (*Marstall Suite*)

Michael Roch, CEO, KermaPartners

Every year, in every firm, all over the world, owner compensation is a subject for review and discussion. What should be valued, how should origination, supervision and relationships be weighted, how does the firm encourage senior lawyers to transition their practice, and how should firm management be rewarded? KermaPartners has suggestions. Learn from their years of experience creating compensation systems that work, encouraging the behaviors firms wish to promote.

Option #2: Optimizing Your Practice: How to Improve the Quality of Your Firm's Work Product (*Maximilian*)

Moderator: *Dr. Kay Jess, Managing Partner, GGV Grützmacher / Gravert / Viegner (Frankfurt, Germany - TIAG & TAGLaw)*

Panelists:

- Eric Pritsch; GGV Grützmacher / Gravert / Viegner (Frankfurt, Germany - TIAG & TAGLaw)
- Kurt Baker; ESV Chartered Accountants (Sydney, Australia - TIAG)
- Norm Posner; Samet & Co. (Boston, Massachusetts, USA - TIAG)
- Wynke Möller; Witlox VCS (Breda, The Netherlands - TIAG)

Delivering a high quality work product is the essence of a professional practice and a requirement for TIAG and TAGLaw membership. Doing it consistently and across all service areas and levels of experience is what distinguishes the successful firms from their competition. It requires systems, software, business sense, an understanding of people, motivation, dedication and a lot more. TIAG member and Managing Partner of GGV, Kay Jess, leads this panel of TIAG members as they discuss the procedures they use to ensure that their firms release high quality, error-free work that helps them save time, improve client satisfaction and establish a brand.

12:00 p.m. - 1:30 p.m. **Lunch (*Salon Marstall*)**

1:30 p.m. - 2:30 p.m. **Session of Your Choice**

Option #1: Making the most of Directory and Ranking Opportunities for the Independent Law Firm (*Maximilian*)

Catherine McGregor, Chief of Strategic Development, Lawdragon

Chambers and Partners, Martindale-Hubbell, Legal 500 and IFLR, are the leaders in the business of creating ratings for law firms and now for law firm alliances. TAGLaw is certainly proud of its elite ranking and is proud of the rankings of its members. Your ranking in a recognized directory can mean business. Referral sources and clients look for them. Some multi-national firms even have people dedicated to improving the firm's ranking. How are independent firms able to most effectively get their message across and improve their ranking? Learn from an insider how to compete and how to improve your firm's ranking in this session with Catherine McGregor. This talk will tell you how the major ranking organizations develop their information and create their rankings and will also disclose how your firm can use what she says to your advantage.

Option #2: Tax-Efficient Investments During the Financial Crisis (*Marstall Suite*)

Dmitry Zapol, International Fiscal Services Consultants, Ltd.

The financial crisis has made working in Europe and around the world more difficult. Minimizing taxes is a way you can add value to your clients, and Dmitry Zapol, a renowned international tax advisor with IFS Consultants, will show the most tax efficient ways to structure a business using European holding companies. What are the jurisdictions to seek and avoid? What are the latest anti-avoidance trends and are there advantages to migrating foreign companies to the EU?

2:30 p.m. - 3:00 p.m. **Networking Break (*Foyer*)**

AGENDA

(Continued - Tuesday, October 22)



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

Specialty Group Sessions *(All groups are open to all TAG Alliances members).*

Audit & Assurance - TIAG *(Marshall I, II, & III)*

Topic: Audit Planning

Audit Planning is one of the most critical aspects of the audit process and its importance is often overlooked. The session will not only consider the requirements of ISA 300, but also look at how proper planning can make the whole audit process more efficient and therefore save costs.

Co-Chairs:

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

Corporate and M&A - TAGLaw *(Maximilian I & II)*

Topic: TBA

Co-Chairs:

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

IP/IT & Life Sciences - TAGLaw *(Hofgarten II)*

Topic: Implications of the European Unitary Patent System

Co-Chairs:

- IP/IT: Mark Thomas; Williams Mullen (North Carolina & Virginia, USA - TAGLaw)
- IP/IT: Gábor Germus; Germus and Partners (Hungary - TAGLaw)
- Life Sciences: Barbara Rummel; Lindquist & Vennum PLLP (Colorado, Minnesota & South Dakota USA - TAGLaw)
- Life Sciences: Paul Tauber; Coblenz, Patch, Duffy & Bass LLP (San Francisco, California, USA - TAGLaw)

Litigation & ADR - TAGLaw *(Hofgarten III)*

Topic: Group Update & A Unique Class Action Lawsuit in Germany

The group will discuss and receive reports regarding our Boston marketing initiative. Additionally, the group will hear from Dr. Franz Ludwig Heiss, from our Munich host Heiss & Partners, about significant litigation matters his firm is handling, including a rare German “class action” lawsuit.

Co-Chairs:

- Alex Lever; Nysingh advocaten-notarissen N.V. (Apeldoorn, Netherlands - TAGLaw)
- Michael Penman; Blaney McMurtry LLP (Ontario, Canada - TAGLaw)
- R. Willis Orton; Kirton & McConkie, PC (Utah, USA - TAGLaw)

TAG Tax - Joint *(Maximilian III)*

Topic: Q&A Session with Dmitry Zapol

Have a question for Dmitry about tax efficient investments that you didn't have a chance to ask? Looking for an answer or guidance on a particular issue you're facing? Join Dmitry and your colleagues in this special informal session for a question and answer exchange.

Co-Chairs:

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

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

TAG Alliances Advisory Board Report *(Maximilian)*

The TAG Alliances' Advisory Boards report on the state of the alliance and new initiatives and respond to your questions.

6:45 p.m.

Gala Dinner at The Residenz *(Meet in the hotel lobby at 6:45 p.m.)*

The Residenz is one of the most splendid settings in Munich, and it served as the seat of government and the residence of the Bavarian dukes, electors and kings from 1508 to 1918. What began in 1385 as a castle at the northeastern corner of the town (the Neuveste, or new citadel) was transformed over the centuries into a magnificent palace, its buildings and gardens extending further and further into Munich. A special guest will delight us over dessert.

Dress: Men - Business; Women - Business or cocktail attire

WEDNESDAY, October 23

7:30 a.m. - 8:45 a.m.

Networking Breakfast *(Maximilian & Marstall Foyer)*

8:45 a.m. - 12:00 p.m.

Guest Tour: The Neue Pinakothek Art Museum *(Meet in the hotel lobby at 8:45 a.m. and return at 12:00 p.m.)*

(See page 36 for complete tour information.)

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

Opening comments and preview of Miami *(Maximilian)*

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

Specialty Group Sessions *(All groups are open to all TAG Alliances members).*

Employment & Labor - TAGLaw *(Marstall III)*

Topic: 'The Other Side' of Our Labour and Employment Practice: What do We All Use for Charging?

In this session we will discuss what we all use for charging clients: time spent, fees, etc., and how do we cope when a client asks us to reduce our fees or to no longer bill by the hour, etc.

Co-chairs:

- Larry Drapkin; Mitchell Silberberg & Knupp LLP (Los Angeles, California, USA - TAGLaw)
- Danielle Muller; Rassers Advocaten (Breda, Netherlands - TAGLaw)

TAG Tax - Joint *(Marstall II)*

Topic: Avoiding German Withholding Tax Leakage

Germany applies extensive withholding taxes in many situations where a gross payout is made to a beneficiary, such as dividend distributions, license fees, or royalty payments. Regardless of existing double tax treaties, Germany set up a bundle of additional requirements to achieve double tax treaty privileges. These over-rulings are substantial and target mainly the beneficiaries abroad. In this session, Matthias Krämer of GGV and a panel of TAG Alliances members will explain the best way to protect your clients while complying with Germany's withholding tax law.

Co-Chairs:

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

Firm & Practice Management and Best Practices - Joint *(Maximilian)*

Topic: Soft Skills for Hard Results

Presenters: Rupprecht Graf von Pfeil, Principal, KermaPartners and Steve Berry, Fellow, Chartered Institute of Management Accountants (CIMA)

Soft Skills for Hard Results: Every managing partner wants their colleagues to produce more revenue and attract the right clients that will help grow their firm. In this interactive, workshop-style session, keynote speaker Steve Berry and Rupprecht Graf von Pfeil of Kerma Partners work with the members of the Best Practices and Firm and Practice Management Specialty Groups to discuss the human side of practice management. Using a series of exercises to stimulate discussion, this workshop will be used to give attendees ideas that will motivate their colleagues to work more productively and ultimately deliver better results for the firm.

Co-chairs:

- Richard Few; Smith Moore Leatherwood (South Carolina, USA - TAGLaw)
- Robert Levy; Kuit Steinart Levy LLP (Manchester, England - TAGLaw)
- Kurt Baker; ESV Chartered Accountants (New South Wales - TIAG)

AGENDA

(Continued - Wednesday, October 23)



Financial Institutions and Markets - TAGLaw (Marshall I)

Topic: International Impact of National Laws: Bank Operations, Derivatives Regulation and Enforcement Actions.

Co-chairs:

- Ronald Raxter; Williams Mullen (North Carolina & Virginia, USA - TAGLaw)
- Jack Savage; C.F. & Co. LLP (Dallas, Texas, USA - TIAG)

10:45 a.m. - 11:15 a.m.

Networking Break (Maximilian & Marshall Foyer)

11:15 a.m. - 12:15 p.m.

“Strategies of the Serengeti” (Maximilian)

Steve Berry, Fellow, CIMA

In this talk titled after his book *Strategies of the Serengeti*, Steve Berry, a top practice management consultant in Europe says strategic thinking is at an absolute premium in business. This is a novel approach which gives accountants and lawyers a new insight and a new edge to high quality thinking. Strategy is required at all levels within a business –for departments, for your brand, for your teams and for individuals – so this is not just for Managing Partners!

12:15 p.m. - 1:30 p.m.

Lunch (Salon Marshall)

1:30 p.m. - 2:00 p.m.

Round-robin Session 1

Round-robin Session: Attend two 25-minute sessions out of a possible 3 topics

Option 1A: Cash is King! (Maximilian)

Howard Wilkinson; TIAG Advisory Board Member and Former Senior Partner of Mercer & Hole (London, England - TIAG)

Positive cash flow is the essential ingredient for any business to be successful. For professional service firms, however, this can be an especially difficult part of their business to manage, as they work on protracted jobs and can have a higher than normal percentage of clients from whom it is difficult to collect debts. Come listen to Howard Wilkinson—the founding member of TIAG and advisor to The Appleton Group—who grew Mercer & Hole into one of the largest independent firms in England, discuss the challenges he faced and the solutions he discovered for setting the right billing cycles and finding the right approaches to debt collection.

Option 1B: Making Use of Your Multidisciplinary Alliance (Marshall I & II)

Philip Jenkinson, Partner, Aubyn (Lille, France - TAGLaw) and Andrew Wholey, Tax Consultant, Old Mill Accountants (Somerset, England, - TIAG)

Between TAGLaw and TIAG, there are over 12,500 professionals—and multiple clients in need of both legal and accounting advice. In this presentation, TAGLaw member Philip Jenkinson of Aubyn and TIAG member Andrew Wholey of Old Mill show members the opportunities possible when TAGLaw and TIAG members work together to serve the complete professional needs of their clients.

Option 1C: Integrating Laterals (Marshall III)

Quent Boyken, Shareholder, Belin McCormick (Iowa, USA - TAGLaw) and Simon Chapman, Partner, Burgis & Bullock (Warwickshire, England - TIAG)

Our own survey and many others tell us that firms plan to grow by adding lateral hires. But the same surveys show that a high percentage of lateral hires don't work out as planned. The rewards can be high, but the costs of failure can also be high. It pays to do it right. Join TAGLaw member Quent Boyken of Belin McCormick and TIAG member Simon Chapman of Burgis & Bullock as they discuss the steps that are needed before and after you make a lateral hire in order to ensure a successful transition.

AGENDA

(Continued - Wednesday, October 23)



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

Round-robin Session 2

Round-robin Session: Attend two 25-minute sessions out of a possible 3 topics

Option 2A: Cash is King! (*Maximilian*)

Howard Wilkinson, TIAG Advisory Board Member and Former Senior Partner of Mercer & Hole (London, England - TIAG)

Positive cash flow is the essential ingredient for any business to be successful. For professional service firms, however, this can be an especially difficult part of their business to manage, as they work on protracted jobs and can have a higher than normal percentage of clients from whom it is difficult to collect debts. Come listen to Howard Wilkinson—the founding member of TIAG and advisor to The Appleton Group—who grew Mercer & Hole into one of the largest independent firms in England, discuss the challenges he faced and the solutions he discovered for setting the right billing cycles and finding the right approaches to debt collection.

Option 2B: Making Use of Your Multidisciplinary Alliance (*Marshall I & II*)

Philip Jenkinson, Partner, Aubyn (Lille, France - TAGLaw) and Andrew Wholey, Tax Consultant, Old Mill Accountants (Somerset, England, - TIAG)

Between TAGLaw and TIAG, there are over 12,500 professionals—and multiple clients in need of both legal and accounting advice. In this presentation, TAGLaw member Philip Jenkinson of Aubyn and TIAG member Andrew Wholey of Old Mill show members the opportunities possible when TAGLaw and TIAG members work together to serve the complete professional needs of their clients.

Option 2C: Integrating Laterals (*Marshall III*)

Quent Boyken, Shareholder, Belin McCormick (Iowa, USA - TAGLaw) and Simon Chapman, Partner, Burgis & Bullock (Warwickshire, England - TIAG)

Our own survey and many others tell us that firms plan to grow by adding lateral hires. But the same surveys show that a high percentage of lateral hires don't work out as planned. The rewards can be high, but the costs of failure can also be high. It pays to do it right. Join TAGLaw member Quent Boyken of Belin McCormick and TIAG member Simon Chapman of Burgis & Bullock as they discuss the steps that are needed before and after you make a lateral hire in order to ensure a successful transition.

3:15 p.m. - 5:30 p.m.

Networking Tour: The BMW Complex (*Meet in the hotel lobby at 3:15 p.m. and return by 5:30 p.m.*)

Since it opened in 2007, the BMW Welt (world) has provided its roughly two million visitors a year with a wide range of unforgettable experiences – and today, it is one of Bavaria's most popular attractions. Visitors from all over the world come to admire the latest trends, exhibitions, technology, and design. Many even experience the excitement of collecting their new car there. Both as a building and as an institution, the BMW Welt serves as an important interface between the company and the public. This is the only place where it is possible to experience BMW's past, present, and future as a whole.

7:30 p.m. - 11:30 p.m.

Dinner & Networking: The Ratskeller Restaurant (*Meet in the hotel lobby at 7:30 p.m. and return by 11:30 p.m.*)

Final Dinner for Members and Guests

The Ratskeller Restaurant is a city treasure. It lies in the heart of Munich, situated on Marienplatz underneath the Munich City Hall and housed in the vast basement of the Neues Rathaus (the New Town Hall), one of the city's architectural marvels. The interior is wonderful and quaint, and the restaurant itself is so huge that you can almost get lost in it. It has many evocatively themed corners. The restaurant of course serves traditional, high quality Bavarian fare.

Stamp your feet while The Bavarian Band performs a crazy show of well known German marches, waltzes, polkas and sing-a-longs in the Bavarian Oompah band style.

TUESDAY, OCTOBER 22



Eric Sisi *Vice President of Customer Support & Services, McAfee International*

Presenter: *Cyber Security for Professional Service Firms*

Eric Sisi's international career spans 30 years of telecommunication, information technology and business experience, working in the military and Fortune 100 technology firms while based in Europe, the Middle East and North America. Eric possesses a B.Eng. in Computer Engineering from the Royal Military College of Canada and a LLM in International Business Law from the University of Liverpool. Currently, Eric is Vice President Customer EMEA Customer Technical Support and Services at McAfee International (an Intel Company). Eric speaks French, English and Italian and lives in London, England.



Michael Roch *Principal & CEO, KermaPartners*

Presenter: *Partner Performance and Remuneration*

Michael's expertise is in the areas of strategy design and implementation, international development, governance, performance and remuneration systems, and pricing management. Throughout his career, Michael has advised on projects in over 40 countries in addition to the United Kingdom and the United States, and he has advised a number of professional services firms that are market leaders in their country. Michael is the lead author of *Pricing and Profitability for Law Firms* and *Financial Management in the Legal Profession*, both practice guides produced by the publishers of *Managing Partner* magazine.

Based in London, Michael is qualified as a certified public accountant and as a New York attorney-at-law; he holds a Juris Doctor and a Master of Accountancy from the University of Denver, USA. He started his career

as an auditor and management consultant with two of the Big Four (then Big Six) accounting firms, followed by ten years as an international corporate and capital markets lawyer in the US and as part of a leading international London-based firm before returning to the management consulting profession.

Michael is an avid golfer, skier and scuba diver and loves getting better at playing the saxophone.



Kay Jess *Managing Partner, GGV Grützmacher / Gravert / Viegeler (Frankfurt, Germany - TIAG & TAGLaw)*

Presenter: *Optimizing Your Practice: How to Improve the Quality of Your Firm's Work Product*

Kay Jess is a German attorney, public auditor, and certified public accountant. He is the managing partner of TAGLaw and TIAG member GGV. He advises business enterprises and business persons on commercial and tax law, and in the area of financial auditing.

Mr. Jess was admitted in Hamburg as a German attorney, public auditor, and certified public accountant. He began his legal career at an international accounting firm in Hamburg and has been with GGV since 1991.

TUESDAY, OCTOBER 22

Session Panelists: *Optimizing Your Practice: How to Improve the Quality of Your Firm's Work Product*



Eric Pritsch

GGV Grützmacher / Gravert
/ Viegner (Frankfurt,
Germany - TIAG & TAGLaw)



Kurt Baker

ESV Chartered
Accountants (Sydney,
Australia - TIAG)



Norm Posner

Samet & Co. (Boston,
Massachusetts, USA -
TIAG)



Wynke Möller

Witlox VCS (Breda, The
Netherlands - TIAG)



Catherine McGregor, Ph.D. *Chief of Strategic Development, Lawdragon*

Presenter: *Making the Most of Directory and Ranking Opportunities for the Independent Law Firm*

Catherine McGregor is responsible for providing strategic direction on all aspects of Lawdragon's business. Previously, she was the Managing Editor at Chambers and Partners and a key member of the Chambers Executive Management Committee, responsible for providing strategic direction on all aspects of the firm's global business.

Catherine spearheaded Chambers' highly successful expansion into the Asian market, developing deep relationships with Asian clients and law firms. In 2010 she initiated and led the opening of the firm's first international office in Hong Kong. She devised the successful Chambers Confidential feedback product and developed new content for Chambers Global including a redesign of the firm profiles. She was instrumental in creating a universal submission template for all the Chambers directories. In 2012 she launched the Chambers

and Partners Women in Law initiative.

In addition to setting strategic direction at Lawdragon, Catherine is responsible for business development, including developing new products and acting as primary liaison with Lawdragon's users from both law firms and legal departments. Catherine was born in London and gained a bachelor's degree and Ph.D. from the University of Huddersfield, England, in Literature and Drama. She was previously a lecturer at universities in the UK and USA, including the Museum of Fine Arts School in Boston.

TUESDAY, OCTOBER 22



Dmitry Zapol *International Tax Advisor, International Fiscal Services Consultants, Ltd.*

Presenter: *Tax-Efficient Investments During the Financial Crisis*

Dmitry Zapol is an international tax advisor with IFS Consultants, Ltd. He came to the UK from Moscow, where for five years he worked as an associate lawyer at the Moscow City Bar Association "Barshchevsky & Partners." Dmitry specializes in advising foreign investors exploring opportunities in Russia on corporate tax implications together with Russian and cross-border tax planning. Dmitry joined IFS in September 2010 after earning his LL.M (Tax) degree at King's College London, followed by completing the Advanced Diploma in International Tax (ADIT). Five years prior to this, Dmitry earned his LL.B at Durham University and completed an LPC at the College of Law. Dmitry is a contributor and a co-editor of *International Tax Systems and Planning Techniques* (Sweet & Maxwell).



Steve Berry *Fellow, CIMA*

Presenter: *"Strategies of the Serengeti"*

Stephen Berry is a highly qualified speaker, consultant, trainer and international MBA lecturer in business strategy. Previously a Finance Director and banker, Stephen offers practical skills and processes to his clients for real life rather than academic theory. Observing the animals and their survival strategies for the first time while on honeymoon in 1994, Stephen and Alison (who has a multi-national marketing background) were struck by the wide range of survival strategies in use. This contrasts with the simplistic transient single-type solutions often proposed in business literature. From this observation was born his book *Strategies of the Serengeti*, which adapts the various strategies for surviving and thriving on the plains of the Serengeti to the corporate world.

WEDNESDAY, OCTOBER 23



Howard Wilkinson TIAG Advisory Board Member and Former Senior Partner of Mercer & Hole (London, England - TIAG)

Presenter: *Cash is King!*

Howard Wilkinson is the founding member of TIAG and now advisor to The Appleton Group, Inc. Howard was the senior partner and joint managing partner of Mercer & Hole, a 19-partner Top 50 UK firm of accountants. Howard became managing partner in 1984 and senior partner in 1990 and has many years experience in running and growing an accountancy practice. As well as his management responsibilities, he has run a general practice client caseload throughout this time.

Howard has attended every TIAG conference since TIAG's founding in 2003 and will be well known to many of you, as he has presented at several conferences in the past and was so well received.

Guest: Judy Wilkinson; judy.wilkinson@hotmail.co.uk



Philip Jenkinson Partner, Aubyn (Lille, France - TAGLaw)

Presenter: *Making Use of Your Multidisciplinary Alliance*

Philip Jenkinson is a fully trained and qualified French Attorney and Counselor at law and attended both university and law school in France. He was called to the French Bar in 1986 and he is also a member of the Brussels Bar. Philip taught for a number of years at the Douai Appellate District Law School. He is now managing partner of Aubyn-Triplet a French law practice with offices in Paris and Lille, as well as a small shared office in Cannes/Monaco. The practice specializes in assisting non-French corporations and law firms (notably Canadian, US, Irish and UK clients) with advice on undertaking business in France in areas such as Agency, Distribution and Franchise agreements, Company Mergers & Acquisitions, French Employment Law, French Real Estate lease and purchase, French Estate Planning as well as Life Sciences, Pharma and Medical Devices). Aubyn-Triplet also has a strong litigation department which acts for English speaking clients in French Court matters throughout the whole of France particularly in Construction Litigation. Philip is bilingual in English and French and is able to communicate with varying levels of fluency in a number of other languages.



Andrew Wholey Tax Consultant, Old Mill Accountants (Somerset, England, - TIAG)

Presenter: *Making Use of Your Multidisciplinary Alliance*

Andrew Wholey is a Tax Consultant with TIAG member Old Mill. Andrew has extensive knowledge and experience of working in the field of employment, personal and capital taxation. Areas of particular expertise include planning to reduce tax costs associated with emigration from, or immigration into, the UK of both UK nationals and non-domiciled individuals. A significant proportion of his time is also spent in assisting clients with HM Revenue & Customs disputes and enquiries. He is motivated by a desire to help clients to contain tax costs and at the same time, better manage the compliance process and related risk. He has worked for Old Mill (based in the South West of England) for the last five years and prior to this move, he worked exclusively in the field of international personal tax for "Big Four" accounting firms.

WEDNESDAY, OCTOBER 23



Quent Boyken *Shareholder, Belin McCormick (Iowa, USA - TAGLaw)*

Presenter: *Integrating Laterals*

Quent Boyken is a shareholder of Belin McCormick whose practice emphasizes corporate and general business law, and business acquisitions and transactions. Mr. Boyken specializes in corporate acquisitions for closely held companies. He has been recognized by *Chambers and Partners* and *The Best Lawyers in America®* for his corporate practice. Mr. Boyken is a Certified Public Accountant who brings a multidisciplinary approach to his corporate transactional practice. Prior to attending law school, he spent three years working as an auditor for Coopers & Lybrand in their Minneapolis-St. Paul, Minnesota office. Mr. Boyken also taught undergraduate-level accounting courses at the University of Michigan while he was a law school student in 1980-82. Mr. Boyken has served several terms as a member of the firm's Management Committee, including the current term, and has served as the firm's President in 1994, 2002 and 2003. Mr. Boyken has been active in professional, community, school and church organizations and has been involved in Des Moines' successful neighborhood revitalization

programs in his capacity as general counsel for the Neighborhood Finance Corporation, which he helped organize in 1990.



Simon Chapman *Partner, Burgis & Bullock (Warwickshire, England - TIAG)*

Presenter: *Integrating Laterals*

Simon is a corporate finance partner specializing in management buy-outs and buy-ins, business sales, acquisitions, finance raising, and providing strategic advice to shareholders, directors and private equity firms.

He studied at Balliol College, Oxford and qualified as a chartered accountant in 1993. Simon has worked in corporate finance as both advisor and principal for the last 16 years. He was a key member of Ernst & Young's Private Equity Team and, more recently, a partner at Baker Tilly, where he headed up the Birmingham Mergers & Acquisitions Team.

Simon has completed dozens of transactions across a range of sectors including manufacturing, specialist engineering, automotive, aerospace, healthcare, support services and IT. He was lead advisor on LDC's investment into Nuclear Engineering Services, a deal which secured the accolade of "Deal of the Year 2009" from Midlands funders and professionals.



International Conference

Attendee Directory

Munich

October 21-23, 2013

ATTENDEE DIRECTORY



Armenia

Concern-Dialog Law Firm

Sedrak Asatryan
sedrak.asatryan@dialog.am



Canada: Alberta

McLeod Law LLP

Rick Breen
pnbreen@mcleod-law.com



Armenia

Concern-Dialog Law Firm

Suren Gomtsyan
suren.gomtsyan@dialog.am



Canada: British Columbia

Harper Grey LLP

John Sullivan
jsullivan@harpergrey.com



Australia: Queensland

Carter Newell

Paul Hopkins
phopkins@carternewell.com



Canada: Ontario

Blaney McMurtry LLP

Michael Penman
mpenman@blaney.com



Belgium

Marx Van Ranst Vermeersch & Partners (MVVP)

Eric Laevens
eric.laevens@mvvp.be



Canada: Ontario

Blaney McMurtry LLP

Steve Popoff
spopoff@blaney.com



Belgium

Marx Van Ranst Vermeersch & Partners (MVVP)

Lutgarde Eraly
lutgarde.eraly@mvvp.be



Chile

Guerrero, Olivos, Novoa y Errázuriz

Juan Allard
jeallard@guerrero.cl

ATTENDEE DIRECTORY



China: Shanghai
Zhong Lun Law Firm

Lefan Gong
lefangong@zhonglun.com



Dominican Republic
Headrick Rizik Alvarez & Fernandez

Marisol Vicens
mvincens@hrafdom.com



China: Shanghai
Zhong Lun Law Firm

Mark Ho
markho@zhonglun.com



England: London
Boodle Hatfield LLP

Karen Mason
kmason@boodlehatfield.com



Cyprus
Tassos Papadopoulos & Associates LLC

Alexia Kountouri
akountouri@tplaw.com.cy



England: London
Boodle Hatfield LLP

Rahul Thakrar
rthakrar@boodlehatfield.com



Czech Republic
Bubnik, Mysli & Partners

Michal Hanko
mhanko@bmapartners.cz



England: Manchester
Kuit Steinart Levy LLP

Martin Davies
martindavies@kuits.com



Denmark & Sweden
MAQS Law Firm

Patric Olofsson
patric.olofsson@se.maqs.com



England: Manchester
Kuit Steinart Levy LLP

Rob Buckley
robertbuckley@kuits.com

ATTENDEE DIRECTORY



England: Manchester **Kuit Steinart Levy LLP**

Robert Levy
robertlevy@kuits.com



England: Southampton **Blake Laphorn**

Simon Treherne
simon.treherne@bllaw.co.uk



England: Reading **Clarkslegal LLP**

Ashan Arif
aarif@clarkslegal.com



Estonia **Aivar Pilv Law Office**

Ilmar-Erik Aavakivi
iea@apilv.ee



England: Southampton **Blake Laphorn**

Ben Graham-Evans
ben.graham-evans@bllaw.co.uk



France: Lille **Aubyn**

Philip Jenkinson
jenkinson@triplet.com



England: Southampton **Blake Laphorn**

Jill Bainbridge
jill.bainbridge@bllaw.co.uk



France: Lille **Aubyn**

Sophie Lagayette
lagayette@triplet.com



England: Southampton **Blake Laphorn**

Lawrence Phillips
lawrence.phillips@bllaw.co.uk



France: Paris **Racine**

Fabrice Rymarz
frymarz@racine.eu

ATTENDEE DIRECTORY



France: Paris
Racine

Jean-Christophe Beaury
jcbeaury@racine.eu



Germany: Düsseldorf
RWP Rechtsanwälte

Nadine Longrée
n.longree@rwp.de



Germany: Düsseldorf
RWP Rechtsanwälte

Andreas Gabler
a.gabler@rwp.de



Germany: Düsseldorf
RWP Rechtsanwälte

Nils Wördemann
n.woerdemann@rwp.de



Germany: Düsseldorf
RWP Rechtsanwälte

Christoph Klose
c.klose@rwp.de



Germany: Frankfurt
***GGV Gruetzmacher
Gravert Viegner***

Matthias Krämer
kraemer@gg-v.de



Germany: Düsseldorf
RWP Rechtsanwälte

Clemens Antweiler
c.antweiler@rwp.de



Germany: Frankfurt
***GGV Gruetzmacher
Gravert Viegner***

Pascal Schultze
schultze@gg-v.net



Germany: Düsseldorf
RWP Rechtsanwälte

Fabienne Kutscher-Puis
f.kutscher-puis@rwp.de



Germany: Hamburg
***Weiss Walter
Fischer-Zernin***

Elise Huth
huth@wwfz.com

ATTENDEE DIRECTORY



Germany: Hamburg
**Weiss Walter
Fischer-Zernin**

Sebastian Fischer-Zernin
sfz@wwfz.com



Germany: Munich
Heiss & Partner

Franz Ludwig (Franzl) Heiss
heiss@heisspartner.de



Germany: Mannheim
**Rowedder Zimmermann
Hass**

André Haug
haug@rowedder.de



Germany: Munich
Heiss & Partner

Mathias Dürr
duerr@heisspartner.de



Germany: Mannheim
**Rowedder Zimmermann
Hass**

Ingrid Stahl
stahl@rowedder.de



Germany: Munich
Heiss & Partner

Reinhard Ehrl
ehrl@heisspartner.de



Germany: Munich
Heiss & Partner

Andreas Hetzenecker
hetzenecker@heisspartner.de



Germany: Munich
Heiss & Partner

Susanne Six
six@heisspartner.de



Germany: Munich
Heiss & Partner

Axel Fröhlich
froehlich@heisspartner.de



Hungary
Germus and Partners

Gábor Germus
gabor.germus@germus.hu

ATTENDEE DIRECTORY



Hungary ***Germus and Partners***

Gábor Pázsitka
gabor.pazsitka@germus.hu



Moldova ***Popa & Asociatii***

Igor Popa
igor@popa.md



India ***Kochhar & Co.***

Piyush Gupta
piyush.gupta@kochhar.com



Netherlands: Apeldoorn ***Nysingh advocaten- notarissen N.V.***

Rob Klein
rob.klein@nysingh.nl



Latvia ***Fogels, Vitols & Paipa (FVP)***

Maris Paipa
maris.paipa@fvp.lv



Netherlands: Breda ***Rassers Advocaten***

Danielle Muller
muller@rassers.nl



Luxembourg ***Adam & Bleser***

Romain Adam
r.adam@adam-bleser.lu



Netherlands: Breda ***Rassers Advocaten***

John Velenturf
velenturf@rassers.nl



Malaysia ***ZUL RAFIQUE & Partners***

Zulkifly Rafique
zul@zulrafique.com.my



Northern Ireland ***Elliott Duffy Garrett***

Kevin McVeigh
kevin.mcveigh@edglegal.com

ATTENDEE DIRECTORY



Norway
Kvale Advokatfirma DA

Trygve Norum
tno@kvale.no



Scotland
Burness Paull LLP

Tricia Walker
tricia.walker@burnesspaull.com



Philippines
Siguion Reyna, Montecillo & Ongsiako Law Offices

Edgardo Balois
egb@srmo-law.com



Spain
B. Cremades y Asociados

Günter Helbing
g.helbing@bcremades.com



Poland
SSW Spaczynski, Szczepaniak i Wspolnicy S.K.A.

Piotr Spaczynski
piotr.spaczynski@ssw.pl



Switzerland: Berne
Hodler Rechtsanwälte

Bernhard Welten
welten@hodler.ch



Portugal
Espanha e Associados, Sociedade de Advogados, RL

João Espanha
joao.espanha@espanhaassociados.pt



Switzerland: Lausanne
Carrard & Associates

Edgar Philippin
ephilippin@carrard-associates.ch



Scotland
Burness Paull LLP

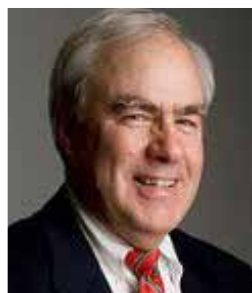
Nick Naddell
nick.naddell@burnesspaull.com



Switzerland: Lausanne
Carrard & Associates

Frédéric Rochat
frochat@carrard-associates.ch

ATTENDEE DIRECTORY



USA: Alabama
Haskell Slaughter Young & Rediker, LLC

Frank Young
fmy@hsy.com



USA: Colorado, Minnesota & South Dakota
Lindquist & Vennum

Karla Vehrs
kvehrs@lindquist.com



USA: California: Los Angeles
Mitchell Silberberg & Knupp LLP

Anthony (Tony) Adler
aaa@msk.com



USA: Florida
Berger Singerman LLP

James Berger
jberger@bergersingerman.com



USA: California: San Francisco
Coblentz, Patch, Duffy & Bass LLP

Paul Tauber
pjt@cpdb.com



USA: Georgia
Swift, Currie, McGhee & Hiers, LLP

Joe Munger
joseph.munger@swiftcurrie.com



USA: California: San Francisco
Coblentz, Patch, Duffy & Bass LLP

Todd Brody
teb@cpdb.com



USA: Georgia
Swift, Currie, McGhee & Hiers, LLP

Mark Dietrichs
mark.dietrichs@swiftcurrie.com



USA: Colorado, Minnesota & South Dakota
Lindquist & Vennum

Barbara Rummel
brummel@lindquist.com



USA: Illinois
Barack Ferrazzano Kirschbaum & Nagelberg

Alexander (Sandy) Lourie
alexander.lourie@bfkn.com

ATTENDEE DIRECTORY



USA: Iowa
Belin McCormick, P.C.

Quentin (Quent) Boyken
qrboyken@belinmccormick.com



USA: Michigan
Jaffe, Raitt, Heuer & Weiss, P.C.

Peter Sugar
psugar@jaffelaw.com



USA: Kansas
Martin Pringle

Jeff Kennedy
jkennedy@martinpringle.com



USA: Nevada & New Mexico
Lewis Roca Rothgerber LLP

Dan Waite
dwaite@lrrlaw.com



USA: Louisiana
Milling Benson Woodward

Robert (Bob) Cabes
rcabes@millinglafayette.com



USA: Nevada & New Mexico
Lewis Roca Rothgerber LLP

Dennis Jontz
djontz@lrrlaw.com



USA: Massachusetts
Rierner & Braunstein LLP

Jeffrey (Jeff) Ganz
jganz@riernerlaw.com



USA: New York:
New York
Herrick, Feinstein LLP

Harvey Feuerstein
hfeuerstein@herrick.com



USA: Michigan
Jaffe, Raitt, Heuer & Weiss, P.C.

Jeffrey (Jeff) Heuer
jheuer@jaffelaw.com



USA: New York:
New York
Herrick, Feinstein LLP

Irwin Kishner
ikishner@herrick.com

ATTENDEE DIRECTORY



USA: North Carolina & Virginia
Williams Mullen

Ronald (Ron) Raxter
rraxter@williamsmullen.com



USA: Utah
Kirtan McConkie, PC

Willis Orton
worton@kmclaw.com



USA: North Dakota
Kennelly & O'Keeffe

Timothy (Tim) O'Keeffe
tim@kennellylaw.com



Venezuela
Travieso Evans Arria Rengel & Paz

Julio Pinto
jcp@traviesoevans.com



USA: Oklahoma
Conner & Winters, LLP

Andrew (Andy) Turner
aturner@cwlaw.com



Zambia
Simeza, Sangwa & Associates Advocates

Robert Simeza
robert@simezasangwa.co.zm



USA: South Carolina
Smith Moore Leatherwood LLP

Richard Few
richard.few@smithmoorelaw.com



USA: Texas: San Antonio
Cox Smith Matthews Incorporated

Deborah Williamson
dwilliamson@coxsmith.com



International Conference

Attendee Directory

Munich

October 21-23, 2013

ATTENDEE DIRECTORY



**Australia: New South
Wales**

**ESV Chartered
Accountants**

Kurt Baker
kurtb@esvgroup.com.au



Brazil: Belo Horizonte
Marina Contábil Ltda.

Marina Canêdo De Lima E Silva
marina@marinacontabil.com.br



Austria
INTERCURA
Treuhand-und
Revisionsgesellschaft
m.b.H.

Friedrich Schnabel
friedrich.schnabel@intercura.at



Brazil: Belo Horizonte
Marina Contábil Ltda.

Sebastião Canêdo De Souza
canedo@marinacontabil.com.br



Austria
INTERCURA
Treuhand-und
Revisionsgesellschaft
m.b.H.

Markus Dankl
markus.dankl@intercura.at



Brazil: Rio de Janeiro
Grupo Planus

Felipe Pestana
felipe@grupoplanus.com.br



Belgium
SBB Accountants &
Advisors

Jan Depoorter
jan.depoorter@sbb.be



Canada: Quebec
Mallette LLP

Marc Dagenais
marc.dagenais@mallette.ca



Belgium
Van Cauter - Saeys & Co.

Willem Van Cauter
willem.van.cauter@jpabelgium.be



Canada: Quebec
Mallette LLP

Martin Simard
martin.simard@mallette.ca

ATTENDEE DIRECTORY



England: London
Mercer & Hole

Elizabeth (Liz) Cuthbertson
lizcuthbertson@mercerohole.co.uk



England: Warwickshire
Burgis & Bullock

Simon Chapman
simon.chapman@burgisbullock.com



England: London
Mercer & Hole

Paul Maberly
paulmaberly@mercerohole.co.uk



France: Paris
Groupe Tuillet

Philippe Gautier
philippe.gautier@tuilletsolutions.fr



England: London
Mercer & Hole

Paul Webster
paulwebster@mercerohole.co.uk



Germany: Frankfurt
GGV Gruetzmacher
Gravert Viegner

Eric Pritsch
pritsch@gg-v.de



England: Somerset
Old Mill Accountancy LLP

Andrew Wholey
andrew.wholey@oldmillgroup.co.uk



Germany: Frankfurt
GGV Gruetzmacher
Gravert Viegner

Kay Jess
jess@gg-v.de



England: Somerset
Old Mill Accountancy LLP

Mark Neath
mark.neath@oldmillgroup.co.uk



Germany: Munich
Florentz und Partner GbR

Brigitte Heuberger
brigitte.heuberger@florentzundpartner.de

ATTENDEE DIRECTORY



Germany: Pforzheim / Stuttgart
Aisenbrey Weinlader & Partner

Friedrich (Fritz) Aisenbrey
friedrich.aisenbrey@awpartner.de



Indonesia
KAP. Hertanto, Sidik & Indra

Grace Octavia
graceoctavia99@gmail.com



Germany: Pforzheim / Stuttgart
Aisenbrey Weinlader & Partner

Michael Eck
michael.eck@awpartner.de



Indonesia
KAP. Hertanto, Sidik & Indra

Hertanto Arismiadi
hertanto60@gmail.com



Hungary
Interauditor Kft.

Peter Honti
ph@interauditor.hu



Indonesia
KAP. Hertanto, Sidik & Indra

Indra Soesetiawan
indra-kaphsi@hotmail.com



India: Delhi
AJSH & Co. Chartered Accountants

Ankit Jain
ankit@ajsh.in



Indonesia
KAP. Hertanto, Sidik & Indra

Rando Wullur
randopw@yahoo.co.id



India: Delhi
AJSH & Co. Chartered Accountants

Siddhartha Havelia
siddhartha@ajsh.in



Israel
Dov Weinstein & Co C.P.A.

Dov Weinstein
dov@wcpa.co.il

ATTENDEE DIRECTORY



Israel

Dov Weinstein & Co C.P.A.

Idan Weinstein
idan@wcpa.co.il



Scotland

Anderson Anderson & Brown LLP

James Pirrie
james.pirrie@aab.co.uk



Lithuania

UAB "AV Auditas"

Vaida Kacergiene
uabvap@takas.lt



Scotland

Anderson Anderson & Brown LLP

Kevin Mann
kevin.mann@aab.co.uk



Netherlands: Breda

Witlox VCS

Frits van Ginneken
frits.vanginneken@witloxvcs.nl



Spain: Barcelona

Bove Montero y Asociados

Secundino Urcera
surcera@bovemontero.com



Netherlands: Breda

Witlox VCS

Wynke Möller
wynke.moller@witloxvcs.nl



Switzerland: Olten

Sudan Partner AG

Reto Gribi
r.gribi@sudan.ch



Netherlands: Ommen

Van Elderen Accountants

Barry Nijkamp
b.nijkamp@vanelderen.nl



Tunisia

Business Auditing & Consulting

Kais Fekih
ckf@ckf.com.tn

ATTENDEE DIRECTORY



USA: California:
Costa Mesa
KMJ | Corbin & Company

Kendall Merkley
kendall@kmjpartnerscpa.com



USA: New York: New York
Berdon LLP

Ronald (Ron) Storch
rstorch@berdonllp.com



USA: California:
San Francisco
Hemming Morse, LLP

Dan Ray
rayd@hemming.com



USA: New York: New York
Berdon LLP

Saul Brenner
sbrenner@berdonllp.com



USA: California:
San Francisco
Hemming Morse, LLP

Steven Boyles
boyless@hemming.com



USA: Virginia
Murray, Jonson, White & Associates, Ltd., PC

Randolph (Randy) Shapiro
rshapiro@mjwcpas.com



USA: Massachusetts
Samet & Co.

John Czyzewski
johnnc@samet-cpa.com



USA: Massachusetts
Samet & Co.

Norman (Norm) Posner
normanp@samet-cpa.com



International Conference

Attendee Directory

Munich

October 21-23, 2013

ATTENDEE DIRECTORY



Canada: Ontario
Collins Barrow

Enzo Testa
etesta@collinsbarrow.com



Jersey
Volaw

Mark Healey
mhealey@volaw.com



Canada: Ontario
Collins Barrow

Larry Rich
lrich@collinsbarrow.com



Canada: Ontario
Collins Barrow

Maria Severino
mseverino@collinsbarrow.com

GUEST DIRECTORY

Canada: Ontario

CollinsBarrow

Guest: Wendy Lavine
Member: Larry Rich

TOUR INFORMATION



MONDAY, OCTOBER 21

Early Bird Tour: The Sights and Sounds of Munich.

For Early Bird Members and Guests



Start your day walking from the hotel and visiting The Bavaria State Opera and the Feldherrnhalle (Field Marshals' Hall), a monumental loggia in Munich that was built between 1841 and 1844. Then, it's onto the Theatinerkirche, The Theatine Church of St. Cajetan, a Catholic church built between 1663 and 1690 as a gesture of thanks for the birth of the long-awaited heir to the Bavarian crown, Prince Max Emanuel. The walk will be approximately 45 minutes in duration.

After the walk, board your bus for the leafy park surrounding the Nymphenburg Palace, with time to explore the castle and lunch in the Schlosscafé Palmenhaus with its exotic palms and cacti and its beautiful and serene atmosphere.

Dress: Guests should wear appropriate clothing, such as sweaters or light coats, and comfortable WALKING shoes.

Meet in hotel lobby at 8:45 a.m. and return by 5:00 p.m.

Price for members and guests: \$161.00 (USD)

TUESDAY, OCTOBER 22

Guest Tour: The Linderhof Castle and Oberammergau

For Guests



Ludwig II of Bavaria built three castles during his reign: Neuschwanstein, Herrenchiemsee, and Linderhof. The Linderhof, which is Ludwig's smallest palace, was intended to be just a "villa" for him to retreat to-- although it's certainly large enough to be spectacular! It is situated in a wooded, mountainous area near the village of Oberammergau (made famous by its once-a-decade Passion Play). The Linderhof doesn't resemble a castle so much as a Baroque palace and has a fountain in the front that spouts water much higher than the height of the palace.

A warm welcome awaits you at the Hotel Zur Post in Oberammergau. Enjoy the family atmosphere and comfort at the Restaurant Zur Post, where they serve seasonal Bavarian cuisine using local and regional ingredients.

Dress: Guests should wear appropriate clothing, such as sweaters or light coats, and comfortable WALKING shoes.

Meet in the hotel lobby at 8:15 a.m. and return by 4:30 p.m.

Price for guests: \$202.00 (USD)

TOUR INFORMATION



**WEDNESDAY, OCTOBER 23
(MORNING)**

**Guest Tour: The Neue Pinakothek Art
Museum**

For Guests



The Neue Pinakothek is one of the most important art museums in the world of 18th and 19th century European art. Founded by the former King Ludwig I of Bavaria in 1853, his collection has been steadily enlarged through the years by the museum's curators and donors. The collection contains extraordinary masterpieces of Impressionism and Post-Impressionism. Hugo von Tschudi, general director of the State Collections, acquired 44 paintings, nine sculptures and 22 drawings, mostly from new French artists beginning in 1905. Since public funds could not be used to purchase these works, Tschudi's associates raised the money from private contributions after his death in 1911 to complete their acquisition.

The Neue Pinakothek has one of the largest collections of English paintings of 18th and early 19th century collections outside of the United Kingdom with masterpieces of Gainsborough and Hogarth on display, to name just a few..

Meet in the hotel lobby at 8:45 a.m. and return by 12:00 p.m.

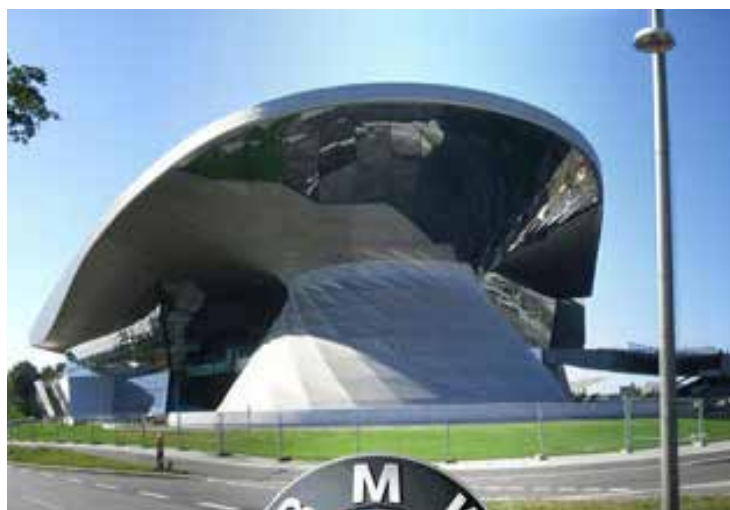
Price for guests: \$115.00 (USD)

**WEDNESDAY, October 23
(AFTERNOON)**

Networking Tour:

**Discover The BMW Welt. The Heart of the
Brand – the Beat of the City.**

(For Members and Guests)



Since it opened in 2007, the BMW Welt (world) has provided its roughly two million visitors a year with a wide range of unforgettable experiences – and today, it is one of Bavaria's most popular attractions. Visitors from all over the world come to admire the latest trends, exhibitions, technology, and design. Many even experience the excitement of collecting their new car there. Both as a building and as an institution, the BMW Welt serves as an important interface between the company and the public. This is the only place where it is possible to experience BMW's past, present, and future as a whole.

Meet in the hotel lobby at 3:15 p.m. and return by 5:30 p.m.

Members - Included; Price for guests: \$64.00 (USD)

EVENING EVENTS



MONDAY, OCTOBER 21

Cocktail Party and Welcome Dinner

(For Members and Guests)



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

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

Dinner: 7:30 p.m. (Maximilian Ballroom)

Price for members: FREE

Price for guests: \$150 (USD)

Dress: Men - Business or business casual

Women - Business, business casual or cocktail attire.

TUESDAY, OCTOBER 22

Gala Dinner at The Residenz

(For Members and Guests)



The Residenz is one of the most splendid settings in Munich, and it served as the seat of government and the residence of the Bavarian dukes, electors and kings from 1508 to 1918. What began in 1385 as a castle at the northeastern corner of the town (the Neuveste, or new citadel) was transformed over the centuries into a magnificent palace, its buildings and gardens extending further and further into Munich.

A special guest will delight us over dessert.

Meet in the hotel lobby at 6:45 p.m.

Price for members: FREE

Price for guests: \$202.00 (USD)

Dress: Cocktail

WEDNESDAY, OCTOBER 23

Dinner & Networking: The Ratskeller Restaurant

(Final Dinner For Members and Guests)

The Ratskeller Restaurant is a city treasure. It lies in the heart of Munich, situated on Marienplatz underneath the Munich City Hall and housed in the vast basement of the Neues Rathaus (the New Town Hall), one of the city's architectural marvels. The interior is wonderful and quaint, and the restaurant itself is so huge that you can almost get lost in it. It has many evocatively themed corners. The restaurant of course serves traditional, high quality Bavarian fare.

Stamp your feet while The Bavarian Band performs a crazy show of well known German marches, waltzes, polkas and sing-a-longs in the Bavarian Oompah band style.

Meet in hotel lobby at 7:30 p.m. and return by 11:30 p.m.

Price for members and guests: \$149.00 (USD)

Dress: Casual





*"To be doing good deeds is
man's most glorious task."*

—Sophocles

Global Generosity

With advice from a committee of advisors and from members in affected areas of the world, TAG Foundation funds, contributed by The Appleton Group, Inc. and by members of the TAG Alliances, provide aid to people around the world, most often in response to natural or other disasters.

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

A History of Giving

Members of the TAG Alliances have a strong history of responding to human needs, having donated over \$150,000 to charities that provided support to victims of catastrophic events.

Trustees and Advisors

TAG Foundation Trustees are Peter Appleton Jones, Anne Appleton Jones, and Bob Sattin of The Appleton Group. Guidance is provided by a committee of Advisors consisting of Harvey Feuerstein of Herrick, Feinstein LLP (TAGLaw: New York, USA), Michael Penman of Blaney McMurtry LLP (TAGLaw: Ontario, Canada), Ralph Wellington of Schnader Harrison Segal & Lewis LLP (TAGLaw: Pennsylvania) and Norman Posner of Samet & Company (TIAG: Massachusetts).

How to Contribute

Mail checks payable to "TAG Foundation" to:

The Appleton Group, Inc.
150 2nd Avenue North
Suite 710
St. Petersburg, FL, USA 33701

Wire Transfer:

Please contact Jacky Breeden for wire transfer information at jacky@taglaw.com, jacky@tiagnet.com or jacky@tag-sp.net, or call +1 727 895 3720.

The TAG Foundation has been approved as exempt from taxation under §501(c)(3) of the U.S. Internal Revenue Code and contributions are tax deductible to the extent permitted by law. We are in the process of seeking similar exempt status in Europe. (Florida Registration #CH32002)

A COPY OF THE OFFICIAL REGISTRATION AND FINANCIAL INFORMATION MAY BE OBTAINED FROM THE DIVISION OF CONSUMER SERVICES BY CALLING TOLL-FREE (800-435-7352) WITHIN THE STATE. REGISTRATION DOES NOT IMPLY ENDORSEMENT, APPROVAL, OR RECOMMENDATION BY THE STATE.



TAG Foundation Casual Day Wednesday, October 23

Dress down and raise funds to support TAG Foundation's initiatives which provide aid around the world.

Contributions of any size and currency are welcome.

— Learn More at: www.tagalliances.com/tagfoundation —

NOTES



Download session notes and materials at:

tagalliances.com/conference

~or~

scan the QR code to the right using a scanner app on your smartphone.

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

NOTES

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and extend across the width of the page. There are no margins, text, or other markings on the paper.

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

[illegible]



ASSOCIATE SPONSORS:



ROWEDDER ZIMMERMANN HASS
RECHTSANWÄLTE

WEISS • WALTER • FISCHER-ZERNIN



The TAG Alliances™
The Appleton Group, Inc.
150 Second Ave North, Suite 710
St. Petersburg, FL 33701
Ph: + 1 727 895 3720 | Fx: + 1 727 895 3722
www.TAGLaw.com | www.TIAGnet.com | www.TAG-SP.net

ATTENDEE ADDENDUM



Brazil
Veirano Advogados

Alberto Bragança
alberto.braganca@veirano.com.br



Denmark & Sweden
MAQS Law Firm

Anders Aagaard
anders.aagaard@dk.maqs.com



Brazil
Veirano Advogados

Marcos Rocha
marcos.rocha@veirano.com.br



England: London
Boodle Hatfield LLP

Mark Lindley
mlindley@boodlehatfield.com



Brazil
Veirano Advogados

Pedro Freitas
pedro.freitas@veirano.com.br



England: London
Boodle Hatfield LLP

Simon Fitzpatrick
sfitzpatrick@boodlehatfield.com



Brazil
Veirano Advogados

Till Alex Backsmann
alex.backsmann@veirano.com.br



England: Southampton
Blake Lapthorn

Edward Lee
edward.lee@bllaw.co.uk



Cyprus
Tassos Papadopoulos & Associates LLC

Nikos Papaefstathiou
npapaefstathiou@tplaw.com.cy



Iceland
JP Attorneys

Gudjon Olafur Jonsson
goj@jp.is

ATTENDEE ADDENDUM



Ireland
LK Shields Solicitors

Edmund (Ed) Butler
ebutler@lkshields.ie



Luxembourg
ADAM & BLESER

Paul Ketter
p.ketter@adam-bleser.lu



Isle of Man
Dougherty Quinn

Mark Dougherty
mark@dq.im



Netherlands: Apeldoorn
***Nysingh advocaten-
notarissen N.V.***

Gijs in 't Veld
gijs.intveld@nysingh.nl



Isle of Man
Dougherty Quinn

Paul Kerruish
paul.kerruish@dq.im



Poland
***SSW Spaczynski,
Szczepaniak i Wspólnicy
S.K.A.***

Patrycja Gozdzowska
patrycja.gozdziowska@ssw.pl



Jersey
Voison

Michael Preston
michaelpreston@voisinlaw.com



USA: Florida
Berger Singerman LLP

Leonard (Lenny) Samuels
lsamuels@bergersingerman.com



Jersey
Voison

Nigel Pearmain
nigelpearmain@voisinlaw.com



USA: Illinois
***Barack Ferrazzano
Kirschbaum & Nagelberg***

Andrew Grossmann
andrew.grossmann@bfkn.com

ATTENDEE ADDENDUM



**USA: Nevada &
New Mexico**

***Lewis Roca
Rothgerber LLP***

Daniel (Dan) Polsenberg
dpolsenberg@lrrlaw.com

GUEST ADDENDUM

Iceland

JP Attorneys

Guest: Helga Björk Eiríksdóttir

helgaber@simnet.is

Member: Gudjon Olafur Jonsson

ATTENDEE ADDENDUM



**Canada: Quebec
*Mallette LLP***

Jose Arsenault
jose.arsenault@mallette.ca



**USA: Texas: Dallas
*CF & Co., L.L.P.***

Jack Savage
jacksa@cflp.com



**Luxembourg
*Fiduciaire du Grand-
Duché de Luxembourg
S.à r.l. (FLUX)***

Marc Meyers
mmeyers@flux.lu

GUEST ADDENDUM

USA: Texas: Dallas

CF & Co., L.L.P.

Guest: Michelle Savage

msavage@hydrocarbonexchange.com

Member: Jack Savage