







listening, understanding, advising

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Value of the alliance from Aubyn-Triplet's perspective

Operational

1. Perceived current exodus of French businesses
2. UK third most popular destination after Belgium and Switzerland
3. Tax orientation primary focus
4. Advice on business environment
5. South West England green, clean and attractive place to live and work
6. Native French speaker within Old Mill – very important

Marketing

TAGLaw / TIAG network membership attracts and reassures clients and potential clients as to worldwide reach.

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Bringing the alliance alive (Old Mill's perspective)

Joint marketing events

1. The Wells experience, "Foreign property and living abroad"

- New Rules on tax "residence" in the UK;
- Legal matters and the acquisition of French property;
- The various tax implications of living in France;
- Financial planning.

2. China (December 2013)

- Old Mill & Lehman Brown (TIAG members)
- HSBC
- Ashfords (solicitors)
- UK Trade & Industry (Government)
- Clients with practical experience (of trading in China)

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Bringing the alliance alive (Aubyn Triplet's perspective)

General

1. Importance for lawyers to realise the symbiotic possibilities in working with accountants
2. Meeting both the financial and accounting needs of the same client
3. Great referral possibilities

Real estate road show

Aubyn-Triplet has put together a two hour road show setting out, in English, the process of acquiring real estate in France aimed at investment and/or residential objectives.

The road show also deals not only with conveyancing and inheritance but also with tax issues flowing from such an acquisition.

The road show is made available free of charge to TIAG and TAGLaw members (for the moment) in northern Europe with a view to developing synergy and cross referrals and could be incorporated into a morning, afternoon or evening marketing session for the benefit of the receiving practice.

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Your thoughts.....

- Opportunities ?
- Threats ?!



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