



EUROPE... and beyond

International Practice Group, is an international network of independent firms, with a full-time Secretariat, which meets clients' needs for legal, taxation and accountancy services throughout the World

A successful conference in Jersey

Updates:

- Upcoming Marbella conference—see page 2 for details
- There is a high level of interest in membership, please turn to page 3 for a detailed recruitment update
- Website update

From 20 to 22 September 2007 IPG held a successful conference in Jersey in the Channel Islands. Hosted by Volaw Trustees, a member firm, the conference covered a wide breadth of subject matter of interest to Members.

The technical presentations covered areas including Jersey companies and trusts; Shari'a Law and Islamic Finance; Asset Tracing rules under Jersey law; effective use of offshore jurisdictions and a trust jurisdiction comparison. The latter two subjects were lead as a panel discussion involving contributions from the floor to technical points of interest.

As well as learning more about our host's Island and its legal

structures that may be of value to our mutual clients, the conference allowed the catching up of relationships between Members and the introduction of several new faces.

After a break-out session for the Members to discuss further improvements to the Group, dinner was held at the Jersey Pottery.

Saturday morning involved a Members meeting at which we were pleased to welcome applications from new Members (more of which later).

An afternoon touring the Durrell Wildlife Conservation Trust was followed by a formal dinner to end the event on an excellent note.



We would like to thank the directors and staff of Volaw for their excellent hospitality in hosting the IPG Conference.



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A message from the Chairman

As you may be aware from recent communications from the Secretariat, Mr Colin Clark, who was elected our Chairman at the Jersey conference, has been unable to undertake his duties in full due to personal circumstances.

As such he has asked the Management Committee (the "MC") to elect an Interim Chairman to see the group through the foresee-

able future. The subject has been discussed in much depth by the MC at recent meetings and I have accepted the position for the time being.

Various proposals have been considered. At present I will act as Interim Chairman. All members of the MC have been working together to move the group forward pending any decision

about who ultimately will be the new Chairman.

I am pleased to report some excellent successes in recruitment and ongoing interest from potential new recruits and I look forward to the forthcoming conference to discuss the further development of the group with the members.

Friedhelm Gruber



The [Hotel Gran Meliá Don Pepe](#)



The IPG Conference Autumn 2008 Marbella, Spain – 2 to 4 October 2008

“Firstly, I must thank Rafael Berdaguer of [Rafael Berdaguer Abogados](#) for volunteering to organize the next IPG conference” says Arpad Szarka.

The conference will take place in the Spanish costal resort of Marbella from 2 to 4 October 2008. Details can be obtained by clicking on [this link](#).

Marbella is an historic town and the centre for commerce in this part of Spain. The conference will be held at the [Hotel Gran Meliá Don Pepe](#) (click for a link) which is a modern, luxury hotel in the centre of the town and right on the beach with a beautiful ocean view towards Gibraltar and Africa.

“The conference programme will be interesting for mem-

bers” says Arpad.

The programme will cover:

- A welcome from the Lady Mayoress of Marbella, Sra. Doña Angeles Muñoz
- A presentation on challenges in the future for Marbella by José Luis Hernández
- A session of the marketing, networking and the management of a firm by Marisa Méndez who is a professional services consultant
- A presentation of the practical experience in growing a professional practice by Constanza Vegara of Perez-Llorca Abogados, one of the top legal firms in Spain
- A presentation on the real

estate market in the Costa del Sol

- Finally, presentations from many potential new member firms candidates (see next page for details).

As well as evenings spent sampling excellent local cuisine, there is the opportunity to go on a boat tour along the coast for members and their guests on the Saturday afternoon.

All members are requested to book early for the conference and the boat tour as this will assist Rafael and Arpad with the planning of the conference.

Hotel bookings must be made by 15 August at the latest to guarantee the hotel will have held sufficient rooms for the members attending.

Please book soon for the Marbella, October 2008 Conference

We look forward to seeing you there. The deadline is 15 August 2008.

Ten years with IPG by Chris Green



Chris Green, Barnes Roffe LLP

Chris is a former member of the Management Committee and we are grateful for his article which explains how IPG has been of benefit to him

Ten years ago my good friend Nico Perdaan phoned from Holland “Hey Chris how are you? My firm has just joined an international group of accountants and lawyers. How about joining us at our next conference in Oslo?”

I had known Nico for many years and I knew that if he was recommending it then it would be good. So I booked the air tickets and went to Oslo.

My first impressions were that this was a great networking group for international work and as Barnes Roffe had no affiliation to an international network I had no hesitation in

recommending that the firm join IPG.

The strength of IPG is the people that are a part of it and getting to know people and networking are important aspects of doing business. So if you are a member who doesn’t get to the two conferences a year you must get along. The relationships you build will improve your professional life.

A few months ago I had an email from a UK branch of an Austrian company regarding an international tax problem. The director told me that he had only emailed six smaller local firms because he did not want

to pay the large fees of the “big 4” accountancy firms. The fees for this work were estimated to be large!

Without my experience with IPG I would not have been confident of having the international contacts to tackle this work and would have been like the other five firms (none of whom responded to his enquiry) – poorer!

So my message is – be an active member of IPG – recommend other firms to join where you can and you will reap a reward from your investment.

Chris, Barnes Roffe, London

Growing the IPG — how members can assist the recruitment team

In recent months the recruitment team of Willem Smit and Michel Mall have been working to add new members to the group.

The referrals to the recruitment team come from the IPG website, and from recommendations of existing member firms.

“The referral by another member firm of a possible applicant is a very strong way for us to recruit” Michel says. “The experience of the existing members allows us to be confident that the potential applicant has worked successfully on mutual clients to the satisfaction of a member.”

However, applicants direct to the IPG via the website are no less valuable.

“We obtain direct applications from countries where we have no immediate link” says Willem. “this can be a very important step into new territories.”

The recruitment team would welcome any recommendations from existing members to allow the group to expand. It is only by this expansion that we will be able to make the group as

effective as it can be for our clients.

A summary of recent recruitment news is as follows:

New members:

At the recent Jersey conference the following firms were admitted as new members;

Comba e Associati Studio Legale, a firm of lawyers based in Torino, Italy. The contact persons for enquiries are Diego Comba and Francesca Falbo.

Anghel, Radulescu & Asociatii SCA, a firm of lawyers based in Bucharest, Romania. The contact person for enquiries is Alexandru Anghel.

Also, CH-ina, a multi-disciplinary practice based in Shanghai, China presented their firm. The contact person for enquiries is Nicolas Musy. The required due diligence inspection by a member of the Management Committee was outstanding at that point. We are pleased to report that this visit was undertaken by Rahul Chadha at the end of July 2008 and they have now fulfilled the membership criteria.

All contact details are available via the [IPG website](#).

Forthcoming members:

New applications to be presented at the upcoming Marbella conference include:

Trust Accountants based in Nicosia, Cyprus.

Lawyers from Prague, Czech Republic.

Accountants from Bad Kissingen, Germany.

Accountants and Trust Advisors from Luxembourg.

Lawyers from Bratislavia, Slovak Republic.

Lawyers from Barcelona, Spain.

Lawyers from Budapest, Hungary.

We can report that due diligence has been undertaken on all of the above.

Members are encouraged to speak to Michel, Willem or Hiacenta Leutert (our Secretariat) directly if they have met or worked with any firms they consider might be interested in joining IPG.



Michel Mall (above) and Willem Smit, our recruitment team on the Management Committee



Recruitment is rapidly moving forward to attract new members to the IPG and expand our reach into new territory

Member update — DWF M Beckman

We are pleased to report that from July 2008 DFW M Beckman merged with David Wineman to become DWF M Beckman. They continue to operate from their existing premises at 33 Welbeck Street

and now have 23 lawyers with a total compliment of some 50 people.

Senior Partner Tony Mead says “Business continues to expand, even in the current economic climate, and we have added

further depth and expertise in areas key to our clients.”

Tony will be in Marbella for the conference and can provide members with more information should they wish.

The contact details for the President and Secretariat of the group are shown at the bottom of this page, but detailed below is a list of contact details and areas of responsibility for the Management Committee:

| Name | Firm | Telephone number | Email address | Responsibilities |
|------------------|------------------------|-------------------|--|---------------------|
| Arpad Szarka | Szarka Attorneys | +49 30 890 680 30 | szarka@szarka.de | Conference |
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| Graham Wallace | Barnes Roffe LLP | +41 20 8988 6100 | g.wallace@barnesroffe.com | Newsletter, Finance |
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| Rahul Chadha | Chadha & Co. | +91 11 4163 9294 | rchadha@chadha-co.com | Website |
| Richard Meagher | Lang Michener LLP | +1 416 307 4025 | rmeagher@langmichener.ca | Website |
| Willem Smit | Hoens & Souren | +31 79 342 02 50 | Smit@hslaw.nl | Recruitment |

A new website for the IPG



Rahul Chadha and Richard Meagher are currently working on a new website for the IPG.

“The website must achieve three aims” says Rahul, “it must allow members to contact each other with ease; it should allow potential clients to locate mem-

bers around the world; but most importantly it must allow us to attract new members to make the group work as effectively for clients as it can”.

The new website should be ready for the Marbella conference and Rahul and Richard

will unveil all.

If any members wish to assist Rahul or Richard then please do not hesitate to contact them.

Finally, do bookmark the current site at www.ipgnetwork.org

Future newsletters

As I am a recent addition to the Management Committee I have not had a chance to find out as much about the group as I would like. I have taken on the task of writing this regular newsletter for the members and I would appreciate any input.

For instance, do you have any examples of situations where members have worked together to create a real success for a client? Or perhaps you might wish to highlight something of interest to all

members? Please do not hesitate to let me know if there is something useful to communicate in the newsletter and we can work together on bringing it to the members' attention.

Finally, please forward this newsletter to any people within (or even outside) your firm who you think might be interested.

Graham Wallace

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