



Connecting professionals around the world

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

Updates:

- Upcoming Athens conference
- Website update
- Recruitment update

Amsterdam - a report on our 2010 Spring conference

During May 6th - 9th, the 2010 Spring conference was held in Amsterdam. More than 100 delegates and their spouses from all over the world gathered at the Renaissance Hotel in Amsterdam to attend this conference which resulted in a new conference attendance record for IPG. In total 118 participants, consisting of 90 delegates representing 46 firms, 28 spouses and guests accepted the invitation from Molade Trust Management (MTM) and its Managing Director Rene van den Outenaar to attend the Spring Conference.

with a light wind to make the course more challenging and for the defending title holder a little more difficult. The winner and title defender, Ubel van der Werff



(JPR) won the Golf Tournament once again to keep the cup for another 6 months until the next tournament in Athens. In the past Jacques Doon, also from JPR, held the title of "Best IPG golf player". The ladies golf category was won by Mrs. Astrid Clute-Simon-Gruber.

specializing in providing Corporate and Trust Management services. The delegates were also welcomed to The Netherlands by Mr. Marc Horsmans, the Business Unit Manager of the Amsterdam Congress Bureau.

One of the main topics and the theme of the conference was the tax system in The Netherlands. The conference focused on the future of globalization and the effects on the systems so that we can prepare ourselves for forthcoming challenges. As a result of this theme of the conference, we had an interesting presentation by John Graham (Graham Smith & Partners) about "A tax system in the Netherlands bred for progress & expansion" and Jolanda Roelofs, (Dutch Tax Authorities (Belastingdienst) Central Liaison Office) who talked about "Exchange of Information; procedures and conditions".

To learn more about the tax system, procedures and the legal structures was of value to members and their clients. The conference provided a platform to exchange experiences, knowledge and good practices and presented members' thoughts and options, which were of value to our workshops and presentations too.

On Friday morning the official conference proceedings opened for a day of lively discussions and presentations. Members were greeted by the Chairman, Friedhelm Gruber and the host Rene van den Outenaar.



The host of the IPG Spring Conference introduced his firm MTM briefly to members, candidates and guests. MTM is a company

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The three days of IPG 2010 Spring Conference passed in a flurry of lectures, round tables and parallel workshops, socials, making new friends and the renewing of old acquaintances.



Thursday morning "teed off" with the Golf Tournament held at the Golf Course De Hoge Dijk, an 18 hole course. The weather was fine

Amsterdam - a report on our 2010 Spring Conference

Our members were anxious to hear the Key note speaker, Mr. René C.W. Boender (Great Opportunities), present his "happening". He posed the question

"The world is changing; are you changing, too?" (More about this later).



The lecture was inspiring for all attendants and encouraged and started wide ranging debate on a number of issues and possible approaches for the promotion of IPG and the firms of the attending delegates.

The workshops following the morning presentations were gatherings of peers. There were no experts leading the proceedings and no agenda for advancing a single point of view. The participants took full advantage of the opportunity for debate, information exchange and knowledge-sharing.

Although the level of the wining and dining was excellent throughout the conference in each of the different locations, the surprise of the Friday evening Gala Dinner was the energetic performance by the amazing Dutch Blues Brothers.



A really good time was had by all and resulted in a spontaneous display of dancing, singing and clapping along with their act! A change from the formal setting and atmosphere of the Gala Dinner.

Back to earth; on the Saturday morning at the Members meeting we were pleased to welcome new potential applicants as Members (*more on this later too*). The Minutes and all documentation and the presentation of new members were sent to member firms' representatives on 17 May 2010. The meeting provided a forum to discuss the opportunities and services, and to make recommendations for the future.

On behalf of the Management Committee, Friedhelm Gruber took the opportunity during the meeting to thank Michel Mall for his support and the hard work within the Management Committee (MC) during the past years and his time as a MC Member. Friedhelm handed over an IPG gold tin pin with his name engraved on the inside as a sign of appreciation for his efforts.



For a few days, the members and delegates enjoyed the opportunity of meeting and learning from each other; discussing, clarifying, and codifying their common goals and different experiences; acknowledging the obstacles to success of their firms and of all members of IPG.

Too much work and no play is very dull and as a result an afternoon of cultural entertainment and down-time was organized for the participants. Many joined a walking tour and a canal boat ride to better acquaint themselves with the beautiful city of Amsterdam. An opportunity was had to enjoy typical local beer and refreshments (naturally!).



We are particularly grateful to our hosts, and we would like to thank the director, Rene van den Outenaar and his staff at Molade Trust Management B.V. for their hospitality in hosting the IPG Conference. Through their excellent management, efforts and preparation, the conference proved to be a success and a stepping-stone in IPG's continuous global growth.

See you all hopefully in October in Athens.

Spouses' Program



At 8.30am spouses gathered in the lobby of the hotel to start with the special program of the day!

It was great to meet many of the ladies again and to welcome new ones. Immediately all got on and were delighted to have a nice day together. Especially reinforced by the fact that the husbands were having meetings the whole day (!!).



After breakfast a bus brought us to the 'Keukenhof' in Alphen aan de Rijn, approx. 20 min. away from Amsterdam. The 'Keukenhof' has an unprecedented wealth of spectacular floral displays planted in almost endless varieties, alternated with beautiful works of art (roses, tulips, hortensias, etc.).

The 'Keukenhof' is unique, world famous and has been one

of the most popular destinations in the Netherlands for many years now. And the same also applies to the surrounding bulb fields as well. Only two months a year (April & May) can you see spring in all its splendour. In groups we discovered the beauties of colours and special kinds of flowers.

Unfortunately the weather gods were not very co-operative and clouds followed us everywhere. When we came back after the 'flower-discovery' and entered the bus the rain suddenly poured down on us — what timing!

The bus brought us back to the center of Amsterdam where we had lunch at a 'Poffertjestent' (a kind of wooden tent) which serves a typical Dutch dish called 'poffertjes' (very small pancakes with butter, sugar, or with fruits, etc.).

After lunch we split up in small groups and walked through the city to visit different museums, which were selected beforehand. Options included: the Van Gogh Museum, the RijksMuseum, the Anne Frank House and/or The Hermitage Amsterdam.

Around 5.00pm the spouses returned to the hotel where we were reunited with our partners for dinner together with the whole group. One thing was for sure: the ladies enjoyed the day in Amsterdam and we discussed who was going to Athens in October.

Carina Braun

Keynote Speaker René C.W. Boender

The world is changing, you have the chance to change!
But are you ready....

As a 'Brain Agent', 'Trend Teller' and 'Innovation Futurist' René C.W. Boender provided unique 'story telling' insights on how businesses can go beyond their thinking and increase their entrepreneurship.



René C.W. Boender

The future is All about DREAM, DARE and DO!

René Boender believes in the power of making a contact and winning contracts based on the EEC norm.

"Energy, Enthusiasm and Creativity"! You will be surprised how easy it can be! If you really want it.

René is this generation's advocate of creative thinking in marketing and advertising, and a well-versed advisor to the world's top companies of how to make the most of the tools that are now available. One of these, of course, is the Internet, but most importantly is the "Big E," — energy, which if encouraged in a company's marketing people, will infuse their ideas and campaigns. René is also a great believer in women in business and important positions: "If you present something to a man, they will talk about it," he asserts, "if you ask a woman, they will DO." In his opinion, **"(Wo)men make the world! - and ICT,"** (information and communication technology).

(continued over...)

The world is changing, you have the chance to change! But are you ready....



It's not the product you sell, it's the story you tell that makes you shine!

The above original "Boenderism" signifies that one must present a multimedia marketing experience to your audience that stimulates and satisfies their perception and intellect. "You have to create a story," he asserts, "You have to inspire your audience." "The problem is not to get new innovative thoughts into your mind — but to get the old ones out! Remarkable visions and genuine insights are always met with resistance; forces for mediocrity will align to stop you! Persist! Don't give up, go for it!"

Boender is also a great believer in the use of humour to market one's product, and taking advantage of today's tools, such as YouTube. He intersperses his presentation with several hilarious and creative examples that can easily now be seen on the Internet.

Moreover, René advises those wishing to succeed in a highly competitive global market filled with "me too" imitators, that they consider the following factors of "today's reality" and "keys to success."

1. The digital lifestyle is rewriting the rules of marketing
2. Time compression is changing the evaluation of mankind (people are becoming increasingly "cash rich" but "time poor")
3. Generation X-tasy is fostering an extravagant mindset
4. Unwired is recasting the mobile phone as the "appliance" of the future
5. Voyeurgasm (no, that is not a misspelling — Ed) is reshaping future media.

One of the main challenges for business is to rekindle the entrepreneurial spirit across generations and spread it!

René Boender, began a career in the advertising industry in 1980, making his mark working for McCann-Erickson, holding many positions such as Account Director in Holland for clients such as Esso, Black & Decker, Swatch and Levi's, and later Area Manager Africa/Middle East of McCann London/Atlanta where he supervised Coca-Cola, Goodyear, Martini, Nestlé and Unilever. He returned as a Deputy Manager at McCann Amsterdam in 1989, until he moved back again to McCann London as a European Business Development Director. After eight years with McCann, he decided on a definite return to Holland and became a managing director at Catchline Communications in 1991.

From 1991 to 1993 Catchline grew into one of the top twenty such companies in the world. At that time, BBCW Communications provided a new and challenging offer. He was then managing partner of BBCW from May 1993 till September 2000. In 1994, BBCW became a part of Young & Rubicam and was established as one of the leading advertising agencies in the Netherlands.



In 1999 BBCW started as a part of the Y&R network in New York to service international clients. In September 2000 René came back to the Netherlands to set up his own company, Great Opportunities.

www.greatopportunities.eu

He welcomes challenges, which he dubs "mind candy," to which he can turn his acute, informed and original thinking, along with his energy and enthusiasm, which appear boundless.

Are you ready.....?

Desiree De Jong

Jacques Doon - IPG Honoured Member



During the Amsterdam Conference, Jacques Doon was honoured for the work he did for IPG.

In September of this year he will start his work as a judge in the regional court in Arnhem. Jacques became a lawyer in 1990 when he started at the law firm of Ben Meijs (Thuis & Partners) in Heerlen, the Netherlands. In 1998 he switched to fellow Eulex member Remmelink Advocaten being, as far as I know the first lawyer to switch from one member of the group to another. It shows how important International Corporation and IPG were for Jacques. After Remmelink Advocaten merged with JPR Advocaten he became the representative for that firm, often in the company of Ubel van der Werff.



Jacques became a member of the Management Committee and was elected as Chairman of Eulex/IPG in October 2002 when he succeeded Eddie van Camp. During that time he put a lot of effort in to the group. He saw clearly that a merger with another group was necessary to keep the accountants and tax advisers, who were then a minority within IPG, satisfied, and strengthen the group. Although the merger was formalized after his term as Chairman, he played an important role in it and to form, together with Picatrix the new IPG group of which he is now an honorable member.

In September 2007 he stepped down as Chairman but remained very involved, again showing his commitment to IPG, as a member of the Management Commit-

tee. When the new Chairman was forced to step down shortly afterwards he was again of great help to the following Chairman Friedhelm Gruber.

IPG is proud of Jacques and grateful for everything he has done for us. We surely will miss his attendance and his beautiful English at future conferences, but we wish him all the luck in his new career.

Ubel van der Werff



A Newsletter from October 2003, in which the election of Jacques Doon was published.



HERMES via E-Mail

October 2003

Your old HERMES in a new format!

A new President for Eu-Lex

It is no secret that **Eddy Van Camp** wanted to shift his focus back to his own practice after having led Eu-Lex through good and rough times for over 9 years. Together with the help of the Management Committee members he steered the ship to calmer waters, in which we got the opportunity to gear up again and grow (significantly) up to a total of 66 member firms.

Approximately a year ago Eddy, who is if the opinion that one should not stay in office too long, informed the MC of his intention to withdraw as chairman and President of the group thereby leaving the MC the time to identify a new President amongst their midst. It soon became apparent that it would be a natural choice to put forward **Jacques Doon**. Jacques had taken it upon himself to represent the MC within the Integration Group and lead the talks with Eurogroup. That and his ongoing efforts as a responsible member of the MC made him the natural candidate to follow up Eddy Van Camp. It could be no surprise that he was voted President with unanimity of the votes!

WWW.IPGNETWORK.ORG



PreSoft®
Internet // Intranet // Software // Advies



Jean Marc Dagevos

Thank you to IPG for providing the invitation for a brief introduction of PreSoft. As we explained in our presentation at the conference in Amsterdam, we are responsible for the new IPG website.

PreSoft is an internet & software development company, established in 2002 in The Netherlands. We have a competent team of professional internet engineers and web designers. Our core business is the development of:

- internet apps
- websites
- ERP software
- custom build

We work for different kinds of customers from SME to Maersk/ Total/Governmental ministries. We are proud to support a professional international network such as IPG.

Our plan for maintaining an accurate and attractive website includes:

- proactive support
- monthly research of the site analytics
- search engine optimization (SEO)
- Regular suggestions for improvement
- internet trends
- Usability
- Technical support
- Reactive support

If you have any questions about the website contact us on: support@presoft.nl



Wim Lukaart; acon@avm

Wim is the member of the management committee responsible for PR and marketing. Wim is managing director of the corporate finance division of acon@avm (Holland)(acon@avm)

PreSoft InformationSystems B.V.

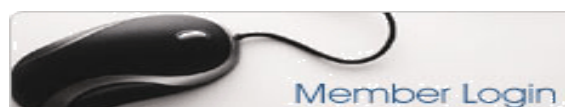
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The Netherlands

Postal address:

Postbox 470
4460 AW Goes
The Netherlands

Screenshots of the website



We trust you are happy with the new website

Please help us to ensure your information is correct!

IPG Athens Conference - 7–10 October 2010

It's time to update your diaries!

As decided in our latest meeting in Amsterdam, our forthcoming conference will be held in October 2010 in Athens, Greece.

Papakyriacou and Partners Ltd will be the host and will be pleased to welcome all the group's members to the capital of Greece.

Papakyriacou & Partners Ltd is an established firm of Chartered Certified Accountants and other professionals seated in Nicosia, Cyprus with additional offices in Athens, Greece. The company is offering a wide range of quality professional services to the business community.

Athens, one of the oldest cities, has a rich historical and architectural inheritance that reaches back more than 3,000 years.

(Details can be retrieved from <http://www.athensguide.org>)

The heritage of the classical era is still evident in the city, represented by a number of ancient monuments and works of art, the most famous of all being the Parthenon.



Athens also retains a vast variety of Roman and Byzantine monuments, as well as a smaller number of remaining Ottoman monuments projecting the city's long history across the centuries. Landmarks of the modern era are also present showing that this city is still on the move.

The conference meeting program is expected to be rather full (program will be announced soon) but you will have some time to explore the city and its sights, Acropolis and the whole new museum, Plaka (the picturesque old historical center), Thission (where you can find the Temple of Hephaestus),



Ancient *Agora* (markets) are some of the places to visit. Spouses, as usual, will be luckier since they'll have free time to visit more places and do some more shopping. We all together will have the opportunity to experience night-life in Athens and taste Greek traditional *mezes* (food).



Our meeting will be held and accommodated in the Royal Olympic Hotel, beneath the Acropolis and just in front of the famous Temple of Zeus. The five star Hotel, is right next to "Plaka" (the Old Town), the Royal Gardens and the Ancient Stadium. For more details please check

<http://www.royalolympic.com/>

During our conference we will, of course, have the chance to meet one another once again, hopefully to welcome our new members and to discuss a variety of topics of great interest.



The booking forms for the conference will be dispatched end of July together with the detailed informative program for both the candidates and their spouses.

We look forward to seeing all of you.

SPK
Director
Papakyriacou & Partners Ltd
<http://www.papaky.com.cy/>



PS: Even though the conference meeting will be held in Autumn the weather will probably still be summerlike, so don't forget your sunblock and hat.



Willem Smit

Head Section Law

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

IPG - Recruitment update....

In October 2009 the recruitment teams for Law and Accountancy/Tax were established with a detailed recruitment aim and policy.

The teams have worked hard and I am pleased to announce that a milestone in the existence of IPG has been reached this Spring: for the first time in its history IPG is present on all (sub)continents of the world. We are in the process of becoming truly global, no longer being too European centric. In Amsterdam the following candidates became members:

North America:
tax firm in Houston, Texas.

South America:
law firm in Sao Paulo, Brazil.

Africa: trust firm in Isle of Mauritius and the Seychelles.

East Asia: law firm in Malaysia.

Europe: law firm in Torino, Italy.
accountancy firm in Modena, Italy.

law firm in Hamburg, Germany.
accountancy firm in Aschaffenburg, Germany.

law firm in Moscow, Russia.

At present the teams are doing their utmost to get more candidates in, and they are trying to convince them to present their firms in Athens Autumn 2010. The target contacts, again listed per continent are as follows:

North America: Denver, CO

Central America: Panama City

Africa: Lagos, Nigeria, Isle of Mauritius

East Asia: Singapore, Sri Lanka, Tokyo(Japan).

Australia: Brisbane(with HQ in Beijing(China).

Europe: UK: London and Manchester, Isle of Man

Germany: Oldenburg, Krefeld, Muenchen

Italy: Milano, Mantova

Austria: Dornbirn, Vienna

Sweden: Malmö

We hope to welcome many new member firms in Athens.



Member News

VOLAW RECOGNISED AS TOP 25 TRUST COMPANY

Leading Jersey fiduciary services company Volaw Trust & Corporate Services Limited has been named among the world's Top 25 Trust Companies by Private Client Practitioner magazine.



Robert Christensen

Volaw's Managing Director Robert Christensen commented on the recent announcement, "This not only recognizes the contribution that every member of our team makes towards delivering high standards to all our clients, but also highlights the strong global offering that

Volaw has built up over the last 27 years".

Directors Mark Healey and Nigel Pearmain and Head of Marketing Georgina Jeffries attended the prestigious award ceremony in London on 18 May 2010 to receive Volaw's award.

For further information on Volaw and the services we provide, please contact

Georgina Jeffries
(gjeffries@volaw.com) or see our website www.volaw.com.



Volaw Judged Best Islamic Administrator/Trustee

Volaw Trust & Corporate Services Limited have been awarded the Best Islamic Administrator / Trustee Award in the Islamic Finance Awards at the recent Sukuk Summit held in London on 9-10 June 2010.

Now in its fourth year, the Summit is generally regarded as the leading Islamic Capital Markets forum in Europe and was attended by over 200 delegates, with attendees from the Middle East and the Far East as well as Europe.

The Sukuk Summit Awards panel of judges is made up of respected industry experts from across the GCC, Europe and South East Asia who are responsible for nominating those institutions and individuals that they deem to have attained outstanding achievements, success and excellence over the past 12 months. The Award was presented by Abdul Aziz Al Hinai, Vice President of the Islamic Development Bank, and Dr Catherine Cowley, Senior Lecturer in Ethics and Finance at the University of London, at the Summit's Gala Dinner. It was accepted on behalf of Volaw by Trevor Norman, Volaw's Director of Islamic Finance and Funds Group

Commenting on the award Mr. Norman said: "It is a great honour to receive this award which has previously been presented to multi-national companies such as Deutsche Bank and CIMB Islamic Bank, Malaysia. The award recognises the work my team has done in structuring and administering Islamic capital markets products for more than 15 years."

During the course of the Summit, Mr Norman participated as a panellist in the key debate between Shari'a Scholars and Islamic finance practitioners, this being the third year in succession that he had been invited onto this panel.

For further information on Volaw's Islamic Finance services, please contact Trevor Norman (tnorman@volaw.com).

**For interviews or media enquiries please contact Natasha Egré,
OTL Public Relations, Tel: 01534 725521, Email: Natasha@otlmarketing.com**

The Resnick Druckman Group



Richard Tannenbaum

We are pleased to announce the merger of Sigmund Balaban & Co. and the Resnick Druckman Group, which took place on January 1, 2010.

They now operate from new premises at 469 Seventh Avenue NY 10018 New York and now have a total of 11 partners and 30 staff and will serve the New York metro area's middle market community.

The contact person is Richard Tannenbaum, who will be pleased to provide members with more information should they wish.

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We would like to welcome our new members!

ALMEIDA PRADO E HOFFMANN ADVOGADOS ASSOCIADOS



Federative Republic of Brazil



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Company languages: English, Spanish, Portuguese and Italian.

ALMEIDA PRADO E HOFFMANN ADVOGADOS ASSOCIADOS is a law firm developing activities within the Civil, Administrative and Tax areas, both pre-emptory and administratively/judicially, with a remarkable performance helping foreigners with investments and issues on the whole Brazilian territory.

The work we perform is based on handling any issues submitted by our clients on a customized basis, thus providing them with the most adequate service according to their needs, allowing us to perform our activities objectively and on a focused perspective. The firm is also duly registered with the Brazilian Bar Association and the Study Center of the Lawyers' Society (CESA).

RWB Wirtschaftsprüfungsgesellschaft mbH



Federative Republic of Germany



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Company languages: German, English

RWB is an auditing and consulting firm. In its work RWB concentrates mainly on mid-sized Firms.

We are focused in certified public accounting, reorganization of firms. We also take care of the regular bookkeeping and payroll of a business venture including corporate Tax returns and business consulting.

RWB is a part of BBJ companies group, which is a leading group in agricultural consultancy which has over 40 branches in the South of Germany (Bavaria and Saxony), 600 employees and turnover of 40 Million EUR.

SCHNEEMILCH Rechtsanwälte



Federative Republic of Germany



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Company languages: German, English,

Established in 2003 Schneemilch Rechtsanwälte is a small but strong law firm based in the West End of Hamburg. Our clients range from private individuals to domestic and international companies to start-ups. We are sensitive of the need to provide businesses with legal guidance which works in a commercial environment and to give private clients legal advice which is appropriate to their circumstances. We develop strong relationships with our clients to ensure that we understand their requirements and focus on providing pragmatic and plain-speaking advice.

ICIG Italservice Consulting International Group



Italian Republic



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Services: Tax & Audit, Corporate Finance, Interim Management, Turnaround, Legal assistance
Company languages: English, Italian, German

ICIG is a modern tax & law firm which is able to assist the client both at a national or international level. ICIG's experts and managers help national and international companies to set up and strengthen their commercial activities in Europe and especially in Germany and Italy and also provide advice to foreign companies on tax and legal matters. The practice of working together with the client in an authentic partnership relationship ensures the transfer of know-how required for the creation of long-term value.

Our slogan: "We find the way ... your success "

STUDIO LEGALE FALBO



Italian Republic



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Services: Business law, International contracts, Commercial and Corporate law, Labour law, EU Law, Setting up of Legal entities, Intellectual Property, Intellectual Property Litigation, Litigation and Arbitration, Mergers and Acquisitions

Company languages: English, Italian, French

Falbo's Law Firm specialises in six main fields of activity focused on international trade law: **Legal assistance in setting up companies and in the negotiation and drafting of contracts.** This kind of activity develops all the necessary professional activities in order to give companies – Italian and from abroad - legal, fiscal and administrative advice concerning international contracts. **Litigation and debt collection** abroad for Italian clients and in Italy for foreign clients in all the Italian Courts and in front of national and international arbitration chambers. Legal assistance in **intellectual property law** and in labour law and M&A.

Studio Legale Falbo has two offices, in Torino and in Milano.

RANJIT, THOMAS & KULA ADVOCATES & SOLICITORS



Malaysia



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Services: Business law, Commercial and Corporate law, Civil law, Litigation in the Commercial, Civil and Industrial Courts in Malaysia, International Litigation and Arbitration, Corporate, Building, Engineering and Agriculture Contract documentation, Family Matters and Medical Negligence claims

Company languages: English

RANJIT, THOMAS & KULA ADVOCATES & SOLICITORS is a partnership set up under the Legal Profession Act, 1976 and was formed on 1st September, 1966. The Firm is kept medium sized and is dedicated to providing quality legal professional services and is committed to protecting the interests of our Clients. The Firm has experience handling claims in Arbitrations overseas where its Partners have appeared personally and in foreign Courts through the assistance of local Counsel. The Firm has a number of international affiliates with local Advocates & Solicitors especially in the United Kingdom, the United States of America, Australia, New Zealand, India, China and Singapore.

Turnstone Holdings Ltd



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Services: Company incorporation, Company administration, Trust creation, Trust administration, Fund set up, Fund shareholder's services, Fund Administration, Access to legal advice in Mauritius, Seychelles, Africa, New Zealand pertaining to above services, Wide range of Family, Office Service, Wealth planning and future planning for individuals and families

Company languages: English, Afrikaans, French, German, Norwegian.



Mauritius



Seychelles



Republic of South Africa



Heinrich Odendaal



Roelf Odendaal

Turnstone is an international fiduciary services group with an established presence in the British Virgin Islands, Hong Kong, the Isle of Man, Mauritius, New Zealand, the Seychelles, South Africa and Switzerland, offering professional and comprehensive trust, corporate and fund administration services to institutional and private clients around the world. Our expertise lies in advising, planning, forming, and managing bespoke cross-border fiduciary and investment funds structures. Based on our motto 'trust for generations' our service approach focuses on developing strong, personal relationships with clients, members, and associates. For more information about Turnstone please visit our website at turnstone-group.com.

Secretan Troyanov Schaer



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Services: market entry (representative offices, subsidiaries, joint ventures and distribution networks), corporate + contract law, trademarks, employment, acquisition of shares (participations), financial services law, family law, international arbitration, legal opinions, qualified translations of legal documents

Company languages: Russian, English, French, German, Italian



Russian Federation

The law firm **Secretan Troyanov Schaer** was established in Moscow in 1992 as the Russian branch of Secretan Troyanov, a Geneva law firm founded in 1967 which always focused on the needs of particular client categories, such as international corporations or high net worth individuals. Under different ownership today the firm remains Swiss managed and has kept the same focus on international clients to whom it provides advice on matters of Russian, Swiss and general commercial law. Its network of contacts locally and internationally enable the firm to assist its core clientele efficiently and on a cost-effective basis. All lawyers are fluent in (at least) Russian and English.

Silverman Sherliker LLP



United Kingdom



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Services: Company commercial, commercial litigation, residential & commercial property, intellectual property, private client-Wills, probate & matrimonial, pensions law, licensing, property & construction litigation
Company languages: English, French, German, Italian, Spanish, Polish, Mandarin, Arabic

Silverman Sherliker LLP is a fully-resourced firm of solicitors based in the City of London, providing an extensive range of legal advice and services to corporate, commercial and private clients. Silverman Sherliker LLP was founded in 1981 and has a total of 350 years of legal experience. The main office is based in the City of London, from where the lawyers, consisting of some 30 qualified lawyers, provide legal advice to a broad range of clients in the UK and around the world. Our lawyers deliver practical legal advice in a cost-effective, efficient and responsive manner, according to your specific requirements.

Donahue & Company LLC



United States of America



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Services: Implementation of tax efficient international holding company structures, tax planning for outward investments from the US, tax planning for inward investments into the US, local country permanent establishment assistance, withholding tax planning, US taxation planning, expansion into new countries structuring, tax provision preparation, foreign tax credit planning and US tax compliance preparation.
Company languages: English

Donahue & Company LLC is a Houston, Texas based accounting firm that assist multinational clients with their U.S. tax compliance, US tax planning, non-US tax planning and tax financial reporting needs. The directors of the firm have over 30 years of experience which was obtained in public accounting, including Big 4, as well as from working in industry. Most of their expertise is in the area of international taxation. The firm's client base ranges from publicly traded multinational corporations, privately owned multinational companies as well as expatriate individuals. The directors are CPAs, licensed by the State of Texas.

The Key Staff Program

We are very happy to announce that the first key staff program will take place in Athens this year! We would like to give you some information about the program.

What is the key staff?

The key staff of a company is of great importance for the expansion and continuity of your company. It is a valuable asset and part of the "skills" and knowledge of the portfolio of your firm! The key staff may also "simply" provide the "always-there" backbone of your firm.

Background

The program will help your Key Staff to increase motivation, gain confidence, contribute to the development of their professionalism, think "internationally" and, most importantly, contribute to the further expansion of the co-operation and referrals between IPG members.

In practice

Additional information about the program will follow, but the idea for now, is that the program will be addressed primarily to Key Staff but will be open to all participants. The program will therefore be presented as a third case study on the Friday afternoon and it will deal with technical matters only (national taxation, law and reporting requirements) depending on the professions of the key staff attending. Each key staff member will have to participate actively by presenting how his country deals with specific matters of the case study, which should ultimately result in an interesting comparison of the different jurisdictions. This requires the key staff to prepare a presentation and to investigate the specific aspects of their country thoroughly prior to the meeting. Their knowledge and presentation should broaden the vision of the other participants of the meeting.

Concluding, the IPG-group as a whole, the individual firms and the key staff can benefit from this program, because the increase of the involvement of the key staff (rather than just the individual partners) in the IPG experience, will enable *all* members of the IPG Group to benefit from the full potential of *your* firm.

We are excited, we hope you are too! As mentioned, more information will follow, but if you have any questions now, please let us know!

Jens Langendorff, on behalf of the Key Staff Committee



Jens Langendorff

Wedding bells

We are pleased to congratulate Pieter Visser of Lansigt accountants en belastingadviseurs, The Netherlands on his marriage to Ina Visser-van Herwijnen on 19 February 2010.

We wish them every happiness together.



Ina Visser-van Herwijnen and Pieter Visser

New Internationally Recognized Mediation Training, “EMTPJ”

Need for cross border mediation in a globalized world

AIA Launches New Internationally Recognized Mediation Training, “EMTPJ”



Johan Billiet

From August 2nd – August 14th at the University of Warwick, the Association for International Arbitration will be holding the European Mediation Training Scheme for Practitioners of Justice (EMTPJ). This course is supported by the EU Commission and teaches cross-border civil and commercial mediation. It is truly unique and a milestone for the field of mediation in that it is the only mediation training that is internationally recognized. Aside from current legal practitioners, the course is also available to students and law firm

student trainees who wish to begin a successful career in civil and commercial mediation.

The EMTPJ project fits closely with our AIA’s last conference in Amsterdam and the trend of globalization. The attendees who complete the course successfully will obtain information on how to apply for accreditation with different centers all over the EU and even beyond. The list of recognized mediation centers is quite impressive.

Among others the following mediation centers have already recognized the course.

Traditionally, mediation has been practiced by experienced lawyers who wish to make a change in careers. However, this is rapidly changing. Law schools around the world are creating Mediation Clinics, externship programs and mediation certificates for graduate students. There are also various LLM degrees in alternative dispute

resolution and mediation moot competitions. As mediation continues to become more widely used in international disputes, it is essential that a new generation of mediators is effectively trained to meet the growing demand.

The EMTPJ courses recognize this in that it allows students and professionals from diverse areas of expertise and levels of experience to apply. In addition, by incorporating the different mediation cultures and guidelines of the EU member states as well as countries outside the EU, the EMTPJ course permits successful students to apply for mediator accreditation around the world. Thus, it effectively transforms a new practicing mediator into a mobilized ADR professional and cross-border expert.

By blending the theoretical as well as practical aspects of mediation into one two-week course, students will hold the knowledge and empirical experience to pursue a path in mediation regardless of their background. In this sense, the EMTPJ has fostered a diverse, intercultural learning environment of legal practitioners, academics, and students from all over.

Registration for the course is now open and may be completed online at www.emtpj.eu. Our detailed brochure with lecture profiles, course descriptions, and information on the University of Warwick is also available for download. Spaces are limited, so we encourage you to register as soon as possible! Please note that members of the Association for International Arbitration receive a discount on the registration fee. You may apply to become a member of AIA at www.arbitration-adr.org

We would suggest that trainees and young lawyers of our different members participate in this course. Surely this will give them the possibility to develop their mediation skills in a globalized world. In order that the course does not disturb the daily work of the offices, the courses will be taught by very well known European mediation coaches during the first period of the August holidays. Investing in a mediation practice begins with a small investment in your own law firm!

Aequitas ADR	Italy
ADR Europe	Ireland
Ankara Bar Association ADR Center	Turkey
Mediarcom	England
Jurisolve	Portugal
Mediación y Convivencia, S.L.	Spain
InterMediation	England
Scientific & Methodological Center for Mediation and Law	Russia
London School of Mediation	England
European Arbitration Chamber	Ukraine
Malta Arbitration Center	Malta
Clerksroom	England
AL Institut konfliktberatung and Mediation	Germany
Cyprus Mediation Association	Cyprus
Chartered Institute of Arbitrators	England
Netherlands Mediation Instituut	The Netherlands
Institute of Arbitration	Belgium

China Discovery & Expo 2010 Trip October 23 to 30, 2010

CH-ina (Shanghai) Co., Ltd. is proud to present the **China IPG Discovery & Expo 2010 Trip**. With a focus on legal and taxation aspects of China, this trip, taking place the last week of the World Expo, will expose guests to the business and culture of one of the fastest growing, and arguably most important economies in the world.

The tour will include educational presentations by members of the CH-ina team in conjunction with other local experts. Additionally, the program will expose guests to the sights sounds and tastes that make China, and Shanghai in particular, one of the most dynamic locations on earth.



China's World Expo Pavilion



Shanghai Skyline



Fun Food

The schedule (subject to change) is as follows:	Costs
<p>Sunday: Arrivals</p> <p>Monday: Tax & Legal Systems</p> <p><i>Spouses:</i> Visit of Suzhou gardens, silk factory & pearl market</p> <p>Tuesday: Corporate Structures & Taxation Company visits</p> <p>Wednesday: The World Expo</p> <p>Thursday: Departures or individual programs or Beijing visit</p> <p>Fri. Sat. Sunday: Individual programs, Beijing visit or Departures</p>	<ul style="list-style-type: none"> • International flight (home to Shanghai and return from Shanghai or Beijing, to be organized by participants): €1,000-1,500 per person in economy class • Stay and visits (arrival on Sunday, departure on Thursday, 5 star hotels, visits, transportation, expo entrance, breakfast, lunch and dinners: €1, 000 per person . €500 per additional person sharing the same room. • Flight Shanghai - Beijing (organized by CH-ina): €150 per person (economy) • Extra days: €150-180 per hotel night, other costs to be confirmed acc. to program.

CH-ina (Shanghai) Co., Ltd., (www.ch-ina.com)

With 20 years experience and in-house professionals in research, legal, recruitment, tax/finance, IT/ERP and management, CH-ina is specialized in providing full lifecycle integrated solutions for successful China market entry. CH-ina's main services are company set ups, M&A support, turn-arounds, as well as on-going management and professional services for technology-based companies. CH-ina has served more than 120 firms in the last five years.

A number of IPG members, their spouses, and clients have already signed up for the trip. However, there is still space for more participants. So that everything can be planned accordingly, we need to have your confirmations by July 30. For more information concerning the event or CH-ina (Shanghai) Co., Ltd., contact:

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The contact details for the Chairman 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:

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Willem Smit	Hoens & Souren	+31 79 342 02 50	willem.smit@ipgnetwork.org Smit@hslaw.nl	Head Section Law
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And finally - Newsletter distribution

Finally, we would ask that you pass this newsletter on to all members of your firm who could usefully be aware of IPG. If you wish to supply the Secretariat with a general email address which acts as a distribution list for your firm then we would encourage you to do so. This way each firm can keep their internal distribution list up to date and the Secretariat can send newsletters, etc. to the widest possible number of people. If you have any questions please contact Hiacenta Leutert Klages.

If you have any matters you would like including in the newsletter then please let the Secretariat know.

Addresses: International Practice Group – Secretariat in Vaduz
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