



Edition #24, April 2017

## A word from our Chairman Graham Wallace:

It was with shock and sadness that I learnt of the death of Jean-Claude. I am sure you all join me in expressing our sincere condolences to his wife Ruth.

I will always remember Jean-Claude as a true gentleman and a friend to us all.



Of course, Jean-Claude was responsible for the formation of the international association Picatrex and hence for bringing many of the IPG members to our merged entity. The IPG ethos of international friendship and cooperation owes much to Jean-Claude and I am sure the IPG members will want to remember and honour him when we next meet in May 2017.

My firm joined IPG from the EU-Lex side of the group, so John Graham of Graham Smith & Partners from The Netherlands has provided the following words from his memories of Jean-Claude and Picatrex:

*Our firm joined Picatrex, one of the predecessors of International Practice Group, in the mid 1990's. As founder members, Jean-Claude and his wife Ruth were already fixtures in the organization and indeed his own firm bore the Picatrex name in Switzerland.*

*In those days perhaps even more than now having fun, and in particular good food and (perhaps even more so) good wine, was an important part of the organisation. At first sight Jean-Claude came across as somewhat serious but he had a twinkle in his eye and there was always some humour there. He was inseparable from Ruth and they always seemed to enjoy being together.*

*Jean-Claude took his work seriously and was heavily involved in his professional organisation, Treuhand Suisse, playing a leading role in the introduction of a qualification and then in the professional education of members. He was on the main board and became president of Treuhand Suisse.*

*Jean-Claude was always at the Picatrex and later the IPG conferences. Although he was not physically big and did not push himself to the forefront he seemed to end up there automatically. You always knew he was there and he was always playing some role in the group. He was made an honorary member of IPG for his services to the group.*

*Unfortunately age catches up with all of us and he wound down to retirement. Nevertheless, Jean-Claude is one of those who I remember most about the old Picatrex days. Our sympathies go out to Ruth.*

John Graham

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## Update SPRING 2017 Conference Lisbon - Portugal





Dear Members,

We are looking forward to welcoming you and hosting the IPG May 2017 Conference in our amazing city.

Lisbon, one of the most ancient cities of the world, has a rich history which dates back to the 15th and 16th century when Portugal became a world power during Europe's "Age of Discovery" when it represented a vast empire. Portugal has decisively influenced not only Europe's fate, but also that of other continents.

One of the sunniest capitals of Europe with very few rainy days per year, Lisbon has a very mild climate all year round.

We have designed a program full of interesting events for both delegates and their spouses, trying to show the Portuguese culture, with everything that it has of unique history, geography, remarkable architecture & gastronomy.

We will be visiting the Monumental Lisbon, the Jerónimos Monastery, the Coaches Museum and we will be concluding with a pastel de Belém!

The delegates will be listening to interesting and high profile speakers talking about the great opportunities that Portugal has to offer, and actively sharing knowledge or promoting IPG in the break-out sessions, whilst their spouses go for a guided tour to Sintra & Visit the Pena Palace <http://www.sintra-portugal.com/index.htm>

Our golfers and tennis players will enjoy the amazing scenario of the Penha longa resort, ranked in the top 30 Courses in Continental Europe <http://www.penhalonga.com/en/Golf>.

These are some of the great events that we have prepared for you!

We are looking forward to seeing you in Lisbon!



**Oliveira Rego e Associados, SROC**

**Pedro Bastos**

Av. Praia da Vitória, 73 – 2º Esq. (Saldanha)

1050-183 Lisboa - Portugal

T: +351 21 315 26 72 / 97 59

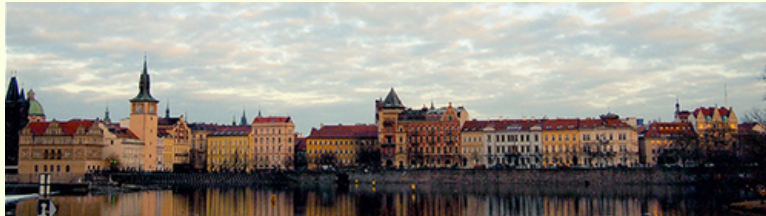
[info@oliveirarego.pt](mailto:info@oliveirarego.pt)

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## Czech Republic Law Firm Kříž awarded Legal IP Firm of the year



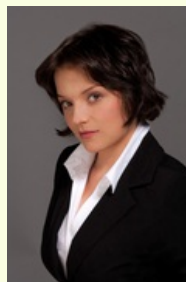
Advokátní kancelář Kříž a partneři s. r. o. has won the Legal Firm of the Year 2016 award in the Intellectual Property category.

They have won this extraordinary award – in the area of intellectual property – already three times (in 2013, in 2015 and this year), which is an outstanding achievement in the history of the Legal Firm of the Year competition.

Legal services in the area of intellectual property belong to pillars of Advokátní kancelář Kříž a partneři and this year's award confirms that this law firm has been a recognised fixed star in this area for a long time.



[Jan.Kriz@ak-kp.cz](mailto:Jan.Kriz@ak-kp.cz)



[Veronika.Krizova@ak-kp.cz](mailto:Veronika.Krizova@ak-kp.cz)

**Law Firm Kříž**  
Prague 1, Dlouh 13  
1-110 00 Prag  
T +420 224 819 334/325

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## Announcement from Jonathan Silverman



An Announcement from Jonathan Silverman February 2017 marks 36 years since I set up as a sole practitioner in Ludgate House, Fleet Street. Since then the firm has grown into a full service practice of some 50+ lawyers and support staff looking after a variety of business sectors both in the UK and overseas.

We have been involved in some landmark decisions and helped our clients achieve some remarkable successes.

When I started my professional law career in 1970, I never imagined that my name would be on the doors of a hugely successful and expansive city law firm.

And now, more than 47 years on, it seems like an appropriate time to step down from my role as Senior Partner. My parting will enable me to develop a number of other business opportunities, whilst concurrently providing consultancy services to the firm.

I have been privileged to work with a number of talented and committed lawyers who now form the backbone of the firm providing a wide range of business and private services to clients both here and overseas, very much as I envisaged when founding the firm.

Chris Sherliker steps up as Senior Partner and I am confident that the firm under his wise guidance, together with the other 12 partners, will continue to go from strength to strength.

With best wishes,  
Jonathan T R Silverman



**SILVERMAN SHERLIKER SOLICITORS  
LLP**  
**Jonathan Silverman**  
7 Bath Place  
EC2A 3DR London  
United Kingdom  
T + 44 (0)20 7749 2700  
[jtrs@silvermansherliker.co.uk](mailto:jtrs@silvermansherliker.co.uk)  
[WEBSITE](#)

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## Beyond Brexit - a Jersey view Article by Mark Hucker



Mark Hucker joined Volaw Group as its new Managing Director in January 2017. He reflects on his new position within Jersey's fiduciary services industry, and the changes within the sector.

I left my last role in the fiduciary sector in 2011, glad to get out of an industry where clients, confidence and customer choice seemed to be in slow decline. And to some extent my pessimism has been borne out in Government statistics – any real “growth” in the headline figures for the sector over the past few years has been driven by increased expenditure on Compliance personnel – yes, one in 20 of us in the finance sector in

Jersey now has a Compliance title and yes, staff costs are included in the calculation of Gross Value Added (GVA) produced by the Office of Statistics!

So why climb back aboard the sinking ship in 2017, especially in the wake of Brexit and Trump? Well of course it's a combination of factors at a sector and a business level.

[Read the full article here >>](#)



**Mark Hucker**  
Fifth Floor, 37 Esplanade  
St Helier  
Jersey JE1 2TR  
Channel Islands  
T: +44-1534 500420  
[mhucker@volaw.com](mailto:mhucker@volaw.com)  
[WEBSITE](#)

Mark was born and educated in Jersey, where he has spent most of his career, gaining more than 20 years' experience in the offshore financial sector. He is a chartered accountant and qualified trust practitioner with considerable experience across a range of businesses in the fund and investment management, fiduciary and banking sectors.

Most recently Mark was Chief Executive of the Standard Bank Offshore Group, responsible for offices in Jersey, the Isle of Man and Mauritius. Previously he had been Managing Director of Key Trust Company and Chief Operating Officer of the Ermitage Group. Mark was appointed Managing Director of Volaw Group from 3 January 2017.

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## IPG Expert Groups



During the Lisbon Conference there will be a presentation concerning the IPG Expert Groups in general, followed by "break-out sessions" on the topic of LinkedIn and how to use it for the individual Expert Groups on Friday afternoon.

Your Expert Group Leader will have a lot of information to share, as all Expert Group Leaders will have received information on, or participated to a webinar concerning the topic of LinkedIn and how to use it before the conference starts.

So please decide upfront which IPG Expert Group you will join during the "break-out sessions" on Friday afternoon. You find that likeminded IPG members will join together to share their respective experience and know how in the field of your interest.

The IPG Expert Groups and their respective Expert Group Leaders to choose from are:

### **Mergers & Acquisitions**

Peter Joosten  
T +31623837037  
[P.Joosten@aeternuscompany.nl](mailto:P.Joosten@aeternuscompany.nl)

### **International Trade**

Kasia Malinowska  
T +48 223802180  
[katarzyna.malinowska@bmsp.com.pl](mailto:katarzyna.malinowska@bmsp.com.pl)

### **International Accounting & Auditing**

Alexander Spiess  
T +49 621122665  
[alexander.spiess@delta-revision.de](mailto:alexander.spiess@delta-revision.de)

### **Intellectual Property**

Gideon Koren  
T +972-3-6005555  
[gidi@gkl.co.il](mailto:gidi@gkl.co.il)

### **IT**

Graham Wallace  
T +44 7973268424  
[g.wallace@barnesroffe.com](mailto:g.wallace@barnesroffe.com)

### **Director's Liability & Insolvency**

Rodolfo Fernandez  
T +34932720180  
[rfernandez@miliners.com](mailto:rfernandez@miliners.com)

### **Trust & Financial Services**

René van den Outenaar

T +31 206402803  
[info@molade.nl](mailto:info@molade.nl)

Friedhelm Gruber  
T + 41 788909392  
[friedhelm.gruber@senat-management.com](mailto:friedhelm.gruber@senat-management.com)

**Real Estate**  
Carlo Mastellone  
T +39 0554620040  
[c.mastellone@studiomastellone.it](mailto:c.mastellone@studiomastellone.it)

**Firm Practice & Management**  
Laurence Wiener  
T +54 1152729960  
[lwieder@wsclegal.com](mailto:lwieder@wsclegal.com)

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## Next Conferences

### Spring Conference - Lisbon, Portugal

START:  
4th May 2017  
END:  
7th May 2017

Click [HERE](#) for other future conferences

### Autumn Conference - Bucharest, Romania

START:  
12th October 2017  
END:  
15th October 2017

Click [HERE](#) for other future conferences

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## Agenda

Send an email to the newsletter team if you want to add something to our agenda.  
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If you would like to [contribute](#)

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## From the Board

Dear Members,

although the number of members of IPG is still growing, we have quite a number of "white spots". **Francesca Falbo** (Law), **Rahul Chadha** (responsible for Asia) and **Jochen Hey** (tax and accounting) are constantly looking for new members in all countries where we do not have members yet. Any recommendation is appreciated, but they do have their own top wish lists. These are as follows:

**Jochen Hey** needs your help finding accountants in:

1. Belgium
2. Brasil
3. Czech Republic

**Francesca Falbo** needs your help finding lawyers in:

1. All the Gulf Countries
2. Norway
3. Sweden

**Olivier Sanviti** needs your help finding lawyers in:

1. Morocco
2. Canada
3. South America

**Rahul Chadha** needs your help finding new members in Asia and especially in:

1. Japan
2. Singapore
3. Indonesia

Followed by

4. Thailand
5. Korea
6. Vietnam

With helping them, you will also help yourself and your fellow members! Check your network and send an email with your suggestions to:

[info@ipg-online.org](mailto:info@ipg-online.org) or to [Jens Langendorff](#)



to the newsletter or if you have any comments, please feel free contacting us via the secretariat.

or

[Forward this email to a colleague](#)

 Join Email List

### IPG International Practice Group

#### Address

Leytonstone House  
3 Hanbury Drive  
London E11 1GA  
United Kingdom

#### Contacts

[info@ipg-online.org](mailto:info@ipg-online.org)

#### Elke Bockisch

[elke.bockisch@ipg-online.org](mailto:elke.bockisch@ipg-online.org)  
T + (44) 20 8988 6188

#### Website

[www.ipg-online.org](http://www.ipg-online.org)

[Facebook.com/ipgonline.org](https://www.facebook.com/ipgonline.org)

A company limited by guarantee  
registered in England & Wales company number 02315032  
registered office 3 Hanbury Drive, London E11 1GA, United Kingdom

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