

MINUTES OF THE NETWORKING SESSION
AT THE GGI CONFERENCE IN RIO ON FRIDAY 31 OCTOBER 2008

1. Most wanted GGI to support existing activities and to protect existing client relations.
2. It was agreed that new clients have been attracted to firms because of the GGI logo.
3. Delegates mentioned that they had not expected such a active Latin American group.
4. Members of Lawspan mentioned that they had spent between 400/600 hours a year in order to run Lawspan and had joined the GGI in order to relieve such time pressures. However, they had expected even more support from GGI.
5. Agreed that GGI have created the market but must now create and regulate the market internally to promote more networking. GGI have created the platform. We must now create the mechanism to improve the platform.
6. We must not only seek expansion but also expand the services for the existing members.
7. Support should be personalised by profession and region.
8. We should create a platform for opportunities.
9. Possibly, GGI should appoint a networking partner or liaison partner within GGI in order to strengthen the network.
10. Following on that, a suggestion was made to employ a consultant for say three/six months in order to expand the North American network.
11. Easymeet was considered very favourable but it was noted that it would be difficult to launch outside Europe due to distances and cost of travel.
12. Suggested that we create a platform for other services. Possibly create opportunities to arrange for important clients to meet other professionals.
13. Suggested that all incoming and outgoing referrals between members must be reported to GGI. A referral information system must be set up to report all referrals. At present we have no idea of successes/failures of referrals and we must keep a statistical record.