

## **Immigration and Expatriate Services Practice Group**

**Noordwijk, The Netherlands  
September 21<sup>th</sup> 2012**

### **Friday, September 21**

9:00 – 9:15 **Welcome coffee**

9:15 – 9:30 **Welcome speech**

Ionut Zeche, Partner, Mirus Advisers, chairperson if IESPG and Age Seinstra, Partner, LIMES international.

9:30 – 12:30 **Technical matters session**

9:30 – 11:15 **Cross border employment opportunities – LIMES international**

- International social security, a.o. latest developments EC Regulation;
- Transfer pricing and salary split planning opportunities;
- Recent developments 30%-ruling (Dutch expat tax facility) + example.

11:15 – 11:30 **Coffee break**

11:30 – 12:00 **Case study 1** - domicile issues and the use of Romanian capital tax planning treaties.

- Overview of Romanian domicile law – effect on NRR (Non-resident Romanians);
- Using Romania's loopholes and incipient estate legislation;
- Romania's tax treaty network.

12:00 – 12:30 **Case study 2** - Tax structuring for a multi-jurisdictional Romanian family.

An interactive case study dealing with structuring opportunities and pitfalls of a Romanian family stretching across multiple jurisdictions.

12:30 – 13:30 **Lunch break**

13:30 – 18:00 **General matters session**

13:30 – 14:00 **IESPG growth drivers**

- Including payroll services within the scope of the practice group;
- Development of a standard pitching procedure and building succes stories of multi-jurisdictional mandates;
- Better visibility and awareness within GGI; formalization of a database of immigration capabilities within the GGI members;
- Attract more members from U.S. and Asia.

*We think International*

**14:00 – 14:45 IESPG multijurisdictional pitching**

- Importance of pitching as a group;
- Presentation of LIMES standards of handling multijurisdictional pitches;
- Schedule of implementing procedures for IESPG pitching – procedures and metrics, templates, feedback standards, responsibilities and other key matters;

**14:45 – 15:30 Marketing immigration services and business development**

- Promoting GGI's unique comparative advantages of blended tax & legal expertise;
- Strategic jurisdictional alliance or referral with leading immigration networks (Fragomen, Cartuche, Emigra etc).
- Better visibility as a group by publications and attending professional events.

**15:30 – 16:00 Coffee break**

**16:00 – 17:00 Continuing education, credentials and training for immigration specialists**

- Best practices in continuing education corporate plans;
- How to select training providers. Or hand-on experience?
- Global Mobility Specialist (GMS®) credential – what value / recognition it carries?
- Staff exchange opportunities.

**17:00 – 18:00 IESPG internal matters**

- Developments on IESPG quarterly newsletter (first issue to be released in December 2012, contributions, editorial team, layout standards, dissemination channels);
- Monthly WebEx calls to keep communication alive in between events;
- Future IESPG meeting (World Conference Rome, ITPG Meeting Amsterdam);
- Election of IESPG vice chairperson Europe.

18:00 Closing the day.

**19:00 – 23:00 DINNER**

**Saturday, September 22**

**07:30 – 10:30 BREAKFAST**