

**GGI LEADERSHIP FORUM
20-23 JUNE 2013
EISENBERG, AUSTRIA**

Practice Group Meeting International Taxation

Thursday, 20 June 2013

Partners only meeting on leadership topics for the tax consulting sector.

Draft agenda:

- Development of new businesses
- Possible ways of acquiring new clients
- Problems and possible solutions when searching for qualified staff
- Successful fee models with different kinds of clients (fixed fee, hourly rates, Tax Advisors´ Fee Scale, Success fee, Mix from balance sheet total/turnover/Total income or models above)
- Use of tax data bases: when and under which conditions useful?
- How to tackle challenges from the Big 4 and smaller cheaper competitors?
- How to treat small talk, many reminders and organization of client handling /permanent file- chargeable or not?

If the weather is suitable and the participants are willing the meeting (or part of it) will take place around the swimming-pool.