



GENEVA GROUP INTERNATIONAL

**Practice Group International Taxation: Minutes of the ITPG Meeting,  
held in Eisenberg, on 20 June 2013, 16:00-17.30**

<b>Chairman:</b>	Oliver Biernat
<b>Secretary:</b>	Oliver Biernat

<b>Participants</b>				
<b>Country</b>	<b>Title</b>	<b>Name</b>	<b>First Name</b>	<b>Company</b>
Austria	Dr.	Tunyogi	Laszlo	Geneva Group International Austria
Austria	Dr.	Drawetz	Stefan	Grazer Treuhand Steuerberatung GmbH & Partner KG
Austria		Roth	Marcus	RK&P Rossbacher, Kohlfürst & Partner Wirtschaftsprüfung und Steuerberatung GmbH
Austria		Strozzi	Paola	RK&P Rossbacher, Kohlfürst & Partner Wirtschaftsprüfung und Steuerberatung GmbH
Germany		Biernat	Oliver	Benefitax GmbH, Steuerberatungsgesellschaft, Wirtschaftsprüfungsgesellschaft
Norway		Rishovd	Knut Einar	Revisjonsfirmaet Flattum Co AS
Switzerland		Schäfer	Karin	Eurotrust Partners AG
Switzerland		Gillioz	Laurent	Fiduciaire FIDAG SA
Switzerland		Tschopp	Laurent	Fiduciaire Fidag SA
Switzerland	Dr.	Igino	Marchetti	Geneva Group International AG
Switzerland		Szabo	Peter	Geneva Group International AG
The Netherlands	Dr.	Domburg	Nick	Limes International BV
United Kingdom		Rodney	David	Citroen Wells Chartered Accountants
United Kingdom		Rajah	Alan	Lawrence Grant, Chartered Accountants
United States		Marita	Brian	Ciuni & Panichi, Inc. CPA

	Subject	To Do	In Charge	Due Date
1.	<p><u>Welcome</u></p> <p>The chairman welcomed the participants in an air conditioned room in the basement of the Hotel “Das Eisenberg”. Nobody insisted on having the meeting in the pool since the pool had no shadow and it was very hot outside.</p> <p>The chairman explained again that leadership topics only would be discussed in this meeting and asked for suggestions for topics from the participants if different from those on the agenda.</p>			
2.	<p>Nick Domburg suggested to talk about <u>how to get partners/staff</u> from the Big4, which then was presented and discussed in detail. Nick’s firm has made good experience with hiring retired ex-partners from Big4 firms, as they bring a lot of experience, knowledge and contacts into the firm.</p> <p>The discussion then broadened on how to find staff on all levels and experience of several members was shared. Some members have good experience with hiring former tax authority people, but mainly not for partner/management position because of lack of motivation.</p> <p>All participants agreed that headhunters are not used to find new staff- except sometimes for finding new partners.</p>			
3.	<p>Alan Rajah suggested to talk about <u>succession planning in our own firms</u> and the participants discussed that for a while.</p>			
4.	<p>Laszlo Tunyogi presented a <u>potential new business model for consultants</u> and a possible way of acquiring new clients by consulting with <u>applying for EU subsidies</u>. He knows how to do it and has the contacts you need for it.</p> <p>Oliver Biernat explained with an example how GGI members could interact on this and demonstrated the huge possible fee volume with an example which was based on a success fee (if that is allowed in opne’s jurisdiction).</p>	<p>In case there is other who are interested to work in that field they are requested to contact Laszlo.</p>	<p>Laszlo Tunyogi</p>	<p>always</p>
5.	<p>Oliver briefly mentioned the update of the ITPG Guide 2013 and that the final deadline for submitting country profiles will be very soon. He thanked all that have participated in that major project of GGI and informed that the presentation is planned for the World conference in Cancun.</p>			
6.	<p><u>End of Meeting</u></p> <p>The chairman thanked the participants for discussing so actively and closed the meeting at 17.30.</p>			