



GGI CONFERENCES GMBH

**WORLD CONFERENCE
18-21 OCTOBER 2012
ROME, ITALY**

WORKSHOP SUMMARIES

Taxation in a globalized world: financial crisis, co-ordination, profit shifting

Paolo Ciocca

Mr. Paolo Ciocca current Secretary of International Fund for Agricultural Development (IFAD), a specialized agency of the United Nations, after a large experience in tax departments of Banca d'Italia and Italian Banking Association, was director-general tax policy dept of Italian Ministry of Economy and Finance and chair of Committee on Fiscal Affairs at OECD.

On the basis of his large experience in international institutions Mr. Paolo Ciocca will be able to give also a different point of view with reference to taxation, financial crisis and coordination of international authorities.

Like taxpayers, tax administrations are also confronted with a rapidly changing institutional and political landscape. By worsening the inbound recovery perspectives, the financial crisis has increased the interest for and the reaction to tax driven outflows in some countries. Although the dynamic is not new, the pace of the reorientation of some important work carried out both at national and multilateral level is perhaps new. The seminar will be an opportunity to review some of these global dynamics and gather collective feedback.

Delivering on international opportunities, using worldwide knowledge

Clayton Hickey

Richard E. Mastrocola

As IFRS continues to be implemented around the world, including in the United States, it is important that firms clearly understand the technical elements of the standards and have sound strategies in place to ensure they deliver timely and accurate advice to their clients.

IFRS dictates retrospective application, meaning that practitioners need to work with their clients to compile IFRS compliant information at least two years in advance of the effective transition date.

Practitioners therefore need to work with their clients early to affect all policy, procedural, training and information system related changes to ensure compliance.

Our audit team can support your firm in implementing IFRS functionality and to develop a strategy to integrate IFRS into your service offering.

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Lawler Chartered Accountants are experienced in the application of the International Financial Reporting Standards and have a proven track record of assisting practitioners and their clients globally in the transition.

Clayton Hickey is a highly experienced Audit and Assurance Partner with over a decade's experience in the implementation of the IFRS. Clayton's deep understanding of IFRS has seen him consult on the standards to large private companies and listed multinationals.

Workshop to be chaired with Richard E Mastrocola, President and CEO, Tonneson + Co.

The challenge for growth: Innovation or entrepreneurialism

Oliver Rothschild

- Definitions
- Examples of Innovations vs. Entrepreneurs
- The User Innovation Revolution – How business can unlock the value of customers ideas
- Entrepreneurship
Civic, social and new cultural / independent
- Creativity of the Innovator
Product and Solution
- Creativity of the Entrepreneur
Development, acceleration and growth
Under standing and meeting the challenges of the distinction
- Invention of the Invention – Adam Smith: 1776
- The Entrepreneur's Entrepreneur
- Safe Haven as Opposed to Risk – nothing mentioned nothing gained
- Conclusion

Financial Markets: Outlook for 2013 and beyond (what can we expect?)

Prof. Dr. Teodoro Cocca

The worst of the financial crisis seems to be over. Part of the reason for this newfound optimism comes from the improvement in financial markets. The list of indicators pointing to expansion continues to swell, but how fundamental is this market really? What kind of problems remain and are we in the midst of the creation of the next big bubble, especially as the banking market still seems fragile and likely to cause some further concerns in the future? With the financial health of the eurozone countries also seemingly heavily damaged, what kind of political and social implication will this have for the future? What is the sentiment of the market and how likely are the stronger corrective measures? Combining fundamental data and market psychology, the workshop will try to address these issues and elaborate on possible scenarios for the future.



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Retention of Clients

Henry Charles

Since we have been experiencing a worldwide recession for some time, all professional firms within GGI are no doubt having to focus greater attention on retaining their existing clients as the process of winning new work becomes increasingly more difficult.

The objective of this workshop is to consider and exchange opinions on a range of methods which member firms might adopt in order to retain clients. We will begin with a discussion on reasons why firms might be losing clients and the steps which firms are currently taking to retain clients. We will then try to create a comprehensive list of methods for firms to consider with the aim of maximising the retention of clients.

Pursuing a High Growth Strategy (Confessions of a "Growth Junkie")

Jim Smart

Entrepreneurs start new enterprises every day. Entrepreneurial Accountants and Lawyers are no exception. Whether you are a sole practitioner, small partnership, or large, multi-office firm, we will explore some fundamental leadership and management questions.

- Where are you going?
- How will you get there?
- Do you have the will to change?
- Issues of Firm Governance will be discussed.
- Is democracy really the best policy for your Firm's governance?
- Hiring is easy, how about firing?
- Once a Partner, always a Partner?

This workshop examines the challenges for professional service firms pursuing a high growth strategy. We will study the lessons learned through the triumphs and pitfalls of growing a simple, sole proprietorship into a \$100,000,000 enterprise. We will apply those lessons to the practical leadership and management issues that all professional service firms struggle with every day.

Understanding GGI (compulsory for all candidates and new members)

Michael Reiss von Filski

An interactive overview offering a better understanding of the daily life of GGI, membership criteria, selection of members, conferences, workshops, practice groups, the charter, and the functioning of Head Office, the Regional Offices and the Executive Committee. This workshop is not only interesting for new of first-time attendees, it will also provide participants with an in-depth view of daily operations as handled by the GGI management, strategic outlooks and future plans. Clearer insight into the structure and functioning of GGI can also result in expansion of your business, since it provides you with the ability to explain GGI better to colleagues in your firm and your clients.

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