



GENEVA GROUP INTERNATIONAL

**Geneva Group International European Conference
Madrid, Spain
22-25 April 2010**

Workshop summaries

Financial Markets: Outlook for 2010 and beyond (what can we expect?)

Prof. Dr. Teodoro Cocca

Room Escorial Norte

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 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.

Establishing Practice Group Corporate & Commercial Law

Susanna Norelid

Room Escorial Centro

The core purpose of this new practice group is to enhance the development of skills and professionalism within the legal field to benefit all members (not only lawyers) and their clients and to further promote their respective business. Being part of this practice group means that you will have the opportunity to learn from highly experienced lawyers from different jurisdictions dealing with all kinds of legal matters. You will also be able to share your own experiences with others and discuss possible solutions to legal matters.

During the workshop we will present our ideas and future plans for the practice group. Would you like to become an active member of this group? Would you like to contribute with your ideas and previous experiences? Can you think of some interesting topics to be presented and discussed at the upcoming events? Would you like to be one of the top speakers at the next event? Please join this workshop. We are now launching the Corporate & Commercial Law practice group and we want you onboard!

Understanding GGI (*compulsory for all candidates and new members*)

Michael Reiss von Filski

Room Toledo

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 or 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 to your clients.



GENEVA GROUP INTERNATIONAL

**Geneva Group International European Conference
Madrid, Spain
22-25 April 2010**

Workshop summaries

Creativity and innovation – the one-stop-shop model

Dov Ingber

Room Madrid

Especially in turbulent times many organizations need to re-think their value proposition. More than ever, clear-sighted thinking is of vital importance and the anticipation of future trends an advantage. How can we use creativity and innovation in such a way that it will be seen as an asset and not just as costs or non value added activities?

In this workshop we will discuss the actual situation of GGI member firms and try to find the navigation key to the future regarding creativity and innovations. As a GGI member firm we can offer our clients the one-stop-shop model – we will discuss experiences, advantages and handling methods as well as comparing different models. Which model is of best value for GGI members, developing specific expertise or serving the clients as one-stop-shop?

Real Estate Investment in Spain, advantage of single purpose companies

Carlos Frühbeck

Room Segovia

The workshop will analyze the different alternatives in the purchase of real estate property in Spain. Traditionally the use of a single purpose company (SPC) has been a popular way of structuring the investment in Spain with the aim of avoiding wealth and inheritance tax or reducing the income tax on the income (real or estimated) derived from the investment.

During the workshop we will compare the existing alternatives for a real estate investor in Spain with the aim of establishing some guidelines for advising our clients about the best alternative in each case, bearing in mind the type and amount of the investment. We will not only analyze the most common investment in private vacation homes, but also other more commercially orientated investments as well.

GGI - the marketing backbone of your firm

Claudio Cocca

Room Escorial Sur

This workshop focuses on the marketing of your firm in connection with GGI membership. Do all of your clients know that you are a member of GGI? GGI offers all member firms many interesting opportunities to position themselves more effectively with existing and new clients, and thereby to generate more business. Joint initiatives with member firms from the same practice group, the same city or the same region. Focused client acquisition through the existing contacts of other member firms as well as local events or lectures with network colleagues are just two of the many possibilities that will be discussed in this workshop. In a variety of different ways, GGI helps all member firms to work together with local chambers of commerce, banks (for example, as sponsors) and other firms and organisations that could bring advantages in terms of positioning. Marketing is more important than ever today, and being a member of the seventh largest network worldwide is certainly a strong argument in your firm's favour. Working more intensively with other member firms and with the GGI management underlines the positioning of each individual firm and brings greater success. This workshop will help you to achieve this!



GENEVA GROUP INTERNATIONAL

**Geneva Group International European Conference
Madrid, Spain
22-25 April 2010**

Workshop summaries

**International Business Structuring
Evolution, Best Practice, and trends in banking and tax planning
Graham Busch, Dr. Robert D'Alessandro, Ionut C. Zeche
Room Zarzuela**

The workshop is divided into four interactive sessions, all intended as a sharing of practitioner experience and notes on the way the above topics at an international level link to the local level and client expectations past present and future to better understand and manage the new challenges.

I. Intro & update

- a. Individual update of Bank Secrecy & Taxation of foreign income

II. Evolution - Graham Busch

- a. From Liechtenstein security breach to OECD lists, Madoff lessons and new tax treaties.
- b. Understanding the changing psychology of tax collection, perception of offshore and role of bank secrecy in planning.

III. Present - Ionut Catalin Zeche

- a. Current legislation & practice – Mutual assistance & Exchange of info.
- b. Best Practice – Legal liability of company representatives and fiduciaries.

IV. Emerging Trends - Dr. Robert D'Alessandro

- a. From timeless fundamentals to a new level of risk management.
- b. Innovations such as GGI substance, Lombard finance, Trust investment protection and sub-funds (mixing traditional investment with private equity).

Due to the limited space participants are encouraged to apply for the workshop in advance and also send in notes on their country **latest by 20 April** to Dr. Robert D'Alessandro at rd@credaltrust.com, copy to izeche@mirus-group.eu and graham@lawrencegrant.co.uk.