

IAG INTERNATIONAL
OPEN MEETING & ASSEMBLY

BOLOGNA
Friday 26th February 1999

Minutes

Chairman's Welcome

The Chairman welcomed delegates, applicants and observers to the meeting.

1. Minutes of Wiesbaden Assembly, 16th October 1998

The Minutes of the last meeting were formally proposed and seconded and were duly approved as drafted. There were no matters arising.

2. Membership Matters

Following an eloquent introduction of his firm from Luc Simonet of Simonet Kelders Phillippe Domont Lories & Mertens, who had not had the opportunity to do so at a previous meeting, the representatives from applicant firms and observers were asked to step outside the meeting. Delegates were invited to raise any matters about them that they wished to discuss. When nothing was forthcoming the applicants and observers returned and the applications of

Simonet Kelders Phillippe Domont Lories & Mertens, lawyers, Brussels
George Y Yiangou & Co, lawyers, Nicosia
Mgr Monika Wetzlerova, lawyer, Pilsen
Dr Zacharias Predeek & Partner, lawyers, Paderborn
Shenav Elrom Konforti & Shavit/ Phillippe Koskas, lawyers Tel Aviv/ Jerusalem
Studio Legale Mondini-Rusconi, lawyers, Milan
Gunnard & Co, lawyers, Stockholm
Richards Attorneys at Law, Miami
Clerides & Co, accountants, Limassol

were duly ratified. The Chairman congratulated the firms on becoming members of IAG International.

3. Financial Report

The Treasurer made his report to the meeting on the Group's financial position.

He reported that revenues in the current year had increased over last year; but that expenditure had increased faster, although new member subscriptions would mitigate this. He hoped that the deficit on the year would be around ChF 23,000,

though this did not include any provision for bad debts. He contrasted this to the group's accumulated surplus of ChF 90,000 at the end of 1998.

4. EEIGs Reports

Iain Taylor explained the background to IAG's EEIGs – that their purpose was to help generate work, supplementing IAG's main purpose of providing a referral resource.

He outlined some current activities, including a current project for the European Commission in Slovakia to harmonise laws in anticipation of EU entry. This followed a similar project in Poland last year. It was hoped to report further on this in May.

He mentioned that a reception held by the EEIGs in Bratislava in November had been extremely well attended, and that 16 new members had been welcomed to the EEIGs. The EEIG newsletter was circulated.

Felix Laumen then gave some details of the new EEIG 'product', essentially a form of project management to enable members to tailor specific information from a variety of countries to their clients' needs. In response to a question, he made it clear that normally the project leader would be the home lawyer for the client.

5. Intranet Report

Christopher Whitamore gave a brief report on the introduction and purpose of the IAG Intranet, which would be operational prior to the next meeting.

6. Future Meetings

The Chairman reminded members of the dates of future meetings and then invited Harvey Burg to say a few words about the plans for the 10th Anniversary General Assembly in Boston in May 1999.

Harvey outlined the excellent programme planned by his firm for the General Assembly in May, explained the booking procedure and emphasised it would be desirable to book early.

7. Committee Elections

The Chairman asked members interested in standing for the committee in the elections to be held in May 1999 to confirm their candidacy in writing to himself or the administration office in good time to satisfy the requirement for 20 days' notice to be given to all members prior to the General Assembly.

Etienne Laurent suggested an amendment to the Articles to allow an individual who had previously served on the committee as a member and/ or officer to return to serve the group after a gap of at least three years. Formally there were no comments on this but the meeting's view seemed positive and the Chairman asked for it to be noted for consideration in any review of these arrangements.

8. Other Business

Technical Sessions

Delegates then divided into two groups to attend technical sessions on either Tax and Estate Planning for Wealthy Individuals or International Franchises. The former was contributed to by Martin Katz and Rebecca Sorby of Trinity International, Brigitte Birnleitner of Juricon Trust Company, Michael Hamm of Staiger Schwald & Roesle, and Peter Speed of Bentley Jennison. The latter was led by our host firm, Studio Legale de Capoa e Associati and their guest, Avv. Guiseppe Rossi.

Presentations from Observers

The meeting heard presentations from the representatives of:

Dr Appelhagen & Partner, lawyers, Braunschweig & Magdeburg
Liner Yankelevitz Sunshine Weinhardt & Reigenstreif, lawyers,

Technical Session

The meeting concluded with informative presentations on Effective PR and Marketing for Professional Practices, from Christopher Whitmore, and on Managing Your Practice Profitably, from Arthur Bailey of Bentley Jennison.

The Chairman thanked all the contributors to the various reports and technical sessions and our hosts, Studio Legale de Capoa e Associati. There being no further business the meeting closed.