



## **IAG future growth and recruitment, discussion briefing**

*Please discuss at the Gran Canaria Business Session, and respond as a group*

IAG policy is currently that the group should be aiming to achieve its ideal level of worldwide cover within a ceiling of 100 member firms. IAG is believed to have exceptionally strong relationships between members, starting with carefully selective recruitment and encouraged by relatively high and frequent attendance. If the number of members rose too high, it would become more difficult to maintain the strength of relationships, and the venue options for assemblies would also become more limited.

With IAG numbers just over 60, this question may not seem an urgent one. However, we actively aim to add 10-12 **Asia Pacific** members over the next few years, our current **North American** members feel there may well be potential to add 6-8 more members there, we have a number of significant gaps in **Eastern Europe** and in **South America**, our only coverage of the **Middle East** is from Israel, and we have no coverage in **Africa**.

So the Committee would appreciate feedback from members around the following questions:

**Is there a 'correct' maximum size for IAG to work towards?**

**In what order would you prioritise the 6 regions shown in bold in para 2?**

**General points responding to these questions would also be welcome, as would nomination of suitable potential members in the 6 regions or indeed anywhere.**