



Bangkok Report

February 2018



Dear IAG friends and colleagues,

Earlier this month many of us enjoyed a classic IAG meeting in the fascinating city of Bangkok. This Assembly was the best attended February meeting for three years. It was superbly planned and hosted by DFDL, whom we thank again for their hospitality. 50 delegates and 11 guests attended the events. For IAG firms and colleagues unable to join us, here is a summary of the many themes covered, as well as of the assembly:

In short

Since major items of formal IAG internal business had been dealt with in October, my remarks to the Assembled delegates were able to concentrate on the most important strategic issue facing IAG Global: recruitment, and through it the extension of our ability to service clients' need across all commercially important areas of the world. The plans the Board is making for active recruitment efforts in several areas during the next couple of years were briefly outlined: Completion of Asia Pacific coverage, gaining a foothold in the Middle East alongside our planned joint meeting with Morison KSi in Dubai in November 2019, thickening coverage in North America, gaining members in several uncovered countries in South and Central America, and gaining foothold in key African countries – the Board intends to take active measures to identify and approach suitable target members in all these areas.



BUT I also reminded the delegates that IAG's **best recruitment resource** has always been **IAG members** themselves, and that most of their own firms had been introduced to IAG after working with others who were already members. Now that a very high proportion of firms desirable to IAG already have various arrangements for international support, this is more important than ever. Our best chances to recruit good new firms will come as a result of some change in their structure, To spot these fleeting opportunities, **we need to ask the help of every professional dealing with international business in every IAG member firm**, whether they have ever attended an IAG meeting or not.

South East Asian briefing



We heard very interesting presentations from our hosts DFDL, in the morning from Managing Partner Martin Desautels on their firm with its two decades of challenging and successful development through the region, and in the afternoon from Audray Souche, Managing Director Thailand, and Jerome Buzenet, Managing Director Vietnam, entitled 'Do you really know everything about investing in South-East Asia?' All the delegates were able to gain much practical background information, likely to prove useful to clients and in business development.

Focus on Management



Spreading professional firm management experience and expertise from one member to another across the group is a continuing theme at IAG Assemblies. In Bangkok, this was combined with another ongoing **focus on diversity**, through round-table discussion groups who shared their experiences of diversity programmes and distilled these into brief presentations.

We are very grateful to all who contributed to some interesting insights, and particularly to the table-appointed spokespersons Briana Olson, Samantha Cook, Ron Kravitz, Stephanie Bschorr, and John Ridgway for summarizing their groups' various and fruitful contributions.

Morison KSi



and



Morison KSi

We were very pleased to welcome as a delegate Jennifer Leelaviwatana, of Marks Paneth, Morison KSi members in New York. Daden Hunt, former IAG Chairman with continuing responsibility for liaison with Morison KSi, outlined to the Assembly how the relationship between the two groups continues to flourish and develop. We are now beginning practical planning of our third shared meeting, in Dubai in November 2019.

Wiesbaden

Silke Giesa from de Faria and partners, Wiesbaden gave a tempting and profound description of the upcoming assembly in Wiesbaden as well as of the business opportunities in the area.

- Being the spring meeting, we **encourage** all members to **bring** their **associates** in order for them to meet and greet, to exchange views and to earn more about the benefits of the IAG **exchange programme**.

Remaining 2018 meetings – please make sure to put them in your calendar!



- **Wiesbaden, 14-17 June**
- **Seattle, 4-7 October**

I look forward to seeing you there!

Regards to all

Iben Lindhardt Olsson

IAG Chairman