



2015 Managing Partners' Meeting
2015 EMEA Annual Meeting
Thursday 14th – Saturday 16th May
Paris, France





Hotel and general information

L'Hotel du Collectionneur

51 – 57 rue de Courcelles, 75008 Paris, France. Telephone +33 1 58 36 67 00

<http://www.hotelducollectionneur.com>

Check in 15.00hrs, check out 12 noon.

Guest rooms include complimentary wifi and a coffee and tea courtesy tray as well as the usual expected amenities, please see hotel factsheet on our website for further details.

Opposite the very chic Parc Monceau, a few minutes from the Arc de Triomphe, the Champs Elysées and the prestigious boutiques and art galleries along rue du Faubourg Saint-Honoré, The Hôtel du Collectionneur benefits from an ideal location.

International airports: Roissy Charles de Gaulle (40 mins) Approximate taxi fare to hotel is 60€

Metro: Courcelles station (line 2), Bus: Murillo stop (line 84)

Train stations: Gare Saint Lazare (10 mins), Gare de l'Est and Gare du Nord (20 min)

Times in brackets are by taxi.

May weather in Paris

The weather in May is warm and sunny with the possibility of light showers.

Dress code for the meeting

Meeting – office attire

Social programs – comfortable

Dinners – smart office attire



Program details

Key: A Accounting members only
L Legal members only
⋈ Companions only

Tuesday 12th May

09:00 – 16:00 **Worldwide Executive Meeting**
 19:30 – 23:00 **Worldwide Board Dinner** *(for Board members only)*

Wednesday 13th May

09:00 – 16:00 **Worldwide Board Meeting**
 16:00 – 16:30 **Coffee/Tea Break**
 16:30 – 18:00 **EMEA Advisory Committee Meeting**
 19:00 – 22:00 A L ⋈ **Dinner**

Thursday 14th May

09:00 – 16:00 A L **Managing Partner Retreat**
Who should attend: Managing Partners and/or members of the firm's Executive or Management Committee
Facilitator: Bernard Savage, Director, Size 10 ½ Boots
www.tenandahalf.co.uk

Session Overview: The majority of professional service firms say succession planning is more important now than before the recession. However, succession planning today is more complex for professional service firms than it was. Practices have become more complicated, the traditional business model that served firms so well in the 20th century, no longer works today, and clients have become more sophisticated, especially with the advent of the Internet. Succession planning now requires more than simply having the current firm leader announce who is going to take over the firm.

Managing succession is the cornerstone to strategic viability, ensuring business continuity, retention of high-value talent and a strong culture. It secures future leadership capability, critical for driving organisational performance, and is an active and vital ongoing business process that integrates the identification, assessment and development of talent with long-term strategic planning. Corporate health depends on the effectiveness, depth and breadth of a firm's succession management efforts.

Prior to the meeting a questionnaire will be sent out to gather information on how members are currently dealing with talent and succession matters and then this information will be used throughout the session as the various topics are discussed.



- 19:30 – 20:00 **A L**  **Welcome Reception**
- 20:00 – 22:00 **A L**  **Dinner**

Friday 15th May


- 08:30 – 08:45 **A L** **Welcome by Harm Borrie, EMEA Chairman**
- 08:45 – 09:30 **A L** **New Member Introductions and Alliot Group Update**
Presentation by: James Hickey, Alliot Group
Included within the Alliot Group update will be items that in the past would have been included within the AGM such as voting to approve the members of the EMEA Advisory Committee.
- 09:30 – 10:15 **A L** **Overview of the French economy and an overview of recent developments within the Eurozone**
Presentation by: HSBC
With a number of key political and economic developments throughout the Eurozone, the session will look into how these are likely to impact the various economies of Europe
- 10:15 – 11:00 **A L** **Overview of the property market and a look at possible investment opportunities for your clients**
Presentation by: Savills
Paris is the first conference where we have had Savills as one of the Groups Corporate friends so as part of this session we will briefly look at the service they provide and how they can support your clients. The rest of the session will look at what is happening in both the residential and commercial property markets and where there are potential investment opportunities
- 11:00 – 11:30 **A L** **Coffee**
- 11:30 – 12:00 **A L** **What do multi-national businesses look for when seeking advice from professional service firms.**
Presentation by: Peter McGrath, Chief Financial Controller at Shire Pharmaceuticals
- 12:00 – 13:00 **A L** **Building a reputation as the ‘go-to’ firm within your market for cross border advice and support**

Session Overview: With competition as intense as ever before, how do firms look to develop a reputation within their respective market as being the firm of choice for businesses looking to do cross border work. The session will be split



into three core areas looking at how to:

- Identify your firm' core strengths
- How to communicate these to the market
- How to sell the idea within the firm and develop the appropriate culture to achieve success

13:00 – 14:00	A L	Lunch
14:00 – 15:30	A L	Session continues: Building a reputation as the 'go-to' firm within your market for cross border advice and support
15:30 – 16:00	A L	Coffee
16:00 – 17:30	A L	Session continues: Building a reputation as the 'go-to' firm within your market for cross border advice and support
19:00	A L 	Dinner

Saturday 16th May

09:00 – 10:30	A L	Accounting, Tax and Legal breakout sessions
10:30 – 11:00	A L	Coffee
11:00 – 12:30	A L	Using the Group to develop more business

Session Overview: The roundtable discussions will focus on how can firms look to develop more business whether that be by:

- Developing and retaining local business
- Working with other members
- Attracting new business from other markets

One opportunity of how the Group could work together to develop more business is by focusing on core service areas. One such service area is the Expat offering which was initially discussed during last year's EMEA meeting in Rome.

An update will be provided on how we are looking to launch this to the market.

13:00 – 14:00	A L 	Lunch
14:00 – 22:00	A L 	Optional program



Social Program

Thursday Dinner - our hotel



Friday companions tour - Walking tour of Ile Saint Louis featuring Notre Dame Cathedral followed by lunch in a local restaurant.



Friday Dinner – Dinner cruise on ‘Le Paris’ a beautiful riverboat that will glide down the Seine right through the heart of Paris.



Saturday optional tour and Dinner – Paris highlights tour (coach) followed by walking tour of Montmartre and dinner at La Crémillère restaurant.



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