

Chairman's welcome

Reflecting on my first year as Chairman of INAA I am aware of how, through the hard work of various INAA members, especially past and present Board members, our organisation has grown both in numbers and the range of its activities.

My inaugural address at our 2008 AGM in Istanbul focussed on the challenges facing our membership in these turbulent economic times. Our members appear to be facing up to these challenges, thriving and taking on new responsibilities. I am particularly pleased to see INAA members taking up prominent positions within their governing bodies. In France Michel Dehors, CEO of Qantea, was re-elected as President of the Conseil Régional de L'Ordre des Experts Comptables for the Montpellier region. Tom Fitzpatrick's appointment as President of the Institute of Chartered Accountants in Ireland is covered in this edition of Network Focus.

Last year the introduction of the INAA Expert Alliance was announced with the objective of expanding the range of cross border planning services available to members. I am pleased to say that we now have INAA Expert Alliance members located in Mauritius and Guernsey.

The INAA Board of Directors met on 14 October in Warsaw where the focus of discussions was the strategic planning required to further grow the benefits and services provided to INAA members.

I look forward to another exciting and challenging year.

Gui Tostes - INAA Chairman



Sobell Rhodes a finalist for Medium Firm of the Year 2009

Sobell Rhodes, our member in London, has been shortlisted for the UK's Medium Accountancy Firm of the Year in this year's prestigious *Accountancy Age Awards*. Sobell Rhodes is the only finalist from the London area and only four other firms have been shortlisted from throughout the UK.

The *Accountancy Age Awards* are the UK's premier awards for achievement and excellence in the accountancy profession.

During the last year's challenging economic environment Sobell Rhodes has focused on providing their business clients with anti-recession workshops, business growth and strategy planning plus key financial improvement processes. The firm has also contributed to the UK accounting profession by running its own continuing professional development courses for over forty other accountancy firms, and helped introduce to the UK a newly recognised assurance service as an alternative to full audits.

Andrew Rhodes, managing partner at Sobell Rhodes, commented, "We couldn't have gained this important recognition without our valued clients and friends such as our INAA associates. Their feedback and endorsement has helped shape our approach and the services we provide, which has enabled us to be considered for this award."

The awards final takes place in November, judged by senior figures from industry and the UK accountancy profession.



Andrew Rhodes
Managing Partner - Sobell Rhodes

"We couldn't have gained this important recognition without our valued clients and friends such as our INAA associates."

Empowering positive networking

Being a member of INAA is all about networking and exchanging information to grow member businesses and, of course, to support our clients, especially those with international interests. This can happen in a number of ways.

This is a transcript of a recent exchange of emails between Toronto lawyer AB, and INAA members Lionel Newton in Toronto, and Kenny Tam in Hong Kong.

One of AB's clients needed a lawyer in Hong Kong, and was seeking a referral. The exchange took place within a 24-hour period.

We think this is a perfect example of the power of positive networking and the benefits INAA membership can bring.

We'd like to hear from you if you have any other examples of positive networking between INAA members. Contact secretariat@inaa.org

From: AB
To: Lionel W Newton
Subject: Hong Kong family lawyer

Lionel,
Have you ever had to refer a client to a family lawyer in Hong Kong? My client needs a lawyer, and I've no idea who to refer him to.
Thanks.
AB

From: Lionel W Newton
To: Kenny Tam, AB

Hi Kenny,
This email is to introduce you to a close friend of mine in Toronto, AB.

AB heads up the personal services group for XYZ, a large Canada-wide law firm of about 650+ lawyers.

AB needs the name of a family law lawyer you feel comfortable referring his client to. This email is to put you in touch directly.

AB,
Kenny is a Canadian CA and very involved with the Hong Kong accounting and legal community. He is one of the 12 (I believe)

trustees in bankruptcy who are on the Court list for appointments, past world president of the Chinese Accountants Society, and past chair of the Hong Kong / Canada Board of Trade sub group. I have a lot of confidence in him.

Kenny,
I don't know AB's client and assume he wants to maintain client / solicitor privilege so please feel free to deal with each other directly. If you need my assistance, I will be pleased to help out in any way I can.

From: Kenny Tam
To: AB, Lionel W. Newton
Cc: CD

Dear AB and Lionel,

Thank you for Lionel's kind introduction. The lawyer that I want to refer you to is CD. He is president of the Chinese Canadian Association in Hong Kong and a founding member of the Canadian International School Foundation in Hong Kong. Here are his details...

Best regards,
Kenny

New members

Since the last hard copy of Network Focus in Autumn 2008, we are delighted that two new countries have joined the INAA network: Spain and Nigeria. The first three new Expert Alliance members have also joined from Mauritius and Guernsey. This brings the total INAA membership to 57.

NIGERIA

Who: Ijewere & Co
www.ijewere.com

Based: Lagos Island, Lagos, Nigeria, with offices in Abuja, Port-Harcourt and Kaduna

Services: Accounting, auditing, tax, consulting

"Our vision is to become a world class professional practice delivering total quality service to our clientele. Joining INAA is a significant step towards fulfilling this aim."

F B Medessou
Partner, Ijewere & Co

SPAIN

Who: Persevia Auditores de Cuentas SL
www.thesauro.com/persevia-auditores

Based: Madrid

Services: Audit, bookkeeping and accounts preparation, consulting

"Our client base has grown in recent years, many of whom trade internationally. This has prompted us to develop new services by increasing our knowledge of international trading and international standards on auditing and accountancy. Becoming a member of INAA is a perfect vehicle to further support this expanding international client base."

Eladio Acevedo
Partner, Persevia Auditores de Cuentas SL

New INAA Expert Alliance members

GUERNSEY

Who: Willow Trust Limited
www.willowtrust.com

Based: St Peter Port, Guernsey

Services: Incorporation of companies and company administration, constitution of trusts and trust administration.

MAURITIUS

Who: Premier Financial Services Limited
www.premier.mu

Based: Port Louis, Mauritius

Services: Formation and management of off-shore companies, fund administration, legal, accounting and international tax planning

Who: Corporate and Chancery Group Limited
www.chancerygroup.net

Based: Port Louis, Mauritius

Services: Tax and succession planning, trust advice

INAA founding member appointed ICAI President in Ireland

In June Tom Fitzpatrick, founding member and past Chairman of INAA, was appointed President of the Institute of Chartered Accountants in Ireland (ICAI), Ireland's largest and most prestigious accounting institute.

A partner with FMB Chartered Accountants, INAA's member in Ireland, Tom has already been overseeing a number of major changes within ICAI which has now been rebranded 'Chartered Accountants Ireland'. He also opened ICAI's new state-of-the-art office premises in Pearse Street, Dublin, in September.

Tom is upbeat about his forthcoming year in office, despite recent economic difficulties. He is now overseeing planned innovative initiatives in education at both the pre and post qualification stages, the progress of the Company Law Review Group (covering, amongst other things, protection for the term 'accountant' and auditor liability) and extending the activities of ICAI.

On education, Tom commented, "New initiatives include qualifications ranging from forensic to IFRS accounting, and managing people and directors' duties. As the world becomes more sophisticated and complex these qualifications will help to meet membership and market needs. In the last couple of years we have also made enormous progress with our publications division, commissioning books to serve both our membership base and the public at large. That's all part of staying on top of the game."

Established by Fitzpatrick in 1988, FMB has a wide client base, with particular strengths in professional and legal practices, distribution, hotel, travel trade and credit unions.



Tom Fitzpatrick
Founding member and past
Chairman of INAA

"As the world becomes more sophisticated and complex these qualifications will help to meet membership and market needs."

Directory of members

Argentina	Brea Solans & Asociados	Mexico	Despacho Alvarez Balbás SC
Australia	McGregor West Pty Ltd Spry Roughley Services Pty Limited	Netherlands	SRA International
Austria	Confida GmbH	New Zealand	Leech and Partners Limited
Belgium	Bofidi Group S.P.R.L. Jos Vanhees B.V.B.A.	Nigeria	Ijewere & Co
Bosnia-Herzegovina	Confida Društvo za reviziju d.o.o.	Norway	AS Revision
Brazil	Organizacao Contabil Adelino Motta S/C Ltda	Peru	Colichon, Herrera, Guttierrez & Ass.
Canada	Majewski Shaler & Co Newton Israelstam LLP	Poland	Sol Financial Services Polska Sp. z o.o
Chile	Puente Sur Outsourcing SA	Portugal	Jose Augusto Nadais de Sousa, SROC, Unipessoal, Lda.
Croatia	Confida-Zagreb d.o.o.	Romania	SC Audit Consult Group Ltd
Cyprus	Papademetriou & Partners	Russia	Jordan & Partners Consulting
France	Qantea	Serbia	Confida-Revizija d.o.o.
Germany	Bornhausen Consulting Dr Neumann Schmeer und Partner SGK Auditnet GmbH	Singapore	Wong, Lee & Associates
Guernsey	Willow Trust Limited	Slovenia	GM revizija, d.o.o.
Hong Kong	Kenny Tam & Co	Spain	Auditglobal Persevia Auditores de Cuentas SL
Hungary	IC and Partners Budapest KFT	Switzerland	Allemann, Zinsli & Partner AG
India	Contractor, Nayak & Kishnadwala	Tunisia	Management and Audit Firm - MAF
Indonesia	Johannes & Rekan	Turkey	Consulta Bagimsiz Denetim ve YMM A.S.
Ireland	FMB Chartered Accountants	United Arab Emirates	Numerica Chartered Accountants
Italy	Resolve Group	United Kingdom	Jeffrey Crawford & Co Sobell Rhodes Wagstaffs
Kuwait	Alansari & Co – Public Accountants	U.S.A	Birnbrey, Minsk & Minsk LLC Crawford Ellenbogen LLC Radin Glass & Co LLP Shepard Schwartz & Harris LLP The Hanlin Moss Group PS Turner Stone & Company LLP
Luxembourg	Fiduciaire Fernand Sassel & Cie S.A.	Venezuela	Carpio, Caycedo y Asociados
Mauritius	Premier Financial Services Limited Corporate & Chancery Group Limited		

For further information on any of the INAA members visit www.inaa.org.

Next meetings

Mid-term meeting	May 2010, Aachen, Germany
Board meeting	Wednesday 19 May
Conference	Thursday 20 – Friday 21 May

AGM	October 2010, Nice, France
Board meeting	Wednesday 6 October
Conference	Thursday 7 – Friday 8 October

Your news is our news...

INAA issues e-bulletins every two months. The next one is due at the end of November and is emailed to all members. We rely on your news and ideas to keep INAA members informed across the world, so please send any contributions to secretariat@inaa.org