



Welcome to the Summer 2009 Newswire

Introduction by Paul Winder



Welcome to the second MGI UK and Ireland Newswire of 2009. Having met with most UK and Ireland member firms in the last quarter, it was encouraging to see how well the businesses continue to perform in these difficult financial times.

Also while there is undoubtedly more fee pressure and cashflow becomes more of a problem, it's encouraging to see that the quality of service provided by member firms is still valued by existing clients and the many new clients that member firms continue to attract.

I have travelled a lot recently to visit potential member firms in the South-West, North-East, Scotland and the Midlands and am hopeful of at least one of these firms joining us soon. Indeed, the potential member from the South-West sent two partners to the EAM in Luxembourg and I know they were very impressed by the interaction and commitment that member firms have with each other.

To help break down the barriers to entry caused by the cost of subscriptions, both MGI UK and Ireland and MGI International, following this month's international committee meeting, have agreed that new members will benefit from a 50 per cent reduction in annual subscriptions for at least a year for new members, depending on when in the financial year they joined.

With the new financial year beginning on July 1, I am writing to all member firms highlighting that the basis of subscriptions has changed and that standing order payments need to be amended. For many firms a significant reduction in subscription costs has been achieved for the coming year.

The MGI seminar and forum season is now well under way and reports on the tax, charities and managing partners forums are all below. I am currently finalising details of a marketing-based seminar which will be aimed at improving the 'rain-making' skills (networking, marketing and attracting new clients) of partners and managers who have networking responsibilities.

Also for the autumn, we are planning to bring together practitioners working with solicitors and barristers to share their experiences and see how they can support each other. Later in the year we will also have the second tax and managing partner forums, along with our IT forum at the end of the year.

Whilst there is an outline of the UK and Ireland Partner and Manager Conference agenda included in this newswire, it would be really useful if all firms could give me an outline indication of the likely delegate numbers so we can ensure we have booked enough rooms.

Paul Winder

MGI marketing push continues



A busy marketing campaign continues to raise the profile of MGI UK and Ireland to businesses and to attract interest from potential new members.

[Find out more](#)

Conference focuses on the future



As announced in our last Newswire, the 2009 MGI UK and Ireland Partners' and Managers' conference will take place from 26 to 28 November. This year's event will focus on the latest technology and how it can help accountancy firms, under the title 'The Future's Bright – The Future's Already Here'.

The conference agenda has now been mostly finalised, and the keynote speaker has been booked, while sponsors are currently being sought for the event. It would be useful if firms could provide an outline number of likely delegates, to ensure we have enough rooms reserved.

[Find out more](#)

Luxembourg European Annual Meeting sees a return to the EU debate



Some 75 MGI members from Europe and beyond congregated for the European Annual Meeting and for me as a first timer at the EAM it was a good opportunity to make new friends and make contacts in the wider MGI family.

[Find out more](#)

International Committee Meeting



Whilst I am not a member of the International Committee, I do attend the meetings as an observer, to get a closer understanding of what is going on in MGI. The International Committee meeting in Luxembourg, before the European area meeting, was rather slow going. The morning was taken up by a 'One page business planning' session, ran by Grant Reid from Australia. This was trying to help identify the strategic priorities for MGI going forward, and we will have to wait and see what activity this leads to for the International and Managing committees.

[Find out more](#)

Firms get together to talk tax



On 22 May various representatives of the UK and Ireland firms met at the London offices of the latest firm to join the MGI family, namely Carter Backer Winter (CBW). This was the third meeting of this tax-focused group and the emphasis is not only on discussing topical matters relating to taxation, but also to foster the exchange of ideas and to encourage ongoing contact outside of these meetings.

[Find out more](#)

First Meeting of Charities group



In early June, the newly-formed MGI-wide Third Sector Team (being those members operating in the not for profit/charities sector) held its inaugural meeting at the offices of Carter Backer Winter in London. Five firms were represented from within MGI, and as the day unfolded it became apparent that, if combined, the size of client portfolios in this sector across the five firms would be sufficient to place the group comfortably within the fifteen largest firms dealing with charities and other not-for-profit organisations in the UK.

[Find out more](#)

Managing Partners Forum



All UK firms were represented by their managing partners and the day started with a review of each firm by the respective partner. This surprisingly took us through to lunchtime, with many firms having a lot to say – there is obviously a lot going on in some of our member practices as the moment.

[Find out more](#)

MGI keeps on blogging



MGI has continued using the popular accountancy website www.accountingweb.co.uk to raise the profile of the organisation and its member firms, as well as highlighting issues of interest to other finance professionals.

[Find out more](#)

Around the firms



A quick round-up of news from MGI UK and Ireland member firms.

[Find out more](#)

In the news



Keep up to date with the latest news and developments at MGI UK and Ireland by visiting our website at www.mgi-uk.com.

Please click on the following links to view the latest press releases:

- [Accountants prepare for International Summits](#)
 - [MGI UK member, MGI Midgley Snelling announces new audit manager](#)
 - [Accountants meet in Mexico for MGI world conference](#)
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