



## International

250 Consumers Road, Suite 301  
Toronto, Ontario, Canada M2J 4V6  
Tel: 416.494.1440 Fax: 416.495.8723  
[www.jhi.com](http://www.jhi.com)

Dear Colleagues:

We are now at the conclusion of our annual series of regional conferences around the World. This year I was pleased to attend each of these events together with JHI International Executive Director Ruth Abrahamson, respectively in Zurich for the European Region in May, in San Diego for the Region of the Americas in June, and most recently for the Asia Pacific Region in Shanghai in July. More detailed information about each of these events can be found on Jeffnet and our website.

Attending the regional conferences afforded me the opportunity to interact and meet with partners and senior staff of JHI members who do not necessarily attend international events. What struck me most of all was the energy, enthusiasm and high level of participation demonstrated by attendees at all three events, in addition to the obviously superior expertise and knowledge of our profession (and indeed of the business world in general) demonstrated by all.

JHI deliberately seeks globally-minded, well-informed and highly professional firms to become members of our network. And, there is a certain competitiveness in the air among members to contribute to the JHI pool of talent and shared resources by bringing new ideas to the table, and by developing better products to serve our members and our members' clients at an increasingly competitive and innovative level. Some of our new initiatives arising from this crucible of shared enthusiasm and creativity are outlined in my update below.

I encourage those who have not yet signed up for some of these new activities (as well as our continuing menu of programs) to do so as soon as possible. Also, I encourage you to ensure that the breadth of JHI resources is well-explained within your firms and that news is shared with partners and staff at all levels.

The International Executive Committee (IEC) continues to meet with regularity to develop and to follow through on all of these activities as well as general outreach, marketing and management responsibilities, some of which are also mentioned in this narrative. Our latest in-person meeting took place in conjunction with the Region of Americas conference in San Diego – the next will be at the Rome International meeting

in November. In-between, we correspond constantly via the Jeffnet, keeping the work of the organization moving along at a steady pace!

I look forward to seeing many of you at upcoming events listed in this newsletter, and wish you continued success in your businesses at home and in collaboration with other JHI members worldwide.

*Stuart Meyers*  
Stuart Meyers  
International Chairman JHI

## **UPCOMING EVENTS & MEETINGS**

### **LATIN AMERICAN SUMMIT, SAO PAULO, BRAZIL AUG 22-24, 2007**

Over the past several years the South American members of JHI have held very successful sub-regional meetings at the annual Region of Americas conference. These meetings have been conducted in Spanish, and have treated issues such as regional trade agreements, cross-border taxation issues, regional regulations and global outreach. Many joint ventures and business referrals have resulted from these collaborations, both within the region as well as reaching out to other members around the world.

At the recent regional meeting in San Diego, such was the impetus to continue the discourse that a JHI Latin American Summit has been struck in record time, with a Spanish-speaking meeting to take place in Sao Paolo, Brazil (kindly the hosts will participate in Spanish and not Portuguese!) later this month. An invitation is extended of course to any JHI firm who may wish to discuss doing business in Latin America. Details may be obtained through the Jeffnet or by contacting Marie Bordeleau at [americas@jhi.com](mailto:americas@jhi.com)

### **MANAGING PARTNERS' SUMMIT: ATLANTA, USA SEPT 6-8, 2007**

Now in its second year, this highly successful event is directed at Managing Partners and senior management of member firms. Directional and strategic issues resonate in similar ways with the leadership of busy and growing practices around the world - this year we will be building on the synergies of shared experiences and approaches that evolved so quickly around the working groups in 2006.

To develop our topic of "Managing Change" we will be welcoming a number of outside speakers including Jeffrey Pawlow of The Growth Partnership on *Executing Change and the Discipline of Getting Things Done*, Franck Schuurmans of Decision Strategies International on *Managing Change Through Scenario Planning*, and Stuart Friedman of Progressive Management Associates on *Managing Change in a Multi-cultural Firm Environment*. From within our own membership roster, we are fortunate to include two experts on the same topic area, both of whom speak and consult extensively to clients worldwide – Mike McDowell and Norman Same. Their topic is *The Five Phases of*

*Participatory Long Range Strategic Planning.* Mike and Norman have worked extensively to develop this entire summit program for JHI, initiated by the former last year.

Again, I encourage you to participate in this stimulating and energizing event and to find out more by checking the Jeffnet or by contacting Marie Bordeleau at [americas@jhi.com](mailto:americas@jhi.com).

**INFORMATION TECHNOLOGY SESSION: DALLAS, USA SEPT 23-25, 2007**

One of our longest-standing Special Interest Groups, having produced such sessions and maintaining a lively discussion database on Jeffnet for over ten years, this group is led by the ever energetic Dan Harris and Barry McQuarrie. Delegates comprise both the IT professionals in member firms as well as the partners with overall responsibility for internal IT and consulting on such issues with clients.

Learnings and outcomes from these meetings have proven indispensable to many practices, who have seen resulting growth in new practice areas in addition to improvements in their own systems and processes. We highly recommend attendance to catch up on leading developments. Again, contact [americas@jhi.com](mailto:americas@jhi.com) to register.

**AUDIT & TAX CONFERENCES: SOFIA, BULGARIA SEPT 28-30, 2007**

These two concurrent training sessions have been produced under the auspices of the European Region for several years, garnering excellent attendance and praise for the high quality of shared information. In recent years the focus has also been on international tax and audit concerns, which makes this appealing to members from around the world. Members are encouraged to seek more information on the Jeffnet or by contacting Sue Steadman at Jeffreys Henry in London [ssteadman@jeffreyshenry.com](mailto:ssteadman@jeffreyshenry.com).

**INTERNATIONAL AGM: ROME, ITALY NOVEMBER 7-10, 2007**

Mark Tenzer, as Chair of the European Region and Ruth Abrahamson International Executive Director have been collaborating on the Rome conference. The program will reflect the very different kinds of requirements from members worldwide, both in addressing a serious educational element while balancing sufficient networking opportunities.

We will be bringing you more insights on strategic planning, building business partnerships and an opening keynote from a senior European Parliamentarian to speak on developments in the EU. Our social program will include a private tour of The Vatican, historic Rome and visits to the surrounding countryside.

This is our highlight event of the year in that we see the greatest attendance from around the world – attendance is a strict obligation of membership. And, as we all know, the benefits of membership become more apparent the more that we participate. If you have not yet registered to attend, please do so as soon as possible – [conferences@jhi.com](mailto:conferences@jhi.com)

In future we will be developing a Program Committee model as has been launched in the Region of the Americas, where a consistent committee of members will seek out best

practices and innovations in the profession to incorporate into our conference programming.

## **JHI MEMBER BENEFITS**

### **JHI UNIVERSITY**

Over the years several member firms have joined together on an ad hoc basis to offer professional educational sessions for staff for the various levels of CPA training. The next logical development is to offer such programming under the aegis of JHI.

The Region of the Americas has taken on this project and will be launching JHI University this Fall. Keep your eyes on the Jeffnet and on your e-mail for further information about training sessions to be offered in the USA to start, in October 2007. Favourable rates and first class tuition will be key to our series, as well as the opportunity for staff to share experiences and to learn from others within the JHI network.

### **SPECIAL INTEREST GROUPS**

In addition to the Managing Partners' group, the Audit & Tax groups and the IT group, the Litigation and Forensic Accounting special interest group meets annually at the Region of Americas conference and will be pursuing other program throughout the year. A not-for-profit group is also in the works.

### **DISCOUNTS & BENEFITS**

The International Office has been working to establish favourable rates for JHI members with international and regional publications. We will continue to update our list of such companies and refer you to the Jeffnet or to [communications@jhi.com](mailto:communications@jhi.com)

### **MARKETING & MEDIA**

Many of you are taking advantage of the marketing opportunity being offered by *Corporate UK*. A separate insert on JHI and members is being produced for their September issue, with hard copy circulation in the UK, Europe and to limited global subscribers. In addition, this will be produced in electronic format and available to JHI for circulation as we wish. We are delighted to bring you this opportunity for exposure both for individual firms and for the association as a whole.

Further articles and editorials are being developed with publications such as the *International Accounting Bulletin*, which has a broad circulation worldwide. Keep your eye open for postings and publication dates.

In addition, we will be exploring specific, localized advertising opportunities this Fall, in markets where we are keen to convey the JHI message, through qualified accounting profession vehicles such as websites, e-bulletins and journals.

Lastly, we continue to promote the achievements of our individual member firms – so please do continue to send news of your achievements and milestones to the International

office ([communications@jhi.com](mailto:communications@jhi.com)) so that we can celebrate them with you...and also so that we can promote them to our worldwide media lists!