



International

250 Consumers Road, Suite 301
Toronto, Ontario, Canada M2J 4V6
Tel: 416.494.1440 Fax: 416.495.8723
www.jhi.com

JHI INTERNATIONAL CHAIRMAN'S MESSAGE TO MEMBERS MARCH 2008

Dear JHI Colleagues:

Your International Executive Committee members met at the end of January in Short Hills, New Jersey, USA for a very busy two days of meetings. The IEC members are most active on behalf of the association, managing an ever-increasing spread of program and activities together with committees engaging many others of your colleagues around the world..... all volunteering their time, talents and knowledge!

I am happy to report that under this custodianship the association is thriving! JHI provides a variety of major benefits to members from tangibles such as education and training for all levels of staff and partners through to an increasing spread of discounts and benefits with educational partners and publishers. For more updates, please read on!

FINANCIAL REPORTS

The association is in good but modest financial health. We have steadily increased the range of programs and offerings to members over the past three years, during which time our membership dues have remained the same.

We want to deliver more exciting programs and benefits to members and we also wish to launch more ambitious marketing programs. So at the November 2007 AGM in Rome, members unanimously endorsed a decision to increase membership dues and to incorporate conference fees for one person per firm into the annual membership. Attendance at the annual international conference and AGM is a requirement of membership. So, for those firms who routinely send one person to the conference, there will be no extra conference delegate fee to pay.



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Increasingly JHI is featured in international rankings and surveys. In order to qualify for such rankings we must submit accurate and up to date statistics from our members. It is a requirement of membership that member firms complete a survey each year – don't forget!

Please note that any member applying for a variance in any of their membership obligations must:

- Complete survey with correct information substantiating revenues
 - Be participatory members
 - Be up to date in all previous commitments
 - Final decision will rest with the IEC for approval on any variance – even a regional component
-

INSURANCE REVIEW & UPDATE

Mark Tenzer and Ruth Abrahamson provided background information regarding a meeting in London in December 2007 and subsequent discussions with Marsh Insurance Brokers re insurance for JHI. Different types of insurance coverage and product were discussed:

Event Insurance

Currently, each of our conference events is insured individually, where possible, in the jurisdiction where the event is held. We are currently talking to Marsh Insurance about the possibility of centralized coverage from different area offices for the various conferences we run.



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Directors & Officers Insurance (D&O)

A completed application is in front of Marsh for coverage consideration. It was noted that JHI is just one organization – international is responsible for all levels and regions – the regional executives are answerable to the IEC.

Professional Indemnity (Errors and Omissions – E&O)

We are researching a group product that would be available to JHI members through Marsh Insurance. Hopefully this would be at competitive rates and would offer competitive coverage. Naturally each firm would have to apply and have their relationship processed individually with the insurer.

Increasingly, as JHI interacts at the international level on behalf of its members, and indeed on behalf of the accounting profession at large, it is becoming more and more important that our member firms operate at the same levels with regard to items such as insurance coverage, etc.

IFAC AND FORUM OF FIRMS

IEC Chairman Stuart Meyers, IEC Vice Chairman Mark Tenzer, Bill Stocker (of Marks Paneth & Shron) and Executive Director Ruth Abrahamson met with Russell Guthrie of IFAC by teleconference immediately prior to the IEC meeting last month.

JHI is currently a provisional member, and will hopefully proceed to full membership over the next year. Key to this membership is our ability to submit a list of members who perform Transnational Audits so that they may represent JHI as the core membership group – a questionnaire has been sent to members this month enquiring if they perform transnational audits –

PLEASE REPLY AS SOON AS POSSIBLE!



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The Forum of Firms is collaborating on such issues as international auditing standards – an area where JHI definitely wishes to have a voice at the table. In this regard, JHI will likely submit a candidate for 2009 membership of the Forum of Firms Transnational Audit Committee (TAC). In the meanwhile we are hoping to be able to attend such meetings by special invitation.

STRATEGIC PLAN UPDATE AND REVIEW

At the last IEC meeting we decided that at the upcoming international conference and AGM in Miami this November, we would have a strategic planning session and workshop.

This will allow the members to identify priorities and objectives for JHI moving forward. All aspects of JHI will be up for discussion, including organizational structure, membership, governance, marketing, etc.

COMMUNICATIONS/MARKETING

The IEC is very pleased with the increased media/publications exposure that we have seen over the past year emanating from activities out of the International Office. It was agreed to support ongoing contacts with media from the International Office, and to seek continuing publishing opportunities such as with the Corporate UK publication.

Brand awareness continues to be developed through JHI's participation in various international surveys and industry publications. We will continue to push these contacts over the course of the coming year. It was also suggested that we build awareness at the grassroots by our member firms.

It was agreed to try marketing JHI at professional accounting conferences or meetings in one prototype city in each region, and to get materials translated into the local language.



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WEBSITE

The new website has met with general approval from members. The next stage is to make the site searchable by specialization, to populate the regional pages, and to post examples of collaboration between member firms with examples of case studies, etc.

BENEFITS AND DISCOUNTS

The range of benefits and discounts with publishers and other services continues to expand, with the addition of a new group, Becker. – Check out the Jeffnet or our website for a full list.

REGIONAL REPORTS

Europe – Mark Tenzer

The region is financially healthy with a surplus of €9000 showing at the end December 2007. Retained reserves of €68,000 are carried forward. The Membership Fees are not being changed for next year, remaining at €2000 for full fees, but will be reviewed before May for the following year.

Maxim Alekseyev was ratified as next Chair of the region at the last AGM in May 2007. This year's European AGM is from May 1-3, 2008 in Lisbon, Portugal. The Audit & Tax conference is from September 26-29, 2008 in Madrid, Spain. Emili Batlle is coordinating a professional group to present and lead the conference – this event continues to grow from year to year attracting more members from outside Europe.

Americas – Ken Kirkland

The region has continued to invest in new projects including the new and successful Latin American conference.



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Two dates have been set for JHI University for May – levels 3 & 5, and for October – levels 1, 2, 4. Marks Paneth & Shron has been very supportive, hosting the meetings at their facility. The Projection is for 100 staff from JHI firms to be trained in the university this year.

A second regional e-newsletter was recently circulated with the latest updates on the region's activities. A total of three such newsletters are projected for this year. The regional conference in Quebec City takes place from June 11-14, 2008. The conference will include a substantive topic breakout session for each sub-region (Canada, the United States and Latin America), each will provide continuing education credits.

Also the conference will feature a session on disaster planning – how we as an organization can help to protect each other's firms – partnering with firms in different locations. Note that Quebec City is celebrating its 400th Anniversary this year and is a popular destination.....BOOK NOW to ensure your air ticket and hotel reservation!

Litigation session – we are still trying to get this program up and running under the University umbrella. The firm of Hemming Morse, specializing in Litigation and Forensic Accounting, has kindly agreed to provide the training program.

Latin American firms are getting together again in Miami just prior to the international conference.

An exciting initiative has been undertaken by four of the Latin American firms – they have developed an advertisement in an “on Board” airline magazine between their countries, with the JHI logo. A sample of this advertising campaign has been circulated to all members – please contact the international office if you are interested in undertaking similar projects!



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Asia Pacific – Norman Same

The Regional Executive now meets via teleconference every 2 months. There have been challenges with the distance and spread of regional firms. Mark Smith's contributions have been invaluable. Also, the Singapore firm of Kong, Lim & Partners has been very supportive with the provision of administrative support in the person of the Regional Secretary NurAzean Hamden.

July 23-26, 2008 is the regional conference in Sea World Resort on the Australian Gold Coast – the focus will be a facilitation workshop.

The region is pleased to welcome a new member firm in Adelaide – they will add to the quality of the group.

International AGM October 29 – November 1 2008 – Miami, Florida, USA

The international meeting takes place this year in Miami Beach, Florida at the Ritz Carlton Hotel. As you know, attendance at international and regional conferences is a membership requirement. Also, this is your premier opportunity to network and to familiarize yourself with other members from around the World. These meetings are a major source of business leads and best practice ideas. Plan your attendance now!

*The 2009 International Conference and
AGM will be in Trivandrum, India!*



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MEMBERSHIP UPDATE

Chairman and Executive Director attendance at regional meetings, site visits

We will continue the initiative begun last year whereby the International Chair and Executive Director will attend all the regional meetings. This year we will try to add on additional site visits to prospective or existing members in each region.

Site visits by regional executive members

Regional Executive members will also plan to visit various member firms and potential member firms in their regions throughout the year.

Membership status - growth and attrition

In the past few months there have been some adjustments in membership, some due to mergers or acquisitions.

We are also adding new members in Newton, Mass., USA; Brussels, Belgium; Morocco; Adelaide, Australia; Vietnam and Pakistan.

Our mission is to identify places where we don't have members and to target firms in those venues. Please do not hesitate to provide the regional or international offices with any suggestions of potential member firms.



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LIST OF EVENTS 2008

For details, registration forms and more, visit the JHI website.
<http://www.jhi.com/education/index.htm>.

European Regional Conference and AGM

May 1-3, 2008, Lisbon, Portugal



JHI University

May 4-7, 2008: CPA Level Three, New York City

May 8-9, 2008: CPA Level Five, New York City

Region of the Americas Conference and AGM

June 11-14, 2008

Auberge St-Antoine Hotel

The Top Hotel in Canada

Québec City, Québec

Asia-Pacific Regional Conference and AGM

July 23-26, 2008

Sea World Resort

Queensland, Australia

Managing Partners' Summit

September 5 (1 p.m.) – 7 (3 p.m.), 2008

Ritz-Carlton, Buckhead

Atlanta, GA, U.S.

Information Technology Conference

September 21 (3 p.m.) - September 23 (5 p.m.), 2008

Westin O'Hare

Chicago, Illinois, U.S.

Audit & Tax Conferences

September 26-29, 2008

Madrid, Spain



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JHI University

October 19-23, 2008: CPA Level One, Minneapolis
October 19-22, 2008: CPA Levels Two and Four,
Minneapolis

International Conference and AGM

October 29 – November 1, 2008
Miami, Florida, U.S.

Spanish Language Conference

October 28 & 29, 2008 Miami, Florida

As you will see, we have a full range of products and offerings for our members this year – we encourage you to participate and to achieve the maximum benefit from your JHI membership!

Please do not hesitate to contact me or International Executive Director, Ruth Abrahamson (internationaleled@jhi.com) with any ideas or suggestions you may have.

Looking forward to seeing you soon!

Stuart Meyers, International Chairman