

**TAG Alliances**<sup>TM</sup>



# WASHINGTON D.C.

*Fall International Conference | October 24-26, 2016*

PRINCIPAL SPONSOR:

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## **TAG Tax** (*Culpeper*)

**Topic:** IRS Update and International Tax Issues

**Moderator:** Anna Derewenda, Williams Mullen (North Carolina & Virginia, USA - TAGLaw)

**Panelists:**

- Steven Miller, Former IRS Acting Commissioner, alliantgroup National Director of Tax
- Lisa Spearman, Mercer & Hole (London, England - TIAG)

During this session we will delve into recent changes at the U.S. IRS and also discuss important international tax issues such as FATCA, Common Reporting Standards (CRS) and the tax implications of Brexit. What are clients saying and what are their concerns? Come prepared to discuss and provide an update from your jurisdiction. Also, come prepared to ask the “taxman” any questions about enforcement, tax policy or even what it is like to be the IRS Commissioner in the United States.

- IRS & U.S. Tax Update by Steven Miller
- Ethics & Policies of International Tax and Accounting (BEPS, FATCA, CRS, Automatic Sharing of Info, etc.)
- Tax Implications of Brexit

**Co-chairs:**

- Anna Derewenda; Williams Mullen (North Carolina & Virginia, USA - TAGLaw)
- Lisa Spearman; Mercer & Hole (London, England - TIAG)
- Saul Brenner; Berdon LLP (New York, NY, USA - TIAG)
- Wendy On; Fineman West (Los Angeles, CA, USA - TIAG)
- Maria Severino, Collins Barrow Toronto (Ontario, Canada - TAG-SP)

10:45 a.m. – 11:15 a.m.

**Networking Break** (*Ballroom Foyer*)

11:15 a.m. – 12:15 p.m.

**Business Development: Cross Marketing and Collaborative Opportunities Between Lawyers and Accountants** (*Grand Ballroom*)

**Presenter:** Art Kuesel, Kuesel Consulting

TAG Alliances has evolved into one of the most dynamic multidisciplinary professional organizations in the world. More and more, lawyers and accountants in TAG Alliances are finding ways to collaborate with one another to service their clients. This cooperation provides members with a distinct competitive advantage. However, some feel that this is just the tip of the iceberg. How do we collectively take it to the next level? How can members from both professions cross-market their services and leverage the expertise to win referrals and more business locally? Which members are already doing this successfully? What are the best practices needed to ensure effective cross marketing between your firm and your fellow-members inside TAG Alliances? In this session you will hear from Art Kuesel, an expert business development coach who will present and dissect ways your firm can leverage these resources found within TAG Alliances. Additionally, you will hear firsthand from a number of members who are already making the most of their membership in this manner.

**Panelists:**

- Ed Butler, LK Shields (Ireland - TAGLaw)
- Fuad Saba, FGМК, LLC (Chicago, Illinois, USA - TIAG)
- Russell Brown, Lehman Brown (Beijing & Shanghai, China - TIAG)
- Mariano Batalla, Batalla Salto Luna (Costa Rica - TAGLaw)