



MSI New Members' Meeting

MSI EMEA Conference
15th – 17th May 2025 – Vienna

Independent legal & accounting firms

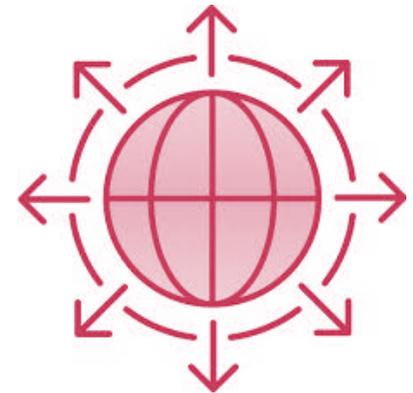
Our new members 2024/2025

2024

- Anjarwalla Collins & Haidermota, Dubai, UAE, (Law)
- Baraona Marshall, Chile (Law)
- Bauman Associates, Wisconsin, USA (Acc)
- Carson Fox Legal, Auckland, New Zealand (Law)
- CityLinkers, Hong Kong (Acc)
- Gould & Ratner, Chicago, USA (Law)
- Heimann Law, Munich, Germany (Law)
- K.B. Chau & Co. Hong Kong (Law)
- LLGV Inc., Johannesburg, South Africa (Law)
- PE Partners, Uganda (Acc)
- Roxburgh Milkins, Bristol UK (Law)
- Rusing Lopez Lizardi, Phoenix, USA (Law)
- SOH Rechtsanwälte Steuerberater Partnerschaft mb), Essen, Germany (Law)
- SIBIZ Business Services, Slovenia (Acc)

2025

- Octopus International Business, Gibraltar (Acc)
- Consultex, Tanzania (Acc)
- DCP Protau, Greece (Acc)
- Finchtree, Netherlands (Acc)
- Schuiteman, Netherlands (Acc)
- Stolwijk Kelderman, Netherlands (Acc)
- U Adviseurs. Netherlands (Acc)
- Tayhuan Partners Attorneys- at-Law, Taiwan (Law)
- Al Busaidy Mansoor Jamal & Co, Oman (Law)



Our MSI Team

Secretariat



Andrew Leck
Chief Executive



Matthew Gimlette
Director of Member
Development - EMEA



Susan Greene
Director of Member
Relations - Americas



Pauline Rottstock
Head of Marketing



Pauline Javani
Head of Member
Development - APAC



Francesca Di Mattia
Events Manager



Martin A Scott
Chief Executive designate

Board of Directors

CEO
6 Directors

Area Representatives

Africa
Aus & NZ

Asia
Europe

Indian Region

North America
Latin America

Maximising networking opportunities

Key steps to a successful conference

- Network! MSI events are primarily networking events
- Introduce yourself to people
- MSI's Secretariat team can introduce you to anyone you would like to meet



A member's experience

Tito Isaac & Co LLP, Singapore

About the firm

Joined MSI in 2021

Conferences/ meetings/ webinars

Interaction with other members

Advice to new members

Find another newish member to do this – maybe Donatsky?

What do you want to discover about fellow MSI members?

- **ABOUT YOU:** Where are you from? What languages do you speak?
- **EXPERTISE:** What niches or sectors do you specialise in? What are your main areas of expertise?
- **TARGETS:** What kind of work or clients are you looking for? What makes a good referral for you?
- **HELP:** How can I help you? How can we work together to serve your clients better?
- **OPPORTUNITIES:** If I have an opportunity for you, what's the best way to position you with my client?
- **PEOPLE:** Who else in your firm do you think I should meet or build a relationship with?
- **MSI:** Why did you join MSI? How long ago? What do you like most about being a member?
- **PERSONAL:** What do you like doing when you're not working or coming to these conferences?
- **GOALS:** What are you looking to get from this conference? What does success look like for you?

Maximising networking opportunities

Key steps to a successful conference

- Use the delegate list to seek out members you would like to meet
- All delegate badges denote the members name, their firm, where they are from, and whether they are lawyers or accountants and/or new members
- Make notes about MSI members that you met, so that you can follow up with them at a later date
 - Make sure your firm profile (practice areas and market sectors) is up to date on our website



Maximising networking opportunities

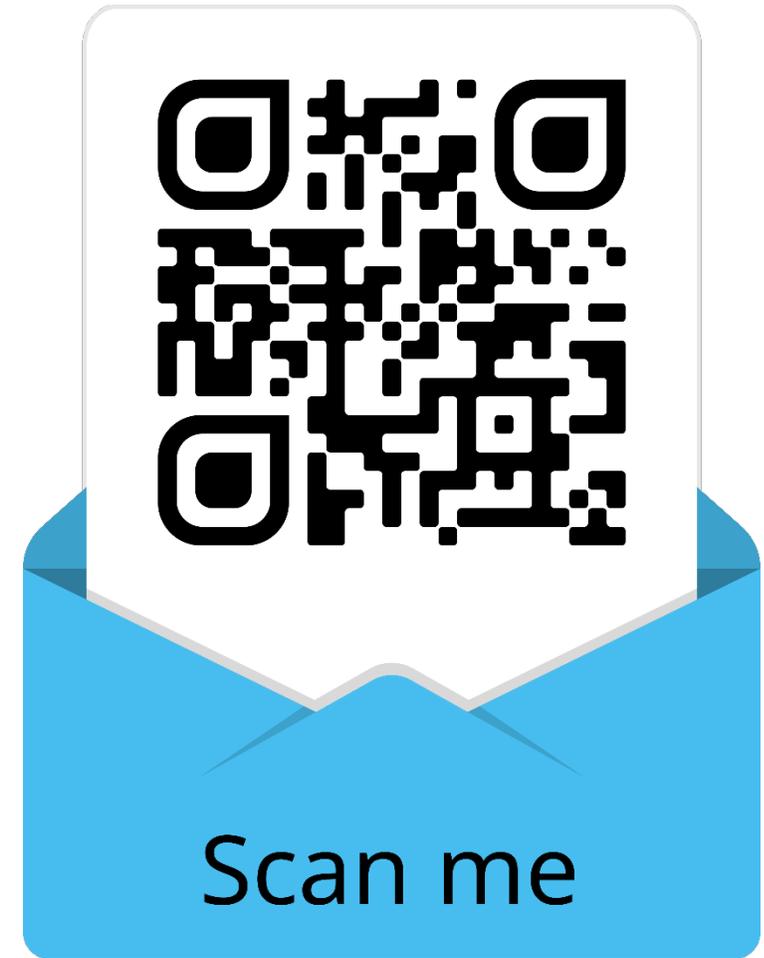
Key steps to a successful conference

- Connect with delegates you meet over the course of the weekend through LinkedIn and via the Swapcard event app
- Follow the MSI Global Alliance Company page on LinkedIn



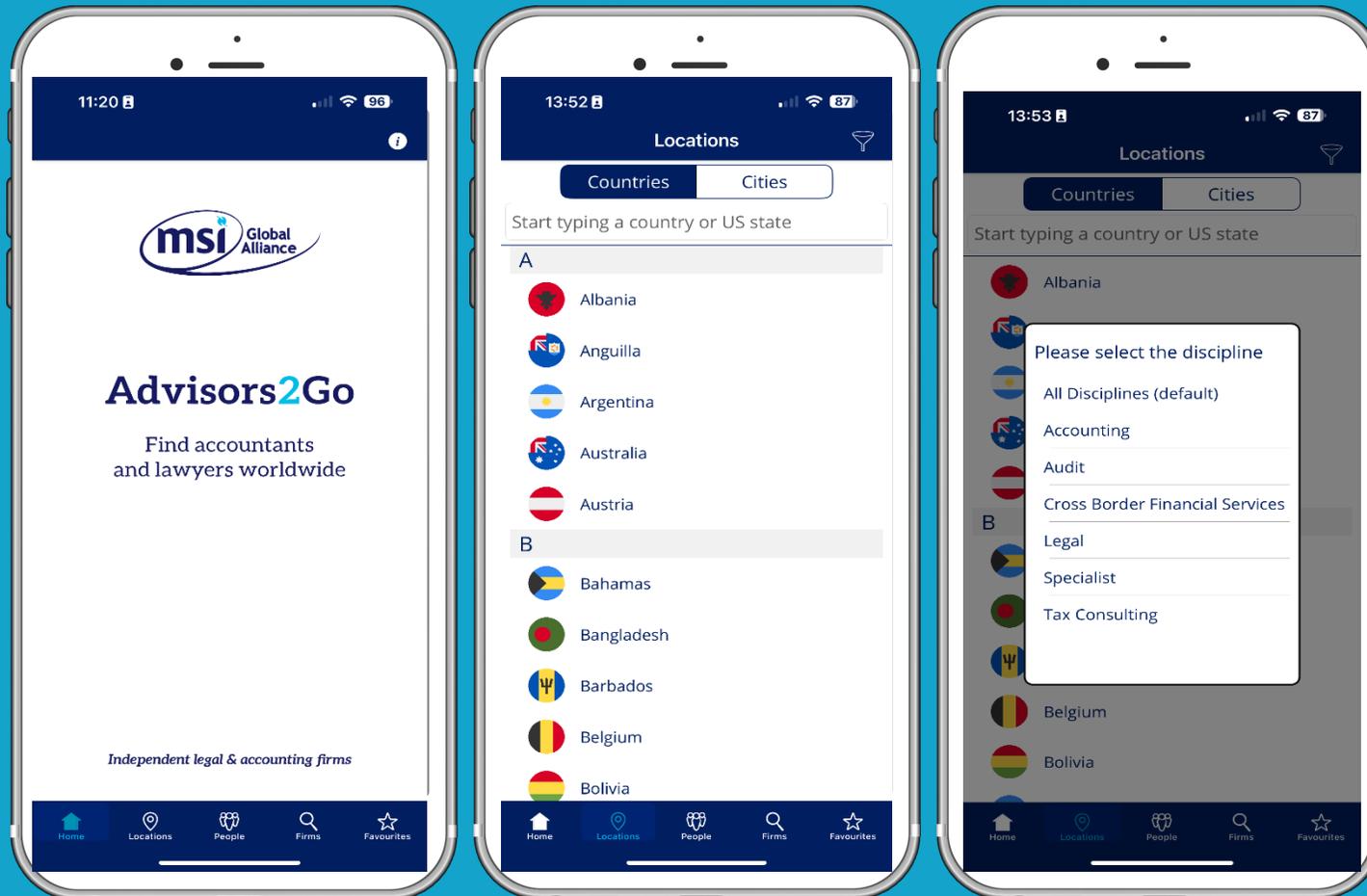
Swapcard Conference App

Get the event app for agenda, attendee list and latest updates



Member Resources

Advisors2Go

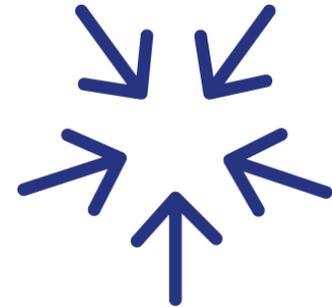


- Requires user log in using website credentials
- Enhanced search and filter
- Save Favourites
- Direct online contact with members
- Works offline, no internet required

Maximising networking opportunities

Key steps to a successful conference

- Enjoy the social events – it is an opportunity to meet other delegates in a more relaxed environment
- For the conference sessions and dinners, please take the opportunity to sit with different delegates to meet as many people as possible during the programme



Stay connected and engaged on your return



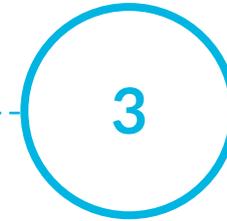
Think MSI

Raise awareness of your MSI membership to staff and clients



Contact

Ensure your partners and firm profiles on the MSI website are up to date



Communicate

Follow up with members and connect on LinkedIn



Stay connected

View upcoming MSI Conferences and events that you might want to attend

