

MGI Worldwide Member Success Story

Young Ham from Korea-based member firm MGI Hanmi Accounting Corporation, discusses how MGI Worldwide membership has helped the firm to specialise in offering cross-border M&A support services.

Speaking at the 2018 MGI Worldwide AGM, Young Ham from MGI Asia firm MGI Hanmi Accounting Corporation, discussed how membership to MGI Worldwide benefitted them in a different way than the firm initially expected.

Taking the firm's business abroad

Expecting client referrals as soon as the firm became a member of MGI Worldwide, Young Ham explained how MGI Hanmi Accounting Corporation had to take advantage of their MGI Worldwide membership in a different way. The firm used their position as part of the global accounting network to approach Korean-based entities seeking international accounting support.

Using the example of a Korean government agency assisting SMEs with investing abroad, Young outlined how they presented themselves as part of an international accounting association, which gave the agency confidence in partnering with the firm for providing accounting services to clients doing business internationally. "We have become a standardised service providing cross-border M&A support."

Strength in partnerships within the network

The firm has collaborated with member firms across Asia, based in locations such as Indonesia, Vietnam, China, Hong Kong and Japan but also further afield with member firms in the USA, France and the UK. Speaking about the usefulness of these partnerships, Young went on to say "We were able to provide a lot of significant information to clients, which was valued and resulted in additional referrals."

Young concluded by stating that despite the initial apprehension of collaborating with partners who spoke different languages, and had a different approach and work ethic, all projects undertaken were successful, resulting in satisfied clients and more business opportunities.

Young looks forward to collaborating with more MGI Worldwide members in the near future.

MGI Worldwide is a top 20 ranked global accounting network with some 5,000 independent auditors, accountants and tax experts in over 260 locations around the world.



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Hanmi Accounting Corporation provides services in various specialty areas. They offer multi-perspective strategic decision making to assist in the success of their client's business management.



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