

Business Development Focus

A new year, a new role and a pandemic have certainly given me a good challenge over the last 9 months! Here's a quick round up of two of the business development projects that have taken place during that time.



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Global Specialist Groups

It's great to see the enthusiasm from our specialist groups to revitalise their activities and bring members together from MGI and CPAAI. Not only have existing groups been merged we have also created new VAT and Transfer Pricing groups and are exploring new specialist groups too.

We've made a change to the structure of the groups which, with my support, is making it manageable for members to plan a schedule of activities and look for ways to develop more business opportunities.

Building International Relationships

When we understand and learn more about each other, the business development possibilities increase. Not being able to meet in person through our usual events means that we have to think differently about how we get to know our fellow members since we merged.

I'll shortly be sharing with you all an update on this initiative and asking for your co-operation to explore potential new business opportunities.

In the meantime, I have been able to facilitate connections between members who have been able to meet virtually and open a dialogue for future collaboration.

There are so many possibilities available to explore in this area and I'd like to talk to you about how these can benefit your firm. Please get in touch to arrange a call.

NEWSFLASH

New Business Development resource pages are now available on the website

mgiworld.com/BusDev



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