



Welcome to the Summer 2008 Newswire

Introduction By Paul Winder



Welcome to our summer 2008 Newswire, although it doesn't feel very summery following the May bank holiday weekend! I look forward to meeting those of you travelling to Madrid for the European Conference, where hopefully we should find some sunshine, and enjoy the opportunity to meet MGI members from around the world.

Our seminar program for the year is now well under way and the details of our partners and managers conference, from 20-22 November, are also close to being finalised.

Our MGI UK & Ireland website has been refreshed. Not only does it reflect the new MGI brand but it now gives out a bolder message to potential member firms and businesses looking for an accountant with strong international links. It will evolve over time, so please feed back any suggestions for future amendments.

This issue includes a feature on Seymour Taylor, as I want to encourage firms to promote themselves via the Newswire to other members and prospective members and clients who review our website. If your firm wants this opportunity in the next issue then let me know, to put yourself at the top of the queue.

We also have a couple of topical articles reflecting what's been going on at some firms in the last few months. Robin has summarised the enormous process of selling the London office of MGI Midgley Snelling whilst Bill has set out his experiences from a recent QAD visit at Seymour Taylor.

Earlier this month I had the opportunity to meet with Clive Mieville, our newly appointed MGI executive director. At present, Clive is working for MGI for one day a week so most of his time is taken up meeting with members and hearing their views on MGI and what his priorities should be. Those attending the EAM will have the opportunity to hear his initial thoughts on MGI for themselves.

During our meeting, Clive and I discussed the history of MGI and the independence that the UK and Ireland has enjoyed in taking forward the association. I reiterated the view of our desire to maintain this situation now that MGI UK and Ireland is once again thriving as a cohesive body of member firms. The issue of our being independent from our European associates will, however, continue to be raised for the foreseeable future.

I look forward to meeting with you all at conferences, seminars or when I next visit your firms.

New website goes global



MGI UK and Ireland has launched a new-look website as part of its strategic plan to move the organisation forward into the future.

The redesigned www.mgi-uk.co.uk website is also one of the first national association sites to feature MGI's global brand identity.

[Find out more](#)

Conference turns spotlight on recruitment



MGI UK and Ireland members will be focusing on the key issue of attracting the highest calibre recruits into accountancy – and the challenge of keeping them in the profession – at the organisation's 2008 annual conference.

[Find out more](#)

Marketing makes key difference



The role marketing can play in winning audit business from top 20 rivals was the theme of an MGI training day.

Delegates were inspired by the case study of a firm that successfully won an extra £120,000 in fees through a coordinated marketing strategy.

[Find out more](#)

Spotlight on...Seymour Taylor



MGI member Seymour Taylor is carving out a specialist niche for itself – and putting the name High Wycombe on the world map – as it works with UK subsidiaries of firms all over the world.

And the firm's expertise in mergers, sales and acquisitions is also likely to be in demand over the coming months, as the credit crunch creates a busy market.

[Find out more](#)

End of an era at MGI Midgley Snelling



MGI founder MGI Midgley Snelling is starting a new phase in its 80-year history, following the sale of its London practice.

Now that the dust has settled, partner Robin Sewell gives an inside view of the process and lessons learned.

[Find out more](#)

QAD: the inside story



Seymour Taylor successfully completed an ICAEW Quality Assurance Directorate (QAD) visit earlier this month.

Partner Bill Johnston gives an inside view of what's involved in such a visit and concludes that while the process is time-consuming, it is not too traumatic.

[Find out more](#)

Pioneering partners

There was a busy agenda when MGI managing partners gathered for the first seminar of its kind.

The managing partners seminar, which included the unveiling of the new



MGI UK and Ireland website, is now planned to become a twice-yearly event.

[Find out more](#)

Latest press articles



Keep up to date with the latest news and developments at MGI UK by visiting our website at www.mgi-uk.com

- [MGI launches new international brand](#)
- [To pay or not to pay – that is the £30,000 question](#)

Previous Newswires are available for [download here](#)

Diary dates



The 2008 European Area Meeting 2008 takes place from 11-13 June in Madrid, hosted by MGI Audicon and Partners

Based at the Hotel Intercontinental, the meeting programme includes addresses by MGI chair Andrew Grout, MGI executive director Clive Mieville and a major focus on the way forward for the MGI European Area.

We also have a series of events a little closer to home:

17 June: Tax Specialists Forum, London

The forum is aimed at tax partners, managers and assistants with the aim of building relationships between MGI member tax teams, including the opportunity to highlight their particular expertise and experience.

During the day, firms will informally present on a case that they feel will be of relevance and interest to other members. We will also focus on how member firms can be more proactive in creating opportunities to work together or to outsource work to each other.

COMING SOON ...

Impact and Influence

Presented by Judith Gilmore, this seminar is designed to help managers or recently appointed partners to improve their skills at dealing with difficult situations. We are rearranging this seminar from the previously advertised date of 24 June due to unforeseen circumstances.

HR Seminar with Azure Consulting

Azure Consulting will focus on a topical HR issue for this seminar.

Managing Partners Seminar

This seminar will give managing partners the chance to comment on a detailed area of their practice that works particularly well or which needs improvement.

Two-part seminar: Business and Personal Risk and Practice Legal Structure In the first half of this seminar, Windsor will highlight key issues around ongoing risk management at a practice and personal level, with its implications for the cost and nature of professional indemnity insurance cover.

The second presentation will be focus on the importance of the legal structure of your business.

IT Specialists Forum

This seminar will be aimed at those responsible for IT decision-making

as well as those with day to day responsibility for internal IT matters.

We operate a responsible email policy at MGI UK, so if you do not wish to receive further copies of this newswire, [click here](#) to unsubscribe.

MGI UK Area, PO Box 3023, Eastbourne, East Sussex, BN21 9DQ