

# From Rome to Real Results:

## How one AGM meeting sparked cross-border tax support

When MGI members meet in person, the conversations often lead to more than just new ideas, they can spark long-lasting collaborations. For Angela Alexander from Barnes Wendling in Cleveland, USA, and Michelle Koscec from Toronto-based RMR Rosenswig McRae Rosso LLP, one chance meeting at the 2024 MGI Global AGM in Rome turned into exactly that.

### A Conversation That Clicked

Michelle had recently reached out to Barnes Wendling, looking for a US tax contact. She didn't know she would soon meet the perfect person for the job. At the AGM's formal dinner, she found herself seated next to Angela.

What started as polite introductions soon turned into an animated discussion. They discovered their firms had much in common: similar client bases, comparable size, and the same dedication to guiding clients through complex cross-border tax matters.

### From First Meeting to Ongoing Support

Back in their respective offices, the two wasted no time putting their connection into action. Angela began working with RMR's Canadian clients on US tax matters, from US citizens living in Canada to Canadians preparing to move south.

The collaboration has been a two-way street. When Michelle faced a particularly complex foreign tax transaction beyond Angela's expertise, Angela connected her with a trusted external specialist who could step in.



“

*Attending in-person meetings grows connections, strengthens friendships and ultimately benefits our clients”*

**Angela Alexander**

Director | Barnes Wendling CPAs, Inc

## Why Showing Up Matters

Their story is a simple but powerful example of the MGI network in action: relationships formed in person become partnerships that deliver real client value across borders.

And with the next MGI Global AGM coming up this October, it's the perfect reminder that the most important conversations you have might not be on the agenda, but they might just happen over dinner.

*The value of connecting in person can never be replaced with emails, video calls or texts.*

*That meeting made working with an accountant in another country feel seamless because I know I can 'just call Angela'*



Michelle Koscec

Partner | RMR Rosenswig McRae Rosso LLP

## Find out more & get in touch



### Angela Alexander

Director

✉ [aa@barneswendling.com](mailto:aa@barneswendling.com) 🌐 [www.barneswendling.com](http://www.barneswendling.com)



Chartered Professional Accountants

### Michelle Koscec

Partner

✉ [michelle@rmrcpa.ca](mailto:michelle@rmrcpa.ca) 🌐 [www.rmrcpa.ca](http://www.rmrcpa.ca)

## Share your story

Is your MGI membership benefitting your firm?  
If you have stories of collaboration and growth – let us know.  
We would love to share them.

Contact Emma Rowley: [emma.rowley@mgiworld.com](mailto:emma.rowley@mgiworld.com)



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