



2015 Worldwide Annual
Conference and Latin America
regional meeting
New York, USA
21st October – 25th October





Hotel and General Information

W hotel, 541 Lexington Avenue, New York, 10022. Tel: +1 212 755 1200.

Check in 3pm check out 12 noon. Non smoking, pet friendly hotel.

The W is centrally located and the following attractions are within one mile: Central Park, Madison Square Garden, Chrysler Building, Carnegie Hall and the Empire State Building.

Travel information

John F. Kennedy international airport is a 30 minute drive, a cab fare will be approximately \$45. Newark Liberty international airport is a 30 minute drive, a cab fare will be approximately \$50. Grand Central Station is less than a mile away (7 blocks) and a cab fare will be approximately \$7. On site valet parking is available at \$65 per day.

October Weather in New York

The average temperature for October is between 12°C and 16°C, with mainly clear skies and low humidity. Average rainfall days, 10. Early morning and evenings can be chilly.

Dress Code for conference

Conference sessions – Business casual (jacket & tie optional)

Dinners:

- Wednesday – Welcome dinner – Jacket and Tie
- Thursday - Casual
- Friday - Casual
- Saturday – Gala dinner - Black tie.

Our thanks to Engineered Tax Services and alliantgroup for sponsoring this event.



Program details

Key: Accountants **A** Legal **L** Companions **👥**

Monday 19th October

19:00 **A L 👥** Dinner for Worldwide Board Members (including companion)

Tuesday 20th October

07.30 **Breakfast Seminar on Cross-Border Recognition, Discovery & Enforcement.** Pre register, see separate information sheet. [The Yale Club](#)

09:00-16:00 **A L** Worldwide Board meeting (lunch provided) [Studio 1](#)

19:00 **A L 👥** Dinner for Board members and Latin America meeting delegates.

Wednesday 21st October

09:00 – 16:00 **A L** Latin America Regional meeting (lunch provided) [Studio 4&5](#)
A separate agenda will be circulated for this meeting, some sessions will be held in Spanish.

16:30 – 18:00 **Worldwide Advisory Committee Meeting** [Studio 4&5](#)
Members of each regional advisory committee should attend this meeting.

19:15 – 22:00 **Welcome reception and dinner at hotel** [Great Room 2](#)

Thursday 22nd October

08:45 – 09:00 **A L** Welcome address from Alliot Group WW Chairman [Great Room](#)

09:00 – 10:00 **A L** Introduction of new members and Alliot Group AGM update

10:00 – 11:00 **A L** **Due Diligence in an Age of Doubt**
Speaker: Jeff Katz Chief Executive Bishop Group
At a time when fraud and corruption—as well as prosecutions and fines—have become common in both developed economies and emerging markets, how can executives and their companies minimise the risk of becoming exposed to fraud and other vulnerabilities? Jeff Katz will explain the genesis of due diligence requirements and how those requirements are changing. The talk will include case studies and examples of businesses which benefited by taking precautions to protect themselves from exposures that otherwise would have caused serious damage.



11:00 – 11:30		Networking break
11:30 – 12:30		<p>State of the Transatlantic Trade and Investment Partnerships with the US and other Regions</p> <p>Speaker: Ken Levinson, Executive Director, Washington International Trade Association (WITA)</p> <p>Session Overview: Insight into what is happening in US politics and Congress (specifically related to US – international trade policy), and how to influence government policies to help firms achieve their objectives.</p>
12:30 – 13:30		<p>Top Issues Facing the profession</p> <p>Speaker: Mark J. Koziel, CPA, CGMA, Vice President Firm Services & Global Alliances, AICPA</p> <p>Session Overview: Mark will give a summary of a recent survey of firm issues in the US and compare those to those of other markets and talk about the various ways to tackle them.</p>
13:30 – 14:30		Lunch Assembly 1
14:30 – 18:30		Harlem Tour, departing lobby at 14:30 by coach
18:45 – 22:00		Dinner at Lincoln, directly from Harlem tour

Friday 23rd October

09:00 – 10:30		<p>Becoming a High Performance Firm Great Room</p> <p>Speaker: Tim Bartz, Director, Upstream Academy</p> <p>Tim Bartz has been recognized as one of the major influencers of the accounting profession and has been listed as one of IPA's "Most Recommended Consultants."</p> <p>Tim was instrumental in the development of Upstream Academy, LLC and uses his many years of practical real world experience to ensure Upstream products and services remain relevant, practical, cost-conscious and effective in bringing accounting firms to a higher level of performance and productivity.</p> <p>Session overview: The session will introduce the six disciplines of high performance for accounting and legal practices and will then focus on two areas that seem to be on everyone's "hot list" – partner effectiveness and providing exceptional service to your best clients. I'll incorporate discussion questions into the presentation to allow individuals to explore issues around partner effectiveness and client service.</p>
10:00 – 14:00		Companions tour, departing lobby at 10.00 by coach
10:30 – 11:00		Networking break



11:00 – 12:30 **A L** Being a High Performing Firm continued.....

12:30 – 13:30 **A L** Lunch **Assembly 1**

13:30 - 16:00 **A L** **Business Development Strategies - Building micro niches and using social media to increase business development success**

David Wolfskehl, Director of Operations at Whitman Business Advisors and author of The Micro-Niche Method in conjunction with David Deutsch, Director of Social Media and Online Strategy for Whitman Business Advisors will present jointly on your pathway to premium pricing and increased profitability. This session combining the micro-niche strategy together with the proper use of social media to develop business, not just to get likes and followers, will have you leave the room with an actionable plan and the path to increased business development successes.

Session overview:

Micro Niche Strategy

- Why Niche strategies are the pathway to profitability
- How do clients think about specialization
- How to identify Niches in your current practice
- How to avoid being a commodity

Social Media as a business Development Tool

- What every managing partner should know about Social Media
- How to use Social Media to grow your business

Putting social media and Micro Niches together to build a business development process

- Building your Micro Niche message
- Building out your LinkedIn profile to be in alignment with your specialty
- Putting the Micro Niche and LinkedIn into action

18:30 – 22:00 **A L**  Dinner cruise



Saturday 24th October

09:00 – 10:30	A	Accounting breakout session Great Room IRS/Tax Update presented by Steve Miller, former Acting IRS Commissioner and National Director of Tax of alliantNational Statistics & Analysis on Examination of Business Tax Returns – what impact will this have on Alliot member firms? IRS Operating Budget and how that will impact you. Significant IRS activity regarding Captive Insurance Companies. FATCA (Foreign Account Tax Compliance Act) Update. International Tax Enforcement.
09:00 – 10:30	L	Legal breakout session studio 2&3
10:30 – 11:00	A L	Networking break
11:00 – 12:00	A L	Investing in the US and an introduction to the hospitality industry Presentation by local members Fred Farkouh and Bruce Militzok from Farkouh, Furman & Faccio LLP and Andrew Peskoe from Golenbock Eiseman Assor Bell & Peskoe LLP. <u>FATCA (Foreign Account Tax Compliance Act)</u> - What is FATCA? - How does it affect Alliot Group members and their clients? - Payment and payees subject to withholding - What is the potential withholding rate? - What are the FATCA statuses - FFI (foreign financial institution) - NFFE (non-financial foreign entity) - exceptions - Required documentation and reporting - Review of Form W-8BEN-E <u>Foreign Investment in the United States</u> - Direct investment in the United States through an operating business - Review of available entities and other structuring considerations - Brief review of common income tax treaties - State and local income tax considerations - Investments through partnerships, Hedge Funds and Private Equity Funds - Alternative structures - Discuss source of income rules and income effectively connected with a trade or business in the United States - Withholding requirements - FIRPTA (Foreign Investment in Real Property Tax Act) <u>Hospitality Industry</u> insights and developments in the international licensing of restaurant brands and hospitality intellectual property, and international trade in celebrity chef brands.
13:00 – 14:00	A L	Lunch Assembly 1
14:00 – 18:00	A L	City tour
19:30 – 24:00	A L	Gala dinner, depart lobby at 19:30 by coach



Social Program - Tours



Thursday: A visit to Harlem - Harlem is a fascinating historic district featuring many beautiful homes, churches, museums and cemeteries. We will see the Morris-Jumel Mansion, built in 1765, George Washington utilized this during the revolutionary war as his headquarters. We end the tour at a local church where a Gospel Singing Workshop has been arranged, a bad singing voice is nothing to worry about!



Friday morning: Companions tour – a guided tour through New York’s culinary delights. See mozzarella being made by hand, stroll through Chinatown and visit Chelsea Market which takes up an entire city block and houses 12 of New York’s finest specialty food shops. There will also be a visit to an old-school candy store.



Saturday: Downtown – A visit to one of NY’s oldest districts, we will visit the One World Trade Tower for a view of Manhattan, this is the tallest building of the United States! We will then head to Ground Zero to view the two enormous waterfalls and see how the area has been reborn.



Dinners

Tuesday – Latin America meeting delegates and Board members, Smith & Wollensky ‘the quintessential New York City steakhouse’.

Wednesday – Welcome reception and dinner at our hotel.

Thursday – We have a full buyout of the Lincoln Ristorante in the Lincoln Center.

Friday – Dinner cruise on board the Atlantica, a private yacht which sails from Chelsea Piers. We will view many iconic sights on the three hour sail along the Hudson River.

Saturday – Tavern on the Green in Central Park, dinner and dancing in traditional Alliot Group style. We have exclusive use of the South Wing and outdoor South Terrace overlooking the Central Park Sheep Meadow.