



INTERNATIONAL PRACTICE GROUP

A Leading International Association of Lawyers, Accountants & Tax Specialists



ABOUT IPG: WHO WE ARE

With globalization being a business reality these days, small and mid-sized advisory firms feel a growing need to follow their clients abroad to avoid the risk of losing them to one of the global law or accounting conglomerates.

The founding fathers of International Practice Group (IPG) realized that clients like to seek the advice of their local professional even when moving into new markets and to remain represented by their local advisor when carrying out international transactions. With this idea in mind, IPG was established in 1988 as the very first non-profit association of independent lawyers, accountants and tax advisers.

As of today, about 110 member firms in over 40 countries worldwide cooperate to transact international business cost-effectively and to the highest professional standards for the benefit of their clients.

Tracing its original roots to Europe, IPG still is primarily a European association, but with a strong global presence. Also, the organization continues to expand worldwide.

Member firms are carefully selected among highly regarded firms in major commercial centers and are united by a mutual belief in responsive, high quality, partner-led, cost effective and personalized advice. All member firms are fluent in English.

IPG is run by a Board of Directors which is elected by all members. The Board of Directors consists of six members drawn from various member firms. In addition, the association maintains a full-time secretariat to take care of all matters involved with the membership.



THE BENEFITS OF IPG

IPG essentially provides a platform for its members to establish working relationships with other lawyers, accountants, tax advisors and related professionals worldwide. Frequent communication between IPG members on different levels and on different occasions helps to build and maintain a maximum level of trust among members for mutual client referrals.

At regular IPG conferences, which are hosted twice a year at various locations, members have the opportunity to get to know each other personally and share their international experiences face-to-face. Regional IPG meetings, periodic newsletters, as well as online discussion forums further facilitate communication amongst members.

IPG members are not in a formal partnership with each other. Each member firm carries out its business independently.

Although members are encouraged to refer work to one another, IPG is a non-exclusive association, meaning that members are not bound to deal exclusively with other IPG members. There will inevitably be matters, which (for reasons of geography, long established connections or a particular specialist skill) are best dealt with by a non-IPG firm. Focusing on the best interests of the client, it is the sole decision of each member firm when to involve other IPG members and when to seek professional assistance outside of IPG.

Referring members are able to demonstrate a high level of multi-disciplinary and cross border competence to their clients and therefore strengthen their existing client relationships. When referring work within IPG, members can be confident that their clients are "in good hands" with professionals they know and can trust.

Likewise, members can benefit from work referred to them from other professionals within IPG.

All in all, becoming an IPG member means being part of an open, friendly and well organized group that helps to serve corporate and private clients abroad and opens up new horizons. An IPG membership represents an added value to clients with the ability to provide a greater range of multi-disciplinary services, based on resources beyond country borders.



HOW TO JOIN IPG

Professional services firms who are interested in joining IPG are welcome to attend an IPG conference as a guest to get a first hand impression of our association and our members.

Once a candidate firm has decided to join IPG, it is requested to file an application form with the IPG secretariat. The Board of Directors will subsequently review the application and arrange for a Due Diligence visit by an existing IPG member at the candidate's office. This helps to maintain the high professional standards of IPG.

Once the Board of Directors has reviewed the Due Diligence results, a final decision is taken on whether the candidate firm is proposed for membership.

If so, the candidate firm is invited to the next IPG conference where it has the opportunity to formally present itself to the attending members who will ultimately vote on their membership.

IPG as a non-profit association constantly tries to keep its operating costs at a minimal level so that the membership fees are reasonably low.



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