

Network News

JANUARY 2020

INSIDE THIS ISSUE

- 2020 Conference in Panama City!
- Russell Bedford Starts New Year With Continued Growth in Africa
- Former Moore Global firm joins the network in second coup of the year
- Incredible start to the year continues with third recruitment of 2020
- 50th anniversary of newly recruited Kenyan firm
- SKP listed in America's top tax and accounting firms
- Global Accounting Update
- Forthcoming conferences
- Russell Bedford – key facts and figures 2020

2020 Conference in Panama City!

The modern capital city of Panama – Panama City – framed by the Pacific Ocean, was the location for the first of Russell Bedford's conferences in 2020, with the Americas Conference and COIBE Meeting (in Spanish). Hosted by Russell Bedford's Panama member, Forero Gordón & Asociados, and held at the iconic InterContinental Miramar Hotel overlooking the Pacific Ocean, the first conference of the year drew members from more than 20 countries from around the world.

COIBE Meeting

The COIBE (Ibero-American Committee) Meeting, delivered in Spanish, began with a networking lunch prior to the opening of sessions.

After a welcome note the host firm, Forero Gordón & Asociados, opened the meeting with a welcome presentation which was followed by a session on transfer pricing by Raúl Hurtado (TP Consulting).

After a short break for further networking, Russell Bedford's Puerto Rico member firm, RRC CPA Group, delivered their new firm presentation. Russell Bedford's Marketing Executive, Clara Sanchez, closed the first day of sessions with a workshop on best practices for branding Russell Bedford member firms.



Americas Conference

After a welcome note from board member for North America, Steve Horn, Upward Spiral Partnership's Martin Bissett opened the Americas Conference with his session on 'Presenting the Commercial Longevity Ladder'. Martin followed this session with a further workshop on 'Success Step 3 – creating your pipeline'.

Following a networking break, Russell Bedford's CEO, Stephen Hamlet, delivered an update on what's been happening in the network and was joined by Russell Bedford's Chair, Bruce Saward who discussed the future strategy of the network.

After a successful first day of sessions, delegates made their way to the historic Panama Canal, famed for its cobblestoned walkways and colonial-era landmarks like the neoclassical Palacio Presidencial, for dinner and continued networking.

Day two of the Americas Conference opened with a session called 'Trump's NAFTA replacement: What does USMCA mean?' delivered by the partners of some of Russell Bedford's member firms in North and Latin America - Hartley Cohen, Javier Jimenez and Steve Horn.

Hinge Marketing's Lee Frederiksen joined to deliver a session on 'How to gain a sustainable competitive advantage'. After a networking break, Lee resumed with a session on 'Growth through mergers: beating the odds'.

Up next, the conference welcomed a very interesting guest, as ex. Penn. State Football team captain Lee Rubin joined to talk about the five components of extraordinary teams.

Janine Cubbon and Deidree Bain from Russell Bedford's Isle of Man member firm, SMP Partners followed with a discussion on 'Economic substance: challenges and opportunities' and finally, Lee Rubin closed the conference with a motivational session on 'How to think like a winner'.

The conference closed in style with an authentic Panamanian cultural experience, with an evening of dinner and entertainment at the Jazz Club located in the luxurious American Trade Hotel in Panama City's most desirable area - Casco Viejo.

Russell Bedford's CEO Stephen Hamlet said: "It's been a most successful conference and such a great way to commence this year's conference season. As always, our members have come out in their droves to connect and share business practices and ideas, as well as solutions to shared or similar business challenges."

He added: "I'm always very eager to visit as many locations as possible with the aim of integrating with our members in more and more locations around the globe. It's been fantastic meeting with one of our more recent recruits during my term as CEO, our Panama member, Forero Gordón & Asociados, as hosts of our first conference of the year. I'd like to extend a big thank you to Rogelio and Gabriel for their hospitality and support in delivering an exceptional conference."



Russell Bedford Starts New Year With Continued Growth in Africa

Russell Bedford International has announced the appointment of ARC - Auditing & Consulting as the global professional services network's member firm in Yaoundé and Douala, Cameroon.

Established in 2003, ARC is a full-service accounting firm with a focus on statutory auditing, accounting, tax, management consulting and due diligence services.

The firm also has a branch office in the business capital, Douala.

ARC works extensively on assignments relating to corporations, public bodies and projects funded by the World Bank, EC, international charities, NGOs and foundations. Much of this work involves cooperation with international consultants and groupings of consultants.

Speaking of the appointment, Russell Bedford CEO Stephen Hamlet said: "It is a pleasure to welcome ARC to the network, adding to our growing presence in Africa. The international flavour of ARC's work puts them in a position to contribute significantly to the network, while opening new opportunities for the firm and their clients as a result of their new membership. I am confident that ARC's international network membership will support the firm in achieving their business development goals while enhancing their client service offering."

Zakari Pekekue, senior partner at ARC, added: "Gaining membership of an international network is an exciting moment for our firm. We look forward to forging new relationships with members from around the world in support of our mutual clients' cross-border business needs."



Former Moore Global firm joins the network in second coup of the year

The global professional services network, Russell Bedford International, has announced the appointment of Mitten Clarke as its member firm in Stoke-on-Trent and Manchester, United Kingdom.

Mitten Clarke, who recently acquired the Moore Stephens firm in Stoke-on-Trent, have continued their strategic growth path by choosing the Russell Bedford network.

Founded in 1997, Mitten Clarke is a leading independent firm of chartered accountants in Stoke-on-Trent, Staffordshire and the surrounding area, and as part of its growth plans, the firm has opened an office in Manchester, further strengthening its presence in the North West regional market.

The firm which is led by five directors has been named 'Firm of the Year' by Accountancy Age and 'Independent Firm of the Year' by the British Accountancy Awards.

Employing over 60 personnel, Mitten Clarke offers comprehensive accounting, tax, audit and wealth management services, serving owner-managed businesses, corporate groups and international subsidiaries of overseas companies.

Speaking of the appointment, Russell Bedford CEO Stephen Hamlet said: "The appointment of Mitten Clarke is a fantastic boost for Russell Bedford. The firm's multiple awards and expansion plans are evidence of their drive and ambition, which are precisely the qualities we seek when recruiting the best firms for our network.

This is an exciting new addition to our presence in the UK, and I am delighted they have chosen Russell Bedford having previously been associated with Moore Global. I wish the partners and team at Mitten Clarke every success as members of our network on their continued journey of progress and impressive growth."



Scott Heath, Managing Director at Mitten Clarke, added: "As a firm with a focus on continuous development and advancement, international network membership is imperative to supporting our long-term business objectives. We are extremely enthusiastic to begin exploring new opportunities available to our firm and our clients as we expand and diversify, and we are confident that our new membership will aid us in this journey."

Incredible start to the year continues with third recruitment of 2020

Russell Bedford International has announced the appointment of a grouping of two new practices, ANiS Revizija and Anić-Antić & Sesar Tax Advisors, as the global accounting network's first member firms in Zagreb, Croatia.

With their shared offices located in Zagreb, the two firms together provide a full range of accounting, bookkeeping, payroll, audit, financial consulting, tax consulting and compliance and transfer pricing services.

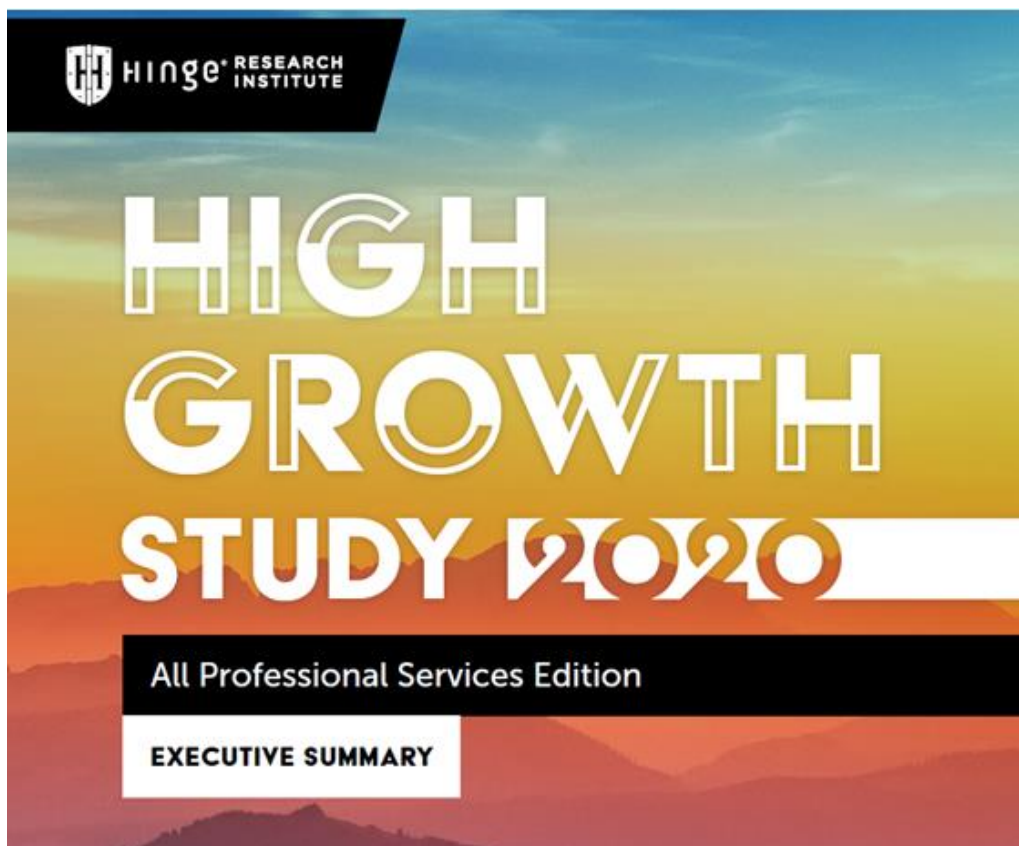
The firms service more than 90 clients operating in various business sectors including pharmaceuticals, investment funds and hotels.

Speaking of the appointment, Russell Bedford CEO Stephen Hamlet said: "I am delighted to welcome ANiS Revizija and Anić-Antić & Sesar Tax Advisors as our members in Zagreb. Following the recent addition of our North Macedonia firm, it's fantastic to see the region continue to develop in this upward trajectory."

Paško Anić-Antić, director at ANiS Revizija, added: "We are very pleased to start the year with such an exciting development. Our two firms are keen to begin working with our counterparts within the network and eagerly anticipate the new opportunities that lie ahead for us and our clients in 2020."



Hinge Research Institute 'High Growth Study 2020'



Last year some of our members participated in the 2020 High Growth Study, which was carried out by the US-based Hinge Research Institute. Hinge is led by Dr Lee Frederiksen who we were honoured to have as a guest speaker at our 2020 Americas Conference in Panama.

Through this study, Hinge Research Institute aims to discover what drives some accounting firms to sustained success. The study's findings, which include growth rates of professional services firms, and the link between growth and profitability, are now available for members to read via the Russell Bedford intranet.

SKP listed in America's top tax and accounting firms

New York member, SKP, has been listed in America's top recommended tax and accounting firms for 2020.

The firm was listed on Forbes *Editor's Pick* following a research exercise carried out in conjunction with market research company Statista.

AMERICA'S TOP RECOMMENDED TAX AND ACCOUNTING FIRMS LIST 2020

SEARCH BY STATE OR SEARCH BY NAME

Name	Year Founded	Headquarters	Awarded For
SKP - Spielman Koenigsberg & Parker	1955	New York, New York	Tax

Use Forbes logos and quotes in your marketing.

- Logo Licensing
- Reprints/Plaques
- Spreadsheet
- Custom Profile

Global Accounting Update

A round-up of updates and commentary on new standards, regulations and ethical issues

[Re-imagining the Future Accountant—Our Call to Action](#)

As automation and technology continue to drive changing business models, the role of accountants and auditors will need to rapidly evolve and adapt. As the profession looks to the future, we must anticipate areas of demand for our skills, behaviors and competencies needed to be successful in the future business ecosystem and changing expectations about what it means to be an 'accountant.' Anne-Marie Vitale Chair of the International Panel on Accountancy Education discusses.

[Tackling Fraud and Financial Crime in the Global Public Sector through Training and Education](#)

Fraud and financial crime will always exist. Where there's money, there are also people working to exploit the financial system for their personal gain – and the public sector is no exception. Les Dobie, Head of Counter Fraud Training, CIPFA shares why training and educational programs must be part of the solution.

[Performance and Financial Management: Key Factors for Small- And Medium-Sized Entities' Survival in a Volatile Environment](#)

According to the Small Business Administration, (SBA) 80% of small businesses established between 2005 and 2017 survived past their first anniversary. Unfortunately, only about half of these businesses see their fifth anniversary. And only one in three small businesses typically get to the 10-year mark. While data cited here is for the United States, other studies suggest a similar trend globally. Johnny Yong, Technical Manager, Global Accountancy Profession Support at IFAC and Robyn Erskine partner in Brooke Bird share their tips on how to avoid becoming another statistic.

Forthcoming conferences:

International Tax & EMEA Conference 2020

The International Tax & EMEA Conference 2020 will take place on 15-17 May 2020 in Bucharest, Romania. Details to follow.

Asia-Pacific Meeting 2020

The 2020 Asia-Pacific Meeting will take place on 2-3 July 2020 in Singapore. Details to follow.

All conference information is accessible via the Events section of the Russell Bedford Intranet. If you experience any problems accessing the intranet, please contact Central Office for support.

Russell Bedford - key facts and figures 2020

- More than **35 years** of global service
- **Top 20** global accounting network
- **USD 500 million** global fee income
- **700 partners** and over **6,500 staff**