

Agenda for the 51st International Meeting, host SKP, Berlin, September 10/11/12, 2015

Meeting to be held at : Steigenberger Hotel
Address : Ella-Trebe-Straße 5, 10557 Berlin, Germany
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W : <http://en.steigenberger.com/Berlin/Steigenberger-Hotel-Am-Kanzleramt>

Hotel : idem

Thursday, September 10, 2015

16.00 (60 min)	Alliance Board Meeting	Alliance Board/ Alied de Cock
17.00 (60 min)	CNI Board Meeting	Board/Alied de Cock
19.00	Assemble Hotel Foyer for Dinner at Augustiner Bräu www.augustiner-braeu-berlin.de	All

Friday, September 11, 2015

09.00 (15 min)	Start of the Meeting: <ul style="list-style-type: none"> Welcome Proxies Approval of Minutes of the last meeting (Brussels, April 2015) Actions as mentioned in Minutes 	Jerry Knock
09.15 (30 min)	Feedback on OI Partners matters	Steve Ford/ Susan Ruhl
09.45 (30 min)	Joint International Business Development I 1. AMEX case (involved so far: Steve Ford, Jerry Knock, Damian Menzies, Geert Meesschaert)	Countries involved / All
10.15 (20 min)	Coffee break	
10.35 (100 min)	Joint International Business Development II 2. Brussels actions follow up (cross border business) 3. Theme: 'How to make OIGP Business Development more powerful?' a. Intro by Damian Menzies b. Presentation and Discussion on each partner's OIGP-BD-plan 4. How to improve 'getting RFP's' (in Working Groups) * See explanation below (end of agenda)	All
12.15 (60 min)	Light Lunch at Hotel	All
13.15 (45 min)	Guest speaker: Alessia Di Iacovo on 'Synergies between Career Services and intercultural Management'.	Alessia Di Iacovo
14.00 (45 min)	OIGP International Coverage <ul style="list-style-type: none"> White spots: Scandinavia (partly), South America, Turkey, India, East-Asia etc., actions taken (prepare for this!) Discussion Actions to take 	XXXXXX All All

14.45 (15 min)	Coffee break	All
15.00 (45 min)	Discussion on 'tools': Websites, Intranet, Portal etc.	Alied de Cock / All
15.45 (45 min)	Speaker: Ralf Krause (SKP shareholder) on 'HR Demands In The Financial Services Industry'	Ralf Krause/All
16.30 (45 min)	CareerNet International Annual General Meeting of Shareholders (AGM) <ul style="list-style-type: none"> • Voting on OIGP Alliance Holding Cy (info has been sent) • (Re-)election Chairman and Director • Financial topics • Italy 	CNI shareholders / Alied de Cock
17.15	End of Friday Meeting	
19.00	Assemble Hotel Foyer for Dinner at Restaurant Neumond (Borsigstraße 28, 10115 Berlin, Tel.: +49 030 28 57 505), www.neumond-restaurant.de	All

Saturday, September 12, 2015

09.15 (30 min)	Updates (new products, new markets, competition) on local businesses since Brussels meeting	All
09.45 (60 min)	Wrap up of Business Development <ul style="list-style-type: none"> • Conclusions • 'Road maps' • Actions to take 	Damian Menzies/All
10.45 (15 min)	Coffee break	All
11.00 (45 min)	OIGP (referral) Business / Marketing <ul style="list-style-type: none"> • Feedback on (big) projects (OECD, Carrefour,) and tenders • Referral Business Overview • Actions to take 	All
11.45 (30 min)	OIGP (referral) Business / Admin <ul style="list-style-type: none"> • How to register referral business between CNI and OI • How to secure payment of the '5% for OIGP' 	
12.15 (15 min)	Miscellaneous <ol style="list-style-type: none"> 1. Meeting schedule after September 2015 <ul style="list-style-type: none"> ♦ February 2016 (??), Place? ♦ April/May 2016: OIGP Annual Global Meeting in Toronto ♦ October 2016, Place? 	Jerry Knock / All
12.30	End of Saturday Meeting	
12.30	Light Lunch at Hotel	All

* Explanation BD: each partner comes to our meeting with a 'cross border' BD plan for one or more client(s) prepared in conjunction with one or more other CNI / OI partners. Points of interest, a.o.

- a. Reason client(s) is/are a potential prospect(s), i.e. major change occurring within their business etc.
- b. Global footprint, i.e. how many locations / how many staff etc.
- c. Proposed approach:
 - ♦ How to approach
 - ♦ How could we potentially assist
 - ♦ How does OIGP differentiate from competitors
 - ♦ Etc.