

**Agenda for the 56th International Meeting,
Host: Op Solution, Torino,
October 19/20/21, 2017**

Meeting to be held at : Victoria Hotel, Torino
Address : Via N. Costa 4 - 10123 To
Tel. : +39 011 5611909 Fax +39 011 5611806
E : info@hotelvictoria-torino.com
W: : www.hotelvictoria-torino.com

Hotel : idem

Thursday, October 19, 2017

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	<p>Assemble Hotel Foyer for Dinner at Porto di Savona, Piazza Vittorio Veneto, 2 – Torino: Very typical Piemontese food. https://www.thefork.it/ristorante/porto-di-savona/54289</p> <p>13 minutes walk from the Hotel: https://www.viamichelin.it/web/Itinerari?departure=Via%20Nino%20Osta%2C%20Torino%2C%20Italia&arrival=Piazza%20Vittorio%20Veneto%2C%20Torino%2C%20Italia&index=0&vehicle=2&distance=km&corridor=</p>	All

Friday, October 20, 2017

09.00 (15 min)	<p>Start of the Meeting:</p> <ul style="list-style-type: none"> • Welcome • Proxies • Approval of Minutes of the last meeting (Copenhagen, May 2017) • Actions as mentioned in Minutes 	Jerry Knock
09.15 (30 min)	Feedback on OI Partners matters	Steve Ford/ Susan Ruhl
09.45 (60 min)	<p>Exchange of local market developments Every partner prepares little presentation on company's/country's</p> <ul style="list-style-type: none"> • competitive changes in our business • changes in what our clients are seeking, • evolution of our industry locally/globally • product development 	All
10.45 (15 min)	Coffee break	
11.00 (30 min)	Status of our OIGP client list (on Dropbox) and how to move on; presentation on 1 slide about the 3 most important customers for each country	Ling Tyler-Bennett / All

11.30 (30 min)	Prepare Case studies in different branches (e.g. Financial Services), see Copenhagen minutes	All
12.00 (30 min)	OIGP International Coverage <ul style="list-style-type: none"> • White spots • Actions taken • Actions to take 	Geert Meesschaert / All
12.30 (90 min)	Lunch near Hotel: Pizzeria la Lampara , Via Andrea Doria 23, Torino (2 mins walk)	All
14.00 (90 min)	Guest speaker: Roberto Mattio, Group HR Director of Pininfarina and President of AIDP, the Italian Association of HR Directors. Pininfarina is a famous automotive design and engineering company in Turin,. (http://www.pininfarina.it/it/homepage/homepage.htm)	Roberto Mattio
15.30 (15 min)	Coffee break	All
15.45 (90 min)	CNI/OIGP Marketing Planning <ol style="list-style-type: none"> 1. Intro by Damian Menzies (marketing team, ideas) 2. Working groups 	Alied de Cock / All
17.15	End of Friday Meeting	
19.00	Assemble Hotel Foyer for Dinner at Casa del Barolo , Via dei Mille 10, Torino: http://www.casadelbarolo.com/enotavola 2 minutes walk from the Hotel	All

Saturday, October 21, 2017

09.15 (15 min)	Wrap up of Marketing planning <ul style="list-style-type: none"> • Conclusions • ‘Road maps’ • Actions to take 	Damian Menzies/All
09.30 (30 min)	Discussion on Abintegro Portal (OI Solutions)	Alied de Cock / All
10.00 (45 min)	OIGP Joint International Business Development <ul style="list-style-type: none"> • Feedback on (big) projects and tenders • Referral Business Overview • How to register referral business between CNI and OI • How to secure payment of the ‘5% for OIGP’ • OIGP referral business rules • Actions to take 	All
10.45 (20 min)	Nordic co-operation	Kim Holst / Bjørn-Eirik Buschmann
11.05 (15 min)	Coffee break	All

11.20 (30 min)	OIGP standard presentation on the shelf: e.g. Infinity Research, Deutsche Telekom.	All
11.50 (10 min)	Miscellaneous 1. Meeting schedule after October 2017 <ul style="list-style-type: none"> ♦ April 2018: OIGP Annual Global Meeting at Miami ♦ September/October 2018, Place? 	Jerry Knock / All
12.00 (30 min)	CareerNet International Annual General Meeting of Shareholders (AGM), <ul style="list-style-type: none"> • Re-election of the Chairman and 2 Directors (Damian Menzies and Bernardo Entschew). Remark: 3rd Director (Geert Meesschaert) was already re-elected 2 yrs ago. • Financial topics 	CNI shareholders / Alied de Cock
12.30	End of Saturday Meeting	
12.30	Light Lunch at Restaurant near Hotel	All