



Morison KSi

The increasing role and presence of international associations/networks in Africa

2017

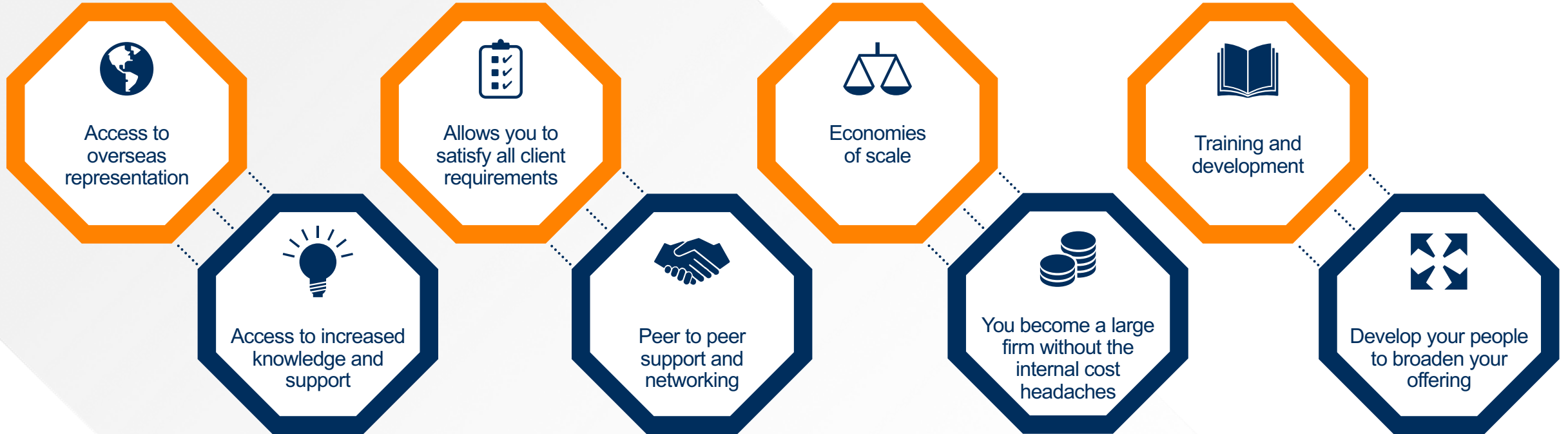
What is an international association/network?



What is the difference between a **association** and a **network**?



Why join an international association?



Some points of difference?



Run by **members**
for **members**



Firms are allocated
an **exclusive**
catchment area

Clearly defined
catchment areas
and referral rules,
exclusive
representation,
protected catchment
area but no limit on
firms' commercial
interests to open
offices in new
territories



Selective
recruitment

We only admit the
best firms



Morison KSi has a
dedicated **Global**
Executive Office –
whose full time job
is to ensure you get
full value
of membership



Quality over
quantity

We don't recruit
firms for the sake
of increasing our
ranking



We are
professional and
high **quality**...but
with a fun, **family-**
like culture

Some points of difference?



A year in the life

What to expect as a member firm



A full international and regional conference programme



Quarterly publication *Global Tax Insights*



Bi-annual publication *Global Opportunities Bulletin*



Doing Business Guide guide series



Quarterly update on member firms' awards and achievements



PR Programme: ongoing press releases, articles republished by other publications and interviews with industry journals



Participation in surveys in international publications



Invitations to various technical working groups



Training webinars based on members' requirements

What can you offer?



Full service
(accounting, audit and tax)



Excellent **client care** policy



International focus and clients with international needs



Leading firm in terms of size or quality in its target market



English-speaking partners and reception

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**Thank
You**

Who we are

Facts and figures

