

9<sup>th</sup> & 10<sup>th</sup> December 2004, Geneva

# THE FINANCIAL SERVICES INDUSTRY

## GENEVA SUMMIT

### A common initiative of:

The Offshore Institute, The Royal Society Of Fellows, The American Academy of Financial Management, The Asia Pacific Offshore Institute, The Sovereign Society



Royal Society Of Fellows



亞太境外學會  
Asia Pacific  
Offshore Institute



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With the exceptional participation of:  
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**Chairman:**  
**Samuel M. Lohman**,  
President Emeritus,  
The Offshore Institute, Co-  
President of The Royal Society  
of Fellows, Co-Director, The  
Financial Services Institute

**Speakers:**  
**Prof. Andreas Antoniou**  
**Paul Backhouse**  
**David Barron**  
**William Byrnes**  
**Prof. William L. Carney**  
**David Chong**  
**Simon Denton**  
**Vincent J. Derudder**  
**Jean-Pierre Diserens**

With the eminent participation of:  
**Robert E. Bauman**, Legal  
Counsel & Member, Executive  
Committee, The Sovereign  
Society Ltd  
**Yvonne Fong**, President,  
The Asia Pacific Offshore  
Institute

**Howard Fisher**  
**William Howarth**  
**Agatha Jeffers-Gooden**  
**Stephen Jones**  
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**Denis Kleinfeld**  
**John Langmead**  
**James Lavorgna**  
**Philip Marcovici**  
**Robert A. Mathavious**

**E. Jerry James**, President,  
The Offshore Institute  
**Prof. George S. Mentz**,  
Chairman, The American  
Academy of Financial  
Management  
**Casimir Wittgenstein**,  
Chairman, The Royal Society  
of Fellows

**Daniel Mitchell**  
**Dr. Gilbert Morris**  
**Stephen Platt**  
**John Prow**  
**Dr. Robert J. Santillan**  
**Colin Sharp**  
**Daniel Thelesklaf**  
**Philippe Theytaz**  
**Marc Weber**  
**Mark Weintrub**

### Press partner:



LE QUOTIDIEN SUISSE DE L'ÉCONOMIE

### Event organiser:

ACADEMY & FINANCE



Dear Colleagues,

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In the tradition of the world famous Davos Summit, **The Financial Services Industry Geneva Summit 2004** brings financial service industry professionals from around the world to the historic city of Geneva in order to network and gain expert insight to strategies for succeeding in the financial service industry today.

The Geneva Summit represents an evolution in financial service industry professional conferencing. Yes, it includes marketing, networking and exchange of know-how opportunities. In addition, it “raises the bar” by creating a platform for the participating delegates and associations to coordinate in a manner that has not been possible here to date.

Thus, **the Geneva Summit is an unprecedented initiative of nine prestigious financial service industry associations, collectively representing thousands of professionals worldwide** each working within the international financial service industry. **These associations agree that it is time to come together on issues that are important to the members that they represent and the international financial service sector in general.**

In line with bringing “offshore into the mainstream”, lobbyists, marketing professors, lawyers, bankers and other industry experts will present topics relevant to running a sustainable financial service firm today.

In addition, delegates shall have the opportunity to discuss matters of fundamental importance to our industry with other delegates, government representatives, professors, lobbyists and industry experts. The discussion should culminate in the first **Geneva Summit Financial Service Industry Statement** (a short list of private sector financial service industry policy views).

**The Geneva Summit is designed to positively impact the international financial services industry in general, delegates that attend, the associations involved and ultimately the clients at large that we serve.**

You have the chance to be involved in the process of change and I sincerely hope that you seize the opportunity by joining your colleagues in this significant worldwide financial service industry event. See you in December.

Sincerely,

**Samuel M. Lohman**  
Conference Chair  
President Emeritus, The Offshore Institute  
Co-President, The Royal Society of Fellows  
Co-Chairman, The Financial Service Institute  
Principle, Law Firm Lohman



<b>Samuel M. Lohman</b> , Principle, Law Firm Lohman, President Emeritus, The Offshore Institute, Co-President of The Royal Society of Fellows	10.00	<b>Introduction by the Chairman</b>
<i>COMPETITION AND REGULATION</i>		
<b>Daniel Mitchell</b> , Heritage Foundation, Washington	10.10	<b>Financial service industry policy: current state of play and the role of competition</b>
<b>Robert A. Mathavious</b> , Chief Executive Officer, BVI Financial Services Commission	10.40	<b>The emerging regulatory framework: lessons from the BVI</b>
<b>Mark Weintrub</b> , Schultz & Associates, Dallas (Texas)	11.10	<b>Sarbanes Oxley Act and creeping US Government regulation into international markets and financial service industry</b>
<b>Jean-Pierre Diserens</b> , Founding Member of the Convention of Independent Financial Advisors (CIFA), Geneva	11.40	<b>Regulating independent financial intermediaries : current problems and alternative solutions</b>
<b>Vincent J. Derudder</b> , General Secretary, European Federation of Financial Advisers and Financial Intermediaries (FECIF), Brussels	12.00	<b>A solution for intermediaries: how to get organised in network</b>
<b>Marc Weber</b> , Head of Legal Department, UEB (Switzerland), BNP Paribas Group, Geneva	12.20	<b>The Swiss bank account: past, present and future</b>
<i>INTERNATIONAL FINANCIAL CENTRES</i>		
<b>Prof. Andreas Antoniou</b> , Deputy Director, International Finance and Capital Markets Section, Economic Affairs Division, Commonwealth Secretariat, London	14.10	<b>The process of change through the Commonwealth Secretariat - Development of sustainable services within the Commonwealth</b>
<b>Dr. Gilbert Morris</b> , Director, Bahamian Landfall Centre for Finance , Nassau	14.40	<b>The power of smallness: structural advantages and strategies for the off-shore financial services industry</b>
<b>Agatha Jeffers-Gooden</b> , Assistant Professor, Montclair State University, Former Financial Advisor to the Nevis Island Government	15.10	<b>The contribution of financial services to the sustainability of small developing economies</b>
<i>RISKS</i>		
<b>Daniel Thelesklaf</b> , Partner, TvT Compliance, Zurich	16.00	<b>Politically Exposed Persons: definition, risks and monitoring tools</b>
<b>Stephen Platt</b> , Barrister, Baker Platt, Jersey	16.30	<b>The criminal abuse of trusts and companies - Case studies</b>
<b>Samuel M. Lohman</b>	17.00	<b>Money laundering hot topics</b>
	17.20	<b>Concluding remarks by the chairman</b>
	20.00	<b>Dinner</b>
		<b>Speech:</b> <i>The Honourable Premier of Nevis Mr. Vance Amory</i>



**Timetable 9.12.04**

9.15		Registration
12.40		Lunch
15.40		Coffee break
17.30		End of the session



**Samuel M. Lohman**, Principle, Law Firm Lohman, President Emeritus, The Offshore Institute, Co-President of The Royal Society of Fellows

**Philippe Theytaz**, Partner, IBM Business Consulting Services, Geneva

**Brett King**, Director International, American Academy of Financial Management (AAFM)

**Prof. William L. Carney**, Professor of International Marketing, Instituto de Empresa, Madrid

**Paul Backhouse**, Managing Director, Cogent Limited, St Peter Port, Guernsey

**Denis Kleinfeld**, Principle, The Kleinfeld Law Firm, United States Virgin Islands, Miami, and Moscow

**Stephen Jones**, Solicitor and Director of Jirehouse Capital, London  
**John Prow**, Investment and Business Development Manager of the Bank of Nevis International Ltd

**David Barron**, Oceanic Client Services (UK) Limited, London

**Robert E. Bauman**, Legal Counsel & Member, Executive Committee, The Sovereign Society Ltd, Waterford (Ireland)

**David Chong**, Director of Portcullis & TrustNet, Singapore

**Simon Denton**, Managing Director, Sovereign Corporate & Fiscal Services Limited, London

**Howard Fisher**, Attorney-At-Law, Fisher & Clinco, Beverly Hills

**Colin Sharp**, Partner, Spire Inheritance Consultants LLP, UK; Vice President and Immediate Past Chairman of the Society of Trust and Estate Practitioners (STEP) Worldwide

**Stephen Platt**, Barrister, Baker Platt, Jersey

**Brett King**, Director International, American Academy of Financial Management (AAFM)

**Philip Marcovici**, Partner, Baker & McKenzie, Zurich

**William Byrnes**, St Thomas University, Miami

**John Langmead**, Bournemouth University

**William Howarth**, Chief Executive of The International Compliance Association, Director of International Programmes, Central Law Training

**James Lavorgna**, Vice President, The Royal Society of Fellows

**Prof. George S. Mentz**, Chairman, The American Academy of Financial Management

**Casimir Wittgenstein**, Chairman, The Royal Society of Fellows

**Robert E. Bauman**

**Yvonne Fong**, President, The Asia Pacific Offshore Institute, Hong Kong

**E. Jerry James**, President, The Offshore Institute

**James Lavorgna**

**Prof. George S. Mentz**

**Dr. Robert J. Santillan**, Chairman, AAFM Latin America, Mexico

**Casimir Wittgenstein**

8.45

Introduction by the Chairman

*PRODUCTS AND SERVICES*

9.00

Services for international private wealth and corporate planning: an analysis of current trends and future needs

9.20

Wealth management - changing market and consumer sophistication

9.40

Marketing and customer implications of bringing offshore onshore

*STRATEGIES*

10.20

Offshore Insurance

10.40

Compliant structures for US persons

11.00

Nevis Multiform Foundations  
Nevis International Mutual Funds

11.20

*PANEL DISCUSSION*

International wealth management strategies: what does and does not work ?

*EDUCATION*

14.00

Education - The key to effective risk management

14.20

The state of international education in finance: harmonization, ethics and more

14.40

Training and Education of Swiss and other, Private Bankers in the ever increasingly transparent and complex world

15.00

*PANEL DISCUSSION*

Education is no longer an option: what is required and how do you meet these responsibilities ?

*ASSOCIATIONS*

16.20

Associations Statement

16.30

Annual General Meeting of The Offshore Institute  
Annual General Meeting of The Royal Society of Fellows

17.30

End of the summit

**Timetable 10.12.04**

- 8.15 | Registration
- 10.00 | Coffee break
- 12.20 | Lunch
- 17.30 | End of the summit

# THE FINANCIAL SERVICES INDUSTRY GENEVA SUMMIT

Megève Tourisme / Nuts.fr



## WEEK-END IN THE EXCLUSIVE SKI RESORT MEGÈVE, FRANCE

Dear Delegates,

On 11<sup>th</sup> & 12<sup>th</sup> December, we invite you to join us for a week-end in Megève!

Facing a unique view of the European Summit, the Mont-Blanc, you will experience the charm and beauty of an authentic mountain village that has succeeded in becoming a large winter ski resort, benefiting from an international reputation.

More information about Megève and the Lodge Park are available under [www.megeve.com](http://www.megeve.com) and [www.lodgepark.com](http://www.lodgepark.com).

In order for you not to care for your transportation, a VIP bus will take you from Geneva to Megève and will drive you back. We will give you further details on the day of your registration.

The mentioned fees include the nights of 10<sup>th</sup> & 11<sup>th</sup> December at the Lodge Park, both corresponding dinners and the VIP bus. Several rooms have been booked for you at the Lodge Park, this is why we recommend you to register as early as possible since we will unfortunately not be able to have more guests than the number of rooms available.

We are looking forward to spending a both eventful and relaxing week-end with you !



Megève Tourisme / Nuts.fr



Photos Lodge Park E.Lennard

Depending on the snow conditions, you will be able to slide down the challenging slopes of Megève varying from 1113 to 2350 meters and making up a total skiing area of 400 miles. For the ones among you who would rather not ski, there will be plenty of other activities including hiking, snowshoes, air and ice sports. You can also choose to relax and spend some time at the spa of the Lodge Park, the four-star hotel we have especially booked for you! This hotel, situated next to the ski-lifts and the village square, is the newest and liveliest place to stay in the resort. It succeeds in being cosy without being kitsch which is a rarity among Alpine resorts. You will appreciate its refined decoration and warm atmosphere!



Photos Lodge Park E.Lennard

## DINNER AT THE FAMOUS CASTLE OF COPPET, SWITZERLAND

Have you ever heard of the Castle of Coppet, a historical place where the history of France meets Switzerland?

Rebuilt in the 17<sup>th</sup> and 18<sup>th</sup> centuries, the Castle was bought in 1784 by Jacques Necker, the Minister of Finance of the French King Louis XVI. Later in the reign of Napoleon and during the 19<sup>th</sup> century, Coppet became a shelter for liberal ideas, known as the "Salon of Europe" where Chateaubriand and Byron used to debate.

Today, the beautiful setting of the Castle of Coppet makes it an ideal place for a high-standard dinner. We hope that you will

enjoy this glorious place and will be as anxious to join us as famous personalities were to be invited by Jacques Necker and his daughter the writer Madame de Staël.

A bus will wait for you on 9<sup>th</sup> December at the entrance of the conference venue to drive you to the Castle of Coppet and will take you back to Geneva.



9<sup>th</sup> & 10<sup>th</sup> December 2004, Geneva

## Practical information

### How to register:

by phone : +41 22 849 01 11

by fax: +41 22 849 01 10

by e-mail:

registration@academyfinance.ch

by post: Academy & Finance SA,  
CP 6069, CH-1211 Geneva 6

### Venue details

Interprofessional Center of Geneva (CIP)

98, rue de St.Jean, Geneva

### Fees

Members of the OI, AAFM, RSOF, APOI, ICA and Sovereign

Society*	Early bird Price	Standard Price
Conference	1150 \$/ 1445 CHF/ 935 €	1350 \$/ 1695 CHF/ 1095 €
Dinner	135 \$/ 170 CHF/ 110 €	150 \$/ 190 CHF/ 125 €
Week end	1350 \$/ 1690 CHF/ 1095 €	1600 \$/ 1995 CHF/ 1290 €

Non Members

	Early bird Price	Standard Price
Conference	1450 \$/ 1825 CHF/ 1180 €	1550 \$/ 1945 CHF/ 1260 €
Dinner	135 \$/ 170 CHF/ 110 €	150 \$/ 190 CHF/ 125 €
Week end	1450 \$/ 1825 CHF/ 1180 €	1700 \$/ 2125 CHF/ 1375 €

You can register for 1 day. The price is 60% of the price for 2 days.

We offer early bird Discount for registrations and payments received before 19<sup>th</sup> November 2004.

\* The members of: The Offshore Institute (OI), The Royal Society of Fellows (RSOF), The American Academy of Financial Management (AAFM), The Asia Pacific Offshore Institute (APOI), The International Compliance Association (ICA) and of The Sovereign Society are entitled to the above mentioned preferential fees.

### Registration and payment

After your registration, you will receive a bill. Please indicate your bill number when you make the payment. By bank transfer to the benefit of Academy & Finance SA UBS Geneva: in Swiss francs (CHF): 240/325.206.01H; in €: 240/325.206.02G; in USD: 240/325.206.60P Payment must be received before the conference date to guarantee admission.

### Cancellation

A total refund (less an administrative fee of 250 CHF 165 €) will be made if a notice of cancellation is received before 24<sup>th</sup> November 2004. A 50% refund will be given if received by 3<sup>rd</sup> December 2004. No refund is possible after this very date.

### Substitution

Substitutions from the same company are accepted.

### Hotel accommodation

Blocks of rooms have been reserved at preferential rates at different hotels in Geneva. Accommodation booking information will be sent on request.

**Academy & Finance SA**  
**16, rue Maunoir, CP 6069**  
**CH-1211 Geneva 6**  
**T +41 22 849 01 11**  
**F +41 22 849 01 10**  
**E registration@academyfinance.ch**  
**www.academyfinance.ch**

## Registration form

**YES, I register for the « The Financial Services Industry Geneva Summit » as follows:**

**Thursday 9<sup>th</sup> December 2004**     **Friday 10<sup>th</sup> December 2004**

**the dinner at the Castle of Coppet**

**the week-end in Megève**

**For your convenience, you can register by telephone: + 41 22 849 01 11**

Name and surname.....

Position.....

Employer.....

Address.....

Postcode.....City.....Country.....

Tel.....Fax.....

E-mail.....

I am a member of:

- The Offshore Institute (OI)  
 The Royal Society of Fellows (RSOF)  
 The American Academy of Financial Management (AAFM)  
 The Asia Pacific Offshore Institute (APOI)  
 The International Compliance Association (ICA); ICAF number.....  
 The Sovereign Society

Please send me a separate invoice for the week-end in Megève

I wish to pay by: Credit card  Bank transfer  Cheque

Please debit CHF \_\_\_\_\_ € \_\_\_\_\_ \$ \_\_\_\_\_

Mastercard  VISA  AMEX  Business card  Personal card

Card N°: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_ Expiry Date: \_\_\_\_ / \_\_\_\_

Date ..... Signature.....

The organisers reserve the right to change the programme if, despite their best efforts, circumstances oblige them to do so.