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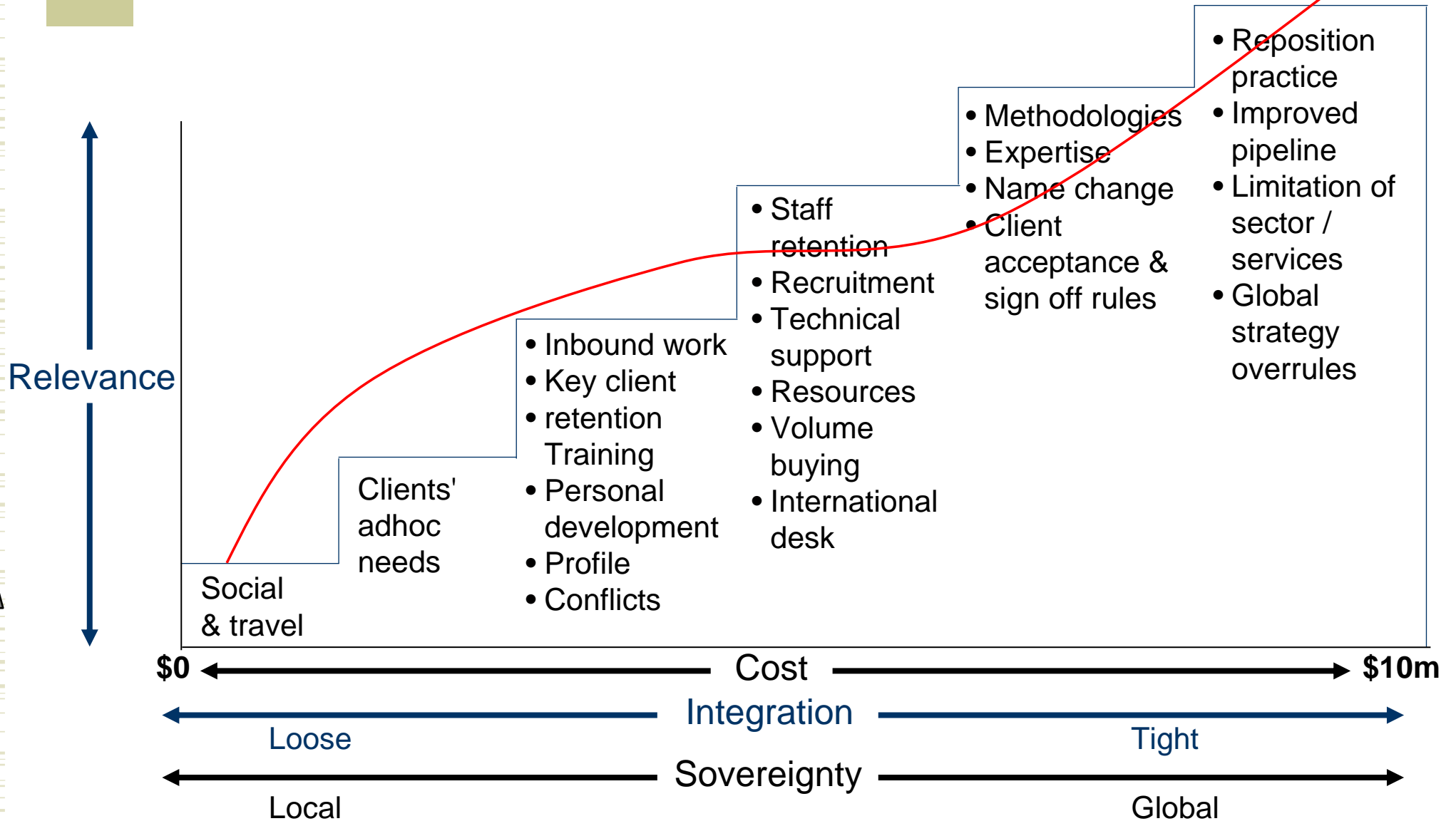
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Networks and networking

David Maxwell – Chairman, EGIAN
(European Group of International Accounting Networks)

How important to your business



Typical costs of network membership

	US\$
Flat fee	5,000 - 2,000,000
- headcount	
- revenues	
Referral fees	0 - 1,000,000
- value of work received	
- work sent to others 5-10%	
Regional costs	0 - 150,000
- activities budget	
Inspection fees	0 - 20,000
1-3 years	
1-3 people, travel & accommodation	
Conferences	0 - 20,000
at \$2,000 p.p + travel	

Consequential costs of network membership

Reputation knock-on effect

Investing in new global service lines

Regulatory compliance (SEC?)

Training on methodologies

Software licences

Meeting PI cover requirements

Replacing brochures, signage & stationary