

## E-NEWS

With the latest insights from the Leadership Council and news from our network - Meeting May 12

### In this issue:

---

Partnership Development

Finance

Meetings

IESF Research

Cross Border

Publications [iesf.com](https://iesf.com)

---

## ***PARTNERSHIP DEVELOPMENT***

### **New partners in Austria, Serbia & Australia**

IESF is always searching for new potential partners in areas we don't have representation yet. We are proud to share with you there will be possibly 3 new partners joining IESF at our Annual Grand Meeting 2022 in Peru. They will present their firms and you will be asked to vote if you agree that they are suitable and trustworthy partners to join IESF. These partner searches were all managed in close collaboration with IESF partners. Vincenzo (SWI) assisted in the search in Austria, Adelina (ROM) in the search for Serbia and Emmanuel (SIN) in the search for Australia. Thank you all for your time and efforts! The UK partner search is still pending but quite challenging. We also start actively searching in Sweden and Japan.

### **Finances**

IESF is currently in line with the budget as presented at the AGM in Barcelona 2021. At the AGM in Peru a new proposal regarding the budget for 2023 will be shared with you. Any additional costs regarding the AGM in Peru will be invoiced in July.



### **Regional Meeting Copenhagen - 6 - 8 April 2022**

We want to thank all partners who joined us in Copenhagen for the IESF Regional Meeting. It was a great success hosted by Pia and her team from Ingvarsdén, IESF Denmark. The program was interactive, challenging and focussed on sustainability. We learned a lot from each others work processes. Several local best practices are being implemented globally at other IESF partner firms as we speak. Thanks for your transparency and inspiration.

### **AGM - Cusco Peru - September 12 to 15 2022**

We already received most of the registrations for our AGM in Peru in September. Haven't you registered yet? Please visit: <https://forms.gle/x5f7Rg7Dbjf9pKjfZ>

Please register your attendance as soon as possible. Because of logistical challenges also let us know upfront if you will travel alone or with a colleague or your partner/spouse. So we can make the reservations accordingly. We will welcome you at the cocktail on Monday 12th and have full meeting days (from 9 am - to 5 pm) on Tuesday 13th and Wednesday 14th. Thursday 15th we will visit the Macchu Pichu. The program will be as interactive as possible, with also a personal touch in getting to know each other better. We will share more information to all the participants upfront, so you can prepare. The Round-the-World part we usually start our meeting with, will be a little bit different. Let us surprise you!



## IESF Research

We decided to organize a special IESF Research for our 20th anniversary. Since we have access to candidates and clients, we have the opportunity to identify the different perceptions about Internationalization of Talent in the post COVID19 period. A study on internationalization of talent allows us to highlight the added value of having experts in each country in the post COVID19 period, considering there is a greater need to exchange knowledge in the changing business environment. A research about Internationalization of Talent allows IESF to:

- generate own content with data and indicators specific to International Executive Search.
- position IESF as experts, delivering valuable information to our partners, current clients, candidates and prospects.
- exchange lessons learned between partners during the Pandemia, regarding to a global trend.

We need your local help in distributing the survey through our partners. We will prepare the research for you using a Google Form and will ask our partners to distribute the link. One to clients and one to candidates. With an explanation for you to use in the email or newsletter. Both in English as in Spanish. Planning is to share results with you at the AGM in September. Thanks for your help!

## IESF Cross Border

We are doing very well. We hope every country benefits from this. The assignments are equally coming from different partners. The cross-border awards 2022 will be exciting till the end.

We will invoice the cross border commissions in July for all the completed assignments between Dec '21 and July '22.

## Latest publications

