

E-NEWS

With the latest insights from the Leadership Council and news from our network - Meeting March 13

In this issue:

Partnership Development

Finance

Regional Meeting

AGM 2022

Marketing

Cross Border

IESF Research

International fee overview

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PARTNERSHIP DEVELOPMENT **Austria, Serbia, Australia, Kenya**

IESF is always searching for new potential partners in areas we don't have representation yet. We had meetings with 2 potential partners in **Austria**. One looks interesting and she is meeting two of our similar partners (looking at region and background) to see if we will proceed conversations to join IESF as exclusive Austrian partner. Both of the partner leads came from Vincenzo Ganci from IESF Switzerland. Thank you Vincenzo for your time and efforts!

We also had meetings with 2 potential partners in **Serbia**. One of them we selected and is scheduled to meet our Leadership Council. After the LC approves as well, our new Serbian colleague will visit the AGM in Peru to present his firm and await of your votes to join IESF officially. Both of the partner leads came from Adelina Rosca from IESF Romania. Thank you Adelina for your help in searching and selecting!

And last but not least we have meetings scheduled with interesting executive search firms in **Australia** and **Kenya**. We will keep you posted! We will also work together with our Latam partners on a search in countries like Colombia, Brazil and Argentina.

The UK search is still pending but quite challenging.

Finances

IESF is currently in line with the budget as presented at the AGM in Barcelona 2021.

You can also join our upcoming Regional Meeting in Copenhagen online if your local timezone allows you too. A replay will be available as well.

Regional Meeting Copenhagen - 6 - 8 April 2022

We are very enthusiastic to share with you that we already received 22 registrations to our Regional Meeting in Copenhagen, representing 15 countries. Some non-European countries will participate. You can also join our discussions online via:

April 7th: <https://us02web.zoom.us/j/89357038799?pwd=aTZ2czhJaXdaZ2VmYjN2VGVySW4zUT09>

April 8th: <https://us02web.zoom.us/j/86918665785?pwd=OStPMmhBV0xyUDNwYWh2ZzZyaUd5dz09>

Passcodes for Thursday: **906711** and for Friday: **746643**

AGM 2022 - Cusco Peru - September 12 to 15 - block your calendar

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. Cusco is a city in Peru which is located on great height, around 3400 meters. We advise you to travel 1 or 2 days earlier, so you can get adjusted and enjoy the beautiful surroundings.

It will be an unforgettable experience for sure to celebrate IESF 20th anniversary!

Our reservations in Shanghai were rescheduled to 2023, so we aim to host the AGM 2023 in Shanghai.



Marketing

At the Regional Meeting in Copenhagen we will share a quick update on the marketing results. An important part is Linked In: We want to increase engagement with our followers and increase the number of followers to our IESF company page. For now we can share a positive evaluation of the company page. The number of followers has increased a lot, and the engagement is positive. The background of our followers is of a great senior management level. So we decided to continue with our Linked In company page for one extra year

We also published our new website and intranet for IESF on www.iesf.com. We are now able to host it locally here in the office in the Netherlands. You've received the new user manual and intranet details. We're now also able to measure how many visitors we have on the website and how they found IESF. That way we can build on a stronger brand. Both Google Adwords & Google retargeting are set, so we hope to generate more new and returning visits to IESF.com.

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.



Research, Movie & Anniversary Article

To celebrate our 20th Anniversary we would like to organize an IESF Research. Since we have access to candidates and clients, it's an opportunity to identify the different perceptions of the changes that the pandemic has left in the world of work. The idea is to apply the same questions to both groups and to compare whether there are gaps or similarities within five main themes: motivations, skills, internationalization, talent market developments and growth potential. The following study analyzes in a comparative way the perception about the changes and the future of work, of the decision makers vs. the candidates. It's a quantitative study through self-applied web surveys.

We need your help! Would you like to join our project team? 2 partners already volunteered (Chile and Mexico) Please send an e-mail to Kirsten. Besides our IESF Research we also plan to publish an article/ interview with our founders and to create an IESF anniversary movie.

International Fee Overview - your input requested

One of our partners had the request to generate an overview with the fee's schemes of all the partners (as we did with salaries & benefits) to:

1. Have the information on how we are charging in every country and even be able to help us sell the services of our partners;
2. Have truthful information to help customers in their decision making when they ask about the fees in other countries/continents.

We will make a set of questions to learn from each other how each of us make their offers. We will ask you for your local input shortly. Of course this document should always only be used as a reference. In case of a specific assignment, personal contact is always important, because things are changing too much.

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