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International Panel & Open Discussion

Matthew Greene of Dav El/BostonCoach
Ilpo Mäkinen of Limousine Service Ltd.
Vojkan Tasic of Limos4

Moderated by Guillaume Connan of Chabé

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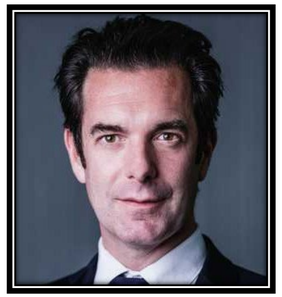
Our Panelists



Guillaume Connan (moderator)
CEO
Chabé

Ilpo Mäkinen
Dir. Sales/Business Development
Limousine Service Ltd.

Matthew Greene
VP Operations
Dav El|BostonCoach

Vojkan Tasic
CEO
Limos4

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Communication & Transparency

- What information do you expect when you send/receive work to/from an international affiliate?
- Before/during/after a service? Any difference with events?
- Consequences on service delivery?
- Tools, systems, or processes to close the communication gap

Coordination & Onsite Operations

- How onsite coordination is important when preparing for and delivering an event
- What differences exist between countries and regions
- Shared coordination standards to manage cross-border events efficiently

Insurance, Liability & Compliance

- Differences among required compliance documents from country to country
- Being specific with insurance requirements on a global scale
- How to cascade the gaps to end customers and manage expectations

RFPs, Quoting & Customer Expectations

- Main hurdles encountered when answering to global RFPs, notably for events
- How to overcome hurdles through transparency with the affiliate and the end customer

Relationship Building, Trust & Affiliate Etiquette

- Green and red flags when it comes to building a successful relationship with an international or US affiliate
- Case studies of successful cross-border partnerships

Learning From Each Other

- Where does the US set the standard that international operators could learn from and reciprocally?

- Where and how could we improve things on a global basis?

BREAKING NEWS!

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Paris Executive Retreat

Hyatt Regency Paris Etoile

June 6-9, 2027

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- **What types of speakers would you like to learn from (experts outside the industry, operators, regulators or officials)?**

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