

## Message from Steve Walton

### IERG Chairman

The world today is changing faster, more unpredictably and with greater shifts than at any other time in my experience; politically, socially, technologically, economically. With change comes disruption; with big change comes big disruption. The rules we once took as fixed, the relationships we considered rock solid, the perceptions of right and wrong as clear cut are all being challenged. This is not a USA phenomenon, nor a Trump genesis, but is a tidal wave across much of the globe. And while we hear talk that appears to target a slow down or turn back from a highly interrelated and interdependent world, I would argue that we are actually experiencing the opposite. An acceleration of broad globalism; not necessarily the same as yesterday but at a higher level. During the last 18 months, IERG has also been going through some dramatic change. We recognize that in this tumultuous time having a unique resource of business executives with a shared international cross cultural and global passion who come together to connect, support and help maximize the potential of all members is special. To share some of our direction:

- We have today the strongest and most active Board of Directors and Leadership Team in our history, thanks in large part to Richard Guha's, IERG Chair Emeritus, strong direction. This energetic group of leaders is bound together by a core set of operating values dedicated to enhance member value, involvement, caliber and range as well as the long term plan and vision for IERG.
- The IERG Global Leadership Series Webinar Program is growing rapidly in attendance, reach and notoriety as we bring in renowned global experts to speak with us about key topics in the world today reinforcing IERG as a global thought leader.
- Communication both internal with our members and external with prospects is rapidly expanding IERG reach, frequency and branding. Note the IERG bi-monthly newsletter.
- We have new individual membership criteria built to expand our membership without sacrificing quality, supported by a quick approval process and new member integration. We also have a new Corporate Sponsorship Program that provides benefits to corporate sponsors and allows them to sponsor their employees. [Click Here](#) for a description of this program.
- We have active membership initiatives in LATAM and Europe.
- The IERG Global Business Leadership Certification Program is attracting wide attention as a new standard for global business leadership achievement and recognition.

And of course there is much, much more, but it is not about me telling you what we are doing. IERG is about members getting involved, contributing, sharing and supporting others and making a difference.

I am very excited about the future. It is not without some challenges and maybe bumps along the way, but I know that coming times will be better and that IERG has an incredibly important role to play to helping make sure that our members succeed and that our world is truly global.

## Meet your Newly Elected Board Members



**Jacques de Jager** - Board Member and Chair of IERG's Virtual Chapter in Europe.

Jacques J. de Jager is the Head of Management Search and Consultancy at Trenkwalder, a leading recruitment firm with a presence in 19 countries across Central and Southern Europe, and is responsible for senior level search & selection, Interim Management and talent advisory services.

Before entering the executive search industry in 2006, he spent 26 years in the banking sector. His last role before moving to Hungary was Managing Director of an investment bank Malawi which was owned by a leading Pan-African investment banking group. [Click here](#) for more info on Jacques extensive career (<https://hu.linkedin.com/in/jidejager>)



**Bill Edwards** – Board Member and Chair of IERG's California Chapter.

Bill founded Edwards Global Services, Inc. (EGS) in 2001, an organization takes US franchise brands global. In 2015, Bill received the "E Star" U.S. Presidential award for export excellence. The U.S. Secretary of Commerce appointed Bill to the District Export Council (DEC) of Southern California in 2016.

"To his many Clients who are going global, Bill 'oversees overseas' ", Franchise Times magazine, 2009. [Click here](#) for more info on Bill's extensive international experience (40 years, lived in 7 countries and worked on projects in 68 countries!)

### **New Members from Jan 21<sup>st</sup> to Mar 31<sup>st</sup>**

**Please reach out and welcome them!**

<b>Name w/Email-Link</b>	<b>Chapter</b>	<b>Phone</b>	<b>Sponsor</b>
<a href="#">John Carne</a>	Boston	401.203.936	John Lowe
<a href="#">Jorge Jeri</a>	Boston	508.216.3758	Bill Hewins
<a href="#">John Hamerlinck</a>	Florida	727.643.4720	John Lowe
<a href="#">Steve Sienkiewicz</a>	Boston	714.360.7777	Diego Tebaldi
<a href="#">Julius Ivancsits</a>	Virtual	6786.421.678	N/A
<a href="#">Debbie Cates</a>	Virtual	480.694.6874	John Lowe
<a href="#">Carlo Gervasone</a>	Florida	954.232.4567	Winslow Wise
<a href="#">Teresa Hager</a>	Florida	786.253.3038	Javier Alarcon
<a href="#">Scott Hollingsworth</a>	Florida	561.635.9442	N/A
<a href="#">Dennis Huck</a>	Chicago	630.800.8709	George Farina
<a href="#">Nikos Sotirhos</a>	New York	516.270.6915	None
<a href="#">Elias Christoforou</a>	Chicago	847.922.9863	George Farina
<a href="#">Javier Cuellar</a>	Florida	954.328.6627	Ximena Banos
<a href="#">Radhakrishnan Srinivasan</a>	Virtual	63. 9178885091	N/A
<a href="#">Jeremy Buchman</a>	Boston	617.893.8784	Eric Weber
<a href="#">Andrew Germer</a>	Denver	602 615 0672	Janet Walsh
<a href="#">Kalman Roller</a>	Florida	647.924.7094	Fred Suarez

## **News Flashes!**

### **Corporate Sponsorship Program - [Steve Walton](#)**

I am very excited to announce the new IERG Corporate Sponsorship Program - [Click here](#). In support of our roll out and based on member requests, we are offering IERG member companies the opportunity to join this without payment of sponsorship fee for the first year while providing employees with a 20% discount. Requirements are a minimum of 2 new employee members and a maximum of 20.

Application is easy - [Click here](#). If you have any questions please feel free to reach out to me directly.

### **Invitation Letter to join IERG - [Steve Walton](#)**

The strength of IERG is in the quality of our membership. We have put together a simple letter of introduction ([Click here](#)) that I am asking you to send out to your personal contacts as an invitation to join. Just add their contact and your signature. I know that for those that decide to respond and join will be grateful to you for your referral and IERG will be a better more valuable resource because of this.

### **Certification Committee - [Joanna Peters](#)**

Two global marketing gurus and one global systems operations guru have joined the certification committee. You will be hearing more about being recognized by your colleagues, in your industries and how to leverage

certification in your professional bio for proxy, resume, LinkedIn, e signature and e logo and beyond.

Please welcome [Ed Marsh](#) (Boston), [Marc de Pater](#) (The Netherlands) and [John Carne](#) (Boston).

If you would like to join this committee, please email us or [Click here](#) for the Volunteer Form.

### **Global Leadership Series Webinar Tech/Innovation - [Marco Oropesa](#) ([click here](#) for his bio)**

We have expanded our Global Leadership Series Webinar Committee to include new Co Chair Jim Cantalini (NY) - [Click here](#) for short bio, Jim Archibald (CT) and Matt Smith (Boston). Our upcoming topics cover Global Business Strategies, Technology and Innovation in Global Enterprises and M&A Cultural Fit. Check out the IERG Calendar and join us for our monthly webinars. Recommend a speaker and earn credits for certification!

### **[John Carne](#)**

#### **Use LinkedIn to leverage your IERG membership**

In LinkedIn, you can belong to Groups. A group enables you to do the following:

- Receive Group digest emails
- Allow members of this group to access my public profile and send me messages via LinkedIn
- A group logo is displayed on your following panel

There is a group called "[IERG - International Executive Resources Group](#)" on LinkedIn that you should join. Additionally, some of the chapters, such as Boston and Chicago, also have their own chapter group, and you may wish to join them as well.

Each group has an administrator who will approve your membership in the group.

If you are a LinkedIn member, use this link to easily locate the groups using the discover function

<https://www.linkedin.com/groups> after you logged in.

You can also update your certification status and your organizations, by accessing the Accomplishments panel

[Click here](#) for more info.

## **Chapter News**

[George J. Farina](#) - Chicago Chapter members again participated in Northeastern Illinois University's 16th Annual International Business Conference in early February. This event is held for the students and community to gain insight and understanding into doing business in a global and diverse landscape and to learn about opportunities to work

and study abroad. IERG Members Colleen Fahey and Javier Alarcón participated in a well-received 5-person International Business Executives panel discussion in the late evening with an audience of about 40. Dorothea Stoll, Paul Carpenter and George Farina also attended and provided information to the audience on IERG.

The Chicago Chapter's regular participation in this event supports our organizational recognition efforts and an opportunity for recruiting new members. Our intent is to grow such outreach with other universities and organizations through more regular contact activities via an appointed Leadership Committee member and other general member support.

**Jacques de Jager** - As our international footprint is growing outside of the USA in line with an initiative by the Board to grow our European membership, I would like to encourage all members who are travelling to Europe to reach out to members there who would be more than willing to meet with you over a coffee and provide you with some insights into their base markets. At this stage we have members in the following cities in Europe:

- Basel, Switzerland
- Hergiswil, Switzerland
- Budapest, Hungary
- Utrecht (or Amsterdam), the Netherlands
- Istanbul, Turkey

Please do reach out to our members in those locations should you plan to travel there. We are working on a membership drive across Europe so we are confident that we will be able to drop some more on the map in the near future. For those of you based in Europe, please help us to reach out to your professional network and attract more members in the region.

**Fred Suarez** - The Consul General of Mexico in Miami, Jose Antonio Zabalgoitia, was the guest speaker at the Florida Chapter of International Executive Resources Group, IERG, and addressed major issues demonstrating why Mexico is an integral trade partner and good neighbor of the United States. [Click here](#)

## Member "Op-Ed"

- **John Lowe** - Obtaining and Sharing Job Leads

As you know, I regularly post job leads from various sources – always with prior permission. Recently, I contacted a leading PE services firm asking to receive executive job leads directly to share with IERG. I am pleased to confirm that the Principal agreed to provide us with executive job leads in future. [Click here](#) for a copy of the letter- template to use.

## Member News

- **Christine Baird** - The superstars of the global real estate stage attended the annual MIPIM event in Cannes, France – held at the same venue as the Cannes Film Festival. From the 14th – 17th of March, the blue carpet was rolled out for the 24,000 attendees from 100 countries for the premier international real estate event. Attendees included investors, developers, financial institutions, governments, architects, and innovators – [Click here](#)
- **Debbie Cates** - As a new member I would like to contribute and share my new project – I am looking to recruit CMOs and marketing leaders in Phoenix, to participate in a CMO Executive Roundtable. [Click here](#)
- **Bill Edwards** - Attached is an adaptation of an article "Predict the Unpredictable" I wrote that was just published in the first 2017 issue of 'Franchise Update' magazine - [Click here](#)

Also, I spoke on 'Global Market Selection & Analysis' at the British Franchise Association International Symposium last week in London.

- **Suzanne Garber** - paired up with former IERG board member Young Mi Park to deliver workshops to Rutgers Newark and New Brunswick students lessons from her book, "SAFETY NETwork: A Tale of Ten Truths of Executive Networking." Suz has also shared these lessons with students at Rutgers Camden, St. Joseph's University and Temple University this semester.

Suz' company, Gauze, has been accepted into the premiere veteran's accelerator, Bunker Labs. If you would like to mentor a company founded by one of our veteran heroes, please visit [www.bunkerlabs.org](http://www.bunkerlabs.org).

- **Chris Marino** - writes:

I would like to let the IERG folks know that I made a career change last year. While I am still involved in international business, I no longer run my consulting company Fallingwater Consulting Group. My "new" (since February of last year) role is that of International Business Development Director for [California Cryobank](#), the nation's leading reproductive tissue services company.

While I do miss some parts of the consulting business, it's been fascinating to get involved in the biotech field, a new industry for me and indeed one that seems to have some fantastic growth potential.

My new contact information is below – would welcome to connect with any fellow IERG’ers out there! Email: [cmarino@cryobank.com](mailto:cmarino@cryobank.com) | Mobile: +1 310.344.6984

- **Ed Marsh** - writes:
  - I'll be leading an American Express GrowGlobal event in Miami on 29 March

- Besides my day job, I am deeply involved in veterans' issues. A recent initiative has been a pilot program of a scalable vetrepreneurship training model which will wrap up this coming Wednesday with a pitch night and \$30K in awards to be held at MassChallenge. [Click here](#), [here](#) and [here](#)

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**“Upcoming Events for April and May - [Mark Your Calendar](http://www.iergonline.org/calendar)”**

<b><u>Mark Your Calendar</u></b> <b><u><a href="http://www.iergonline.org/calendar">http://www.iergonline.org/calendar</a></u></b>		
<b>April</b>		
10	Boston	<a href="#">Boston Chapter: Networking Meeting</a>
11	Chicago	<a href="#">Chicago Chapter: Networking Meeting</a>
11	Connecticut	<a href="#">Connecticut Chapter: Spring Evening Networking Event</a>
12	New York	<a href="#">New York Chapter: <b>The Path Forward</b> Meeting</a>
26	<b>Webinar</b>	<a href="#">Re-crafting Global Strategy in a Volatile World</a>
<b>May</b>		
9	Chicago	<a href="#">Chicago Chapter Networking Meeting</a>
10	<b>Webinar</b> SEO Optimization	<a href="#">Aligning business strategy with search engine optimization, (SEO), for improved online presence and return on investment</a>