

IERG Online Presence – We need Your Help!

Bill Stranberg

As you may have noticed, IERG has begun to engage actively with our community on LinkedIn and Twitter. Our goal is to grow our online presence and your participation is critical!

- Our LinkedIn Company Page is: <https://www.linkedin.com/company/international-executive-resources-group/>
- Our Twitter account is: <https://twitter.com/IERGonline>

If you haven't done so already, please 'follow' us on both sites and help us to promote our organization by clicking 'Like' and 'Share' on new posts!

If you have any questions about IERG's activities on social media, please contact Bill Stranberg, bill@stranberg.com

10 New Members

October 15th to December 31st

If you have not done so, please reach out and welcome them!

<u>Name /Email-Link</u>	<u>Chapter</u>	<u>Phone</u>	<u>Sponsor</u>
Danny Akaoui	Florida	757-338-6873	Venu Chepur
Peter Begalla	Florida	386-785-7856	Joanna Peters
Sven Doerge	Boston	603-750-6288	James Finn
Mauricio Gomm	Florida	305-542-0536	Shay Coker
J. Ignacio Gonzalez Nunez	Florida	786-609-9615	Shay Coker
Adriana Machado	Florida	786-609-1592	Fred Suarez
John Marquardt	Virtual	571-249-2449	Charles Scott
Sean Patrick	Connecticut	718-310-7382	Peter Wrampe
Kenneth Ray	Florida	305-753-4543	Shay Coker
Rosalba Zepeda	Florida	786-281-0295	Fred Suarez

IERG Equality Policy - Click on this link <http://bit.ly/2RgQFYf> to view the recently crafted polity.

Betty Flasch - recently spoke with Ozge Saritosun Kurtoglu, Global Product & Portfolio Pricing Strategist at Pearson, and IERG Boston Chapter Member with several years of successful international experience in global organizations such as PWC, Microsoft, GE Healthcare and most recently, Pearson.

Ozge's interest in global business was sparked in part by her early exposure to family businesses in her native Turkey, followed by studies at Harvard and the Wharton School, leading to an international career in consulting, education, enterprise software, telecom and media and healthcare technology.

<http://bit.ly/2DxCgPm>

John Lowe SHARING EXECUTIVE JOB LEADS

We need more members to share their job leads

We appreciate the efforts the few IERG colleagues who post job leads regularly. **Thank you!**

However, it's still only a few of us who are sharing executive job leads. We urge all IERG members to share leads with your IERG colleagues. **It only takes a moment!**

I post executive job leads at leads@iergonline.org, when they are at IERG-level and IERG colleagues

might be interested. Otherwise, I share other leads with IERG members at fyi@iergonline.org if they are not at IERG-level but might benefit IERG members or a trusted colleague.

If you have any questions, please contact me directly at johnlowe@hilltopglobal.com

Waseem Naqvi

The IERG Global Business Leader (GBL) Certification Program shows your customers, leaders and potential Board of Directors that you have attained high recognition by the IERG. It recognizes the achievement of our IERG leaders at a number of levels... click here for the rest of the story <http://bit.ly/2P3gQf5>

Marco Oropeza – is calling all members to help recruit more members! If you have friends, colleagues, business partners in Dallas or LATAM who may be interested in becoming a member please let me know (name, e-mail, and phone). I will reach out to every one of them. Thanks in advance for your support to this initiative.

Faster Landing Corner

Being Connected With Super-Connectors On LinkedIn Improves Your Own Rankings

Mike Lorelli

In the last columns, we covered LinkedIn Headline, and Summary Section tip. The LinkedIn Algorithm is quite complex. A little known fact is that being Connected with the right kinds of people, who themselves have a vast and high-profile network of their own, improves your rankings, as a recruiter, or VP HR, or private equity Operating Partner is looking for talent.

Don't overlook the power of this very simple fact. I'm not a fan of accepting invitations from people you don't, or barely know. However, with a little effort, the 'to-do' here is to give thought to the power people you know, and send some invitations. People in high places and people you know, who are naturally very networked. In LinkedIn lingo, they are 'SuperConnectors.'

In addition, I welcome IERG members to connect with me, giving you 2nd level connection with my network of over 5,000.

MKLorelli@gmail.com | 203.253.1238 | www.linkedin.com/in/mikelorelli

Chapter News

John Lowe – New Format for Virtual Chapter

Our Virtual Chapter has successfully launched its new format with virtual meetings monthly. Entrepreneurs and executives make presentations about their business and how colleagues can help them grow. Executives-in-transition can practice their "pitch", and seek our help. In addition, we will include presentations on Hacks – Helpful Tips & Tricks, and topics of interest.

We are already booking the 2019 Calendar. Request your presentation spot ASAP. All IERG Members, and potential members, are most welcome.

Any questions, please contact Co-Chairs John Hamerlinck John@wescat.us or John Lowe at JohnLowe@hilltopglobal.com

IERG Thought Leadership

Hedley Lawson - Talent Shortage Continues Globally, So What Can You Do?

We are continually contacted by client companies and others to discuss the difficulties they experience in finding and retaining talent in virtually every market sector around the world. To add to the difficulties, it is a situation that is unlikely to improve in 2019... read more <http://bit.ly/2r5fRkM>

Member News

Debbie Cates is facilitating every month the Roundtable in Phoenix and is looking for referrals to the CMO / Head of Marketing in local companies. Here is a summary:

Key benefits include a group of trusted peers, with whom to share experience and gain support and advice on specific challenges

Monthly business best practice speakers provide actionable deliverables that improve members' leadership skills and their teams' performance

Kaihan Krippendorf recently delivered a fantastic presentation and workshop: [Outthink The Competition](#)

Please send referrals to: [Debbie Cates](#)

Tiffany Hardy - Executive Resume Writer and Career Advisor, was honored with 7 Toast of the Resume Industry (TORI) nominations in October — the highest accolade in the career writing industry. This international competition, in which resume writers submit their best work in a category, are selected by a blind panel of global industry experts. With 7 nominations including Best Finance/Accounting Resume, Best Hospitality Industry Resume, Best IT Resume, Best Recent Graduate Resume, Best Healthcare Industry Resume, Best Sales Resume, and Best International Resume, Tiffany set a new record for most-nominated resume writer in a single year. Category winners were announced at the end of November.

<https://careerdirectors.com/learn-grow/awards/toast-of-the-resume-industry-awards-tori/resume-award-winners/>

Note: Tiffany Hardy offers **free resume critiques** for IERG members in transition. Reach out to her at tiffanyhardy@top1resumes.com

James Nelon

Jim released his latest book, a photo travelogue written and photographed while living with remote tribes in the Philippines. The book, “Pursuing A Dream: A Wandering Executive’s Journeys into the Philippines” ISBN: 978-1-947758-15-5 includes photos and chronicles from his experiences living in isolated areas on Tawi-Tawi, Palawan and islands.

This book follows a similar travelogue book he wrote on his adventures living in remote regions of Indonesia. A book excerpt and ordering info can be found here: <https://wndastudios.com/index-3b.html>

George Peterson – has joined the Board of Directors of United Planet.

United Planet is a Boston-based international nonprofit organization founded in 2001 that strives to create a world in which all people understand, respect, and support one another in a community beyond borders--a more united planet. United Planet is building a global network of leaders and volunteers and empowering this powerful network to foster cross-cultural understanding and address shared challenges locally, online, and through international programs in more than 30 countries throughout the Americas, Africa, Asia, Europe, and Oceania.

United Planet is seeking another qualified international executive to join the Board. If you or people you know might be interested in joining the Board, you can get more information at:

<https://www.bridgespan.org/jobs/nonprofit-jobs/position-details?jobId=27275>

United Planet also has many opportunities for individuals and groups to participate in its global programs. More information can be found at:

www.unitedplanet.org

- Our Platinum Sponsor White and Williams LLP (Tom Butler and Nicole Sullivan and very capable staff in NYC and Philadelphia)
- Our Co-Hosts CR International (Simon Turner), Merrill Lynch (Gerald Di Chiara) and Royal Bank of Canada
- Our Events Photographer Stefani Lopez (@steffpez Instagram)
- The Two French MBA students from ISM who volunteered for lobby duty with Peter Wrampe and Greg Liberty.
- Our IERG Symposium Committee 2018
- Our IERG chapters with Shout out to Boston, Connecticut and New York chapters
- IERG Board
- Ruth Bardos, IERG Administrator for her dedication and support

Aeon Cummings

Event was world-class - intellectual yet practical - and offered real networking opportunities as structured.

Terry Horn

Excellent choice of topics and speakers resulting in stimulating and thought provoking panel discussions. Too bad the discussions were not longer. I would have happily sat through another hour or more!

Robert Kovacs

... An amazing event with outstanding speakers and interesting topics. The location was breathtaking and the event itself was very well organized. It was great to meet so many IERG members in person who came from all over the US, which I think is a big contribution to IERG. I really look forward to attending the next year's symposium.

Marco Oropeza

"My trip to NYC for IERG's 1st Symposium was totally worth it. The topics, panelists, and networking opportunities after the sessions made it an amazing experience for every one attending; proud to be a member of IERG and thankful for the team who put it together and the hosts White and Williams.

... and more...

- It was phenomenal
- Both panels were outstanding, and the audience was highly engaged listening, taking notes and asking quality questions. The White and Williams facility is first rate and their coffee break and networking reception were extremely well done.
- Kudos for organizing and executing a terrific Symposium
- Excellent, well-organized and thought-provoking symposium
- Good job by all