

The IERG Global Inclusion Council (GIC)

[Venugopal Chepur](#) & [Betty Flasch](#), GIC co-chairs

Within the context of an increasingly diverse international workforce, expanding global and connected business communities, and new and innovative future-focused industries, IERG set as a key 2018 initiative the establishment of the Global Inclusion Council (GIC).

The Council's objective is to create awareness for diversity and inclusion, and provide a guiding spirit to consciously increase IERG membership with a diverse, inclusive and engaged global membership.

Here's a timeline of the GIC's activities to date:

- January - the GIC was formed, launched its initial conversations with 11 active, committed and diverse IERG members including: Adriana Tangarife (Miami); Eric Douglas(Chicago); George Peterson (Dallas); Jerry Strub (Chicago); John Wang (NY); Martina Beverly (Chicago); Narendar Rao (Chicago); Pamela Schneider (Chicago); Qaisar Shareef (NY).
- February - the GIC team identified the council's Charter and launched initial actions including IERG member analysis. By March, with a view to establish a baseline of member input and raise awareness among members, the GIC team designed a "Diversity & Inclusion Survey" intended to explore IERG member perceptions, experience and suggestions about diversity and inclusion to help the GIC team meet its goal.

Going forward, and schedules permitting, the GIC plans to launch the GIC Diversity & Inclusion Survey for all IERG members in June. With the survey responses, the GIC will then develop specific recommendations and timelines for the IERG Board, with a focus on most efficient and appropriate ways to support IERG goals.

The GIC's work to support IERG diversity and inclusion is an exciting and future-focused initiative for our organization and members. As GIC Co-chairs, we are grateful for the support of IERG BOD and especially for the committed and enthusiastic GIC team members.

6 New Members in April and May Please reach out and welcome them!

<u>Name /Email-Link</u>	<u>Chapter</u>	<u>Phone</u>	<u>Sponsor</u>
Aeon Cummings	Connecticut	203-252-1203	Peter Wrampe
Richard Jarrett	Connecticut	203-952-9109	Peter Wrampe
Andrea Legnani	New York	917-224-3759	Joanna Peters
Keith Parker	Florida	786-493-2016	Fred Suarez
John Scott	New York	609-815-4312	Jaap Ketting
Angela Zhao	Chicago	773-259-8957	George J. Farina

Upcoming Signature Event

[Joanna Peters](#) – IERG Inaugural Global Growth and Trends Symposium 2018

IERG is proud to announce its [Inaugural Global Growth and Trends Symposium 2018](#). Our Themes investigate how to find the signal among the noise in a rapidly changing and chaotic world. The Symposium features two insightful panels, followed by a reception.

Why attend: Learn about important current disruptive macro forces and trends impacting global business

Who should attend: Forward thinking executives seeking to uncover potential new opportunities in a rapidly changing business environment

When: Thursday October 25th 2-7 pm Midtown Manhattan

[Early Bird Registration](#)

Mark your calendars and Book your flights

International Business Outlook Survey 2018

To our Members who have completed the survey for 2018, our Thanks and Appreciation for helping to showcase IERG's deep knowledge and talent in international business. We all benefit from increasing IERG's profile and the 5-minute survey sent to you provides the necessary data to create a meaningful article. Much time and effort has gone into this effort. [Dieter Eisinger](#), Best Practice Committee

Collaboration for Upcoming Event

IERG AND NEIU

The International Business Conference (IBC) has been conducted at Northeastern Illinois University (www.neiu.edu) every year since 2002. This event is planned, organized, and managed by a Student Leadership Team under the guidance of a faculty member. IERG - Chicago Chapter has been a big supporter of the IBC over the years. It has provided eminent speakers who have delivered insightful presentations [Dr. Narendar V. Rao](#), Faculty Advisor of the 2018 IBC was invited to attend an IERG networking event in February 2018 by George Farina, Co-Chair, IERG Chicago Chapter. This resulted in four speakers for the 2018 IBC. The speakers were Ms. Colleen Fahey, Mr. Thomas Kastner, Ms. Betty Flasch, and Mr. Bernhard Groth. NEIU deeply appreciates the assistance from IERG – Chicago Chapter and looks forward to its continued support for the IBC in the years to come.

New Feature Faster Landings Corner

[Mike Lorelli](#)

3 Reasons Why You Should Be Thinking About Private Equity

1. With all the M&A in the last 3 decades, there are now only **3,611** public companies in the US. In contrast, the number of private equity portfolio companies has exploded to **16,800**.
2. The PepsiCo's and the like rarely go outside. . . they have enough great, homegrown puppies coming up through the ranks. In contrast, private equity prizes hiring battle tested, proven thoroughbreds, with the large company training and sophistication.

3. Private equity is the one place where you turn grey hair and age, from being a headwind, into a tailwind.

[John Lowe](#) - Sharing Executive Job Leads

I asked our leading contributors why they share job leads.

"I feel very fortunate to see as many leads as I do come across my path. Moreover, even though I am very content in my current role and not actively looking for new opportunities, I am optimistic that somewhere out there is a colleague who may find the role a perfect fit and want to pursue it. Everybody's a winner! That is why I share job leads." **Linda Fonner**

"I share leads for two reasons. First, because it is now time for me to pay back all that I have received from others in my career. And, second to help others enjoy utilizing their talent in a new challenge." **Michael Bluth**.

"One of the many good things IERG offers is the sharing of information and knowledge among members; job opportunities are one of them. This is why I feel compelled to share qualified job opportunities with the membership. It is for me a way to pay it forward, you never know...." **Marco Oropeza**

We encourage all IERG members to post and share job leads and business opportunities. In this way, we are actively supporting the IERG Credo: "expand our base of referrals, and grow our professional opportunities." Posting leads is very easy and may help a colleague.

Member News

Newly Inducted

Principal and Fellow Global Business Leaders

The IERG Global Business Leader Certification Review Committee recognized the leadership and contributions of three newly inducted IERG members at Principal or Fellow Level. Please join us to congratulate John Hamerlinck, Waseem Naqvi (Principals) and Joanna Peters (Fellow).

Be recognized by your colleagues, peers and industry for your leadership and contributions! Get Involved and Submit your online application see link <https://ierg.memberclicks.net/criteria-for-each-gbl-certification>

The key to attaining Certification Levels is to be involved and share your leadership experience. Methods for attaining Global Business Units (GBUs) are:

- Present an IERG Global Leadership Series Webinar
- Serve on a committee
- Present White papers on global topics for IERG distribution
- Start a SIG or Group
- Attend a webinar, SIG or chapter Chair meeting
- Help a colleague and bring in new members

Promote your capabilities to outside parties with certification

- Highlight your certificate in your LinkedIn profile, personal and board proxy biography, Email signature
- Be recognized by your colleagues, peers and industry!

[Waseem Naqvi](#)

[John Carne](#) - I have been active in the SCORE organization during my enforced idleness during my recent career transition. Although SCORE stands for Society of Retired Executives, many of us are not yet retired, just have a lot of experience. I have found it an excellent chance to stay intellectually engaged in business activity, continue to build my professional network and to “give back” something to the community. I am currently serving 12 clients engaged in small business planning, launching a sports organization, assisting in a product launch and merging two 75-year-old companies. [Click here for a brief overview of SCORE and a link to join.](#)

[Suzanne Garber](#) moderated a panel on healthcare at the Rutgers School of Nursing on February 28 with a screening of her film, “[GAUZE: Unraveling Global Healthcare.](#)” The film also was accepted into the Fort Myers and Miami Independent Film Festivals where it was screened in March. Continuing the push for greater transparency in US healthcare, she has created a Change.org survey that can be accessed [here](#).

[Ed Marsh](#) recently launched a new product - [Sales Fracking™ Buyer Intent Data](#). This is an incredibly powerful revenue growth tool that delivers lists of potential buyers to marketing, sales and business development teams. These are actual contacts who have demonstrated behavior indicative of intent to buy. Digital marketing was the response to the disruption of traditional sales caused by evolving

buyer behaviors. This is the next step - helping companies to proactively identify prospects rather than wait for them to visit a website and submit their contact details. [This 3-minute video provides an overview.](#)

[Marie Meliksetian](#) - CEO of Reliance Solution Services, LLC has recently released a paper on the topic of "Risk in Supply Chain-Cyber and Data Security in Procurement and Supply Chain". The content covers a comprehensive set of guidance to prepare your Procurement and Supply Chain organization for one of the most critical risk areas. It was recently proven that Procurement and Supply Chain is a critical entry point and vulnerable for hacking.

To all who lead organizations, irrespective of your role, you will value the content of this paper. We also recommend you share it with the appropriate executives in your organization and network. Click on the link and request the paper for free. <https://www.reliancesolutionservices.com/contact.html>

Paolilli, Jarek & Der Ananian, LLC announced the appointment of its founding partner, [Gerald Paolilli](#) as a Corporator of Middlesex Savings Bank. The announcement was made on April 24th at the Middlesex Savings Bank annual meeting.

As a Corporator, Jerry will serve the bank as needed and be a much-needed link between Middlesex Savings Bank and the community.

[Qaisar Shareef](#) - In today's world of global conflicts and turmoil being geopolitically aware and astute is an imperative for working across borders. Those leading multinational companies are particularly susceptible to being drawn into geopolitical conflicts between their home country and their host regions. I faced these situations while heading up Procter & Gamble businesses in Pakistan and Ukraine. Here is a link to my blog narrating these experiences <http://blueearbooks.com/american-businesses-abroad-u-s-foreign-policy/>

[Janet Walsh](#) - CEO and President of Birchtree Global, LLC was quoted in Global Finance Magazine April 12 on Cuba's change of leadership and the implications for foreign direct investment. Read the article here: <http://www.gfmag.com/magazine/april-2018/cubas-cautious-capitalism>

IERG Timely Topic

General Data Protection Regulation (GDPR)

Christine Baird - CEO of Clarus Tech Partners, www.ClarusTechPartners.com, has a team of IT, legal, cybersecurity, and compliance experts who advise and implement GDPR Compliance assessments and readiness solutions and presented at the May 8th, IERG NY Chapter Meeting.

Presentation Title: What is GDPR Compliance and How It Impacts Global Businesses

Discussion Scope: Do you Know What GDPR Is? Are You Ready for GDPR?

GDPR is the new European Union's (EU) General Data Protection Regulation law that goes into effect on May 25, 2018. Organizations that collect data on citizens in EU countries will need to comply with the strict new rules that protect consumer data.

Even if your company or organization is not located in the EU, if your company processes personal data or markets or sells goods or services to citizens in EU countries, then you will need to comply with the new regulation.

The penalties for non-compliance are steep – possible audits and fines of up to €20 million (about \$24 million USD) or 4 percent of your company's annual global revenue.

So where does your organization start?

Organizations across the globe can take this as an opportunity to get their data management in order — and gain a competitive advantage along the way.

This discussion will explain what GDPR is, why GDPR came about, what the possible penalties are for non-compliance, how it affects your organization, and how to be GDPR compliance ready.

How to comply with the GDPR

Janet Walsh - Whether or not your business operates in Europe, if you have in your marketing, HR, IT, or sales databases, information on European citizens that contain names, addresses, identification/registration numbers, and phone and email contact information, number of children, names of spouses, etc., you are subject to the European General Data Protection Regulation (GDPR), which is effective May 25, 2018. Birchtree Global has partnered with Entelo and Squire Sanders and Boggs, on a GDPR Webinar so businesses will know how to comply with these regulations. This webinar is available on demand from our Go to Webinar global educational platform. You can watch the webinar at your convenience Watch the Webinar at: https://lnkd.in/dds_u84

See link for more info: <http://bit.ly/2H3HVdV>