

## IERG Global Leadership Series

One of the most popular programs IERG provides our members are presentations by notable authorities and leaders on relevant topics of international business. If you know of a speaker that you think fits this criteria, or if you have a topic that you would like to have us schedule and promote, please send a note of interest to [Steven Walton](#) or [Ruth Bardos](#) and they will be happy to follow up.

## Member Recognition

[Ed Marsh](#) of Consilium Global Business Advisors received the **President's "E" Award** for Export Service in recognition of his company's achievement in making significant contributions to the increase of U.S. exports. Click here to view official notification from the Secretary of Commerce <http://bit.ly/1TLs1Ui>

[LouAnn Conner](#), Founder and CEO of SagaciousThink, a global business operations consultancy was recognized by Golden Gate University as Outstanding Adjunct of 2015 for teaching classes in International Business and Strategy, Entrepreneurship, Managerial Analysis and Team Dynamics.

### New Members from February 15<sup>th</sup> to May 15<sup>th</sup>

Please reach out and welcome them!  
Thank the sponsors

Name/Email-Link	Chapter	Phone	Sponsor
<a href="#">Ximena Baños</a>	FL	954.261.2268	Fred Suarez
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<a href="#">Matthew O'Donnell</a>	FL	706.267.0265	Gary Patterson
<a href="#">Adam Persson</a>	Boston	617.866.8026	Venugopal Chepur
<a href="#">Julia Samojuden</a>	CT	914.413.6584	Robert Kovacs
<a href="#">Vijay Somandepalli</a>	Boston	617.939.1568	Craig Sanders
<a href="#">Janet Walsh</a>	CT	770.361.8285	Dale Akinla Peter Wrampe
<a href="#">Charlie Yu</a>	CT	203.988.6918	Robert Herber

## Bulletin

"IERG Global Business Leader (GBL) program is in its final phases before formal launch. The program was presented to the IERG Board and it has been approved for implementation. The implementation team, lead by [Kugan Anandakugan](#) is working on the logistics and expects to start the launch process in late May/early June."

## Members on Their Own Behalf

- [Jamie Gomez](#) - **You CAN teach an old dog new tricks.**  
"As the saying does NOT go, you can teach an old dog new tricks! After retiring after 42 years in Manufacturing and 2+ years as a consultant, I decided that watching TV and playing golf every day, albeit entertaining, it was a bit expensive and ultimately tiring. With that gained "knowledge" I started the ultimate quest, that is, what can I do that is entertaining, challenging, pays money and is fun! After much analysis I decided to go to class and ultimately take the state test and pass the realtor exam. I went to Gold Coast Schools, took the course, studied (yes, had to study), took the test and much to my surprise, I passed the test on the first try. At that point, my friends at Cervera Real Estate said to me, "don't even think of putting your license with any real estate firm that is not Cervera". So I did!

I started working at Cervera Real Estate back in February, and I was offered, based on my background, the challenge of managing the Key Biscayne office, which had not delivered the expected results since its inception, i.e., not making a profit. What we did was the typical approach, reviewed past results, interviewed all the players in the office, Corporate Management, etc. re what they thought the causes for the lack of results were. The next step was to call for a full day Team Building session, where we analyzed the strengths and current team weaknesses, developed an action plan and started execution. Fortunately, things have worked out and 3 months into the plan, we are turning out into a profitable operation, which in turn is a lot more fun. Now I am proud to offer our Team services to any and all of you or your friends that may want to move to Miami or invest in Miami Real Estate.

It would be a pleasure to be able to help and serve IERG members."

- **[Janet Walsh](#)** to speak at the Stamford Innovation Center on **Globalizing your Business**.  
The Stamford Innovation Center in Stamford, CT provides a professional environment where entrepreneurs can work with subject matter experts and venture capital experts to grow their businesses. Janet will be speaking to the group on globalizing businesses, June 7, from 6:00-8:30 PM. Janet invites you to join her as she shares her perspective on expanding business operations overseas. Dinner and refreshments are provided. Innovation centers are popular around the world. They serve an important function in bridging the gap between brilliant ideas and positive financial results. For more information <http://tinyurl.com/Globalize-Business>
- **[Jerry Paolilli](#)** - Introduction to **Paolilli, Jarek & Der Ananian, LLC** speaker at the Stamford Innovation Center on **Globalizing your Business**.  
Paolilli, Jarek & Der Ananian, LLC is a U.S. based accounting firm with a global reach. They help clients with tax compliance, assurance services, and day-to-day accounting needs. Their international experience provides clients with a clear path through the challenges of starting and operating a U.S. venture. Interested? Here is a link for more info <http://bit.ly/24ZCy6w>.

### **Food for Thought**

- **[Kathleen Phillips](#)** - **Outside In / Inside Out: Expatriate to Repatriate and Again**  
Have you ever felt awkward walking into a party full of people you should know? Imagine that same feeling,

whether you are on assignment abroad, or coming back home after a long-term overseas assignment. There are so many realities of each of those experiences, which most people under-estimate and will never understand until experienced. Interested? <http://bit.ly/27kKEZF>

- **[Linda Fonner](#)** – **Adaptive Leadership**

Our longtime IERG member recounts the time in her career during her first expat assignment in Australia when she came across something so surprising that it challenged some of her most core business principles. How could a seemingly mundane hobby be so integral to the running of an operation? And how does one go about processing all the necessary information needed to transform a mindset to make quality decisions? Intrigued? <http://bit.ly/1Nyby9Z>

### **Truth in Humor**

#### **[George Peterson](#)** – “Learn as You Go” 😊

Based on my personal experience of living and working in Niger, Burkina Faso, Egypt, and Kenya for the past 12 months, if you are planning to spend time in West, North, or East Africa:

Wear BROWN rather than BLACK shoes to deal with the reality of the brown dust/dirt on the streets that cannot be escaped!

### **“Upcoming IERG Events - Mark Your Calendar”**

#### **[CT Chapter Evening Networking Event](#)**

**Wed Jun 16, 2016 6:30 pm**

Please join us for our famous tapas event for an evening of networking and meeting our new members. You are most welcome to bring a friend or two!

Venue: Barcelona, 4180 Black Rock Turnpike, Fairfield, CT 06824

#### **[Chicago Chapter Networking Meeting](#)**

**Tue Jun 14' 2016 5:30 PM**

Please join us for a lively mixer evening of networking. You are most welcome to bring a friend!

Venue: Nick's Fishmarket, 222 W. Merchandise Mart Plaza, Suite 135, Chicago