

Message from the Vice Chair – Steven Walton

What is a Global Citizen?

I have read recently quite a few articles on this topic. While exact definitions do vary, they all seem to accept the cornerstones of the power and speed of electronic connectivity, the transnational impact of local actions, and the cross-cultural convergence of peoples. Like it or not today we are all born and operate in the global community. IERG and our members are ahead of the curve and operate at the center of this structural confluence. I am looking forward to 2016 as we continue to expand geographically, grow in size, and create new connections and share information and ideas that will help impact the emerging order.

***** NEW POSITIONS *****

**Executive Search Professionals
Job Opportunities**

Mark Hamill, Chairman, SpenglerFox

We continue to share some interesting assignments. Please see below and feel free to reach out to Mark directly for any further insight, interest or recommendation.

1. CFO, Solar Energy start-up, Dubai
2. Chief Technical Officer, Energy company, London
3. Business Development Director Europe, CPG, flex location within Europe
4. COO, Consumer Electronics, Düsseldorf
5. GM Turkey, Industrial, Istanbul
6. President Central Europe, Consumer, Vienna

Message from Venugopal Chepur – Membership Chair

Members Promise

Dear IERGers,

I am happy to share that most of our new members have been recommending new members as part of their promise to bring in at least one new member in a calendar year.

We all know, our group sustains itself by volunteering for bringing in new members and participating in our activities. Your one simple act of volunteering makes a huge difference to the member and the whole of IERG.

So please bring in your friend(s) as your share of ONE NEW MEMBER for this calendar year. We, the membership committee, supported by Ruth Bardos, are here to support your efforts with expedited processing.

Thanks,
Venu

New Members from November to January

**As suggested by Venu, please reach out and welcome them!
Thank the sponsors**

<u>Name/Email-Link</u>	<u>Chapter</u>	<u>Phone</u>	<u>Sponsor</u>
Damien Chaix	CA	858.252.9613	Phillippe Pavageau
Laurent Chassepot	CA	310.415.6733	John Lowe
Joe Kushi	MA	617.331.5000	Craig Sanders
Todd Kryss	IL	630.796.1873	James Waite
Luis Manrique	IL	713.8780,223	George Farina
Hani Mayzouni	IL	847.702.1959	George Farina James Waite
Leonard Sloane	NY	732.371.7021	Michael Wynne

Members on Their Own Behalf

- **David Stout**, our IERG 'missionary' in South East Michigan has attended the Outlook session of the Society of Automotive Analysts prior to the recent Detroit Auto. The theme was Disruption [in the automotive industry] and he put together some summary comments which mention the possibility of a 50% drop in annual North American sales volume in 2035 to 2040 due to automated vehicles strong market penetration. Read the scenario by clicking on this link: <http://tinyurl.com/hrefkox>
- **Linda Myers**, NY Chapter member and author of “**My Journey down the Rabbit Hole**” suggests that if you already know why college graduates literally study night and day for months to get inside the most renowned cabal on the planet, if you already know why Asians take

their shoes off before entering a restaurant, and if you already know about the Miracle on the Han, skip her article. But if your curiosity has been piqued, then click here for some good reading <http://tinyurl.com/jnkesqj>

- **Bert Schefers**, IERG member in CT, is Owner and Managing Partner of Abbey Road Associates, a boutique strategic pricing consultancy, located in Wilton, CT.

Abbey Road assists global clients increase revenues and profits through pricing strategies and tactics that monetize and capture the most value from their products and services.

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Chapter News – George Farina

- IERG Chicago Chapter organized a successfully attended event on November 17th: Foreign Direct Investment In The Midwest: How Global Competition is Changing the Local Business Landscape. Our hosts were Baker & McKenzie, who provided their stunning conference area on the shores of Lake Michigan for both the panel discussion as well as the networking reception that followed.

Given Chicago's importance as the hub of the Midwest for trade and investment, our event planning committee put together a panel of outstanding professionals representing local government, investment, reshoring expertise, and locally based foreign management. This included Toni Preckwinkle, President of the Board of Cook County (in which Chicago sits) and Michael Jasso, Cook County's Chief of the Bureau of Economic Development; Jack Campbell, Principal of MASI and founding member of M&A International and Bart McMillan, Partner at Baker & McKenzie on the investment side; Harry Moser, President of the Reshoring Initiative; and Peter Riehle, President & CEO of Wittenstein Holding Corp., a German designer and manufacturer of precision motors for industry. The panel discussion was moderated by Michael Lev, Editorial Board Member of the Chicago Tribune.

Thirty-five guests, including both IERG members and others from local industry, consulting and recruitment listened to and participated in a lively panel discussion. Certainly one of the most interesting highlights of the discussion was the general consensus on the need for more professional training of the highly skilled precision workforce needed to drive high-end industrial foreign investment in the region.

This was the Chicago Chapter's 6th International Forum, with previous Forums having focused on topics including China, Columbia, and Corporate Social Responsibility. Our next Forum will be held in November 2016, with the Planning Committee beginning in March to decide on both topic and sponsorship to enable wider event marketing and participation.

- The Chicago Chapter began its regular monthly schedule of Networking Mixers (2nd Tuesday of each month), the first being held on January 12th with approximately 20 members and guests in attendance. IERG sponsored post-holiday hors d'oeuvres in addition to the usual cash bar and members were pleased to see many new guests in attendance.

Chapter Voices – George Farina

Results of a January online poll sent to all chapter members revealed:

- ✓ Access to the IERG members' database and recognition as an experienced international executive are the two most important membership benefits
- ✓ Chapter networking mixers should be kept on a regular monthly schedule as in the past and also continue to be open to non-members, which is felt to be an important recruiting tool. There is, however, a desire to occasionally have them in a location other than downtown Chicago, and one that allows for a speaker
- ✓ Future success of the chapter will be based on the quality and strength of the networking experiences and new member recruitment
- ✓ Successful new member recruitment will largely be by word of mouth and getting new faces at Chapter meetings and events
- ✓ The Chapter should strive to hold 2 major annual panelist or speaker events rather than only 1
- ✓ The preferred Chapter organization is a Chair + Leadership Committee of 2 or 3
- ✓ Members are willing to participate by recruitment of 1 new member, operational assistance at major chapter events, and participation in the Leadership Committee

The Chapter is most definitely taking its cues from these results and a Leadership Committee is being formed and

priorities and responsibilities set. New recruitment is looking brighter as our newest members seem quite enthusiastic about bringing in friends and colleagues.

The chapter discussed ways to increase the rate at which we gain new members and will be making a recommendation to the Board for consideration.

"Mark Your Calendar"

CT Chapter March Breakfast Meeting

Fri Mar 4, 2016 8:00 AM

Our next Monthly Breakfast Meeting breakfast and networking meeting will be held on FRIDAY March 4 8:00 am

Venue: Silver Star Diner, 210 Connecticut Avenue, Norwalk, CT

Chicago Chapter Networking Meeting

Tue Mar 8, 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

NY Chapter March 2016 Event

Wed Mar 9, 2016 5:15 PM

"The Power & Science of Business Stories"
Speaker: Christopher Kogler CEO, Narrative IQ

Venue: Right Management 99 Park Avenue, 6th Floor New York, New York 10016

Attire: Business Casual (or better)
Light refreshments and hors d'oeuvres will be served