

## Passing the Baton

[Richard Guha](#)

"Since I am stepping down as Chairman after 6 years in the role, it seems appropriate to tell the members what IERG means to me. I have been an IERG member for about 15 years and it has been both enjoyable and professionally rewarding. Each year, I have met interesting people, I have found business collaborators, and now, with the new IERG certification, can demonstrate professional proficiency in an area of great interest to the business community. I will continue to be engaged in IERG, and I welcome calls and emails from members. **Steve Walton, my successor as Chairman**, has the vision and energy to continue to grow the organization, and I wish him the best of good fortune."

## New Member Recruitment

[George Wasilczyk](#)

When each of us joined IERG, we made a commitment to recruit one new member to IERG each year. The IERG Marketing and Communications Committee have been working on materials you can use to help you in your new member recruiting efforts. First in the series of recruiting aids are the elevator pitches:

- ✓ IERG is a unique membership organization aimed at both growing global leaders and increasing the effectiveness of those with global leadership experience. It offers networking worldwide with leaders having diverse business expertise. Check us out on [iergonline.org](http://iergonline.org).
- ✓ Since you're doing business internationally you should really think about joining IERG. IERG, the International Executive Resources Group, is a unique organization of global business executives. As a member, you can increase your effectiveness in your current job and prepare for your next position by tapping into the breadth and depth of international experiences that span a wide array of businesses, functions, and geographies.

Feel free to use these, or modify them to put them in your own words as you encounter new potential members. We will be sending out shortly a compilation of value proposition statements you can use in follow up discussions with the prospective new member, once the elevator pitch has captured their attention.

## Recruitment and Onboarding New Members

[George Farina](#)

A 2016 priority for the Chicago Chapter was to recruit a significant number of new members able to contribute time and enthusiasm, assist in growing our overall network of contacts and thereby give IERG a larger footprint in the local community. A commensurate priority was to onboard these new members in an organized and timely manner to help foster good communication from the beginning and increase our membership retention rate. We focused on using a personalized approach.

[Continue reading](#)

## Membership profiles IERG

### The board of IERG would like to ask for your help.

The value of our professional network, like any network, depends on the accuracy of the information accessible to our members. Your own ability to successfully look for help or information depends on the completeness of your fellow members' profiles - just as much as does their ability to successfully seek you out.

To improve the value of our network, we would like to ask all of you to spend some time over the next few weeks to update your valued membership profiles. **We aim to have our network fully updated by Feb 22** and will keep you posted of the collective progress we are making.

## New Members from Nov 15<sup>th</sup> to Jan 15<sup>th</sup>

Please reach out and welcome them!

Name/Email-Link	Chapter	Phone	Sponsor
<a href="#">Anthony Scolaro</a>	Virtual: Toronto	416-8374-8383	Craig Sanders
<a href="#">Francois deLara</a>	Chicago	847-227-7638	Prem Palvani
<a href="#">Francisco Gomez</a>	Florida	305-484-6711	Larry Cole
<a href="#">Phillip Lee</a>	Florida	770-406-6690	N/A
<a href="#">Dorothea Stoll</a>	Chicago	847-687-7562	George Farina
<a href="#">Eric Keene</a>	Chicago	312-622-8585	George Farina
<a href="#">Marco Birtig</a>	V: Atlanta	757-412-8399	Richard Arndt
<a href="#">Christine Baird</a>	New York	619-517-5548	Jaap Ketting
<a href="#">Deborah Midanek</a>	v: Grenada MS)	917-853-3598	Joanna Peters
<a href="#">Kim Ruyle</a>	Florida	616-308-3255	Joanna Peters

Involved and Submit your online application see link <https://ierg.memberclicks.net/criteria-for-each-gbl-certification>

### Next Stop Certification: Get Involved!!!

- ✓ Attend a webinar, SIG or chapter meeting
- ✓ Present an IERG Global Leadership Series Webinar
- ✓ Serve on a committee
- ✓ Start a SIG or Group
- ✓ Present White papers on global topics for IERG distribution
- ✓ Help a colleague and bring in new members
- ✓ Promote your capabilities to outside parties with certification
- ✓ Highlight your certificate in your Linked In profile , personal and board proxy biography, E Sign off and more
- ✓ Be recognized by your colleagues, peers and industry!
- ✓ Get certified

Joanna Peters  
IERG Board  
Certification Committee

## News Flashes!

### Warning Global Webinars are HOT!

We are receiving terrific participation and feedback with our second Wednesday of month IERG Global Leadership Webinar Series. We had outstanding turnout and follow up for our interactive European Advisory Board discussion in October, as well as our November and December webinars on the Implications of the US Elections and Landing a US Board Seat respectively.

The New Year opened with our two part series on human development, organizational development, and general management. In January, Kim Ruyle provided deep research based insights into Finding Authentic High Potential Talent in the Crowd, another exceptional presentation. In February, Young Mi Park will present on 21st Century Leadership: 20th Century Leaders Would Fail. We are bringing in experts on Social Media and elections, CyberSecurity, Edgy Business Hot Spots across Asia, High Tech updates from California and more.

If you would like to suggest a speaker and topic, please do so. You can also watch our webinars online, just sign into IERG, move your cursor across to Key Documents and scroll down to Webinars. Join us second Wednesday of the month at 12 noon EST!

[Joanna Peters](#) and [Marco Oropeza](#)

Co Chairs Global Leadership Webinar Series

### Principal and Fellow Global Business Leaders

IERG Global Business Leader Certification Review Committee issued a Press Release to all national and local chapter newspapers recognizing the leadership and contributions of six IERG members at Principal or Fellow Level. Please join us to congratulate Venu Chepur, George Farina, Bill Hewins (Principals) and Richard Guha, Peter Wrampe and Steve Walton (Fellows). Be recognized by your colleagues, peers and industry for your leadership and contributions! Get

## Chapter News

[Janet Welsh](#) would like you to know that she is growing the "Denver IERG Group" into a chapter!

We are delighted to note our two upcoming speakers are Howard Brownstein the chair of Brownstein Corporation and a noted turnaround specialist will be talking to our group in an exclusive webinar on January 31.

We are in discussions with Bart van Ark, chief economist and strategist for the Conference Board as our speaker for the March session. We are hoping to make this a joint session with MSEC and several other groups. Venue: Mountain States Employer's Council. Date and time to be determined.

We will follow with a May meeting, tentatively to be held at Clive Cussler's garage.

[Bill Stranberg](#) "Are you Global Enough?"

Last November, IERG Chicago hosted a panel conversation, "Are you Global Enough?". The event was hosted by Grant Thornton, LLC and moderated by IERG vice-chair **Steve Walton**. The conversation dove into the true value of international experience, and brought from-the-trenches insights into the impact global thinking and decision making has on one's business, career and life.

The esteemed panel featured Pek Lee Choo Founder of Discernan; Vivek Singhal President Strategic Business Management Company; Jonathan Broutin Founder and President of The Seagull Institute; Jose Ignacio Sordo Galarza Founder of CIO Eureka!; and Shannon DiPietro Vice

President of Human Resources Global Product Supply and Global Business Solutions at SC Johnson.

Moderator Steve Walton guided the conversation via questions collected from the audience. Topics ranged from the impact of public policy on international business to the impact of moving children overseas.

The event was open to the public and provided all who attended with insights into how one can benefit from thinking outside political boundaries. If you missed the event but would like to listen, a recording is available here: <https://attendee.gotowebinar.com/recording/4366221525764194049>

## Member News

- [Suzanne Garber](#), Chair of the Board for Gauze, the world's most comprehensive database of hospitals outside the United States, is pleased to report that her company earned third place in the Veteran Shark Tank competition held in Philadelphia in December. If you find yourself sick abroad, visit [www.gauze.net](http://www.gauze.net).
- [Richard Guha](#) became a Board member of Chops Snacks, an exciting growth company that makes and markets high quality meat jerky, a rapidly growing market.
- [LouAnn Conner](#) - writes:  
"I am lecturing on entrepreneurship at the Ateneo de Manila University in Queszon City, Philippines in February. I was also recently elected to the Board of Directors of The Club of Silicon Valley - a Silicon Valley based nonprofit serving as an incubator for women leaders.
- [Janet Walsh](#) - was interviewed by FIOS news on the death of Fidel Castro and her thoughts on foreign direct investment in Cuba in the next few years. <http://www.fios1news.com/lowerhudsonvalley/fios1-interview-whats-next-cuba#.WDuCTrLx6Uk>
- [Jim Means](#) - writes  
"I manage a consulting firm dedicated to assisting healthcare manufacturers (such as medical devices) improve their commercialization in markets outside the USA; I'm always seeking new clients and would appreciate leads in that regard." [www.biomentor.com](http://www.biomentor.com)
- [Per Ohstrom](#) has joined System Improvements, Inc. in Knoxville, TN, a "micro- multinational" consulting and training company. The main product is the Taproot(r) methodology for root cause analysis, enabling companies to effectively investigate incidents or near-misses and take corrective action. In his role as VP Sales, Per is responsible for promoting the company to customers in oil and gas, mining, power generation and other industries.

## News from Shanghai – [Arie Schreier](#) (2 blogs)

- **China's first step towards their fiscal transformation was the VAT reform that was implemented in Shanghai in 2012.** This initiative was expanded to pilot sectors across the country on August 1st 2012 due to its remarkable success and its bolster the slowing economic growth. On May 1st 2016 the reform was officially implemented throughout all China. The reform program seeks to replace business tax with a value-added tax to avoid duplicated taxation and to lower the tax burden. <http://www.ptl-group.com/blogs/en/how-can-you-benefit-from-the-vat-reform-in-china>
- **Doing business in China is becoming easier and more appealing for foreign companies now that the WFOE set-up process has been simplified.** In early September 2016 a new set of rules were released to ease the burden on the business environment within China by reducing bureaucracy and increasing transparency. The rules specifically support Foreign Invested Enterprises (FIEs) and took effect from October 1st 2016. <http://www.ptl-group.com/blogs/en/wfoe-set-up-in-china>

## "Upcoming Events - Mark Your Calendar"

### [Wednesday, Feb. 8<sup>th</sup>](#)

IERG Global Leadership Series Webinar  
21st Century Leadership: 20th Century Leaders Would Fail  
Speaker: Young Mi Park

### [Wednesday, Feb 15th](#)

Chicago Chapter Mixer  
Venue: HIGHLINE, 169 W Kinzie (across the street from Merchandise Mart)

### [Thursday, Feb 23rd](#)

NY Chapter Mid-Winter Social  
Venue: B Bar & Grill, 40 E 4<sup>th</sup> St, New York

### [Tuesday, Mar. 14<sup>th</sup>](#)

Chicago Chapter Mixer  
Venue: To Be Announced

### [Tuesday, Mar. 14<sup>th</sup>](#)

CT Chapter Evening Spring Event  
Venue: To Be Announced

### [Tuesday, Apr. 11<sup>th</sup>](#)

Chicago Chapter Mixer  
Venue: To Be Announced

## Useful Links

Board	Recruiting	
<a href="#">Minutes</a>	<a href="#">Application Form</a>	<a href="#">Be Certified!</a>
<a href="#">Financials</a>	<a href="#">Who is IERG?</a>	<a href="#">Upcoming Events</a>
<a href="#">Press Release</a>	<a href="#">Member Benefits</a>	<a href="#">Newsletters</a>