

What an Amazing Time to be an Internationalist!

Steve Walton, IERG Chairman

I believe it is because of the forces that may be driving short-term inwardness and local contraction that we are actually in the midst of the most comprehensive globalization the world has ever seen.

What a great time to be a part of the International Executive Resources Group (IERG); the premier organization of and for international executives who have the shared experience of living and doing business outside of their home country. For us 2017 has been an incredible year. Membership is up 25% and accelerating. We have active participation in both LATAM and Europe. Our leadership team including the Board of Directors, Chapters, and Committee Management is the strongest and most committed in our history. The IERG Webinars, our Global Business Leadership Certification, the new IERG Board of Directors Exchange, the IERG Corporate Sponsorship Program are just some of the things working together to enrich our talents and knowledge, build our global contacts and grow our professional opportunities.

Our appetite for growth, notoriety, and achievement has been whetted. In the following articles from your leadership team you will hear more about what we have accomplished in 2017 and where we are going in 2018. I encourage you to become involved in our great journey. Join us in making a difference and helping to build IERG as the undisputed leadership organization for internationalists that we think is our destiny.

6 New Members in October

Please reach out and welcome them!

| Name /Email-Link | Chapter | Phone | Sponsor |
|---------------------------------|-------------|--------------|-----------------|
| Henry Beverly | Chicago | 773.472.1788 | George Farina |
| Martina Beverly | Chicago | 773.472.1788 | George Farina |
| Arthur Chivvis | Connecticut | 203-966-7192 | Jeff Simmonds |
| Waseem Nagvi | Boston | 508-786-9865 | Craig Sanders |
| Sirsij Peshin | New York | 862-260-1948 | Scott Morrison |
| Gary Wolfe | Virtual | 352-870-0629 | John Hamerlinck |

another value proposition to highlight is visibility of job openings at the executive level. At times, we will all find ourselves in transition or wanting a fresh challenge. We have a number of members who are executive recruiters or work in the Human Resources departments of major corporations. As a member, you will gain access to the executive level positions they post. It's one of the many benefits of being an IERG member.

IERG Chicago Marquee Event

7th International Forum

"Women In International Leadership"

.. was held on Tuesday, November 14th in stately Beane Hall at Loyola University Chicago. [Click here](#) to read more about this successful event.

73 New Members YTD

Our goal is 100 by Year's End!

[George Wasilczyk](#) - IERG Value Proposition #5

There are many elements of the IERG Value Proposition you can highlight when you are recruiting business colleagues to join.

5. Visibility of Job Postings at the Executive Level

As you engage prospective members regarding joining IERG,

Feedback on the Chicago event

[Andy Germer](#) - a member of the Denver chapter

I had the opportunity to attend the signature event of the IERG Chicago chapter, 'Women in International Leadership,' on November 14th at Loyola University in Chicago.

While the program itself was excellent and extremely informative, the opportunity to meet other chapter

members and broaden my connections within IERG was certainly beneficial for my future business endeavors. George Farina, the Chicago chapter chair, was very welcoming and I met a number of IERG members with whom I will follow up. I would encourage all IERG members to meet with other IERG chapters when feasible.

IERG launches Virtual Initiative

IERG has launched this new **Virtual Initiative** to create virtual meetings to fill this gap with the support of Steve Walton IERG's President, and enable Virtual members to utilize a consistent means of collaborating with other IERG members. Initially, IERG will host a Virtual meeting each month to encourage collaboration between members in addition to the regular Chapter meetings. [Click here](#) to learn more about this exciting initiative.

Please join us for December's Virtual meeting to be held Tuesday December 12th at 12:00 noon EST. [Register to attend](#), as you will receive your own personal call-in /log-in details.

Marco Oropeza - LATAM and Dallas Updates

LATAM – thanks to the support of new members we have been in touch with potential candidates in Brazil and other countries. PLEASE send George Farina or Marco Oropeza contact information of individuals you consider would benefit from joining our team. Having a larger membership with many and different points of view will help us grow in both quantity and quality of the knowledge we share.

Dallas – there are five registered members in the Dallas – Ft. Worth area, interestingly enough each one of us with a different background. We'll set up a jour fix to get things moving; the dates will be shared with the membership in case you are visiting DFW and would like to join.

Member News

- **Venugopal Chepur** launches his new venture www.trainedarrow.com, launching two online courses:

LearnAhead™ - Become more employable and market-ready today! - [Employability and Career Development for Graduates and Young Professionals!](#)

ChangeAhead™ - Enrich your employees to enable change! - [Help employees engage and enable your transformational journeys.](#)

- **LouAnn Conner** – of *SagaciousThink* will teach a course on leadership and innovation at the Asian Institute of Management in Manila this spring. She's been working with Asian investors on ways to increase entrepreneurship in Asia. She was an invited speaker for several Chinese educators on how to add an entrepreneurship focus to their courses.
- **Suzanne Garber**
"GAUZE: Unraveling Global Healthcare," the international healthcare documentary directed and produced by Suz Garber, appeared on PBS on November 6 and 10. Suz is taking the message of improved healthcare for Americans to television and can be seen in [a PBS interview here](#).

The film continues its screenings around the world at various conferences, having just been shown at the ITIC conference in Barcelona and Temple University in Philadelphia in November. To schedule a showing at your company, university or conference, please contact Suz at suzgarber@gauze.net

- **Richard Guha**
"Globalization and startups is a combination which is on trend and much in demand. IERG members have a big advantage if they have innovation skills and experience. There are more young global executives today than ever before, and they start younger than ever." [Read more](#)
- **Qaisar Shareef** - [Challenges and Success in Emerging Markets](#)

I was recently interviewed by Life Lessons Radio - CEO in 10. In this 20-minute conversation I shared what I learned in my 12 years building enduring and successful Procter & Gamble businesses in Pakistan and Ukraine. Click here to listen <http://bit.ly/2A62jMO>

Janet Walsh

"**Curious about Cuba as a business destination?** Janet has organized a trip to meet Cuban businesses and examine Cuba as a business destination. This trip will be of particular interest to global business leaders as it highlights the differences between market entry in Cuba and other countries. The differences are significant. She will be leading the trip from March 17-21. The trip is hosted by Insight Cuba and meets all US government regulations for travel to Cuba."

Best Practices 2017

IERG's Best Practices Committee focused its efforts in 2017 on improving IERG's reputation and credibility; creating value for existing members and ultimately generating new members.

The committee produced 2 research reports over the past 8 months to:

- a) show that we are an active organization continuing to create value;
- b) illustrate to the outside world the tremendous knowledge base inherent to IERG; and
- c) promote IERG within a larger circle of executives.

Both reports can be viewed here:

<http://bit.ly/2iW61Bm>

We published the reports via a number of channels (membership email, LinkedIn, and industry publications), where they were viewed many hundred times. While we hope they attracted new members, it is difficult to measure and we work to better track the impact and to increase effects on membership generation.

In the long run, we intend to establish IERG as a thought leader who provides credible input on international topics. For example, we will publish annually the International Business Outlook, which will provide a basic outlook on international businesses activities.

Initial feedback from publishers and executives has been encouraging and confirmed that we have a very relevant product. Especially in the age of social media, when the origin of stories and opinions can be murky, our members can be seen as a trusted source of information. The quality of our membership in combination with the number of responses (Thank you!) is a unique strength of our reports and, hopefully, you will continue to provide your input on these relevant topics.

Thank you for your Support.

IERG Best Practices Committee
Co-Chair and "Reporter" Christian Michel
Co-Chair Joanna Peters
Members: Art Buckland, John Carne, Joe Mueller,
Kim Ruyle, Steve Walton

IERG Board Resourcing 2017

This year we created two new benefits to compliment [IERG Corporate Membership](#). The first, [IERG Board Resourcing](#), is a new and valuable IERG program that matches interested and eligible member candidates with open board positions listed with IERG by Corporate Members. We want to thank all our members who updated their profiles to ensure you can be included in future searches.

To date over 50% of our members have updated their profiles since the beta testing of the IERG Board Resourcing program was announced last month. This beta testing is now complete and we will be undertaking our first corporate board search beginning December. If you have not already done so, please log into your profile at www.iergonline.org, click the edit button on your profile, and complete the new additional profile information needed to participate in this program.

We will also be soft launching [IERG's Assessment of Board Effectiveness™](#) in partnership with third party provider Inventive Talent Consulting, a leadership and talent-consulting firm that administers rigorous, research-based assessments for boards of global as well as middle market firms. This program is a natural add on to IERG Corporate Member programs. We will be announcing our plans for 2018 in the coming weeks.

Thank You for your support.

IERG Board Exchange Committee
Co-Chair and "Reporter", Joanna Peters
Co-Chair Jacques de Jager
Members: George Farina, John Hamerlinck, Christian Michel, Kim Ruyle, Steve Walton, Ruth Bardos

Mark Your Calendar

<http://www.iergonline.org/calendar>

| | Event | Topic and Registration link |
|------------|--------------------------------|------------------------------------------------------------------------------------------------------------------|
| Dec | | |
| 8 | CT Chapter Breakfast | Bi-monthly Friday's Networking Breakfast Meeting |
| 13 | IERG Leadership Webinar | Online Reputation Management |
| Jan | | |
| 9 | CT Chapter Evening Event | CT Chapter Evening Event-January 2018 |
| 10 | IERG Leadership Webinar | Investigating the Building Blocks of Artificial Intelligence, AI, the Three Step Process Webinar |
| Feb | | |
| 9 | CT Chapter Breakfast | Bi-monthly Friday's Networking Breakfast Meeting |
| 14 | IERG Leadership Webinar | Global Talent Management: The Good, The Bad and the Ugly Current and Future Challenges Webinar |

Note: All events as per the IERG Calendar as of December 5th, 2017