

New Members April (and trailing from March)			
Please reach out and welcome them!			
Name w/Email-Link	Chapter	Phone	Sponsor
Adriana Tangarife	Florida	786.300.9271	Ximena Banos
Boris Vishnevsky	Boston	484.620.2406	N/A
Carlo Badioli	Connecticut	914.643.9560	W. von Pein
Christopher Sedgwick	Chicago	773.632.6440	N/A
Douglas Nieb	Denver	720.989.7353	Janet Walsh
Guy Bouchet	Chicago	708.302.0182	George Farina
James Hallahan	Virtual	585.703.8991	N/A
Jerry Strub	Chicago	630.341.6027	George Farina
John O'Loughlin	New York	303.921.7189	Janet Welsh
Justin Nelson	Chicago	425.877.4184	George Farina
Piergiorgio Assandri	Chicago	815.593.3098	N/A
Tom Pavilon	Boston	781.835.6782	Marc de Pater

33 New Members YTD

New Chapter Leadership!

- After 3 years, [Jaap Ketting](#) is stepping down as New York chapter chair. [Pat Geraghty](#) will be assuming the chapter chair position. Jaap is to be commended for his forward thinking succession planning, as he sponsored Pat for membership nearly 5 years ago! Pat has been practicing as a maritime lawyer but is looking to get more involved in entrepreneurial, start-up ventures.
- After many, many very successful years as Chair of the Boston Chapter, [Diego Tebaldi](#) is handing off to [Adam Persson](#). Adam has jumped in quickly to bring forward two excellent speakers for the Boston Chapter. Diego was responsible for getting the Boston Chapter up and running, building the chapter to a substantial size over the years. His great contributions will be missed.

Chapter News!

- Chicago Chapter members ([Cliff Breslow](#), [Paul Carpenter](#), [George Farina](#) & [CJ Seestadt](#)) participated in the first Chicago International Student Career Fair held on April 12th on the campus of DeVry

University/Keller Graduate School of Management. Over 500 undergraduate and graduate students from 25+ higher education institutions attended, with upward of 50 employers taking tables to provide attendees with information on internships or employment. IERG Chicago Chapter also booked a table to talk to attendees about IERG and the importance of having strong networks, and to sign them up for our mailing list and interest them in attending our local chapter events as well as the benefits of Affiliate Membership. In addition to meeting and talking with some outstanding young students from many different countries, we added 61 new people to our mailing list and encouraged all of them to join us at one of our future monthly networking mixers.

- The Boston Chapter is producing videos of its monthly presentations. The most recent presentation in April featured Brad McMillan, SVP & Chief Investment Officer, Commonwealth Financial Network. His assessment of the upcoming economy "The Economy: 1999 V2.0?" and the follow-up Q&A was recorded for those who couldn't be present. You can see the video here: <https://vimeo.com/212770492>

Conducting Business Internationally?

Five Minutes Please! - [Christian Michel](#)

As part of a strategic effort to increase IERG's profile in the international business community, we want to showcase the international experience and deep knowledge base inherent to IERG and its members. The basis for this effort to be publicized will be a short survey about your view of where international business is heading and what you see as the biggest obstacles for more growth. We already received a significant number of responses (Thank You!) but want to capture an even wider range of views and ask you for 5 minutes of your time to complete the attached survey. We thank you for participating in this effort, which will increase IERG's visibility and ultimately create new opportunities for its members.

<https://www.surveymonkey.com/r/IERG-International-Business-Survey>

Global Leadership Webinars – [Marco Oropeza](#)

The Global Leadership Series Committee has been working diligently to identify topics relevant to our members and guests and secure speakers to cover such topics. This year calendar's (besides December) is already covered!

We want these webinars to continue providing value to you; therefore we keep looking for new topics and speakers (even from other countries!) But, it is a task that we cannot

continue doing alone; **we need your help and support** to identify topics and speakers for future sessions. Please reach out to Jim Cantalini or Marco Oropeza with your suggestions.

John Hamerlinck (Certification Committee)

How To Upload My Certificate and Logo?

- ✓ Certifications are usually added into the accomplishment section of your profile. [See](#)
- ✓ Rusty on editing profile? [See](#)
- ✓ Want visibility for your certification? Add it to your profile name. [See](#)
- ✓ How do I add the IERG logo to the summary of my profile?
 - Go to my profile and click on the pencil image on the right side of the page.
 - Insure you scroll all the way down to the bottom of your profile for loading options for image, media or link.
 - Make sure your placement is optimized for mobile viewing.
 - [Upload your logo](#)
- How do I add my IERG Global Leader Certificate to the summary of my profile?
 - Follow the same protocol for adding IERG logo, after saving your certificate as a JPEG

Anybody discovers a better way of doing this? Please post your solution to IERG LinkedIn Group.

- **Qaisar Shareef** - Value of Global Business
Over the past year or so, value of global trade and globalization of economies has been vastly debated, both in the US and elsewhere. In this environment I am pleased to share [Blue Ear Books](#) will soon be publishing my book narrating successes in building American businesses in emerging markets. <http://bit.ly/2p2SZyN>
- **Simon Turner** – will keep us updated on BREXIT.
Here is his first installment of a series to come.

Some observers continue to be surprised by post-Brexit events including the Conservative party conversion to the Brexit cause and the recent decision to call an early general election, but believe them to be both explainable and rational.

First, analysis of the voting patterns immediately after the referendum indicated that if a 'one issue' general election was to be fought, a single pro-Brexit party would have a landslide victory, securing 405 out of a total of 650 seats.

Second, the official opposition Labour party is caught between a significant share of their core vote being pro-Brexit and a largely anti-Brexit leadership and parliamentarians.

The general election on June 8 is preceded by council elections on May 4. While not always a reliable indicator of sentiment on national issues, a strong Conservative performance on May 4 could well signal a landslide election result on June 8.

Member News

Member **"Thought Leadership"**

- **Shannon DiPietro** - Do You Give the Gift?
Feedback is a gift. Someone can always use it no matter how big or small. If you are a people leader and are hesitating to give feedback to one of your team members, ask yourself one question: Would I like to know about this if it was me? If the answer is "yes" then be courageous and have that conversation in the spirit of helping your team member be the best that he or she can be and excel in his or her career. It is sometimes the little things that derail people that no one had the courage to tell them. Be bold; be brave; but most of all, be a courageous leader
- **Bill Edwards** - Geopolitical Tensions in 2017
Read here <http://bit.ly/2oMsVYK>
- **Guillermo Kopp** - Will Bankers Keep Up with Digital Innovation? Read here
<https://tinyurl.com/BankersDigitalInnovation>

- **Suzanne Garber** - will premiere her documentary, "GAUZE: Unraveling Global Healthcare" on May 30, 2017 at the Annenberg Public Policy Center at the University of Pennsylvania. Suz scoured the world looking for the 'best' in healthcare and documents her findings in her film. Kathleen Hall Jamieson, co-founder of FactCheck.org will moderate a panel afterwards with national healthcare experts to discuss the current state of healthcare in America. Tickets to the reception, screening, and panel can be had on EventBrite at <https://www.eventbrite.com/myevent?eid=33108347960>
- **Richard Guha**
As we did last year very successfully, I am on the team driving the state of Connecticut's Venture Clash competition for technology startups around the globe. They must fall into one of four categories: Fintech; Insuretech: digital healthcare, or Internet of things. People from CT will be fanning out across the globe meeting leaders in major startup cities to encourage entries. Last year we had over 200 entries competing for \$5 million investment. This is for startups that want to

move to CT, and receive financial aid grants in addition to the investment awards. Entry is now open: <http://ventureclash.com>

Arie Schreier

- In 2016, there were several changes in import duty regulations in China. Goods that are imported into the Chinese territory may be subjected to three types of taxes and duties: value-added tax, consumption tax and customs duty.

Taxpayers of the three types of taxes and duties include all enterprises, units, household business and other individuals engaged in production or importation of taxable consumer goods within the territory of the People’s Republic of China.

To find out more what taxes and import duties your goods are subjected to when exporting to China, please click <http://www.ptl-group.com/blogs/en/brief-guide-to-the-latest-import-duty-regulations-in-china>

Mark Your Calendar

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

	Event	Topic Including Registration link
May		
9	Chicago – Roundtable Discussion and Networking	Training A High-Skilled Workforce – An International Model
10	IERG Leadership Webinar	Google Rules the world
Jun		
7	IERG Leadership Webinar	Coming to America: Mistakes, Solutions, and How to Navigate the Cultural and Legal Challenges of the World's Top Luxury Market Webinar
14	CT Chapter Networking Event	Summer Event
Jul		
12	IERG Leadership Webinar	Outlook for global economy and various regions & best business practices for international expansion