

4 New Members in June

Please reach out and welcome them!

Name /Email-Link	Chapter	Phone	Sponsor
Pierre Serex	Chicago	708.297.5426	Paul Carpenter
Ernst Honegger	Virtual (Bern)	41 796619332	Jacques deJager
Kelly Allin	Virtual	713-494-3374	David Shenson
Juan Ignacio Serrani	Virtual (Rio)	55.21.979697348	Linda Fonner

43 New Members YTD

Member Feedback Corner

Hope you do not mind, but I like to share these with you:

- [Linda Fonner](#)
"I REALLY like the latest newsletter and the layout plus the content! I will try to continue to contribute.... I like the direction the organization is going!"
- [Guillermo Kopp](#)
"Over the past 16 years, being an IERG member has been giving me many opportunities to network in a most friendly and professional executive environment where we share diverse international experiences and perspectives. Kudos to the IERG leadership team and colleagues who volunteer to make this unique organization evolve and grow!"

Thank you, Linda, thank you Guillermo! It is always good to receive feedback – complimentary or constructive! Peter

Member News

- [Suz Garber](#):
In June, Suzanne Garber was a featured speaker at the Duty of Care Conference in San Francisco on "One World. Many Risks." Top heads of security from McDonalds, Airbnb, Toyota, Facebook, Uber and many more prominent Silicon Valley companies were in attendance. She also gave a private screening of her film, "GAUZE: Unraveling Global Healthcare" to NJ area hospital CEOs and General Counsels to discuss and debate the current US healthcare climate. To book your own private screenings go to www.gauzethefilm.com

IERG Thought Leadership

- [Fred Suarez](#) – was featured in [ASU's Thunderbird School of Global Management's](#) Knowledge Network:

".. and thought you would find his interview entitled "[What's at Stake with U.S.-Mexico Trade & Immigration](#)" interesting considering the importance of changes in NAFTA and its impact on US and Mexican economies"

On a monthly basis, these subscribers, as well as other long-term nurture leads, receive the Knowledge Network newsletter and a monthly event email.

The Knowledge Network has approximately 500 subscribers (with 43,000 followers on LinkedIn, 18,000 on Facebook, and 8,000 on Twitter).

Response on social media has been great. It received 5,000 impressions on LinkedIn and 2,000 on Facebook – and still counting.

- [Qaisar Shareef](#) - "When Tribesmen Came Calling: Building an Enduring American Business in Pakistan"

".. is the title of my book about building Procter & Gamble businesses in Pakistan and Ukraine. The book is available for pre order on the Publisher's website <http://www.BlueEarBooks.com/books/when-tribesmen-came-calling/>. It provides an intimate window into how P&G has succeeded in tough emerging markets.

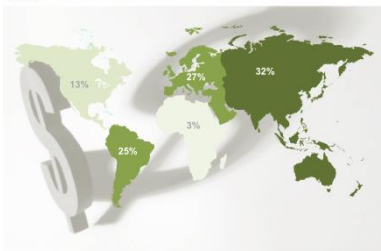
Here are some quotes about the book from former P&G CEO's who were closely involved in these business ventures:

- ✓ "Anyone with an interest in international business, emerging markets, and global affairs will be inspired by this book." Robert A. McDonald, former CEO and Chairman, Procter & Gamble.
- ✓ "Qaisar Shareef's narrative, grounded in real-life stories, offers a sober and informed perspective on what it takes to succeed in a challenged part of the world, while providing a window into the political and economic challenges and opportunities in Pakistan today that I believe readers will relish." John Pepper, former CEO and Chairman, Procter & Gamble.

- **IERG Research Reports (Series) - Best Practices Committee**

Veteran Global Business Leaders Remain Bullish

ierg International Business Outlook May 2017



The IERG Best Practices Committee just released the first in a series of IERG research reports on global business.

On behalf of IERG,

we canvassed global business leaders, 90% with over ten years of international commercial transaction experience, across all major industries and company sizes. Industry sectors include: Technology, Consumer, Supply Chain, Healthcare, Finance, and Consulting. IERG experts identified the following macro trends:

International business growth expectations are overwhelmingly positive with 61% anticipating an increase in growth and 32% projecting growth will remain the same. Only 7% expect international business transactions to decrease in the foreseeable future.

Anticipated risks are more diverse but political 30% and payment 20% concerns dominate, followed by cultural and legal concerns at 11% each. Considering the wide spectrum of geographies, surprisingly, legal 4% and security concerns at 2% are not at the forefront.

Regions of growth were dominated by Asia Pacific at 32% and EME at 27% were seen as areas with the most potential, with South American countries at 25%. The view on North America at 13% may be based on inherent bias of international business leaders. It appears that Africa is not yet considered a major opportunity, coming in at 3%.

For this IERG International Business Outlook report, see link <http://bit.ly/2s9I7WI>.

Our thanks for all contributions by the IERG Best Practices Committee Co Chairs Christian Michel and Joanna Peters and members Art Bucknall, John Carne, Josef Mueller, Kim Ruyle and Steve Walton. Our Thanks and gratitude to all the IERG members who volunteered their time to complete the survey that formed the basis of the report!

- **CERTIFICATION Joanna Peters**

Please congratulate Jaap Ketting and John Lowe on their Global Business Leader Certification Principal awards. The Review committee decision was unanimous! This also brings the total IERG awards to six Principals and three Fellows. For those whose profile shows 15 or more Global Business Units (GBUs), you can submit your online application once you reach 30 GBUs, see link <https://ierg.memberclicks.net/criteria-for-each-gbl-certification>.

ALSO a Big Thank You to John Hamerlinck and John Carne for their continuing efforts to assist IERG members with practical and thoughtful ways to promote certification, including how to place certification logos, awards and e signature online and on social media. Their pointers are outlined in our recent [IERG Connect Newsletters](#).

- **Global Leadership Skills - Best Practices Committee**

We released the last week in June our informational survey on the international skills you believe best demonstrate global business leadership mastery within the current global context. Please share your wisdom, knowledge and best practices by completing the global skills survey! We plan to release our report next month!

IERG Best Practices Committee Co Chairs Christian Michel and Joanna Peters, members: Art Bucknall, John Carne, Josef Mueller, Kim Ruyle and Steve Walton.

Mark Your Calendar

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

	Event	Topic Including Registration link
Jul		
11	Chicago Chapter Networking Meeting	Networking Mixer
12	IERG Leadership Webinar	Outlook for global economy and various regions & best business practices for international expansion
14	CT Chapter Breakfast	Bi-monthly Networking Meeting
Aug		
9	IERG Leadership Webinar	Training A High-Skilled Workforce - An International Model Webinar
11	CT Chapter Breakfast	Bi-monthly Networking Meeting
Sep		
11	CT Chapter Evening Event	
13	IERG Leadership Webinar	The Private Equity Play