

## IERG Leadership Openings

**Steve Walton**

Participating as a leader in IERG is the single most powerful way to build your network and reputation while working with some of the top internationalists anywhere. It is the fastest way to earn valuable IERG Global Leader Certification points. Come and make a difference.

### Position Opening: IERG Treasurer

One of our most important and visible positions in IERG is Treasurer, who is responsible to oversee the fiscal health and performance of the organization. Peter Wrampe, our current treasurer is stepping down at the end of this year after more than 5 years on the job. We are looking for a qualified member to whom Peter can transition the responsibilities. The position will have co-signing responsibility along with the Chairman of the Board and direct oversight of the financial affairs of our organization including managing cash flow, reconciling bank statements, keeping monthly records of income and expenditures, payment of invoices and expenses and preparing monthly statements for the Board. Expected time commitment is 2-3 hours per month. If you are interested please contact me @ [swalton@healthfocus.com](mailto:swalton@healthfocus.com) to discuss in more detail.

### 5 New Members

January 1<sup>st</sup> to March 31<sup>st</sup>

**If you have not done so, please reach out and welcome them!**

<u>Name /Email-Link</u>	<u>Chapter</u>	<u>Phone</u>	<u>Sponsor</u>
<a href="#">Steve Jugan</a>	New York	516-225-5923	Christine Baird
<a href="#">Choong Pew Lee</a>	Virtual (Singapore)	65-91767593	Hedley Lawson
<a href="#">John Spillane</a>	Virtual	410-812-3436	Dan Usher
<a href="#">Hans Sundstrom</a>	Boston	978-873-1791	James Finn
<a href="#">Dennis Wells</a>	Chicago	312-558-5339	

## Chapter News

### Betty Flasch

On January 23<sup>rd</sup>, the Chicago Chapter held its 8<sup>th</sup> International Forum & Reception, sponsored by K&L Gates, and focused on “Leading Globally – New Paradigms for Navigating Successfully in Today’s World”. The event was an excellent platform for thoughtful discussion and active networking. Read more about this successful event: <http://bit.ly/2K47sum>

### John Lowe – Virtual Chapter

Virtual Chapter (VC) started using **Zoom Video Technology on trial**. Meeting participants appreciate the more interactive format. Initial meetings were well attended and successful. We request executives and entrepreneurs to tell us about their objectives and their business.

### **Seeking Presenters and Speakers**

We have some great Speakers lined up already on diverse topics. Some are open in Q2 with more flexibility in the second-half of the year. **Request your presentation spot ASAP.** IERG Members, and potential members, are very welcome. Please contact Co-Chairs, John Lowe at [JohnLowe@hilltopglobal.com](mailto:JohnLowe@hilltopglobal.com) or John Hamerlinck at [john@wescat.us](mailto:john@wescat.us).

### Fred Suarez - Savills Supports IERG

**Savills, the global real estate experts, have provided ongoing support to the IERG Florida Chapter.** Thanks to the efforts of Shay Coker, Managing Director at the Miami office, IERG has been able to use their executive conference room for meetings.

We have learned that Savills’ priority is helping organizations find solutions that ensure employee success. They operate with integrated teams of professional consultants and real estate brokers in over 700 offices across the Americas, Europe, Asia Pacific, Africa, and the Middle East. Savills provides services in tenant representation, capital markets, project management and workplace strategy/occupant experience – and has been helping individuals, businesses, and institutions make better property decisions for over 160

years. **Let's recommend their services in appreciation of their support!**



**Congratulations go to Guest Speaker Jim Faulkner, Managing Director, Kroll,** who gave a thorough and passionate presentation on anti - corruption/compliance and the FCPA to IERG Members at Savills international real estate offices in Miami. The feedback from Jim's talk was very positive not only for the learning take aways but the interesting manner he presented the topic and his hands-on experiences at the DOJ in Bogota, Columbia.

## Thought Leadership

### Robert McWilliams

#### **Coming to America: Data Privacy**

The US has long had privacy rules, but not in the comprehensive European sense. Outside certain sectors—healthcare and financial services, for example—US businesses have enjoyed considerable freedom to collect and use consumers’ data as they see fit. This era is ending. Spurred on by Europe’s GDPR, California’s looming Consumer Privacy Act, and data-driven businesses’ desire for a known and level playing field, a US federal privacy law now seems a “when” not an “if”. The new privacy landscape will affect everything that organizations do with personal data, from behavioral marketing to AI, from the “Internet of Things” to data sales.

New privacy rules and changing consumer expectations need not mean less innovation.

But they will require businesses to manage data assets as carefully as they account for financial assets. It's time to get the data governance house in order. [IERG member Robert McWilliams offers practical privacy and data governance consulting and, in June, will present on the global privacy landscape in an IERG Global Leader Webinar. In the meantime, he is happy to answer privacy questions IERG'ers may have.]

## **New Member Introduction**

### **Hans Sundstrom**

Hans Sundstrom, a 20+ year veteran of the Semiconductor capital equipment industry, has joined IERG Boston Chapter, and is looking forward to connecting and exchanging ideas with like-minded executives who share his passion for international business and leading-edge technology products. He is currently in transition looking to land his next assignment leading or working with a multinational business. His background in engineering, product marketing and international market development have given him a true global perspective on how to develop products as well as conduct business in European, Asian and North American markets, which he is open and willing to share with IERG members. He has lived and worked in both Europe and the US and has had significant exposure with East Asian markets. He is currently engaged with the Swedish American Chamber of Commerce in Boston looking to help Swedish and local businesses expand internationally.

## **Member News**

### **Betty Flasch**

Betty was honored to be among the presenters at the NEIU International Business Conference on March 5, speaking on Jump-Starting An International Career. She will follow up by providing career mentoring to four of the

students who won her 'quizzes' she inserted into her presentation.

### **Jim Moscoso**

Last November, Jimmy Moscoso, Founder of YPA Marketing Center, a digital marketing agency, spoke to the members of the IERG Florida Chapter about International Marketing.

To pay it forward, YPA is extending the following monthly subscription to all IERG members:

FounderPlus Subscription - Choice of:

1. Community Manager for one social media account and three post updates
2. Email Marketing campaign - one per month with content creation and newsletter design
3. Business Wordpress website without e-Commerce
4. Business Wordpress e-Commerce Website

For cost and what is included in each of these options click here: <http://bit.ly/2WLzjkf>

See more at YPAmc.com or write to [JMoscoco@YPAinc.net](mailto:JMoscoco@YPAinc.net)

### **Janet Walsh**

Birchtree Global is pleased to report that Janet Walsh along with Ken Pinnock, Chapter Chair of our Denver chapter and Laura Persky won the outstanding research and best in session awards at the Global Conference on Business and Finance in January. Birchtree also won the Global Leadership Award for their multi-year work in global business research. Janet has been appointed to the editorial board to the Global Journal of Business Research and has also been approved as a Vistage speaker. Vistage is an international CEO Board advisory organization. Birchtree Global is expanding and welcomes letters of interest from other IERG colleagues who may wish to join the team.