

10 New Members

Please reach out and welcome them!

Date	Name/Email-Link	Graduate of	Company	Chapter	Phone	Sponsor
6/11/19	Herman Ten Have	Hanzehogeschool, Hogeschool van Groningen	Premium Brands Unlimited	Florida	305-495-3133	Shay Coker
6/19/19	John Price	Queen's University in Canada	Americas Market Intelligence, LLC	Florida	305.773.1141	Fred Suarez
7/10/19	Marta Clark	Politecnico Grancolombiano, Bogota, Colombia Northwestern University, Chicago, IL	Adobe Systems, Symantec Corporation	Florida	305.439.4018	Shay Coker
7/23/19	Padraig Lawlor	UCD Michael Smurfit School of Business Dublin Institute of Technology		California	215-421-9461	Jim Finn
7/31/19	James Bouldin	Georgia Institute of Technology Six Sigma Management Institute, Scottsdale, AZ	Laticrete International, Inc.	Connecticut	203-535-2961	
8/7/19	Melanie Beard	The Wharton School University of Florida	Cisneros Group of Companies	Florida	305-903-3599	Hector Rodriguez
8/7/19	Martin Malnati	Bologna University Business School, Bologna, Italy Florida International University, Miami, FL., USA Universidad de Ciencias Empresariales y Sociales, Buenos Aires, Argentina		Florida	305-389-2666	Ximena Banos
8/14/19	Nancy Anderson Bolton	New York University, Stern School of Business Flagler College, St. Augustine, Florida	Council of the Americas	Florida	305-793-3909	Shay Coker
8/28/19	Peter Kelty	Indiana University School of Law, Bloomington, IN. DePaul University Graduate School of Business, Chicago, IL University of Notre Dame, Notre Dame, IN.	Dillon Kane Group	Chicago	708-267-7559	Bill Stranberg
8/28/19	Cristiano Teixeira	Bentley University, Boston, MA Fundação Dom Cabral, Belo Horizonte, Brazil	Norcon Rossi Real Estate	Florida	55-79302-17250	Shay Coker

THE ROLE OF CHAPTERS AT IERG

Steve Walton

IERG Chair

At IERG we join together from around the world to enrich our talents and knowledge, build our global contacts, expand our base of referrals, and grow our professional opportunities. There are many ways to do this - Global leadership webinars, e-list to share ideas and leads, Newsletters, thought leadership forums- but none is more important than the chapter.

At the chapter individuals with similar interests have the opportunity to meet together, the operative words being "similar interests" and "together". However there is no single theme, or meeting protocol for any particular chapter. In some instances members get together periodically over coffee, some chapters have more formal monthly meetings at set places and times. For others the focus is on frequent coffee breaks with quarterly thought leadership panels with leading experts around core topics of interest. Some chapters are quite large with close to 100 members, while others are much smaller. For some chapters all meetings are physical F2F while others are via our go to meeting service, and others can combine both.

Chapter leadership teams are also quite varied. There is no one perfect type of chapter leader except wanting to connect with IERG members of common interests or locale, wanting to build and lead your own group of international executives, having a strong entrepreneurial orientation, and benefiting from the relationships and connections that accrue to leaders.

The best way for members to get the most out of IERG is to get involved. Participate in your chapter, or start a new one. For those interested in support to start your own chapter reach out to Ruth Bardos at rbardos@iergonline.org and we will provide you with a chapter starter kit.

IERG Career Development Program Introduction John Chrystal

This program, formally announced by IERG Chairman Steve Walton on September 3rd, 2019, focuses on IERG membership career development only, in two main areas:

- Members In Transition Support and Assistance Program.
- Overall IERG Executive Career Development Program.

Members participating in this program meet via a GoToMeeting Teleconference biweekly with the next meeting scheduled for October 3, 2019, at 2:00 pm to 3:00 pm EST; the sign in URL is <https://global.gotomeeting.com/join/265485981> and Ruth Bardos can be contacted for invitations and calendar scheduling at rbardos@iergonline.org.

Additionally, a [new tab on IERG's website](#) already has a robust file folder system to support this program, with a number of the folders already well populated with program content.

Read more about it..... <http://bit.ly/2ITV5oS>

Virtual Chapter John Lowe

Currently, we schedule regular **VC meetings on the 4th Thursday of each month**, unless a holiday conflict. **All IERG members are welcome to join us**, not just VC members. Guests are very welcome too. However, all **must register in advance**.

We are seeking presentations on topics of interest to the members. **Let us know** if you are interested in **making a brief presentation**, or **if you can recommend an expert colleague**. In addition, we encourage members to share information **about their own business activities**, or make a **Self-Introduction presentation**.

We have a few time-slots available in 2019 but we are already scheduling for the **IERG VC 2020 Calendar**. Please **contact VC Co-Chairs**, John Lowe @ johnlowe@hilltopglobal.com, or John Hamerlinck @ john@wescat.us to **reserve a Presentation time-slot**, or request our **Template for Member Self-Introduction**.

Your Insight Matters Hans Sundstrom

IERG members will soon have the opportunity to weigh in on important current events and topics, as well as share their opinions/experiences on some thought provoking subjects. The IERG Marketing Council will be posting a monthly topic to be discussed within the IERG LinkedIn group (for IERG members only). The purpose will be to take a current trend or subject and provide the opportunity for members to share their thoughts, experiences, articles or content and begin exchanging ideas that may enlighten as well as help their fellow members. Topics will include subjects such as The Future of the Workforce, World Trends, International Business Issues among others. It is hoped that IERG members will find the topics useful and learn from their fellow members. Look for an e-mail from the IERG Marketing Council in the near future that will outline the first topics to be discussed among our members.

Sharing Job Leads Marco Oropeza My "aha" Moment

Dear IERG colleagues, you may have noticed that in the past few months I have shared several job leads that I have received.

Communicating with John Lowe, he asked me if I was "looking" and therefore sharing the leads; well, not exactly. I am not "looking"; however, I do receive from time to time job leads from different sources. The difference is I had an "aha" moment! One of those days, while reading one of the postings an IERG colleague called... That made me put one and one together and since that moment, I have shared the leads/ information I received with all of you.

I am sure many (if not all) of us receive leads; nevertheless, we simply do not automatically think about sharing them, right? I hope this note helps you have your "aha" moment.

Thank you for sharing!!!

New Member – Self Intro.

Cristiano Teixeira

Hello my fellow IERG colleagues,

I am delighted to be part of this exciting group of professionals. There could not have been a better time to join IERG, since I am currently moving to Miami from Brazil. I can't wait to learn with you all, meet new people, and participate in group events in Miami and elsewhere.

Thanks for this opportunity and look forward to meeting all of you.

Thought Leadership

Simon Turner

In October 2017 I wrote in these pages, “I have previously suggested that a hard Brexit is a real possibility that should be prepared for. A ‘No Deal’ hard Brexit currently looks like the most likely outcome.”

Two years later, after partisan internal wrangling, constitutional upheaval, a negotiated settlement rejected three times by Parliament, two deadline extensions and a change of Prime Minister, that assessment has not changed.

Here in the US, the most common question I get is ‘What do you think is going to happen?’. No-one knows at this point and it is a constantly changing picture. The only certainty we do have is that barring an agreement being signed or a new extension being requested (and granted), the UK will leave the EU on October 31st. I recommend that that professional executives should plan for that outcome, regardless of personal preference for any of the alternatives.

Member News

Christine Baird

The Clarus Tech Partners team provides cybersecurity and data privacy compliance advisory, consulting and training solutions for small and medium-sized businesses.

Christine Baird, CEO & Cofounder of Clarus Tech Partners, spoke on two conference panels in New York in September.

The first panel was for the HPC & AI on Wall Street Conference on September 11 & 12, at The Roosevelt Hotel in NYC. The topic was “Bridging the Gap Between Regulation, Compliance, Policy and Innovation

The second panel was in collaboration with SOSA, NYC’s Cyber Center, and Leading Cyber Ladies, on September 19 at SOSA in NY. The topic was “Women Leadership and Entrepreneurship in Cybersecurity “

Contact Christine at christine@clarustechpartners.com for more information.

Suzanne Garber

Received official notification that her film “[***GAUZE: Unraveling Global Healthcare***](#)” was accepted into the Oaxaca Film Festival—one of the top festivals in the world.

Suz is grateful that her project continues to generate discussion around a most important topic: international healthcare.

Member Informational

Nevil Ede

Most tropical island nations have become overly dependent on high cost fresh produce imports, in some cases up to 100%. To solve this challenge, Alquimi Renewables' subsidiary Island AgTech has developed **the world's first fully hurricane resistant greenhouse system engineer-certified to 175mph sustained wind loads**, and commercially insurable to de-risk project investment.



Their climate smart greenhouse farms produce high yields of organic quality produce through a customized sub-tropical hydroponic system.

Alquimi is currently developing projects throughout the Caribbean islands including Anguilla, Bermuda, Jamaica, St. Kitts, Cayman, and Barbados, with an ongoing pipeline of pre-developed projects in over 10 other islands and plans to expand to the Pacific islands.

Each 10,500 sq.ft. greenhouse grows approximately 140,000 lbs./annum of fresh produce generating cash flows of \$1MM+ on a \$750K investment – model is fully scalable to 300,000 sq.ft. First project in Anguilla is fully expected to be shovel-ready with all contracts, land control, and purchase agreements in place by October 2019 with first production in Q1, 2020.

Read full article at: <https://tinyurl.com/y4hix7pt>

Ed Marsh

I'm part of a new business that's launched - IntentData.io, Inc. - www.IntentData.io.

We provide online intent data - the signals from online activities that indicate someone is in the process of researching the product/service you sell.

Our data overcomes the 4 common shortcomings of other 3rd party intent data. We provide info on the actual contact taking the action (not just account level signal) and contextual detail on what they're doing and where. The data is GDPR compliant - pulled from the entire internet and sourced from publically available information.

Additionally, unlike the other intent data providers, we're focused on full activation and orchestration - putting the data into action and extracting all the value across the various marketing, sales and success use cases.

We've published an extensive guide to buying and using data. That's available at <https://www.intentdata.io/intent-data-buying-guide-vol-one>

I'm thrilled to say that I leveraged an IERG connection in the process, turning to Michael Glanz and colleagues for foundational legal docs, drawing on their extensive tech practice.