



**Keynote Speaker: Afshin Molavi** is currently a senior global advisor at Oxford Analytica, one of the world's leading geopolitical risk and advisory firms. He has also worked at the International Finance Corporation of the World Bank and has advised Fortune 100 companies on global political risk.

A uniquely experienced and powerful keynote speaker, Molavi paints a multi-colored and three-dimensional picture of the key global issues shaping the future of business and investment worldwide. His prolific knowledge of the region's complicated political climate has been tapped for briefings by Secretaries of State Colin Powell and Hilary Clinton, British Prime Minister Tony Blair, and dozens of other senior officials in Washington and abroad.

As co-director of the World Economic Roundtable, Molavi is engaged in an ambitious effort to re-map the global economy in the wake of the Great Recession. He is drawing a new map of geopolitical risk and has written widely on what he calls "The New Silk Road" – the growing commercial and geopolitical engagement between the Middle East and Asia, particularly China and India. Not content to only look at geopolitical "risk," he sees the New Silk Road as one of the great geopolitical opportunities of the 21<sup>st</sup> century.

A powerhouse journalist, Molavi's credits include: Dubai-based correspondent for the Reuters news agency; Tehran-based correspondent for *The Washington Post*; and Washington-based contributor to the *Financial Times*. A frequent commentator on US-Middle East policy on CNN, the BBC, and NPR, Molavi has also published articles and op-eds in the *New York Times*, *Foreign Affairs*, *The Economist*, *National Geographic*, *BusinessWeek*, *New Republic*, and *Foreign Policy*. Molavi's intimate association with the region also inspired him to pen *The Soul of Iran*, described by *Foreign Affairs* as "a brilliant tableau of today's Iran." Fareed Zakaria of CNN called the *Soul of Iran* a "must-read."



**Jay Bryson** is a managing director and global economist at Wells Fargo Securities, where he provides analysis on macroeconomic developments in the major economies of the world. He is based in Charlotte, N.C. Before joining the company in 1998, Jay was an economist in the Division of International Finance at the Federal Reserve Board in Washington, D.C. From 1989 to 1992 he was an assistant professor of economics at the University of Alabama. Jay has also lectured on international economics and macroeconomics at the School for Advanced International Studies at Johns Hopkins University and at Georgetown University.

Jay has published in academic and popular economic journals, and his comments on the economy regularly appear in the *Wall Street Journal*, the *New York Times*, and *USA Today*. He also makes frequent appearances on CNBC and Bloomberg TV. Jay is a member of the American Economic Association and the Charlotte Economics Club. He is also a member of the National Association for Business Economics and served on its board of directors from 2010 to 2013.

Jay received his B.A. and Ph.D. degrees in economics from the University of North Carolina at Chapel Hill.



**Ken Goldman**, the senior of the Goldman brothers, serves internally as the general manager of Brand Launcher. In his 30+ years in business, Ken's career includes 20 years as a leader of Goldman Promotions, a national promotional products distributor with annual revenues of \$36MM. Though Ken's official title of general manager is based on his wide ranging industry experience, he puts a number of his skill sets to work at Brand Launcher.

After the sale of the company in 2008, Ken worked as the general manager of an Energy Consulting company and in 2011, arranged for the merger of that company into a larger engineering firm. Ken has extensive experience in mergers and acquisitions, having bought more than 10 companies and selling 4.

A veteran of strategic planning, Ken has taken an active role in supporting our clients through the planning process. His extensive experience in managing people with expertise in team building, training programs and providing a Path of Ascension has been extremely helpful to our clients.



**Julian Chen** has over nineteen years of experience in international business - covering risk management, business development, law, financial services, marketing and international trade.

Since 2008 he has been Managing Director of Creditreform China and is responsible for their overall operation. In his previous roles he was Managing Director of ABC-Amega (Asia), a US-based receivables management firm. In that role, he was responsible for their International Sales and Marketing team, with a particular focus on Asia, and supervised their offices in China, Korea and Japan.

Julian has also conducted numerous seminars and Credit and Risk Management training programs in the United States, Europe and Asia. He has been a frequent lecturer for organizations such as the Ministry of Foreign Trade and Economic Cooperation of China, China Council for the Promotion of International Trade, China Chamber of Commerce, Bank of China, Hong Kong Export Credit Insurance Corporation, several Chinese Universities, Korean International Trade Association, National Chemical Credit Association, and more. Julian is also an active member of the International Credit & Trade Finance Association.

Julian spends most of his time with Asian clients from diverse industries, where he has gained extensive knowledge of the credit environment within the Asian markets. Based on his experience in multilingual, international and multicultural business, and management skills, he also is a member of the board of directors of several entities in China as well as abroad. Julian's educational background includes graduation from medical school in Shanghai, China in 1992 and an MBA from the University of California at Irvine.



**Richard Clark** is the Director of Corporate Credit for Parker-Hannifin Corporation, based in Cleveland, Ohio. Parker is a \$10 billion global revenue company and is a leading world-wide manufacturer of motion and controls technologies and systems. Prior to Parker, Richard served as the Director of Global Credit for the Industrial Technologies Sector of the Ingersoll-Rand Company.

Mr. Clark has twenty-five years of experience in credit and trade finance and has been actively engaged in global markets and risk management. He has been active in various trade associations and has served on the Board of Directors and as Chairman of FCIB. He has made numerous presentations on international credit and trade finance and has sat on many panels throughout his career.

Richard Clark has traveled extensively, to over forty countries world-wide, and has managed teams that support both export trade and international, in-country receivables.



**Maximiliano Nicolas D'Auro** is Partner at Estudio Beccar Varela. He has wide experience in banking and financial law, advising both foreign and local financial institutions not only on structuring complex financial transactions, but also on specific regulatory matters. In this field, Maximiliano has counselled and represented major financial institutions in matters related to the Financial Entities Act, the Public Offering Act and regulations issued by the Argentine Central Bank (BCRA) and the National Securities Commission (CNV); he has also a great deal of expertise in designing and implementing compliance programs for the prevention of money laundering and counter terrorism financing. He also focuses his practice on bank secrecy and personal data protection.



**Eduardo de la Peña** is Partner at Astigarraga Davis and focuses his practice on international litigation and arbitration. His experience includes the representation of corporate clients and state-owned companies in a variety of business related disputes, including matters involving issues such as minority shareholder rights, disputes over the construction of oil refineries, and other commercial agreements. He has handled major cases involving the recognition, enforcement, and challenge of arbitral awards.

De la Peña holds law degrees in Mexico and the United States. He has dealt with complex legal scenarios while working in Mexico in leading international law firms as trial advocate, administrative secretary of arbitral tribunals, and as counsel in international arbitration disputes involving the application of the rules of the International Chamber of Commerce, the International Center for Dispute Resolution, the Arbitration Center of Mexico, the Mexico City National Chamber of Commerce, the Model Law on International Arbitration of the United Nations Commission on International Trade Law, and the United Nations Convention on the Recognition and Enforcement of Foreign Arbitral Awards. Based on his studies and professional experience, he masters both the common law and the civil law. As a Spanish native



speaker, and with broad experience in legal issues in Latin America, De la Peña often coordinates with and oversees the work of local counsel in foreign jurisdictions.

As a Claude M. Olds Scholarship recipient, bestowed to outstanding Latin candidates, De la Peña graduated with honors from the University of Miami School of Law, where he received the CALI Excellence for the Future Award for Excellent Academic Achievement for his scholarly paper, *The Distinctive Features of the Implementation of the Model Law on International Commercial Arbitration in Germany* (2008). During law school, he served as Assistant Coach to the University of Miami Willem C. Vis International Arbitration Moot Team and was a member of the International Law Society.

De la Peña obtained his first J.D. from the Escuela Libre de Derecho in Mexico. In 2001, he obtained a commercial arbitration diploma from the Instituto Tecnológico Autónomo de México in Mexico City. He serves on the inaugural board for the Alumni Association of the International LL.M.s of the University of Miami. Admitted to practice before all Florida state courts, he is a member of the American Bar Association. He is also licensed to practice throughout Mexico and is a member of the Mexican Bar Association.



**Ricardo Henrique Safini Gama** is a partner with the Veirano firm in Rio de Janeiro, Brazil in the Firm's Litigation and Arbitration practice groups. As part of his litigation practice, Mr. Gama has been actively engaged in highly complex cases, both in the various Brazilian courts and in arbitration. Mr. Gama is currently lead litigation counsel in a dispute between the major shareholder of a Brazilian telecommunications company and a minority shareholder. This dispute involves cases heard in the Rio de Janeiro and São Paulo state courts and is also subject of an international arbitration before the International Chamber of Commerce (ICC).

His experience with national and international arbitrations goes back to 2004. Graduated in the LL.M program of the University of Virginia (class of 2008) and member of the AIJA Litigation and Arbitration Group, Ricardo is involved in arbitrations covering a broad array of matters, representing national and international clients, such as: a large Brazilian mining company in a commercial dispute against an international supplier of heavy equipment and in a dispute against a construction company (related to the expansion of its industrial plant); and foreign investors seeking reimbursement of an investment made for the establishment of a shopping mall in the North Region of Brazil.

Mr. Gama's practice also involves review and negotiation of commercial contracts, such as distribution and agency agreements, as well as consultancy for national and foreign companies willing to participate in public bids promoted by the various branches of the Brazilian Government or by government-owned and/or controlled companies, such as Petrobras. Mr. Gama and his team have assisted consortia in the recent two rounds of public bids promoted by the federal government for the privatization of international airports.



**Nicole Harvey** is the Director of Credit & Collections with PDC Brands located in Stamford, CT. Nicole has been with PDC for 15 years and leads a team that works with distributors all over the world. Nicole is the current chairman of the Cosmetic Drug and Allied Lines Credit Group and treasurer of the National Merchandising Credit Group, she is also a Registered Global Credit Professional.

**Sue Higgins, RGCP** is a Senior Credit Manager at Land O'Lakes, Inc., a member-owned cooperative with sales of more than \$14 billion a year. She heads the International Credit team for global sales. Land O'Lakes offers a line of agricultural supplies, as well as production and business services. They are a leading marketer of dairy-based food products for consumers, foodservice professionals and food manufacturers.

With more than 15 years of experience in international credit, Sue has experienced significant growth in international sales at her company. She has created new policies and procedures as well as introduced risk mitigation techniques for her department to support the global sales growth.



**Angela Hodges, RGCP**, is Latin America Credit Supervisor for Eastman Chemical Company, which manufactures and markets chemicals, fibers and plastics worldwide. She has responsibility for Eastman's regional credit employees based in Mexico City and São Paulo. Prior to joining Eastman Chemical, Angela spent almost 14 years with Alcoa Inter-America, Inc. (a wholly owned subsidiary of Alcoa Inc.) where she managed their entire export region portfolio, including Latin America, Caribbean, Europe and Asia. Since obtaining her Master's degree in International Management from the Thunderbird School of Global Management, Angela's career has been focused entirely on international credit challenges. Angela has garnered over 20 years of experience in credit management, all with Fortune 500 corporations. Last but not least, Angela is extremely proud to serve on the Board of Directors for ICTF.



**Fernando Mesia** is currently Senior Vice President - Middle Market -Corporate Manager at Mercantil Commercebank N.A., a U.S. bank based in Florida. Prior to joining Mercantil, he was in charge of international corporate and financial institutions at Banque Sudameris , a French trade finance bank with operations in Europe and Latin America. Fernando has intensive trade finance experience facilitating U.S. companies and commodity traders to do business internationally. He has a MBA from Florida International University.



**Terri Morrison** is Co-author of nine books, including [Kiss, Bow or Shake Hands®: The Bestselling Guide to Doing Business in More Than Sixty Countries](#) (A Library Journal *Best Business Books* Winner, with over 300,000 copies sold) and [Dun & Bradstreet's Guide to Doing Business Around the World](#). She conducts seminars in intercultural communications, diversity & inclusion and writes for many publications. Her most recent book, [Kiss, Bow or Shake Hands®: Sales & Marketing](#) is also an Amazon.com bestseller, and was #2 on BusinessWeek's best business book list. This year, she is working on her 10<sup>th</sup> book, [Kiss, Bow or Shake Hands: Courtrooms and Corporate Counsels](#), which will be published by the American Bar Association.

Terri Morrison's keynotes on intercultural communications, diversity, and globalization are both informative and entertaining. Seminar clients include multinationals like AT&T, Accenture, The American Bar Association, American Airlines, The American Institute of CPAs, American Express, The Auditing Roundtable, Boeing, Campbell's Soup, Cisco, Deloitte-Touche, Ernst & Young, D&B, DuPont, Ernst & Young, Federal Express, Franklin Templeton Investments, HP, IBM, Microsoft, NATO, Orbitz, Pepsi-Cola, United Technologies, the National Association of Realtors, the National Business Aviation Association, Global Business Travel Associations, World Trade Associations, multiple universities, and multiple legal organizations.

She is President of Getting Through Customs, developers of the *Kiss Bow or Shake Hands® Database* – now available through McGraw-Hill Digital. Clients include Boeing, Wyndham Hotels, Campbell's Soup, Citadel, Marathon Oil, Newfield Exploration, The US Navy's CIS division, Duke University, the Univ. of Iowa, the Univ. of Richmond, Univ. of Hawaii, the Univ. of Oregon, Ohio State University, Michigan State University and many more.

She has appeared on CNN, CNBC, Bloomberg, the BBC, and repeatedly on NPR. She has been profiled and quoted in The Wall Street Journal, Asia Times, Investor's Weekly, USA Today, the Washington Post, the Los Angeles Times, the Philadelphia Inquirer, Fast Company, National Geographic Adventure, ESPN, Business 24/7, Inc., Fortune, the Huffington Post, and more. She serves on the MBA Career Advisory Council at Drexel University.



**Tina Sorrels, RGCP**, currently holds a dual role at AJC International, where she serves as the Corporate Secretary and Director, Global Credit. Mrs. Sorrels works out of the company's corporate headquarters in Atlanta, Georgia, and handles all aspects of corporate governance including legal issues, ethics and compliance, and documentation. In her role of Director, Global Credit, she is responsible for managing AJC's world-wide accounts receivable and collection activities. Since joining AJC International in 1978, Mrs. Sorrels has fulfilled various roles in global logistics, documentation, and credit. In addition, Mrs. Sorrels serves as Chairperson for the AJC Employees Community Involvement Committee (ECIC) and resides on the Board of Directors for The Association of International Credit & Trade Finance Professionals (ICTF). Tina Sorrels attended Indiana University-Purdue University extension in Indianapolis and completed her studies at Mercer University of Atlanta. She has more than thirty-five years of experience working in the international business field and obtained her Registered Global Credit Professional (RGCP) designation in January 2011.