

THE INTRODUCER

International Facilitated Business Networking

Issue 3: Nov.,

10 TO KNOW Game Changers

*Interactive
magazine for
serious
networkers*

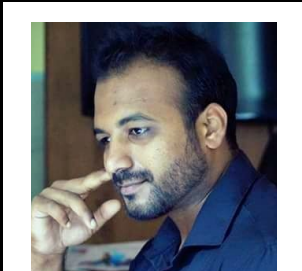


Peter Tan

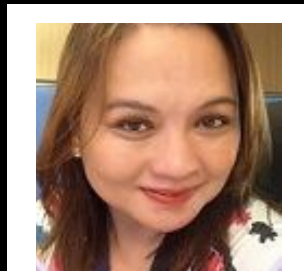


Ken Goodwin

*With a click of a
button, you can
request an
introduction*



Dr. Thirumurugan



JoAnn Castillo



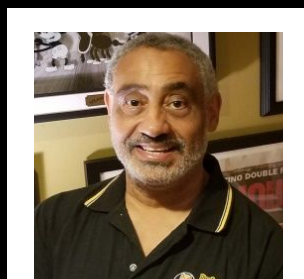
Marc Jarrett



Okey Enyia



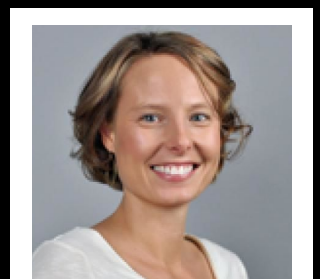
Chance Glenn



Darryl Hughes



Jacques Putzeys



Nola Paterni



Founder & Editor
Mary Kurek

"To me, this is the month of giving thanks, and, while I have much for which to be thankful, I want to extend my personal gratitude to you for helping us to create a new way to network for big impact. As November also includes a day in America where we honor our military veterans, I send out a very special thanks to our veterans and their families for service and sacrifice. As a wife and Mom to Marine Corps vets - OORAH! on your 242nd."

Mary Kurek

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Mary Kurek

Editor's Note

Welcome to The Introducer!

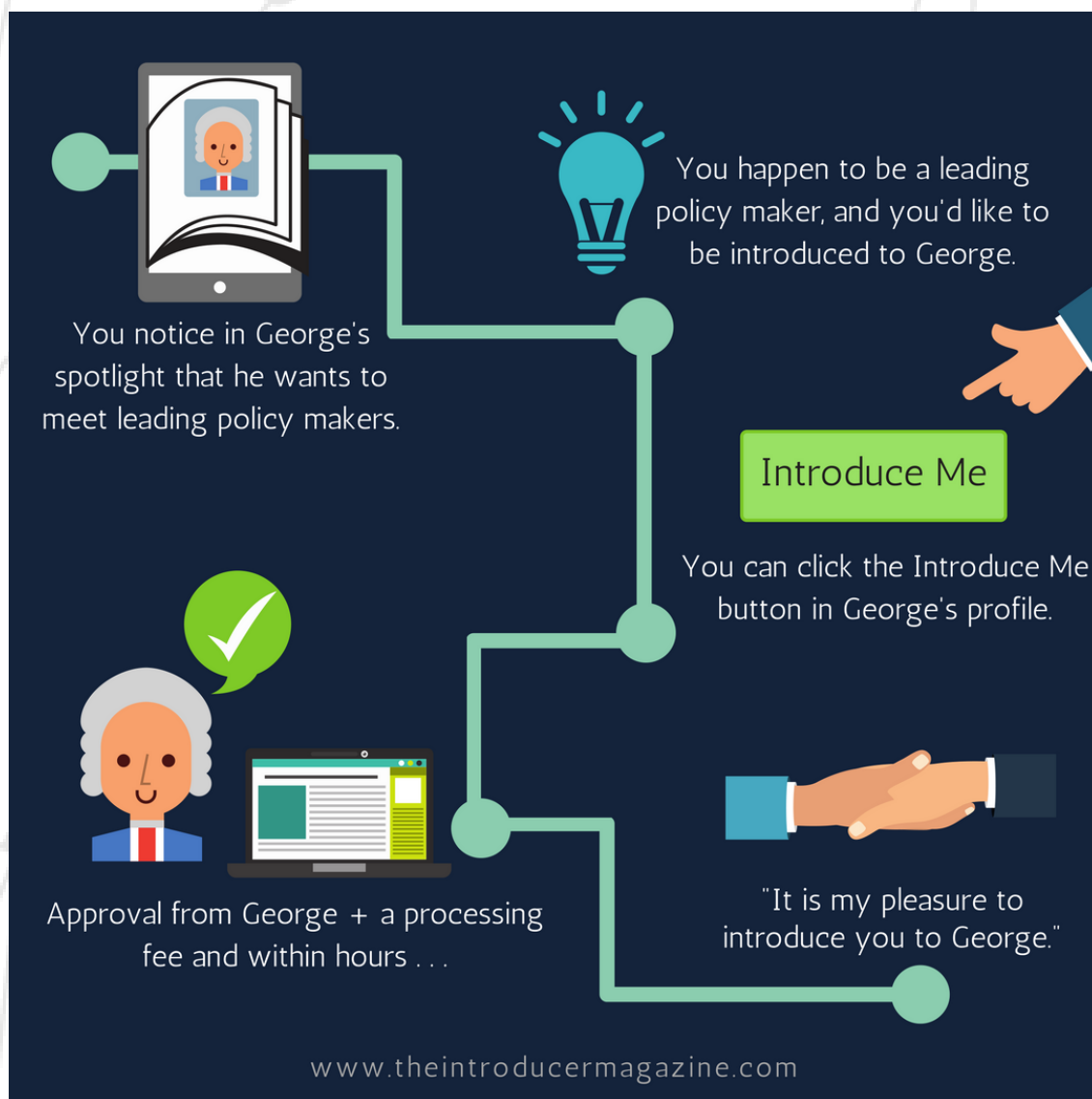
Our intention with this unique publication is to assist you and those included in these pages in making business connections that increase impact. One way we do that is through facilitating professional introductions (see next page and/or listen to video below).



Another way we help is by highlighting what we call "CONVERSATION POINTS." **PAY CLOSE ATTENTION TO RED TEXT IN THE SPOTLIGHTS.** These bits of information provide clues to help you determine opportunity for connection. And, they are places to start in conversation. We're all about helping you to network, so get busy!

HOW TO USE THIS PUBLICATION

Read BEFORE Pressing "Introduce Me" Button



IMPORTANT TO KNOW: No introductions will be made for people seeking jobs, investment funds, or pitching a product/service (unless the spotlighted person has specifically stated that interest.) Such activity, even outside of the professional introduction process, will result in subscription removal. Also, no guarantees are made that business will result from introductions professionally processed.

DISCLAIMER - PLEASE READ CAREFULLY AS THIS PROVIDES A WAIVER OF LEGAL RIGHTS

Should you conduct any form of business, or enter into any agreement with someone that we introduce, you are solely responsible for conducting your own due diligence on that person beforehand. Neither **The Introducer** nor **Mary Kurek Professional Networking Agency** is responsible for any activities that you undertake as a result of your use of these materials or any introductions that are made. **The Introducer** and **Mary Kurek Professional Networking Agency** have expressly stated that they do not have any fiduciary responsibility and do not endorse or validate any person's business ethics, character, or practices.

Inquiries should be directed to editor@theintroducermagazine.com



PETER TAN

(China)

President, HMI Group (Hemp Investment Group Co., Ltd.)

“The Father of CBD,” Mr. Tan Xin (Peter Tan) founded **HMI Group** in 2015 with the support of Mr. Zhang Ke, president of Huanan Group in China’s Liaoning province, covering the **whole industrial chain of industrial hemp**. It was a partnership born of a realization about hemp that actually started when Tan was serving in the **Ministry of Foreign Affairs** working in goods supply in 1992. Later, his military background, plus achievement of an MBA and work experience in America, brought him back to China with new skills to work in China’s Yunnan province. It was there he found industrial hemp, which was planted by a company to provide industrial hemp fiber to meet the clothing demands of the Chinese army. Tan’s interest in the product grew the more he learned about its many uses, which instilled the goal to make a difference in the biopharmaceutical space by integrating military technology with civilian pharmaceutical processes. This interest has led him to leadership in the movement for legalization of hemp and to spearhead an organization that is positioned to be the game changer for a growing industry.

HMI Group company mission is to **promote the industrial revolution of biomass to replace minerals and become the world leader in the hemp industry**. For years, **HMI Group** has made a positive contribution to promote industrial hemp development in China with outstanding achievements in setting industry standards. The company focuses on hemp whole industrial chain investment, from planting, extraction, R&D, production, and sales of industrial hemp-related products worldwide. The uses cover **biopharmaceuticals, daily necessities, textile fiber, composite materials, biomass**, and more.

Tan regards hemp as "a weed" in the plant kingdom, because hemp possesses a tenacious vitality and adaptability. In the last eighty years, even though hemp has always been listed as a Schedule I drug, its capacity to survive in a variety of environments from temperate to extreme is unparalleled. He calls hemp a "misunderstood hero," indicating that, while developments in science and technology are providing benefits to many aspects of our lives, the resource exploitation and new material applications of petrochemical products are causing many issues. Among these issues, says Tan, are global climate change, environmental pollution, and food safety...all of which could be linking to the emergence of many previously unseen diseases as well as cancer and mental illnesses.



There are so many uses for hemp, but, Tan points out that those who benefit first from hemp legalization must be the individuals utilizing the power of hemp to manage and treat their diseases. There are already millions in the United States using various forms of hemp to treat a variety of refractory diseases, including cancers, Parkinson's, epilepsy, depression, and other diseases. "In Israel," says Tan "twenty-five thousand advanced cancer patients can use hemp to relieve pain" replacing traditional medicine, like morphine that is made of opium derivatives. In China, the statistics on hemp medicinal use include five million advanced cancer patients, three million Parkinson's patients, and ten million epilepsy patients, which, says Tan, accounts for one-fifth of the global population of epilepsy patients. In addition, he adds that ninety million people in China suffer from depression, a condition (along with all those previously mentioned diseases) that can be lessened if hemp were part of the treatment.



Scientific institutions around the world, along with ongoing research conducted by **HMI Group** provide great optimism for strides in the healthcare industry. **One study by HMI Group has revealed results in hemp use with pulmonary hypertension (PH), also known as blue lip disease.** According to Tan, PH is a rare disease that can shorten life expectancies more than many cancers. Says Tan, “once the patients have been diagnosed, the average survival time is only 2.7 years. The only effective treatment options offered are those of high-risk surgeries. However, an active ingredient we have extracted from hemp is found to be very effective to treat PH, and we have applied for an international patent, which would be a tremendous contribution for mankind. What’s more, we have discovered that an active ingredient in hemp has protective benefits that would reduce the number of deaths attributed to the avian influenza virus, for which we have also applied for an international patent.”

Even with all the good we can see in hemp, there’s still a block to legalization for many places in the world. Tan reminds that China is governed by strict laws with respect to the illicit drug industry. The punishment for participating in the drug trade is quite severe and, in certain circumstances, the death penalty is applied. There’s a strong cultural paradigm in place in China. Even Tan says that many of his friends and colleagues opposed the decision for he and Mr. Zhang Ke to collaborate and invest in the field. The controversial nature of the subject keeps **HMI Group** on the list of companies highly supervised by public and government regulatory bodies to ensure safety for the public and to conform to strict manufacturing practices.

Moving forward, there is much work to be done to get the word out about the benefits of hemp, and Tan is up to the challenge. A son of a diplomat in China's Hunan province, he knows that gentle, persistent partnership development and literacy on the topic is the best form of diplomacy. He **speaks frequently** from his **HMI Group** platform, proudly sharing that **HMI** has become the first corporate academician, in cooperation with the president of **China Harbin Medical University** in Hei Longjiang province. Together, **they've declared the first hemp-extracted medicine for treating epilepsy, garnering government support at all levels, including financial support, and established the first hemp extraction facility in China.**

In Tan's words, "no government should stop the people's pursuit for independence in their healthcare. Through the relentless efforts of **HMI Group**, two provinces (Hei Longjiang and Yunnan) in China have created new legislation to allow for the legalization of hemp and, we are confident that more provinces and cities will follow suit."

PETER TAN'S NETWORKING INTERESTS:

People related to the biopharmaceutical field, fiber textile field, investment field, cosmetics and daily chemical products field, and food and health care products field.

Introduce Me

The best means of connecting with Mr. Tan is through a professional introduction. Tap the Introduce Me button above to begin.



KENNETH A. GOODWIN, JR. (United States)

Senior Managing Principal,
Jeanensis Capital Markets

Fintech Blockchain Advisor

Regulatory Compliance and
Risk SME Speaker/Educator

Ken knows how to marry money with tech. He is skilled not only in how to **raise capital**, but just about everything having to do with the management of investments; what those savvy in finance call **fintech**, **regtech**, and the latest love child of the two...**blockchain**. The man revels in international deal-making, having completed foreign direct investment projects in China, Japan, and Africa, sharing, also, his extensive knowledge to shepherd firms through challenging transitions. Ken has no problems doing what hasn't been done, trailblazing as the first foreigner to monitor and **execute Japanese Government Bonds (JGBs) on the floor of the Tokyo Stock Exchange (TSE)**. An executive with that kind of fearless leadership, passion for finance, and consultative nature is a "C-suite entrepreneur."

Ken talks about blockchain like most people talk about their children...with a compelling and admirable interest that creates understanding, regardless of one's level of smarts about fintech. This makes sense when you know that Ken is **Adjunct Professor of International Trade and Corporate Ethics** at **Baruch College** in New York. He has an educator's soul – probably stemming from his childhood love of reading...what he claims is also the reason for his journey into finance.

Ken's path includes leadership on boards and vice-presidential roles as far back as his college days, moving him toward his current position in 2015 at **Jeanensis Capital Markets**. The boutique capital markets and regulatory risk management advisory firm targets **government service entities, multi-national corporate, cross border mature small and medium enterprises and investment capitalists**. From this seat, Ken has been able to work with a significant network of investors, to include **Rubicon**, and advise global leaders on big impact projects. He's worked with the **Rendeavour Fund, a London based fund, that is Africa's largest urban real estate development fund**, with projects in Ghana, Nigeria, Democratic Republic of Congo, Kenya, and Zambia.

Ken's expertise has garnered him thought-leader status and a membership on the **U.S. White House Business Council (Business Forward) effort**. He is also a **Mike and Maureen Mansfield Fellow** and publishes frequently on fintech, innovations like AI, and the future of technology and economics. Ken also applies his skills through volunteering on community boards that deal with economic growth issues and social services concerns with **children**.

Since there's never a shortage of companies that need help with growth, Ken is now working on the development of an **in-house fund** to serve firms ready for **late stage Series B or above with revenues of \$10-50 million**. There's no current projection for when the fund will be ready, but, if executives feel their company could be a candidate in the next year, it wouldn't hurt to do a little networking.





KEN GOODWIN'S NETWORKING INTERESTS:

- Specialized family investment offices
- Private equity fund managers: technology and social impact investment
- Sovereign wealth fund/global asset managers
- University professors and engineers expert in singularity and artificial intelligence
- Governors and mayors of Smart Cities Programs

Introduce Me

Did you read how **The Introducer** works on Page 5 yet?



DR. THIRUMURUGAN S.V. MAHADHEVAN (India)

Sr. Executive Consultant,
Next Big Innovations Lab,
3D Health Care, Pharma, and
Research

Dr. Thirumurugan (Thiru) is a health care consultant with a specialty in **3D Printing and 3D Scanning** applications. A **Dentist** by profession, Thiru also holds a foundation degree in Clinical Research and a postgraduate **specialization in Nanomedicine** from **Cranfield University** in the United Kingdom. This young game changer has been pioneering solutions in the health care community (including the dental sector) while consulting and mentoring on 3D Printing projects for the last two years. While most dentists tend to stick to their field, Thiru made a complete leap outside of those boundaries when he began mentoring the team at **Atom360**, an Indian startup with a mission to make health care affordable and accessible using AI technology.

According to Thiru, solutions to critical health care problems today can be resolved by 3D Printing and digital models/data. He is knowledgeable on **different 3D Printing methods involving patient-specific organ modelling, bone models, implants, prosthesis, surgical simulators**, and other reconstruction applications. He also mentors on several research and development concepts spanning **AI-assisted medicine/telemedicine, bio-printing, and medical devices**.



Thiru's "brain library" on this subject makes him a **respected educator** with physicians, students, and medical professionals wherever he travels. This is a large part of his work with **Next Big Innovations Lab**. But, that's not the only reason why he is a game changer.

Thiru has been a social activist for the past thirteen years, working on projects, like arranging blood donors for emergency cases and helping to create a blood management platform for streamlining the process and fulfilling requirement. He is also involved in building **awareness of child sexual abuse** in his region by doing presentations to activists and students to spread the message further. But, probably most unusual, is his work on the **mass health care screening and education campaign for transgenders**, a community, says Thiru, that doesn't talk openly about their health concerns. Being an executive member of the **Noble Foundation** (an NGO – non-governmental organization) along with NGOs for transgenders and hospitals, Thiru is looking to clarify the health misconceptions and create an optimistic environment for transgender wellness and well being.

A keen mind, soft heart, and a determination to make a difference brings about change. The vision Thiru holds for integrating 3D Printing technology, AI, and Nanomedicine is, in his words, "so that the promise of the future is experienced by those in need today."

THIRU'S NETWORKING INTERESTS:

- Private or government organizations that are looking to develop 3D Printing health care facilities for medical and Dental sector.
- 3D Printing, 3D software OEMs, and material innovators who work on health care applications and develop protocols for the same.
- Organizations exploring and enhancing realistic educational models for teaching and training purposes.
- Research firms and institutes looking to embrace 3D technology for interventional medicine and also incorporating Nanomaterials for further progression.
- Organizations working on creating child abuse awareness and reducing the instance by defining solutions based on practical issues.

Introduce Me

Did you read how **The Introducer** works on Page 5 yet?



JOANN CASTILLO

(Philippines)

CEO & President, Powerfirm
Ventures International, Inc.

JoAnn breaks barriers to health care every day, untangling the complications of geography and gap in health care service delivery to bring needed medical treatments and relief to underserved populations. She **connects patients in remote areas to hospitals anywhere in the world** to get treatment. If you were a refugee in Rakhine, Myanmar who needed medical treatment for cardiovascular disease, malaria, or pregnancy-related problems, you'd be able to get that treatment right then and there. JoAnn has the solution and would connect you to hospitals in Yangon or wherever the need and care would match. In fact, as of the writing of this spotlight, JoAnn is in Myanmar doing exactly that for patients in need.

JoAnn is **a telehealth entrepreneur**, but, what she calls herself is a “doctrepneur.” By the time you finish reading about her, you'll agree that the word humanitarian should also be applied.

Innovations in the telehealth field are making it possible to connect remote areas to doctors and specialists in tertiary hospitals around the globe through medical devices and mobile infrastructures for health examination, remote monitoring, and patient management. The difference telehealth is making to communities is that destitute areas can get timely and advanced treatments, refugees and people in disaster zones can be treated before disease spreads, uninsured domestic workers in other countries can get care from their homeland, and the elderly, disabled, and homebound can get easy access to physicians and care that can prevent worsening illness. Lives are not just being changed; they're being saved.

An important acknowledgement of the benefit telehealth brings to the world happened this year in the United States, when the *Telehealth Innovation and Improvement Act of 2017* was introduced in the **Senate** by Sens. Cory Gardner (R-Colorado) and Gary Peters (D-Michigan). The bill amends titles XI (General Provisions) and XVIII (*Medicare*) of the *Social Security Act* to establish a telehealth service model and institute *Medicare* payment rules regarding specific services tested under the model. Full explanation here: <https://www.congress.gov/bill/115th-congress/senate-bill/787> . The bill was referred in March to the **Senate Committee on Finance**.



According to the *Physicians Guide to Telemedicine 2017*, (63-page whitepaper published by Prognosis Telemedicine) “the global market for telemedicine will be worth more than \$34 billion by the end of 2020. The *Guide* also claims that “currently, North America accounts for more than 40% of the global market. The facts/figures benefit to telemedicine (from the *Guide*) is that "telemedicine has the ability to deliver services to the 20% of persons who account for 80% of health care expenditures.” That’s an eye opener...and something important to stakeholders. But, nothing is more important than the person in that twenty percent.



Patient-centric health care is a priority for JoAnn and her team at **Powerfirm**. With a background at the **International Organization for Migration** in the Philippines under the **United Nations**, she worked her way through supplies, and onto sales, eventually knowing that what she needed to do was specialize in humanitarian service. At one point, she worked three jobs and slept in her car, until this single mother turned “doctrepneur” found her calling.

Today, JoAnn and her network of developers, health care providers, and IT experts **design solutions for locally-based partners in places like the Philippines, Malaysia, Myanmar, Cambodia, and other Southeast Asian countries, as well as Nigeria**. Using FDA and CE approved medical devices equipped with AI software, they provide high quality medical management to rural communities. Where she goes from here is where the need is greatest and where there’s an **NGO (non-governmental organization) to partner with her to oversee the project and manage the government systems...** basically, a partner willing to innovate their health care accessibility. It’s a partnership with the best kind of return.



JOANN CASTILLO'S NETWORKING INTERESTS:

- NGOs and charity organizations in developed countries
- Leaders in areas where there are groups of displaced people needing health care
- Government leaders in developing countries
- Orphanages or elder homes in remote areas
- Melinda and Bill Gates Foundation contacts
- World Vision contacts
- International Red Cross and Red Cross organization contacts
- All health care advocates who share JoAnn's passion for bringing quality health care to underserved and marginalized areas of developing countries.

Introduce Me

Did you read how **The Introducer** works on Page 5 yet?



MARC JARRETT

(United Kingdom)

Managing Director,
Emjay Consultancy, Ltd.
Vice President, Gottesman
Company

Marc is a business broker and **M & A (merger and acquisitions) intermediary with a global business development background**. His current business focus is with the **Gottesman Company**, **one of the largest M & A firms in the U.S.**, headquartered in Connecticut. Through the **Gottesman Company**, Marc works with a large pool of buyers and sellers of lower mid-market companies with \$5 - 500 million turnover. The company is rather unique in that they represent neither buyer nor seller as a fiduciary agent. Since most intermediaries are reluctant to share seller fees, **Gottesman** designed a **Cooperating Intermediary Program** to help them find buyers for sellers, in confidence, without sharing a seller fee (buyers pay their fee.)

Earlier this year, Marc helped **Gottesman** expand its business to Great Britain, but this work isn't new for Marc. He has worked in an advisory capacity to many companies, helping with **business formations in the U.K. and Germany**, providing leadership from successes won early on in telecoms. In 2000, he was **first-to-market with cellphone/mobile "tuning" products** (ringtones and logos) in the U.K., which, ultimately became a multi-million-dollar industry.

This game changer is a **British/German dual national**, which is a good thing, given the situation presented by **BREXIT** (withdrawal of the U.K. from the European Union E.U.).



Heading up **Emjay Consultancy**, Marc had, for years, been working with U.S. businesses to set up headquarters (professionally and personally) in the U.K. Now, as *BREXIT* has made it challenging to attract US companies to a country in transition, he works to help U.S. and U.K. businesses to establish themselves within **Europe's largest and richest market, Germany.**

Marc shares that *BREXIT* didn't just impact his business model, it caused him to become involved in a movement called **the3million**. The movement represents the three million E.U. citizens living in the U.K., who call it home, and don't wish to be considered a bargaining chip in *BREXIT* negotiations. The citizens, who feel trapped, worry over their status and how they might live life normally after the 2019 deadline. The U.K. will leave the world's largest trading bloc on March 29, 2019 to make their exit from the E.U., a departure that will cost the E.U. the world's fifth largest economy, but, could arguably cost the U.K. some economic power if it is no longer perceived as a financial portal for, say, U.S. banks. While rumbling of the power negotiators continue, **the3million** are busy rallying their own power...and Marc is helping them **develop the funding sources to win.** What they want to win, says Marc, is an agreement to an early deal to secure the rights of E.U. citizens in the U.K. and Britons living in Europe.



Big impact project for a guy who is used to “moving mountains” to “cross ponds,” but where human rights are concerned, it's a good mountain to move.

MARC JARRETT'S NETWORKING INTERESTS:

- Profitable lower mid-market companies looking to exit – no buyer, no fee.
- Private equity groups, strategic buyers and high-net-worth individuals looking to buy profitable companies throughout Europe and North America.
- North American SMB's interested in expanding into Europe
- U.K. SME's wishing to remain in EU and continue to trade freely with the EU27 post-Brexit by establishing a subsidiary in Europe's powerhouse economy, Germany
- Event agencies and organizers interested in hosting events on luxury boats and ships throughout the world.

Introduce Me

Did you read how **The Introducer** works on Page 5 yet?

SPECIAL OFFERING FROM A GAME CHANGER

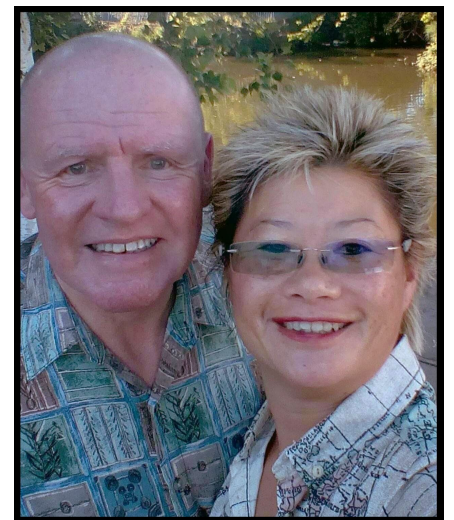
*"Phil Johnson of JJ Associates, International, was spotlighted in the October issue of **The Introducer**. He and wife/business partner, Yin, are among the most respected investigators worldwide, distinguished by their extreme skill and talent in developing social media markets to serve their investigative needs. They became so good at using their social influence that they decided to offer social media services to professionals who need the reach. After a recent posting on Facebook, Phil sent me a screenshot that showed over 9k views. His promotion of **The Introducer** not only secured new readers, but, followers in our social media accounts, as well."*

Mary Kurek, Editor, The Introducer Magazine.

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Email for details jjassociatesinternational@gmail.com

Links can be found at www.about.me/jjassociatesinternational

5 Reasons Why Professional Introductions Make the Difference

The premise of this magazine sits on the solid foundation that professional introductions far outweigh cold conversations. This is where the line is drawn between the do-it-yourselfers and those who appreciate the professionalism and status of being agented.

Here are five reasons why you should engage **The Introducer** facilitators to connect you to game changers in the magazine...and in our networks.

- 1) **FAMILIARITY WITH GAME CHANGERS: We know them.**
- 2) **QUICKER/EASIER CONTACT: We have their contact info.**
- 3) **RESPONSE MONITORING: We track/follow up if contact goes stale.**
- 4) **CONVERSATION ADVICE: We can advise on conversation points.**
- 5) **YOUR INTERESTS ARE NOW OURS: You have the opportunity to purchase a FACILITATED INTRODUCTION package that extends beyond game changers in the magazine. So, you'll get more connections based on your own networking interests.**

**YOUR OWN TARGETED NETWORKING CAMPAIGN
FOR THE TYPES OF BUSINESS OR PROJECT-RELATED
CONTACTS YOU NEED TO GROW**

(Limited availability. Turnaround in about a week)

**\$175 PACKAGE w/ Game Changer Introduction From This Magazine
\$150 w/o Game Changer Introduction
(Average number introductions-5)**

Contact: editor@theintroducermagazine.com

From Those Who Know: Testimonials

Need more convincing? How about some testimonials from people who have experienced facilitated networking with Mary, Editor of The Introducer & CEO/Founder of Mary Kurek Professional Networking Agency?

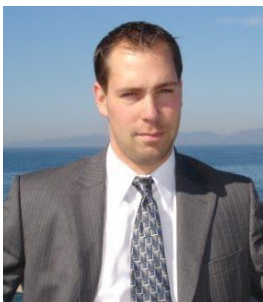


"Mary has a unique ability to read between the lines, expanding possibilities by introducing like-minded professionals. My first experience with Mary was a specific networking target, which she managed quickly and easily, creating a comfortable path to new opportunities.."

**Megan Gaiser, CEO & Co-Founder, Spiral Media, Ltd.,
United States**

"Consulting with Mary, we analyzed my strengths, built and executed an itinerary for a major 5-month-long international networking trip that encompassed 12 countries in Europe and 12 states in the North Americas."

**Krister Gustafsson, Industrial Designer, Interactive
Educational Spaces, Australia**



"For the past 10 years I have continued to hire Mary Kurek to identify, research, and make key strategic introductions for the businesses I have started. Every engagement has paid for itself and has resulted in invaluable opportunities for my businesses.

Mary is unlike any other."

**Mike Jalonen, Founder & CEO, Trio Rewards Inc.,
United States**



OKEY K. ENYIA, MPH (United States)

Management Analyst, U.S.
Dept. of Health and Human
Services

One of the most important tasks Okey has before him is his work on a team whose goals **advance the national health security mission**. Okey is a **policy-maker, strategist, and health policy advisor**, and by health, we mean everything from homeland security to epidemics and natural disasters. Their work also includes **enemy threats** either domestic or global. That's quite a large blanket full of holes, but it's one Okey is destined to help mend. Okey received his MPH in 2014 from **Chicago State University** and is among what we'd call the first generation of *STEM* students to take that specific education to places of leadership. He was one of six African-American scientists and engineers featured in the 2010 documentary, *STEM eXposure: The Meyerhoff Influence*, which chronicles the challenges faced and successes achieved by African Americans in *STEM* disciplines. A humble rearing in "Chi-Town," Okey emerged from his education with family support and the right network to take on **roles in the U.S. Senate and House Committees on health policy**. It seemed *Capital Hill* suited him well, and in 2016 he took on his current position with the **Dept. of Health and Human Services**. Global health has a priority on the bullet list of work ahead, which spurs Okey's social activist nature; the same one that pulls him constantly to help vulnerable populations put voice to need.



There's much that Okey can do as an influencer under the government umbrella, but, possibly even more outside of government.

Last, month, Okey started his own **consulting business; Enyia Strategies, LLC**. The new firm provides **advising, research support, policy analysis, project management, and legislative strategy** for individuals and entities seeking measurable ways to influence policy on issues related to health equity, health disparities, social determinants of health and health in all policies. The vision of Enyia Strategies is to improve people's health outcomes and

overall well-being. The mission is to analyze health policy and meaningfully impact the business enterprise as a servant-leader, while promoting the highest quality of life in pursuit of health equity.

A young leader who understands policy, legislative and government processes, has a public health education, and a greater good conscience. Perhaps a game changer who has a political future?





KEY ENYIA'S NETWORKING INTERESTS:

- Dr. Randal Pinkett
- Robert F. Smith
- Aliko Dangote
- Tony Elumelu
- Mike Adenuga
- The Gates Foundation
- BCT Partners
- Vista Equity Partners
- The Tony Elumelu Foundation
- UnitedHealth Group
- The Obama Foundation

Introduce Me

*Did you read how **The Introducer** works on Page 5 yet?*



CHANCE GLENN, PHD.

(United States)

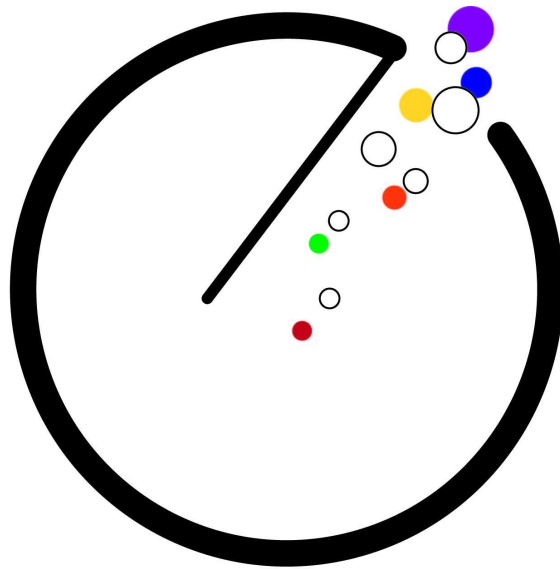
Professor, Dean, College of
Engineering, Technology, and Physical
Sciences, Alabama A & M University

Founder, Pres., CEO, Morningbird
Media Corporation

Chance's history almost belies his current position as a respected **leader in technology and business in the academic field**. Reading through his CV, you'd work your way through twenty-three pages listing his writings, speeches, memberships, courses and programs developed, **accomplishments in fundraising**, honors, and awards...all details along the professional journey that has built the foundation he sits on today. Impressive doesn't even seem to be the right word. But, after you've taken a glimpse of the professor, I'll bet you wouldn't have envisioned him as a **Grammy-nominated gospel artist**. Yep...this guy, who achieved his **MS and PhD in electrical engineering** from **Johns Hopkins University** received a nomination from the **National Academy of Recording Arts and Sciences** in 2000 for *Album of the Year*. So, now that your mind is blown, there's more. Chance started his own recording label, called **Morningbird Records** in 2000, and built a repertoire that not only featured the music that he wrote and performed, but, that of other independent contemporary Christian artists, as well.

Clearly, Chance is a man informed on the mission we all have been given to explore every talent, and, in so doing, help others to do the same. Not surprisingly, then, would be the launch of a weekly podcast, (2005) called *Intelligent Conversations*, where he explored life, business, technology, science, and more.

It was around this time that Chance reinvented his recording label to encompass more of a media theme, and become a vehicle for helping people to unleash their own innovative creativity, whatever their space.



ELECTRONIC ALCHEMY

Today, **Morningbird Media Corporation** is home base for something Chance calls “electronic alchemy;” words he uses not only to express his dream for the future of technology development and sharing, but, also to name his first product. Since, currently, there is no 3D Printer or 3D Printing technique capable of direct 3D Printing of functional electronic devices, Chance and his team created a solution. *The Electronic Alchemy™ eForge includes a printer, refillable materials cartridges, control and design software, and a user-driven community development portal. And, THIS has the support of NASA.* Can you imagine the applications of 3D Printing of functional electronic devices on a space station? Chance could--it’s been a dream of his for a long time. **NASA** shares that dream and they are partnering on further development of *Electronic Alchemy™ eForge*, which has just completed the first phase in contract and has been awarded a direct to Phase III contract from **NASA**. The year ahead will be an incredible advancement for the team, **NASA**, and technology developers who see the value in *sharing/recycling materials and intelligence*; all to innovate in ways perceived unbelievable even hours ago. It’s a technology solution and a collaborative platform for innovators bundled together...sounds to me like Chance is accomplishing mission.



CHANCE GLENN'S NETWORKING INTERESTS:

- Strategic partners in industry
- Investors (venture capital and banking)
- Software developers, electrical and mechanical engineering innovators, designers and artistic creators

Introduce Me

Did you read how **The Introducer** works on Page 5 yet?



DARRYL HUGHES

(United States)

Adjunct Professor at
DePaul University College of
Computing and Digital Media

Founder, CEO/Creative Director,
Hughes Who Productions, LLC

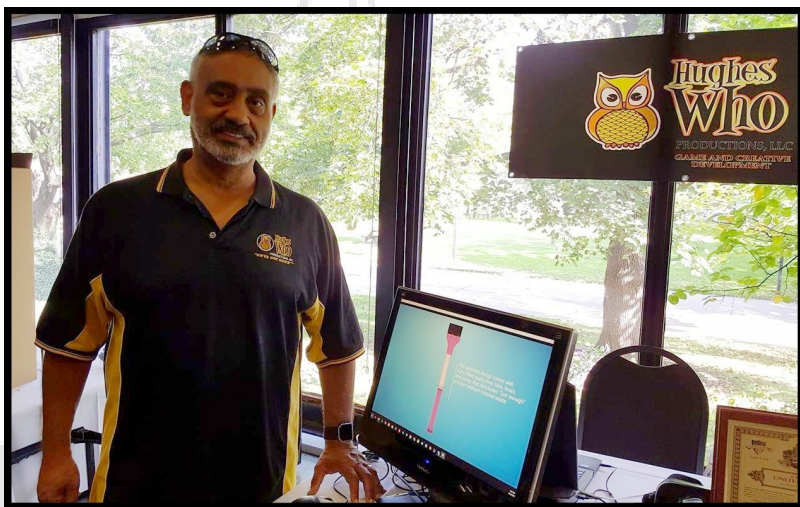
This game changer is also a **game developer**. Darryl's history with games actually began with inspiration and skills earned in film and animation as a student at the **Chicago Academy of Fine Arts**, continuing into **Columbia College** in Chicago, where he achieved his **BFA in Film, Animation, and Advertising**. That combination of art and advertising paved the way to a position as art director for **Ford** and **McDonalds** and on to roles in games as creative director and **executive producer on PC, arcade, online, and platform games for Viacom New Media, Konami & WMS Gaming**, to name a few. Collectively, Darryl has more than ten game patents under his belt...not something the average game developer can claim.

Today, Darryl is a professor, **teaching producing in animation and game development**. There's a saying that espouses that, during our working lives, we learn what we do, do what we do, and then teach others. Perhaps we should add to the end of that saying, "then, we innovate to make what we've done and taught better." Call it "disrupting" an industry, if you want, but, sometimes moving an industry forward isn't just the "how," it's "who" and "why." Darryl's seasoned gamer's mind moved into this mentality in January of 2007 when he opened doors on **Hughes Who Productions (HWP)**. Through **HWP**, Darryl has been helping clients develop and market games, create affiliate models, evaluate player behaviors to improve user experience, and design his own platform for **using games to educate children**.



In 2011, Darryl was the **keynote speaker for the International Conference on Computer Games sponsored by IEEE Computer Society** at the **University of Louisville**. The speech was on games with a purpose: “Educating Our Children through Games.” Earlier this year, he participated as a **guest panelist in the White House Initiative (Dept. of Education) on Historically Black Colleges and Universities for the STTR/SBIR Conference**. The **AAMU-RISE Foundation** and the **AAMU Center for Entrepreneurship, Innovation, and Economic Development** hosted the conference to bring together experts from government agencies, leading R&D companies, and academic institutions. The focus was on private and public partnerships for developing and commercializing innovative technologies. A partnership of pride for Darryl and his team was their work with underfunded inventors of the **Chicago Inventors Organization**. HWP worked with inventors lacking funds to produce a physical prototype by creating a digital version. From educator to entrepreneur to advocate, Darryl’s work has been steadily helping to put more value in the space between games and education.

HWP has become an enthusiastic opportunity resource shop in urban communities that not only entertains but educates, inspires, and challenges youth; those underserved through the introduction and fusion of **STEM** and creative arts (art, music, and creative writing) into “**STEAM**.” Darryl shares that minorities make up 75% of game players, but, the **International Game Developers Association** claims that only 3% of game developers are African-American, a figure that has risen by just 0.5 % in the past decade. Darryl shares statistics from a *Newsweek* article that claims that “black game developers attribute their small number to a few factors: financial barriers, insufficient training and a lack of opportunity.” The lack of opportunity is a challenge Darryl intends to meet.



The goal at **HWP** is to expose young people, particularly minorities, to the business of game development and design with hands-on, real-world training, ultimately prepare them for professional and entrepreneurial opportunities. Darryl is creating a studio within a studio to teach and

train high school and college students called **Hughes Who Youth Studio**. These youths will work next to a professional creative team inside **HWP** and learn the business of game development. Currently, the team is developing a Christian game for a large church in Chicago where they will be bringing in students to help work on the game and perform playtesting.

It's live-experience *STEAM*, and it is precisely this kind of opportunity that will balance technology with culture.

DARRYL HUGHES'S NETWORKING INTERESTS:

- Tech or other companies interested in partnering to develop games and fund the youth studio (staff, supplies, equipment, 3D Printer).
- Companies interested in donating computers/software (Adobe Suite/3D Studio Max, etc.).
- Companies in the Chicago area that have space or facility to contribute for the youth studio.

Introduce Me

*Did you read how **The Introducer** works on Page 5 yet?*



JACQUES PUTZEYS

(The Principality of Monaco)

Founder and Chairman,
Inclusive Growth Forum

From a donated conference room in the early 90s, Jacques **pioneered the creation of the first European cross-border stock exchange (EASDAQ)** and worked very closely with all the companies listed to help them through the huge task of their IPO (initial public offering.) Before **EASDAQ**, Jacques was President of **Bank Nagelmackers**. He also started the New York branch of **FORTIS (ASLK CGER)** in the role of General Manager. Jacques co-founded the firm **Go4Venture, Ltd.** and served on the Advisory Board for **Global Catalyst Partners**, and there's more, but, it would take up the whole page. This, my friends, is tenacity of entrepreneurship.

Today, Jacques resides in what most of us would consider a perfect retirement location, but, relaxation is a luxury Jacques enjoys sparingly, as he continues leading and advising on various entrepreneurial projects. He is the founder of **Value Development GCV**, consulting with technology companies, and is currently using his expertise in business, finance, and innovation to help companies better manage the rapid growth of technology.

Jacques holds a serious concern over technology's advancement stemming employment growth, and that has motivated him to become a **founding member of the Inclusive Growth Forum**. Jacques explains that inclusive growth is "a process that ensures that the benefits of an expanding economy extend to all segments of society by connecting them to the vital networks that power the modern economy — from electricity and financial services to social networks that enable knowledge-sharing."

Jacques and his team have identified many companies and organizations that contribute to innovation-based inclusive growth, calling them “inclusive innovators.” The **Forum** puts a special focus on expanding the network of these inclusive innovators to help them mobilize forces, develop information, and tools so that they can further impact inclusive growth.

Right now, the Forum is **developing advisory panels in the following areas: innovation, digital health, sustainable development, education, and digital transformation.** They are starting work on **plans for a summit in 2018** that will pull together stakeholders for networking and collaboration. Jacques says the plan for their web site is to include weekly global coverage on the topics that matter to inclusive growth, and they are on the lookout, now, for research and articles to add to a knowledge base.

We all realize that technology is a good thing, but, development is stunningly fast, and repercussions to society can be painful, if not managed well. It's the human in human resources that needs attention, and Jacques is working with corporations who care to give them the spotlight.

JACQUES PUTZEYS'S NETWORKING INTERESTS:

- Government and think-tank policy makers
- CEOs of companies that are inclusive innovators
- Stakeholders in inclusive growth

Introduce Me

Did you read how **The Introducer** works on Page 5 yet?



NOLA PATERNI

(United States)

Development Officer, IntraHealth

International Producer,
SwitchPoint Conference

Nola is a producer for what is fast becoming one of the most important conferences for global humanitarian leaders being held today. *SwitchPoint* is a two-day annual event that convenes thought leaders, frontline practitioners, **global health advocates**, and tech enthusiasts to talk about the trends in humanitarian innovation, technology, and global health. *SwitchPoint* began in 2012 by **IntraHealth International**, a nonprofit organization dedicated to working with **developing countries to improve their public health** capabilities. **IntraHealth's** goal in starting the conference was to bring ideas and conversations to a more actionable state. Nola and colleague, Heather LaGarde, work to “shake up” the old conference format, allowing for new, and unexpected collaborations, and the first deviation from old format is to get away from meeting in a metropolitan city. *SwitchPoint* is held in Saxapahaw, NC; a small, but proud, river town that Nola says reflects the ideals of collaboration.

Saxapahaw is about a half hour away from **IntraHealth** headquarters, which is settled near the tech hub of Research Triangle Park in the university town of Chapel Hill, North Carolina. By the way, the *U.S. News and World Report* ranked the University of North Carolina's **(UNC) School of Government, Public Affairs** curriculum, among the best in the nation. For **IntraHealth**, the University is its “birthplace.”



IntraHealth was founded in 1979 as the *Intrah* program at the **UNC School of Medicine** and incorporated as an independent nonprofit organization in 2003. The organization maintains close ties with **UNC** and partners with the **Gillings School of Global Public Health** on a **summer fellowship program**. **IntraHealth** receives support from many funders and donors, including the **U.S. Agency for International Development, the U.S. Centers for Disease Control and Prevention, the Bill & Melinda Gates Foundation, the William and Flora Hewlett Foundation**, and many individual contributors.

Nola's connection to **IntraHealth** started just outside of an internship with a publishing company in Chapel Hill. With her MA in English, she quickly moved into communications work with **IntraHealth**, steadily taking on more



responsibility. In January of 2016, Nola moved from her Communications Officer position to Development Officer. Under that title, she develops strategic plans for events, campaigns, and select programs that enhance organizational profile and invites support from individuals and corporations. *SwitchPoint* is a huge task on her “to do” list, but, it’s also work that brings enormous impact. According to the

Duke Global Health Institute, *SwitchPoint* is “a conference about creativity, partnership, and action. It’s where humanitarian innovation, global health, and technology collide. It focuses on unusual collaborations, spreading great ideas from around the world, and incubating yours.” Social Science Researchers/podcasters Nupoor Kulkarni and McCall Wells called the 2017 *SwitchPoint* a “haven for social good.” Others speak to the range of speakers and topics, such as behavioral economics and digital epidemiology to “artivism.” And, all seem enthralled by virtual reality microlabs and hands-on events meant to stir imagination, promote deep conversations, and lasting connections.

Creating such an enriching experience with people from around the world requires a lot of heads to get on the same page. Nola says that deciding the themes of the conference each year is a collaborative effort by members of the *SwitchPoint* team and **IntraHealth’s** senior leadership team. While four themes generally remain consistent each year (**global health, tech4good,**



humanitarian innovation, activism) the four others are determined by trending issues in global development, issues brought to attention by field staff, and/or cutting-edge technologies and discoveries.

The future of *SwitchPoint*, says Nola “is being dictated by speakers and participants who are staying connected and creating new initiatives. We are exploring different avenues to sustain this momentum, including *SwitchPoint* seminars/sidebars, thematic forums, advocacy campaigns, sister conferences around the world, and a *SwitchPoint* fellows program. **IntraHealth** is also working on **partnerships with public/private-sector** organizations to expand the scope and scale of the gathering. Inspired by the tenets of human-centered design, IntraHealth gives priority to the perspectives of those on the front lines, who understand firsthand the real challenges facing global health and development.”

While it is well noted that *SwitchPoint* is a conference of significance, it is also a favorite for attendees; especially one who shared recently that her education program secured a funding commitment during a lunch conversation at the event. Perhaps, not an unusual happening. But, to balance the heavy work involved in bringing *SwitchPoint* to life each year, there are memories that bring lightness. Nola laughs about Jorge Odon, inventor of the medical device that carries his name, joking about how his early career was as an automobile mechanic. But, she’ll never forget how this inventor of a device that helps in birthing babies nuzzled her own infant son who was with her at the event. Sometimes, the work you do is paid in memories like this.



NOLA PATERNI'S NETWORKING INTERESTS:

- Anyone who has started a fellows program from scratch and could give guidance on starting one for SwitchPoint
- Any global health/humanitarians with a large influence/large social media presence who can help get the word out about SwitchPoint well beyond the audience(s) we've already cultivated and established
- Any potential private sector partners who would be interested in presenting a dynamic Microlab at SwitchPoint (especially if in exchange for a high-level sponsorship!)
- Any marketing/branding experts who could advise on how to bring our materials and messaging to the next level

Introduce Me

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Networking Opportunities Coming Up Next Issue...

TOPICS AND CONVERSATION POINTS

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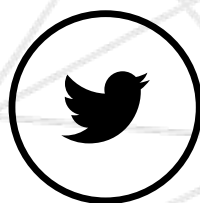
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The Editorial Staff of The Introducer, in consideration of multiple requests from subscribers interested in being featured in the magazine, is considering a new opportunity:

A section of the magazine devoted to sponsored spotlights.

This opportunity would be for professionals who meet our criteria and whose businesses/organizations wish to sponsor their spotlight.

Some details below.

- Full page spotlight-includes live links to your website and email, 1 color headshot, and networking interests (form-based spotlight) *Staff editorial assistance
- Runs in one issue only (you pick the month)
- Must meet criteria/standards for inclusion – approval by staff
- Limited spots available per issue
- No “introduce me” button on your spotlight, since you’ll be inviting readers to network with you directly

Currently, we are gathering subscriber interest. The staff will decide by mid-December if we will offer this opportunity and will notify those who’ve shared interest first with the information.

You can register your interest by emailing
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