

THE INTRODUCER

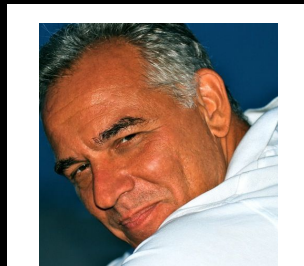
Int'l Facilitated Business Networking

Issue 5: Jan./Feb. 2018

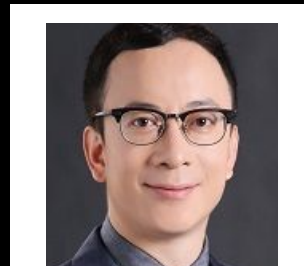
10 TO KNOW Game Changers Finance & Operations

*-Social Impact
-Innovation
-Solution Enterprise*

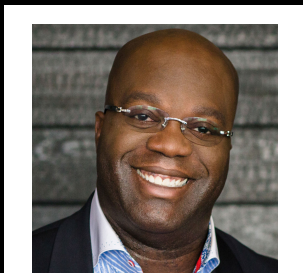
*Includes
networking
opportunities*



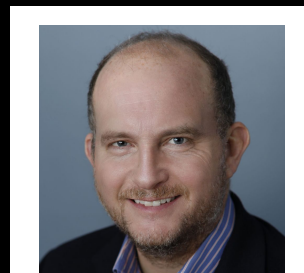
Arthur Bavelas



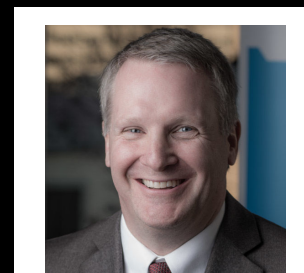
Xiaochen Zhang



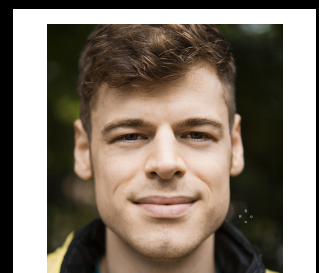
Simon T. Bailey



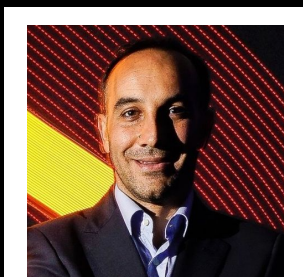
Laurie Lane-Zucker



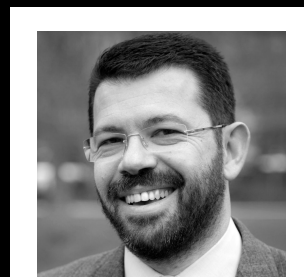
David Boulay



Andrew Wilson



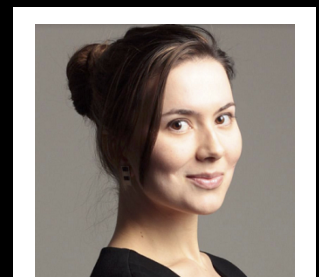
Ayman Itani



Paolo Sironi



Kevin Doyle Jones



Katya Dorozhkina



Founder & Editor
Mary Kurek

"The Introducer is continuing to evolve. New this year...we're going bi-monthly (every 2 mos) and each issue will have a theme. This issue is about finance and operations. We wanted you to meet resources, thought leaders, and those finding new ways to finance impact. The focus of the March/April issue will be on women's empowerment - those empowering others through projects and organizations that should have our attention. Also, new this spring, The Frontrunners League. More coming."

Mary Kurek

CONTENT

4 - 5	NOTE FROM EDITOR HOW TO USE THE PUBLICATION
6	MEET ARTHUR BAVELAS
7	MEET XIAOCHEN ZHANG
8	MEET SIMON T. BAILEY
9	MEET LAURIE LANE ZUCKER
10	MEET DAVID BOULAY
11-12	5 REASONS WHY TESTIMONIALS
14	MEET ANDREW WILSON
15	MEET AYMAN ITANI
16	MEET PAOLO SIRONI
17	MEET KEVIN DOYLE JONES
18	MEET KATYA DOROZHKINA
20-21	NETWORKING OPPORTUNITIES RESOURCES & TIPS
22-23	GAME CHANGER ROSTER

The Introducer Magazine is produced and published by Mary Kurek Impact Coaching & Connecting
Copyright 2017©

Editor
Mary Kurek

Assistant Editor
Jana Rosenberger

Layout Advisor
Jennifer Culberson

editor@theintroducermagazine.com

www.theintroducermagazine.com

Notice: No person or organization can copy or reproduce the content in this publication without a written consent from the publisher or author of any content provided here. The publisher, authors, and contributors reserve all rights in regard to copyright of their material.

Disclaimer: Views and opinions that may be expressed by authors/ contributors in this magazine are not necessarily those of the publisher.



Mary Kurek

Editor's Note

The Introducer is connecting for big impact. This past month:

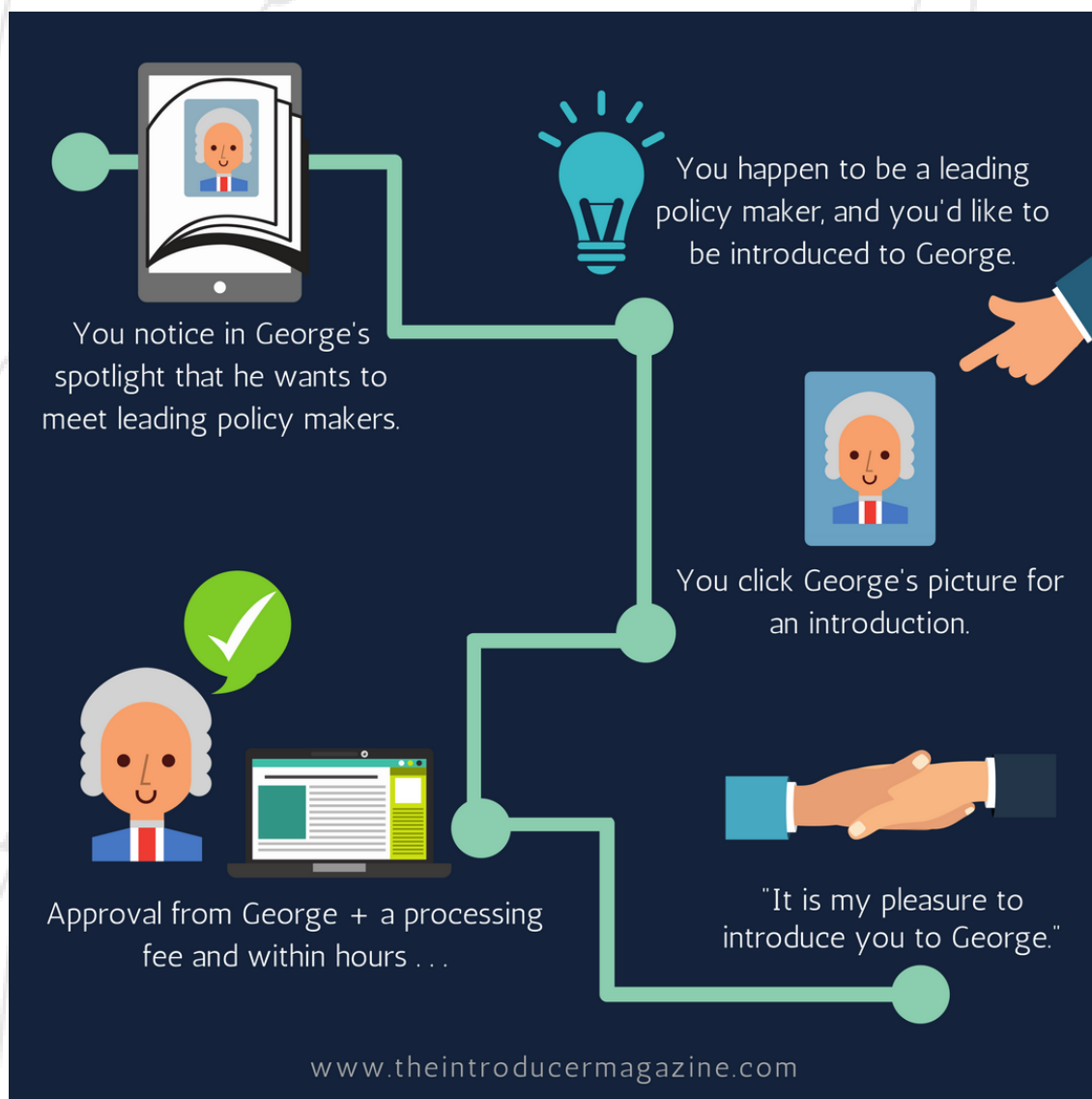
- Introductions made = **20**
- LinkedIn post views for game changers and still growing = **5,352**
- Viewers of Introducer content are from **122** countries.
- Over **1,400** spotlight views with an average spend time for the magazine at **9 minutes**. Every time a new issue is released, back issues get more views, so the numbers continually grow.

Most interesting connection to happen recently for game changers is:

Chance Glenn, PhD, Founder & Pres. of Morningbird Media Corp. (featured as a game changer in Issue # 3) and autonomous_ID (Todd Gray, who is to be featured in an upcoming issue of The Introducer) have created a partnership. Congratulations to them both. *Details here.*

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 Impact Coaching & Connecting** 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 Impact Coaching & Connecting** 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

ARTHUR BAVELAS

(United States)

Founder, Family Office Insights, LLC

Managing Partner, Bavelas Group, LLC

(2-minute read)



Family Office Insights became an official community after founder, Arthur Bavelas sold a business and started talking with others who were also looking for good investment opportunities. Here's a [video interview](#) with Arthur conducted by Jane King of **Small Cap Nation**. This 8-minute video is worth listening to because Arthur mentions how he favors giving exposure to people who are “doing cool things to change the world.” And, he gives an example.

While Arthur is involved in several enterprises, **Family Office Insights**, headquartered in New York City, seems to be the most interactive and visible of his endeavors. The group offers peer-to-peer networking and learning opportunities within a safe community of over 750 like-minded individuals. They host invitation-only lunches for vetted hedge and private equity funds (and others with legitimate offers) to exclusively present opportunities. There is also have a newsletter that hits 15,000 subscribers with information and interviews with opportunity-providers. And, by the way, the group has a stated interest in impact investing.

What I feel makes Arthur extraordinary is his avid interest in innovative impact, exponential growth driven by technology, and scalable human need, such as food, water, energy, and infrastructure. Arthur puts action to this interest by working hands-on with projects that make a difference. He is active in New York City with the **Economic Development Corporation** that focuses on innovative efforts that impact citizens and provide sustainable jobs.

Arthur is an investor, has helped to build a network of investors and those seeking funds, and he rolls up his sleeve to help create impact. He's a game changer.

ARTHUR'S NETWORKING INTERESTS:

- Local or global firms, funds, and foundations that care to meet Family Office investors in the impact space, digital assets, blockchain, and crypto space. (potential presenters)
- Start-up blockchain, and crypto efforts
- Global investors that care to have access to US-based opportunities



XIAOCHEN ZHANG

(United States)

President, FinTech4Good

Founder & CEO, Blockchain Frontier Group

Global Thought Leader & Speaker

(2-minute read)

With 50 members in 30 countries, **FinTech4Good** is making waves in the world of Digital Economy as a global technology and capital platform. At the helm is Xiaochen Zhang, who says their mission is to introduce cutting-edge fintech and blockchain solutions to emerging markets through incubation, acceleration, and investment. From his DC headquarters, Xiaochen manages the work of helping impact-driven companies to identify and scale blockchain and fintech solutions... the benefit of which starts with a company's ability to reduce the cost of operations and extends to tapping into new funding sources.

An investor himself, Xiaochen also mentors, educates, speaks, and serves on a multitude of boards, like the **Crowdfunding Professional Association** and the **UN ESCAP Digital Economy Task Force**. He is a senior advisor to the **China Social Entrepreneurs Foundation** and **Inter-America Development Bank**. There's more. His passion about blockchain reaches *Smart City* efforts and, last year, prompted him to create the **Blockchain Frontier Group**, a global network for accelerating social change in frontier markets.

Xiaochen's expertise has been utilized by government agencies and multinational organizations on innovation, emerging technologies, and investment through positions at the **World Bank**, **United Nations**, and other international partnership platforms. This year, his focus will be on identifying faster solutions for different countries and raising money for **FinTech4Good's** own fund. He intends to connect leaders and grow the pool of knowledge and disruptive technologies that can expand global impact.

XIAOCHEN'S NETWORKING INTERESTS:

- Social impact investors who could be interested in co-investing
- Blockchain/fintech start-ups (early stage with impact focus)
- Thought leaders and stakeholders in the fintech space



SIMON T. BAILEY, MA, CSP, CPAE

(United States)

Best-Selling Author & Speaker

Executive Advisor, Simon T. Bailey, Int'l

Executive Advisor, Brilliance Institute, Inc.

(2-minute read)

Simon is an educator and an influencer whose work creates impact with executives and organizations across the globe. He is a people “whisperer,” whose natural ability to convince by drawing you into his energy results in a powerful shift in thinking and doing. That’s precisely what landed him on **Success Magazine’s** list of top 25 People Who Will Help You Change Your Life in 2018. So, what’s landed him in **The Introducer’s** issue focused on finance and operations? The answer is this: it doesn’t help to know about the latest trends in finance if the mindset isn’t willing to make changes or take action. What Simon does falls into operations, because training on dealing with change and disruptive innovation is key to expansion for any organization.

So, maybe it’s Simon’s background in sales (**Walt Disney World Resort®** and the **Disney Institute, Inc.**) that makes him so convincing. By the way, he bears the distinction as the first African-American Sales Director at **Disney Institute**, departing **Disney** in 2003 in pursuit of new challenges. He has worked with over 1,500 companies on six continents, like **Walmart, Toyota, IBM, and Microsoft**, and has written nine books. His latest is entitled *Brilliant Living: 31 Insights into Creating and Awesome Life and Shift Your Brilliance - Harness the Power of You, Inc.* In 2015, Simon was inducted into the **CPAE Speakers Hall of Fame**.

Simon’s role as a game changer connects also to his personal impact mission, which is about changing the lives of those who lack in the basic needs of food, clothing, a home, and life skills. He serves on the national board of directors for the **U.S. Dream Academy**, a 501c3 that believes a child with a dream is a child with a future. Simon uses his considerable social influence to share his message of “doing the right thing,” promoting organizations to leave an imprint on the least, the last and the lost in society.

SIMON’S NETWORKING INTERESTS:

- Men and women who want to become better public speakers and presenters
- Men and women who are looking to grow professionally as leaders and improve their customer experience
- Men and women who are hungry for personal development self-help training in Africa, Asia, Latin America, Canada, and Europe



LAURIE LANE ZUCKER

(United States)

Founder & CEO, Impact Entrepreneur Center

Advisory Board Member, University of Vermont Grossman School of Business

Advisor, Impact Token Project

(2-minute read)



Laurie has spent thirty years working in sustainability, about half of that time heading up international NGOs and the other half in impact enterprise and impact investing. He's learned from experience that a systems context is essential to creating deeply seeded impact. In his words, "one needs a business ecosystem around a mission-driven business" to make it all work. He should know; in 2008, he started one of the first B Corps and in 2011 coined the term "impact entrepreneur," and subsequently founded **Impact Entrepreneur Center** for "systems-minded" entrepreneurs, investors, scholars, and students of social and environmental innovation.

There are 16,800 members in 150+ countries that make up the **Impact Entrepreneur Center for Social and Environmental Innovation** (headquartered in The Berkshires, Massachusetts) where virtual and on-site programs and events are offered. Early spring this year, the **Center** will be launching a *Thought Leaders Webinar Series* with influential impact investors and entrepreneurs. Laurie also heads up the **Center's** companion, **Impact Entrepreneur, LLC**, a business development consulting company, working with start-ups and educating stakeholders on what he calls "impact economy development" and "place-based impact investing." His work engages regional leaders in developing new incubation and funding models so that economies become defined by their impact. His work on place-based impact investing grows from both his deep involvement in the impact investing movement and by his earlier work pioneering place-based education with writer/educators Wendell Berry, John Elder, David Orr, and Scott Russell Sanders. He sums up his emphasis on place by declaring "you don't know where you are going until you know where you are."

LAURIE'S NETWORKING INTERESTS:

- Philanthropists and investors interested in impact investing, especially in early and growth stage companies
- Scholars and academic institutions that want to engage more deeply in the impact (entrepreneurship and investing) space
- Early and growth stage impact companies looking to retain a business development consultant to help with fundraising, market expansion, etc.

DAVID BOULAY

(United States)

President, IMEC Illinois

Member, Board of Directors, mHUB,
Chicago

(2-minute read)



David's focus is manufacturing and that's because, it is also a U.S. government focus. **IMEC** is the Illinois version of a program that spans the nation as an NIST (**National Institute of Standards and Technology**) **MEP (Manufacturing Extension Partnership)** approved Center. **IMEC** is the official representative of the *MEP National Network in Illinois*, and just so you know, NIST is a non-regulatory agency of the **U.S. Dept. of Commerce**.

The *MEP National Network* is a unique public-private partnership that delivers comprehensive, proven solutions to U.S. manufacturers, fueling growth and advancing U.S. manufacturing. Why is this important? MEP Centers are in all 50 states and Puerto Rico, and dedicated to serving small-to-medium-sized manufacturers. Last year, MEP Centers across the nation interacted with 25,445 manufacturers, leading to \$9.3 billion in sales, \$1.4 billion in cost savings, \$3.5 billion in new client investments, and helped to create and retain more than 86,602 jobs. Now, there's some impact. In Illinois, they assisted over 600 companies, helped to create and retain over 3600 jobs, and they claim their aggregate impact to be around 411,367,826.

I'm sharing this information with you because David tells me there are similar entities in almost every country. Local economic development councils could direct you. David further shares that, along with the support they provide manufacturers and start-ups, they facilitate dialogue between stakeholders and government officials and provide input on the future of manufacturing in their area. His work continues onto the **mHUB** in Chicago, which is an accelerator for entrepreneurs who need help with prototypes and the tools necessary to get started. When economies prosper, workforce stabilizes, and that's good for everybody, which makes David an excellent resource for many social impact entrepreneurs that have a product in mind. No matter where you are, he can connect you.

DAVID'S NETWORKING INTERESTS:

- Economic development leaders
- Individuals passionate about the future of work
- Human resource development leaders

SPECIAL OFFERING FROM A GAME CHANGER

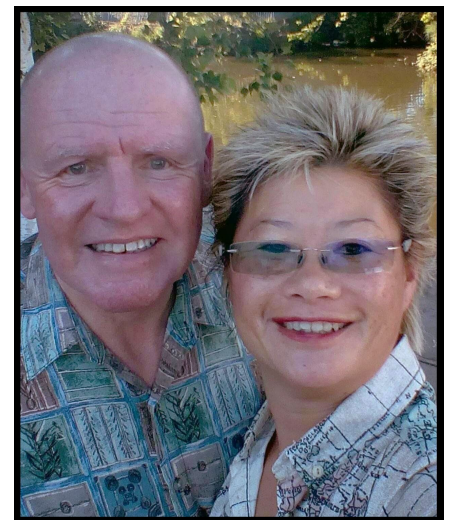
*"Phil Johnson of JJ Associates, International, was spotlighted in the October issue of **The Introducer**. He and wife/business partner, Yin, are among the most respected investigators worldwide, distinguished by their extreme skill and talent in developing social media markets to serve their investigative 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.

SOCIAL MEDIA DONE FOR YOU BY ONE OF THE WORLD'S BEST-KNOWN INVESTIGATORS

New approach to your Social Media across all platforms available. Take your "reach" to a wider audience (global) with the #PhilandYinEffect. Boutique service, individual to client needs, and far reaching. All of this from a team of respected business intelligence and security specialists.

Take advantage of this special offer and service at \$750 per month to share all your promotional links on Facebook, Twitter, and LinkedIn at least once a day on Phil and Yin's separate and business platforms.



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**



ANDREW WILSON

(United Kingdom)

Founder, Many Launch

UX Designer

(2-minute read)

When I was looking for a crowdfunding expert, I wanted one that had some experience (both good, and not). I wanted to talk to someone who can teach others and who was working with entrepreneurs in social impact. Found him, and he came highly recommended by one of the most successful millennial business strategists in my network.

Andrew launched his first successful **Kickstarter** campaign in 2016, raising 15,000 £ for his *Journal Life* project. But, when the campaign ended, Andrew and his team discovered the vendor for their journals could not provide the product. Starting from scratch to design a product with a new vendor would take too long, so they took a chance on a Chinese company to provide the product sight unseen. It turned out fine, but, a glitch like that could devastate a startup. These hard-earned lessons make Andrew a good leader in the space.

With a UX designer's mind and a heart for impact, Andrew (through **Many Launch**) works with entrepreneurs to help them plan the 12-week "runway" to launch and walk them through the entire process. One of his clients is a startup that is using **Patreon** to raise funds for their service of taking projects out of Uganda's refugee camps and bringing them to European markets. They are looking for a repeatable model; something **Patreon.com** offers, as it operates like a subscription service. Something to take note of if you are looking for similar.

Andrew's has his own journey with impact that started back in 2014 when a personal development experiment blossomed into a 3-city discussion group. But, what we like most about this young socially-conscious professional is that he can help us navigate crowdfunding options to expand our work. For that, Andrew makes it to our growing list of millennial talent impacting impact.

ANDREW'S NETWORKING INTERESTS:

- Social Entrepreneurs with an idea, prototype or product who are looking for funding but unsure how to go about launching a crowdfunding project
- Videographers, Graphic Designers, Copywriters, Community/Marketing/Social Media Managers who are looking for projects (as they need some support to run future crowdfunding projects)
- Product managers at Health/Medical Technology-based companies looking at improving the user experience of their products and services
- Tech founders who want to make their ideas look/feel real for sales pitches



AYMAN ITANI

(United Arab Emirates)

Founder, Think Media Labs

Speaker, Digital Transformation

(2-minute read)

As I speak to innovators, highly credentialed social impact entrepreneurs, and industry thought leaders around the world about their work, I've learned one very important thing...never assume that the marketing side of business is something everyone truly understands. Business is business, even in the

world of impact. So, a conversation with Ayman Itani who spent 7+ years teaching and consulting on communications headed immediately to an aspect of marketing that a lot of people (even major corporations) are just a bit shy to grab...digital transformation.

We all know that investors like to see that entrepreneurs are doing all they can to ensure scalability, and that's a focus for Ayman and his team at **Think Media Labs**. They work to help enterprises link to the digital world through the latest tools in order to capture and expand their audience. They help prepare and walk clients through their own digital transformation, whether they are an established brand or a startup needing to prepare for investment-seeking. In fact, as a startup mentor working with entrepreneurs in Dubai and Abu Dhabi, Ayman shares his expertise to help launch digital businesses with a global interest.

Part of getting investment-ready connects to data...gathering, analyzing, and utilizing properly. This is a particular speciality for Ayman, and the reason for **Think Media Lab's** success with Middle Eastern giants like **Careem** (similar to American Uber), worth 1.3 billion.

The day that I spoke with Ayman, he was participating in a online panel to for an investor-education event for social impact enterprises. The goal, says Ayman, "is to help them become a business – a sustainable business that has a social impact focus."

AYMAN'S NETWORKING INTERESTS:

- Founders of service-type business who were able to scale their service business
- Investors / venture capitalists who have experience in supporting startups both financially and via key services that helped them succeed
- Experienced sales leaders in selling service-type businesses
- Organizational leaders who want to know more about how to expand their business in the Middle East
- organizational leaders who want to know more about overcoming challenges of digital transformation

PAOLO SIRONI

(Germany)

FinTech Thought Leader/Author/Speaker

Member, IBM Industry Academy,

IBM Watson Financial Services

(2-minute read)

Paolo is exactly what you'd expect of a thought leader. He so thoroughly understands the relationship between management, fintech innovation, and regulation that he knows where and how we need to change to accommodate this growth. His thoughts are about the "entrepreneurship of ideas" and, not only what that means to business and economy, but, how banks should respond to fintech innovation.

Paolo's leadership in this space comes from firsthand experience as a fintech start-up entrepreneur and having served in senior positions in risk management and investment banking. As an elective member of the **IBM Industry Academy**, Paolo advises clients with strategic insights on digital transformation and innovative business models by linking investment practices (FIN), financial technology (TECH), banking, and insurance regulations (REG). **The IBM Industry Academy** is a community of IBM's most eminent and innovative industry visionaries who shape global industry agendas, capitalize on multi-industry collaboration to be essential partners to IBM's clients, and cultivate future industry leaders. They have 158 members in 20 countries.

In talking with Paolo about the future of finance, he shares that the next crisis we'll experience will be due to the lack of retirees (who are retiring younger now) to plan their wealth for the that period of non-work. He says "they need to be rethinking as soon as possible their relationship and interaction with money. How we are investing it matters." And, because it matters not just to individuals, but entire economies, financial institutions need to figure out how to help people with decisions. Paolo says that financial markets aren't "out there," they are "inside you." One of Paolo's latest books, *Fintech Innovation*, explains the rise of financial innovation and how it is impacting the banking industry.

PAOLO'S NETWORKING INTERESTS:

- Leaders of financial institutions interested in advancing conversations around digital business models fostering industry transformation from transactions to service-driven recurrent revenues
- University leaders interested in speakers for innovation in finance and technology
- Investors looking for international points of view on digital banking and platforms
- C-level consulting leaders looking for high profile introductions around digital banking, investment management, and financial technology



KEVIN DOYLE JONES

(United States)

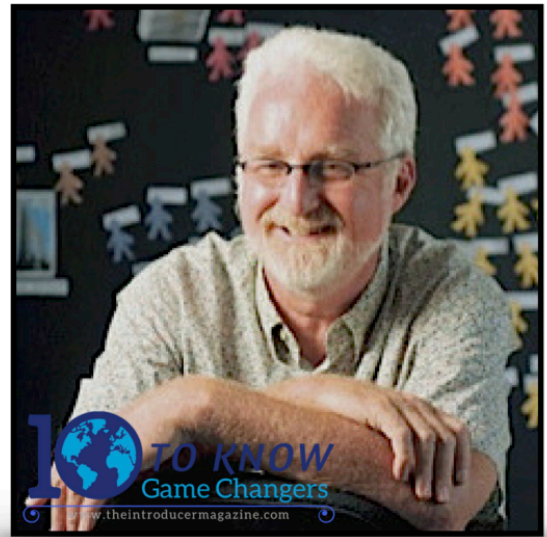
Co-Founder, Neighborhood Economics

Co-Founder, Runway Project

U.S. Co-Founder, Impact Hub Network

Convener, Social Capital Markets

(2-minute read)



Kevin is quite the entrepreneur, having owned and operated eight businesses, seven of which dominated their market niche by the time they sold. After fourteen years of working in the social capital market, Kevin hitched his entrepreneurial nature to an impact investment fund called **Good Capital** and started investing in companies under **GoodCap's** holding company and convening the social capital market at socialcapitalmarkets.net. This was just the beginning of Kevin's obsession with finance and social entrepreneurs.

In 2009, Kevin helped to found **Impact Hub** in the United States, starting with the Bay area. **Impact Hubs** are a federated global network of hubs that nurture entrepreneurship, idea incubation, and business development, along with providing workspace. Six years after working to create the hub, Kevin co-founded what he terms as a means of "accelerating the flow of capital into marginalized neighborhoods." It's called **Neighborhood Economics** and it is precisely what it sounds like...solutions to local economic issues solved by citizens with help from experts who design a portfolio of solution options. Those options include everything from helping add heft to locally started "giving circles," to friends-and-family funding for entrepreneurs without a rich uncle or aunt. The idea is to gather local leaders and celebrate what is working, hear stories, and build a robust "socap" ecosystem to which **Neighborhood Economics** can add investment ideas. Twenty U.S. and Canadian cities participate in regular monthly calls.

Kevin's newest venture is **reGen18**, a conference scheduled for May 1-4 of this year in San Francisco. The conference mission is to explore "beyond sustainability, beyond impact," and challenges that "it's time to move to a regenerative economy...coming back to life."

KEVIN'S NETWORKING INTERESTS:

- Environmentally-focused investors who want to learn how indigenous community wealth creation links with regenerative forestry
- Socially-focused impact investors who want to learn how healthy regenerative ecosystems lift people out of poverty and into healthy communities
- People who want to be part of bringing our global economy away from extraction and back to life

KATYA DOROZHKINA

(United States)

Founding Partner, CEO, Starta Ventures

VC Blockchain Investor & Advisor

(2 minute read)

Katya started her marketing career at **Nielsen** in 2003, moving into other industries like pharmaceuticals, fintech, and IT. She spent time adding to her business skills on *Wall Street* before co-founding an agency in 2012, working with corporate clients like **Samsung, Casio, American Express, and American Airlines**, as well as startups. In 2015 she joined **Starta Capital** as a managing partner. **Starta Capital** was launched by her partner, Russian entrepreneur, Alexey Girin in 2014 with the mission of helping Eastern European entrepreneurs reach potential from a global perspective. Katya, realizing how important it is for a startup to integrate into the local startup ecosystem right after arrival, promoted the idea of developing their own accelerator.



Starta Accelerator began operations in 2015 as a New York City-based program that empowers startups from Eastern Europe through an exclusive 3-month mentorship program. What they look for in a startup, says Katya, is a balanced team with good problem-solving skills. Says Katya, “one of our founders, **Cindicator**, told us how he rented out *Star Wars* costumes, which allowed him to make just enough money to survive and work full time on his startup. He ended up raising \$15 million for funding last October. There was also this company, **Botscape**, from Belarus. The first time they applied, they didn't make it into our *Batch 4*, but, instead of writing us a frustrated letter about what a mistake we made by not taking them, they reapplied for *Batch 5* and recorded an amazing video telling us about themselves and their project. **Botscape** is now in our winter acceleration program and they are doing great. **Starta Accelerator** is that much-needed launchpad for Eastern European talent into the global market...one of the first accelerators bridging this gap.”

Katya has personally invested in and mentored 64 startups since 2015 – 56 of which have gone through their accelerator. Total investments attracted by **Starta** portfolio companies in 2017 have exceeded \$30M in both traditional VC rounds and crypto assets. In July 2017, together with Singapore partner, **Starta Ventures** (the umbrella for all **Starta** initiatives) successfully raised funds through **Starta ICO** to democratize venture capital fundraising and launched *Token Rockets*, a program for Blockchain startups.

Katya has authored books on marketing and entrepreneurship and contributes to **Forbes** magazine and other business publications.

KATYA'S NETWORKING INTERESTS:

- Self-made people who've had to work for everything they have. People who understand the value of dedication and diligence.
- People who are open to new ideas, new cultures and different ways of doing things.
- Similar-minded investors who invest in international startups

Coming Up Next Issue: WOMEN'S EMPOWERMENT

TOPICS FOR NETWORKING

Empowering Projects & Advocacy

Women in Unique Roles

Overcoming Odds & Leadership

NETWORKING OPPORTUNITIES BETWEEN GAME CHANGERS IN THIS & PREVIOUS ISSUES

Here are a few we see in this issue. For the entire list, visit the BLOG.

LAURIE LANE-ZUCKER & ARTHUR BAVELAS for a conversation around impact investing. Also, he and **KEVIN D. JONES** should connect as Kevin uses "Neighborhood Economics" as a means of funding economic impact projects and Laurie wants economies to be defined by their impact, promoting place-based impact investing.

PAOLO SIRONI & CHANCE GLENN as Paolo wants to talk with university leaders regarding innovation in finance and technology. Chance is a University professor whose innovations with 3D printing scored him a deal with **NASA** and recently landed him a partnership with another highly innovative firm, **autonomous_ID**.

KATYA DOROZHKINA & OSAMA HASHMI need to chat about accelerator programs and how Osama's exponential thinking process might benefit the founders in the **Starta** program.

Networking and creating introductions between those creating impact for the purpose of expanding that impact is what we're all about. If you create your own connection with a game changer, please let us know to help us track our own impact. Email here.

NETWORKING TIPS & RESOURCES

Since many of you are involved in Smart Cities or economic development work – here are a few words about financing Smart Cities projects from Jesse Berst, Chairman, **Smart Cities Council**.



"Smart Cities start with smart procurement. All over the world, cities are developing improved ways to finance and procure smart technologies. On the finance side, cities are looking at green bonds and public/private partnerships, including methods that are revenue neutral or even revenue positive. On the procurement side, cities are using master contracts (often from the state or federal government) as well as "outcome-based" procurement. In the latter case, the cities specify what they want to achieve -- with strict quality standards -- and let the vendors decide the best way to achieve that goal."

Smart Cities Week, North America's leading smart city event, offers sessions on financing and procurement, whereby cities can learn from their peers what's working.

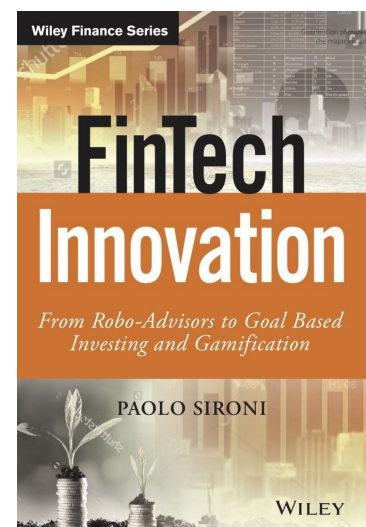
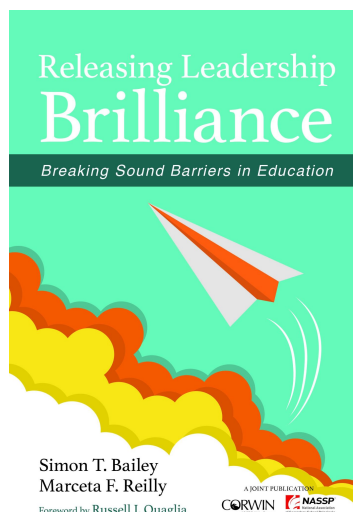
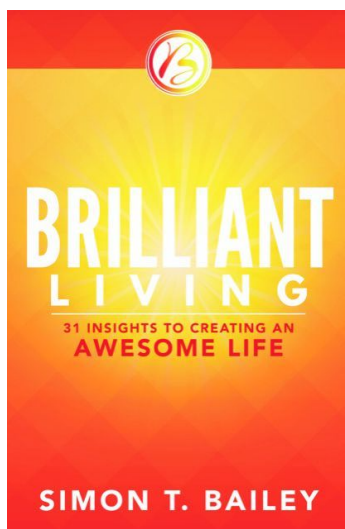
Review the **Smart Cities Council Opportunity Calendar** to see upcoming conferences, workshops, and theme editions.

Attend **Smart Cities Week** in Washington, DC and Silicon Valley, North America's leading smart city conferences.

Get **SmartCitiesNow**, the weekly newsletter highlighting smart city trends, technologies and techniques.

Access the free **Smart Cities Readiness Guide®**, the leading handbook of urban transformation.

Some Game Changer-authored books to check out...



1. XIAOCHEN ZHANG *(United States)*

President, FinTech4Good, Founder & CEO, Blockchain Frontier Group, Global Thought Leader & Speaker

Networking Interests: Social impact investors who could be interested in co-investing, blockchain / fintech start-ups, (early stage with impact focus) and thought leaders/stakeholders in the fintech space.

2. SIMON T. BAILEY, MA, CSP, CPAE *(United States)*

Best-Selling Author & Speaker, Executive Advisor, Simon T. Bailey, Int'l, Executive Advisor, Brilliance Institute, Inc.

Networking Interests: Men and women who want to become better public speakers and presenters, men and women who are looking to grow professionally as leaders and improve their customer experience, and men and women who are hungry for personal development self-help training in Africa, Asia, Latin America, Canada, and Europe.

3. LAURIE LANE-ZUCKER *(United States)*

Founder & CEO, Impact Entrepreneur Center, Advisory Board Member, University of Vermont Grossman School of Business, Advisor, Impact Token Project

Networking Interests: Philanthropists and investors interested in impact investing, especially in early and growth stage companies, scholars and academic institutions that want to engage more deeply in the impact (entrepreneurship and investing) space, and early + growth-stage impact companies looking to retain a business development consultant to help with fundraising, market expansion, etc.

Jan-Feb 2018

Game Ch

4. DAVID BOULAY *(United States)*

President, IMEC Illinois, Member, Board of Directors, mHUB, Chicago

Networking Interests: Economic development leaders, individuals passionate about the future of work, and human resource development leaders.

5. PAOLO SIRONI *(Germany)*

FinTech Thought Leader/Author/Speaker, Member, IBM Industry Academy, IBM Watson Financial Services

Networking Interests: Leaders of financial institutions interested in advancing conversations around digital business models fostering industry transformation from transactions to service-driven recurrent revenues, university leaders interested in speakers for innovation in finance and technology, investors looking for international points of view on digital banking and platforms, and C-level consulting leaders looking for high profile introductions around digital banking, investment management, and financial technology.

6. AYMAN ITANI *(United Arab Emirates)*

Founder, Think Media Labs, Speaker, Digital PR

Networking Interests: Founders of service-type of business who were able to scale their service business, investors / venture capitalists who have experience in supporting startups both financially and via key services that helped them

succeed, experienced sales leaders in selling service-type businesses, organizational leaders who want to know more about how to expand their business in the Middle East, and organizational leaders who want to know more about overcoming challenges of digital transformation

7. ANDREW WILSON (*United Kingdom*)

Founder, Many Launch, UX Designer

Networking Interests: Social Entrepreneurs with an idea, prototype or product who are looking for funding but unsure how to go about launching a crowdfunding project, videographers, graphic designers, copywriters, community/marketing/social media managers who are looking for projects (as support is needed to run future crowdfunding projects), product managers at health/medical technology-based companies looking at improving the user experience of their products and services, and tech founders who want to make their ideas look/feel real for sales pitches.

8. ARTHUR BAVELAS (*United States*)

Founder, Family Office Insights, LLC, Managing Partner, Bavelas Group, LLC

Networking Interests: Local or global firms, funds, and foundations that care to meet Family Office investors in the impact space, digital assets, blockchain, and crypto space (potential presenters), start-up blockchain, and crypto efforts, and global investors that care to have access to US-based opportunities

hangers Roster

9. KEVIN DOYLE JONES (*United States*)

Co-Founder, Neighborhood Economics, Co-Founder, Runway Project, U.S. Co-Founder, Impact Hub Network, Convener, Social Capital Markets

Networking Interests: Environmentally focused investors who want to learn how indigenous community wealth creation links w regenerative forestry, socially focused impact investors who want to learn how healthy regenerative ecosystems lift people out of poverty and into healthy communities, and people who want to be part of bringing our global economy away from extraction and back to life.

10. KATYA DOROZHKINA (*United States*)

VC Blockchain Investor & Advisor, Founding Partner @Starta Ventures

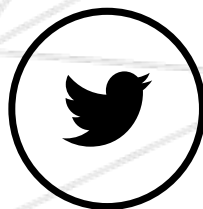
Networking Interests: Self-made people who've had to work for everything they have. People who understand the value of dedication and diligence. People who are open to new ideas, new cultures and different ways of doing things. Similar-minded investors who invest in international startups

Missed a Back Issue?



Visit **The Introducer News Stand**
and increase your networking
opportunities
www.theintroducermagazine.com

Follow us



INNOV8 SOCIAL

*reach your **impact** potential*

Bring together students, community members, and local social entrepreneurs for a unique hackathon-style workshop.

Partner with us to host an IMPACTATHON® at a university, company, or organization.

www.innov8social.com/impactathon



email neetal@innov8social.com to learn more.