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Members and Friends of IWIRC NY,

2019 is off to a great start! We are so very appreciative of the amazing support we have had from members and friends so far this year and very excited to share these updates with you about our upcoming programming.

We had a great turnout at our cooking class in February, learning how to make pasta and gnocchi from scratch and enjoying the fruits of our labor, and we look forward to seeing you again at our terrarium making class on March 27. We have also invited an amazing speaker, Carol Frohlinger, to meet with our network on April 24 to discuss ways for women to hone their negotiating skills when it comes to compensation, equitable workload, and other crucial aspects of your career. We expect this will be a fantastic event so get tickets early before they sell out!

On a regional level, IWIRC NY was well represented at the IWIRC at the Shore Conference, including panelists from our own IWIRC NY membership. We are also looking forward to seeing our IWIRC sisters at the IWIRC Spring Conference in Washington, D.C. on April 10-11.

Check out the rest of this newsletter for additional information regarding events, members news, and tips.

As always, we appreciate your amazing support and attendance. We look forward to seeing you at one of our upcoming events!

Samantha Martin and Jasmine Ball
IWIRC NY Co-Chairs

Become a Member

Joining IWIRC NY is easier than ever.

[Sign up](#) and select New York as your primary network.

Get Involved

Interested in joining an IWIRC NY subcommittee?

Do you have member news to share? [Drop us a line.](#)

IWIRC • NY www.iwirc.com/networks/new-york



IWIRC NY Sponsor Holiday Party

November 27, 2018

On November 27, IWIRC NY hosted an exclusive holiday party at Quality Italian to thank our sponsors for their generous support this past year. Attendees were able to enjoy delicious fare while catching up with colleagues and friends during the holiday season. IWIRC NY appreciates the support we receive from the restructuring community, and we are excited to kick off 2019!



IWIRC NY Cooking Class

February 20, 2019

Rustico Cooking, New York, New York

Sophia Hepheastou and Maeghan McLoughlin

Networking Events Co-Chairs

On February 20, 2019, IWIRC NY hosted its first ever cooking class at Rustico Cooking. The event was a huge success as guests learned to make fresh pasta and enjoy a handmade meal all while spending time with colleagues and friends.



IWIRC NY's Plant Nite

March 27, 2019

Tanner Smith's, New York, New York

Sophia Hepheastou and Maeghan

McLoughlin—Networking Events Co-Chairs

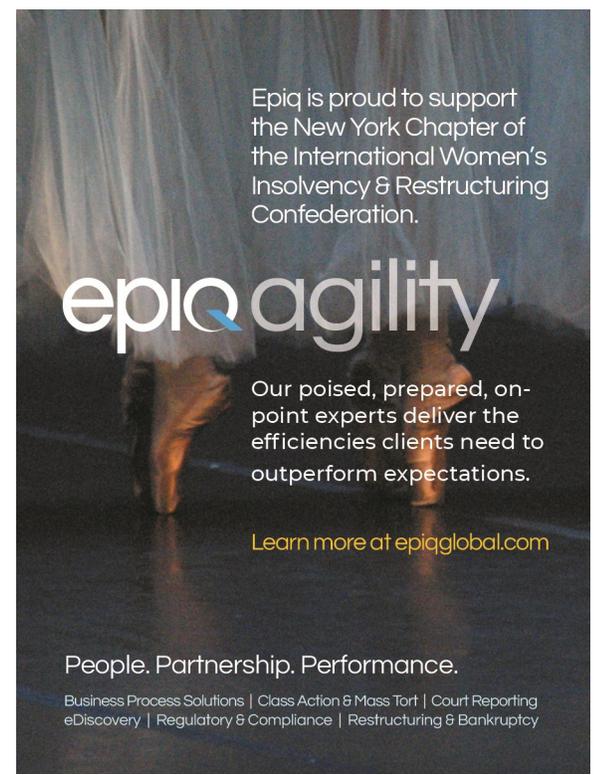
IWIRC NY invites you to make a beautiful, professional looking terrarium that will grace your home or work space. Beverages and snacks will be served to help spark the creative process!

Joint Networking Event: Sail Around the City with IWIRC NY, IWIRC NJ, and IWIRC DE

IWIRC NY, IWIRC NJ, and IWIRC DE will be co-hosting our fourth sail around the city this summer! Come join us for an evening cruise on the Hudson River and enjoy breathtaking views and amazing photo opportunities with friends and colleagues from all three networks. We hope to see you for another picturesque night on the Manhattan Elite. More details to come!

IWIRC NY Golf Camp

Get ready for IWIRC NY's 6th Annual Golf Camp! As always, this event caters to beginners and intermediates, as well as the most expert golfers among us, and is followed by a networking barbecue. This event is always one of our most popular, so register early!



Negotiation Skills for Women - Gaining a Place at the Leadership Table

April 24, 2019, 6:00-9:00 P.M.

The National Arts Club, New York, New York
Sharmeen Khan and Alissa Nann—

Join IWIRC NY at the National Arts Club in Gramercy Park for an evening of art, motivation, networking and fun at a historic New York City landmark. We are delighted to have as our guest an internationally known speaker, Carol Frohlinger, J.D., co-author of *Her Place at the Table* and *Nice Girls Just Don't Get It* – and learn about the ways women can hone their negotiation skills when it comes to compensation, equitable workload, and other crucial aspects of career with authenticity to achieve their maximum personal and professional potential.

A former sales executive, commercial banker and practicing attorney, Carol has been featured on the Today Show as well as by CBS MoneyWatch, NPR, Martha Stewart Living Radio, Newsday, Cosmopolitan Magazine, Women's Health and The New York Times among other mainstream media. As President of Negotiating Women, Inc., Carol consults with organizations and associations who wish to attract, retain and promote talented women.



Carol Frohlinger, J.D.

Substantive Events

Subcommittee Members

- Tanya Meerovich (Co-Chair)
- Alissa Nann (Co-Chair)
- Heather Aaronson
- Jasmine Ball
- Jessica K. Bonteque
- Katina Brountzas
- Hillary Davis
- Uchechi A. Egeonuigwe
- Shanté George
- Samantha Martin
- Summer McKee
- Jodi Porepa
- Jessica Weitzman
- Lara Sheikh
- Blanka Wolfe

Hillary Davis
Senior Vice President
AlixPartners, LLP



The success of our Chapter is due in no small part to the contributions and enthusiasm of our incredible members. In celebration of that fact, each quarter, we recognize an “IWIRC NY Shining Star” to introduce you to exemplary members of the IWIRC NY community.

This issue we celebrate Hillary Davis for her tireless contributions to IWIRC NY and the as the Chair of Sponsorship and Membership for the past few years.

Congratulations, Hillary

Professional Background

Hillary oversees and implements strategic initiatives, with a focus on building client relationships for AlixPartners’ Investigations, Disputes and Risk practice. In this role, she manages day-to-day client interactions with law firms, as well as healthy and distressed companies in the healthcare and pharmaceutical, aerospace and defense, financial services, and energy industries. Hillary also directs the marketing and communications strategy for the Legal Technology team, identifying opportunities for content, programming and profile-raising, particularly in connection with the pursuit of new business opportunities. Hillary currently leads the Military & Veterans and Next Generation affinity groups in the AlixPartners Chicago market.

Favorite IWIRC event

I love to attend the annual IWIRC NY Golf Outing. I am NOT a golfer, but I enjoy working on my swing, following the drink cart, and putting around on the mini golf course. It is an event where I can deepen my network relationships while enjoying some fresh air.

Favorite Concert Ever Attended

Snoop Dogg & 311 – yes, it was everything you’d expect it to be.

Favorite vacation spot you’ve been to and your bucket list vacation spot that you haven’t.

Hardly a vacation, but my favorite view was from the top of Mt. Kilimanjaro last summer. After a week climbing the tallest free standing peak in Africa, it was an out-of-body experience when I reached the 19,000 ft summit. Then I exchanged vows with my now husband. Truly a trip to remember! While I love to climb, I prefer to vacation at sea level. Oman offers the best of both worlds! I’ve been reading about hidden beaches on a few travel blogs. The crystal water paired with Middle Eastern cuisine makes this a dream trip for me!

Always Be Prepared - Job Opportunity Edition

- 1. Use Your Network** – Networks are all about the people you know and how you can support one another. As the old adage goes, it's all about quality, not quantity. The strongest networks are generally built on a handful of strong, quality relationships, not a ton of shallow acquaintances. Practically speaking, when you make a connection with an industry professional, foster and nurture that relationship. Ask how you can help them and follow through. Remember that help isn't always as straight forward as a referral - it can be an article of interest, an introduction to professionals they may need or even just a buddy to talk to or attend an event with. Pay attention to the needs of your network and take care of them as much as you can. When it comes time for a job hunt, hit your trusted network up first. Seek out guidance, let them know you are looking and *listen* to any advice and leads they may have. People who trust you will want to help you.
- 2. Position Yourself as an Expert** – Do you know that woman that writes about healthcare in the ABI journal? The woman who always sits on social media panels? The cash-flow lecturer we see at our morning breakfast series? They are subject-matter experts and we see them as such *because we see them*. Start writing articles and speaking on panels in your area of expertise. Not sure where to start? Reach out to the Chairs, Planning or Programming Committees and make your case. Let them know the area in which you have expertise and offer up some specific topics you think non-experts may find interesting. Offer to write articles, organize panels, or perhaps simply ask them to keep you in mind as a subject expert in that area. This expertise will distinguish you from other candidates, and the easier you make it for others to use you, the more exposure you will get. Remember, whatever you ask for, you must defend.



Sarah Frankel
525 Group

Always Be Prepared - Job Opportunity Edition

Sarah Frankel

The 525 Group

- 3. Be Prepared** – Whether you are actively looking or not, always be prepared to seize an opportunity. That means being prepared with your personal pitch, both spoken and written. First, think beyond an elevator pitch and focus on your unique experience, what makes you different and why you would be an important part of any team. Always be prepared to articulate that to someone you meet. Second, keep your resume up to date. This includes your supplemental materials: be it a list of representative matters, speaking engagements or publications. Revisit your resume quarterly and make sure you are capturing any new experience you might bring to the table. When opportunity comes knocking, you should be prepared to answer.
- 4. Get Involved** – Industry organizations are the perfect nexus for tips #1 and #2 and allow you a simple way to get involved as a member and, when you're comfortable (or even before then!), get involved with leadership. Organizations offer incredible exposure to education, professionals and mentorship opportunities. As with your network, quality over quantity is what matters here. Check out any organizations you think are a match, but evaluate and dedicate your time only to the ones that are most supportive of your goals and most likely to offer real opportunities for your growth.
- 5. Ask for More** – There are many areas of work and life in we should always ask for more, but there are two important times where asking for more will aid you in your job search. First, ask for more responsibilities at work. That can take the form of more responsibilities on a case or project, or more responsibilities within the firm. Head up the new associate program, get involved with training, or lead new initiatives. Always ask how you can improve and how you can help. Second, compensation. We are often the most shy when it comes to asking for more with our compensation but as with many things, you don't get if you don't ask. Compensation "asks" can come with review discussions, the taking on of new responsibilities and, of course, with new jobs. Always know what you are looking to get out of the role and be prepared to defend what you are asking for. Is this more than market? What makes you worth it? Remember, what you want isn't always going to be strictly financial. Maybe flexible hours or a remote set-up is important to you. Perhaps you have a relocation in mind. All aspects of your job and job happiness should factor into your compensation discussions.

Bonus Tip from IWIRC NY: Know Who to Ask! When looking for a position in the restructuring field, make sure you are utilizing recruiters who specialize in the area.

The525Group focuses exclusively on placing professionals in and from the corporate restructuring space. Reach out to Sarah here: sarah@the525group.com.

Congratulate your fellow IWIRC NY members on their recent accomplishment! Click on a name to send a note.

Let us sing your praises! Email us your accomplishments for inclusion in our next newsletter.

Speaking Engagements

[Jasmine Ball](#) spoke at the Airline Economics Growth Frontiers Dublin 2019 Conference on Wednesday, January 23 on “Aircraft Financings – A Risk Overview” and spoke on a panel at the 25th Annual National Asian Pacific American Conference on Law and Public Policy – the panel was entitled “Private Sector Leadership.”

[Jasmine Ball & Jeffrey Cunard](#), Debevoise & Plimpton, Counsel for Amicus International Trademark Association (in support of petitioner) spoke at the American University Washington College of Law's "SCOTUS Series: Mission Product Holdings Inc. v. Tempnology, LLC" on February 20, 2019.

[Dana Kane](#), Kelley Dye spoke at the San Antonio NCBJ Conference as a panelist on the ABA CLE Program: Almost Everything You Wanted to Know About Accounting and Math Issues for Bankruptcy Attorneys .

Honors

[Lisa Donahue](#)'s, of AlixPartners, work as Chief Transition and Development Officer, leading the turnaround of Westinghouse Electric Company, LLC (and certain of its affiliates) was named Utilities Deal of the Year and Distressed M&A Deal of the Year (over \$1B) by M&A Advisor.

[Epiq](#) winner - Telecommunication Services Deal of The Year for their work on Cumulus Media at the 13th Annual Turnaround Awards.

[Kelly DiBlasi](#), Weil, was selected by the American Bankruptcy Institute as one of its “40 Under 40” honorees for 2018 and was recognized by New York Law Journal as one of its “Rising Stars” for 2018.

The advertisement features a background of a stack of white papers. The text is centered and reads: "WE PROUDLY SUPPORT THE INTERNATIONAL WOMEN'S INSOLVENCY & RESTRUCTURING CONFEDERATION." in a mix of green and black, bold, sans-serif fonts.

**WE PROUDLY
SUPPORT THE
INTERNATIONAL
WOMEN'S
INSOLVENCY &
RESTRUCTURING
CONFEDERATION.**

When it really matters. alixpartners.com

AlixPartners

Congratulate your fellow IWIRC NY members on their recent accomplishment! Click on a name to send a note.

Firm Changes and Promotions

[Kathryn Pando](#) joined FTI Consulting's Corporate Finance & Restructuring segment as a Director specializing in Tax.

[Isabel Arana](#), AlixPartners was promoted to Senior Vice President in AlixPartners' Turnaround and Restructuring Services practice.

[Rebecca Cook](#), Senior Director of KCC's Trustee and Fiduciary Services Team, has expanded her team with the addition of Adam Toelkes, Director. KCC Trustee & Fiduciary Services

Publications

[AlixPartners](#) has published their "14th annual turnaround & restructuring experts survey: disruption is the new normal". The online survey of more than 300 lawyers, investment bankers, financial advisors, and other restructuring industry experts revealed clear implications for business leaders and advisors, including: a. A higher baseline of distress, even in good times. b. An emphasis on industry specialization. c. An increased need for innovative, tailored solutions.

[Lauren Schlüssel](#), Kelley Drye, was quoted in the Law360, "Applebee's Franchisee Told To Clarify Risks In Ch. 11 Plan." The article discusses how bankrupt Applebee's restaurant franchisee RMH Franchise Holdings won court approval to solicit votes for its Chapter 11 plan, but only after the judge ordered changes to the disclosure statement to make its confirmation and funding risks clearer to creditors.

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FTI Consulting has extensive experience in making an impact on some of the world's largest and most complex challenges and opportunities. Every year, we help **more than 5,800 organizations** transform the way they anticipate and respond to events.



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Welcome to IWIRC NY's New Members

Lauren O'Leary

Chiron Financial, LLC

Albena Petrakov

Offit Kurman, P.A.

Melissa Dzenis

Alvarez and Marsal

Carrie Essinfeld

Oak Point Partners

Susan Golden

Kirkland & Ellis LLP

Yara Kass-Gergi

U.S. Bankruptcy Court, District of New Jersey, Newark

Beth Friedman

KCC Restructuring

Marisa Abernethy

Duff & Phelps

Sarah Johnson

D.E. Shaw & Co.

Allison Weiss

Sullivan & Worcester LLP

Cynthia Romano

CR3 Partners, LLC

Drop them a line personally welcoming these new members by using the hyperlinks on their names.

Need to renew your membership or become an IWIRC NY member? We want to see you here in our next newsletter—Register or renew [HERE](#) today.



Foley is proud to sponsor the International Women's Insolvency & Restructuring Confederation.

For more information about Foley, please contact: Alissa Nann in our New York office at anann@foley.com.

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Membership/Sponsorship Subcommittee

- Isabel Arana de Uriarte, Chair
- Shanté George
- Jennifer Kimble
- Carole Levine
- Samantha Martin

Sharmeen Khan is a Senior Director at FTI Consulting and is based in New York. Ms. Khan has over 12 years of experience serving as a financial advisor within the distressed space. As a restructuring advisor, Ms. Khan has represented various companies, lenders, creditors and stakeholders in distressed situations that require a turnaround, restructuring or recapitalization solution. She is experienced in corporate finance and structured finance, distressed debt, operational turnaround and bankruptcy situations across healthcare, consumer finance, real estate, mortgage, casino and gaming, insurance, consumer products, retail and municipal financing sectors.

Since joining FTI Consulting, Ms. Khan has advised senior lender groups on various engagements in the healthcare, media and consumer finance sectors. Currently, she is advising the Unsecured Creditors' Committee for Sears Holding Corporation.

Prior to joining FTI, Ms. Khan served as a restructuring advisor at Zolfo Cooper LLC and at CBIZ Corporate Services. She has been involved in various engagements advising secured lenders, including representing the second lien bondholders of Caesars Entertainment Corporation, the junior secured noteholders of Residential Capital, LLC and the Indenture Trustees for American Home Mortgage and Citibank debt portfolios. She has advised secured lenders in out-of-court transactions in the coal and mining, consumer finance and mortgage lending sectors. Ms. Khan has also advised unsecured creditors in the retail industry such as Hart Schaffner & Marx (HMX Group) and YogaSmoga Inc. during their Chapter 11 bankruptcy proceedings.

Ms. Khan's previous experiences include investment banking at UBS Investment Bank, where she structured and underwrote residential mortgage-backed securities and advised mortgage originators including IndyMac, Ameriquest, Countrywide and ResCap/GMAC. She also worked at the Special Situations Group of MBIA Insurance Corporation, where she helped mitigate losses and maximize recovery from a multi-billion dollar portfolio of distressed structured finance and public finance debt.

Ms. Khan is a member of the Board of the International Women's Insolvency and Restructuring Confederation, a member of the Academic Relations Committee of the Turnaround Management Association and a member of the Association of Insolvency and Restructuring Advisors.

Ms. Khan holds an M.B.A. from Columbia Business School.



Sharmeen Khan
Senior Director
FTI Consulting

New York Metro Area

TMA NYC NextGen March Madness Networking

March 21, 2019, 7-9 p.m.
Croton Reservoir Tavern

EDNY Junior Lawyer Workshop

April 23, 2019, 6-7:30 p.m.
Brooklyn Courthouse

TMA Distressed Investing Breakfast Seminar

April 30, 2019, 8-10 a.m.
The Yale Club

ABI New York City Bankruptcy Conference

May 22, 2019
Hilton Midtown

Regional / National

NYIC 12th Annual Philadelphia Credit & Restructuring Summit

March 26, 2019
The Union League of Philadelphia

IWIRC Annual Spring Conference

April 10-11, 2019
Marriot Marquis, Washington, DC

ABI Annual Spring Meeting

April 11-14, 2019
Marriot Marquis, Washington, DC

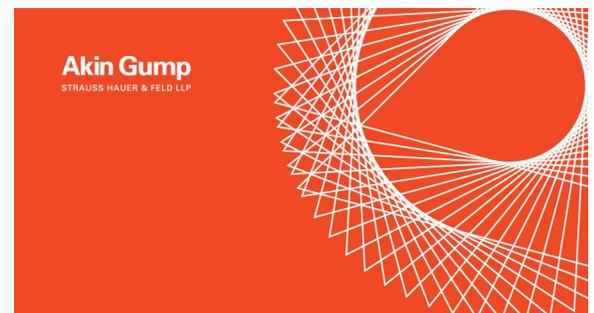
13th Annual Credit & Bankruptcy Symposium

May 2-3, 2019
Mohegan Sun, Uncasville, Connecticut



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**International Women's Insolvency
& Restructuring Confederation**

DWR To join the conversation about
women in the workplace, visit
the Debevoise Women's Review
at women.debevoise.com



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Connect with Us

We now have a combined total of 595 followers on Facebook, LinkedIn, and Twitter, and it's not too late for you to join the fun. Being a "friend" of IWIRC NY on social media has become more rewarding than ever! Continue to look out for more giveaways to upcoming events on LinkedIn, Facebook and Twitter!



Additional Facebook Networks

[IWIRC](#)
[IWIRC DC](#)
[IWIRC Hong Kong](#)
[IWIRC Singapore](#)
[IWIRC So Cal](#)

Additional LinkedIn Networks

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Michele Michaelis, Managing Director
212-885-7281 / MMichaelis@bdo.com

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