



## From the Chair

**Beth E. Hansen, UTC Aerospace Systems, IWIRC Chair**



**Beth Hansen**  
IWIRC Chair  
UTC Aerospace  
Systems

Spring is on its way!

I hope everyone is staying as warm as possible given this winter's extraordinary weather. The chill in the air unfortunately seems to have also crossed into many of our professional lives as well. Fortunately, even in the face of our industry's challenging times, our members continue to persevere. IWIRC members are nothing if not agile professionals; stretching and expanding their professional acumen to adjust to the current marketplace constraints. It is in times like these, that our Membership is most important! We are here to support and encourage each other and assist in identifying options and strategies for succeeding during these challenging times. Remember our mission, connecting women worldwide. We all have an obligation and derive a benefit! We are well on our way to achieving 1,500 members by the end of this year with everyone's help.

We have much to look forward to! There are many exciting Network and Regional events on the horizon. We have our Spring Meeting in Washington, DC April 15-16. I look forward to seeing everyone there for the fine programming we have in store – including an added CLE component. We will also be awarding our Founders Awards at that time, and I encourage all of you to look to your membership and colleagues and nominate deserving candidates by March 6, 2015!!

Until next time, continue to be the brilliant, supportive, successful group that you are!

Beth



**Lauren Friend  
McKelvey**  
IWIRC Newsletter  
Director  
Odin, Feldman &  
Pittleman, PC

## connecting women worldwide

**International Women's Insolvency and Restructuring Confederation**  
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## The International Women's Insolvency and Restructuring Confederation E-Newsletter

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### SPONSORS

Thank you to all of our 2015 sponsors for their support of IWIRC! For a complete list of sponsors, please click [here](#).

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## Join Us at IWIRC's Annual Spring Program and Founders Awards!

IWIRC's Programming Committee has planned another fantastic Spring Program in the heart of beautiful Washington, DC in conjunction with ABI's Spring Meeting. Join us on Wednesday, April 15, 2015 for the Opening Reception and Dinner. On Thursday, April 16, 2015, we are offering two exciting educational panels – "Prepping for the Pitch" and "Who Says It's A Man's World? How Women Can Take Charge of the Conversation." We are pleased to announce that 2.5 hours of CLE credit has been requested. We will also be recognizing the recipients of our 2015 Founders' Awards, followed by a networking lunch.



[View Event Summary and Register for the 2015 IWIRC Spring Program](#)

The fun continues at ABI's Spring Meeting in Washington, D.C. immediately following IWIRC's Spring Program. Visit [www.abiworld.org](http://www.abiworld.org) for registration & details.

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### Fun Fact...

We have had 78 new members sign up since the 1,500 in 2015 announcement.

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## 2015 Founders Awards Nominations Now Being Accepted

It is that time of the year again – to honor a fellow IWIRC member and Networks with a Founders Award – Melnik Award for exceptional IWIRC member; Ryan Award for Outstanding Network; and Fetner Award for Outstanding International IWIRC Contribution (member or Network). See below for further descriptions of each category. Nominees exemplify IWIRC and have made noteworthy contributions to the organization over the past year. [Click here](#) for the nomination form which is due March 6, 2015. [Click here](#) to see previous winners. Please take the time to submit a nomination for these very important awards.

The winners will be announced and honored at the Annual IWIRC Spring Conference in Washington, D.C. on April 16th. Each individual award recipient is given a beautiful broach designed exclusively for IWIRC. The winning Networks each receive \$500.

### As a reminder:

**The Melnik Award for Exceptional IWIRC Member** - Named in honor of our founding Chair, Selinda Melnik, this award is given to a member who has made an exceptional contribution to IWIRC, either over the past year or over a period of years.

**The Ryan Award for Outstanding IWIRC Network** - Named in honor of our founding Secretary/Treasurer, Lauren Ryan, this award is given to the IWIRC

Network that, during the past year, best exemplified the values of IWIRC in support of women insolvency professionals. All chartered IWIRC Networks are eligible.

**The Fetner Award for Outstanding International IWIRC Contribution** - Named in honor of our founding Vice Chair, Martha Fetner, this award is given to a non-US member or Network who has made an exceptional contribution to the growth of the organization outside the United States.

## "The Perfect Pitch" Notes on My IWIRC Panel Experience

**Marianne S. Mortimer**, *Stradling Yocca Carlson & Rauth, P.C.*

I recently had the honor of moderating a panel, on behalf of the So-Cal Network of IWIRC, entitled, "The Perfect Pitch." The panel, which sought to provide "tips of the trade" in relation to developing and delivering an effective and compelling prospective client pitch, was comprised of three distinguished professionals in the restructuring community:

- Mette H. Kurth**, Partner at Fox Rothschild LLP in Los Angeles ("The Lawyer")
- Teri Stratton**, Managing Director at Piper Jaffray in Los Angeles ("The Banker")
- Victoria L. Creason**, Senior Managing Director of VLC Associates, Ltd. in Chicago ("The Advisor")

While each presented a different take on the subject, their collective perspectives on how best to develop and deliver a solid pitch produced a number of invaluable points. Whether one has a budding practice in the making, or a blossoming book, each of these savvy professionals summarized what they believe it takes to deliver a perfect pitch. Here are some of the key takeaways from our discussion.

**Be Prepared.** The number one "mistake" made by professionals when developing and delivering a prospective client pitch is the failure to sufficiently prepare. All of our panelists agreed that this is a surprisingly common occurrence noted by clients and professionals alike – and one that can be easily avoided.

In summary, while each pitch will differ by circumstance, our panelists suggested that proper preparation requires, at minimum, the following:

- Knowing your prospect's industry (or, if you don't, bringing someone to the pitch meeting who does),
- Understanding your prospect's pain points,
- Being able to highlight situational risks and opportunities targeted to your prospect, and
- Asking insightful questions that reflect a genuine desire to better understand what keeps your prospective client up at night.

At the end of the day, a well-prepared presentation will speak volumes about who you are (as a firm and professional), as well as how you could collaborate with a prospective client on the issues they will likely face in the future. Most



Marianne S. Mortimer  
*Stradling Yocca Carlson & Rauth, P.C.*

importantly, a well-prepared presentation can smooth over any perceived flaws you may otherwise have in your presentation or capabilities, such as a lack of experience within the prospect's industry.

**Know Your Audience.** According to our panelists, the second most important aspect to delivering a solid client pitch is to know your audience. As an initial matter, this means doing some diligence on the people with whom you will be meeting. This includes having a solid knowledge of a prospect's:

- Background,
- Position in and history with the company, and
- Political and professional motivations (including, for instance, an understanding of the reason(s) why you were invited to pitch).

Having a better understanding of the people with whom you are meeting will enable you to tailor your pitch to meet your prospect's needs and wants. Above all else, people want to work with people who are extremely capable and with whom they can relate. This means that when you are assembling your 'pitch team,' you will want to consider the skills and traits of your audience so you can properly align your team with theirs.

**Know Your Value Proposition.** Our panelists also noted that it is critical to know your 'elevator speech' before you walk in the door. This entails being prepared to answer the inevitable "why you" question – and being able to back it up with three compelling reasons that reflect the essence of what you and your team can offer.

When developing this message, our panelists suggested keeping in mind:

- The likely composition of your pitch audience (and what will resonate best),
- The particular circumstances of the matter at hand (and what skills will be required for a successful outcome), and
- Your personal strengths and weaknesses (and how you can differentiate yourself/your firm from your competitors).

While the message may get tailored and tweaked during a pitch meeting, having and capably delivering a general sense of your value proposition from the get-go will give you an edge that can resonate long after you've left the room.

**Follow-up and Be Gracious.** Lastly, a pitch meeting does not end when you walk out the door or hang up the phone. Regardless of how you felt about your performance, a pitch can be won or lost in the follow-up. Each of our panelists stressed the importance of following up with a prospect in a timely and attentive manner. A thoughtful follow-up could include any or all of the below:

- Ensuring you have a sense of your prospect's considerations and timing for a decision (either before concluding, or shortly following, a pitch meeting or call),
- Connecting with and thanking any professionals who were helpful in securing or preparing you for the pitch,
- If you are comfortable, placing a friendly call to an insider to "stay on the radar" and obtain intel on how best to follow-up, and
- Graciously accepting the final decision – win or lose.

Even if you don't ultimately win the work you pitched, our panelists all agreed – and had examples to back it up – that your demeanor and actions following a

pitch can make or break your chances of solidifying your position with a prospect for years to come. Ultimately, even losing with grace, and asking for feedback on your performance, will reap rewards in the long run. In fact, some of our panelists noted experiences where a graceful exit following a loss deepened relationships with prospects and led to work in the future.

In addition to the pitch suggestions and tips, our panelists offered a glimpse into their networking and business development styles by providing additional tips for aspiring rainmakers.

**If it's Not a Relationship You Enjoy, Don't Attempt to Nurture It.** If you don't get along with a potential prospect or source of business, move on. Not everyone will like you, and not everyone will want to do business with you. If they don't, they aren't likely going to want to give you any business. It is more productive to spend your time and attention on truly enjoyable, and likely fruitful, relationships.

**Cast a Wide Net.** You never know from where your next lead will come. By keeping a large network, you are likely to find opportunities that otherwise you might not. Stay focused and be open to working with new clients in different industries. Don't assume that just because an industry is slow, there are no opportunities. Opportunities can arise, or be created, when least expected – so you need to be open and ready to accept those that originate from your network and close personal connections.

**Nurture Your Connections.** In order to maintain your relationships, you need to nurture them.

Stay in touch by sending along tidbits of information or articles of interest to your contacts. This reinforces that you are an invaluable resource who is “in the know” and helps to keep you top of mind. In addition, actively helping and contributing to the success of your contacts is another great way to earn good will.

Overall, what was highlighted throughout our panelists' comments is the consistent theme that the “softer skills” of client and relationship development can be just as critical to the success of your career as the more substantive skills you develop every day. As I've learned through my own career, these “softer” skills are not typically taught and often need to be independently developed. By focusing your personal and professional efforts towards building a vast and extensive network of contacts, and actively working to improve your client and relationship development and maintenance skills (including your “pitch” performance) – you can set a strong foundation for an established career. At the end of the day, our careers will likely be long ones in the restructuring industry, notwithstanding the ebbs and flows of the market. To pave that pathway towards the end goal, we must nurture our development accordingly.

#### **About the Author**

**Marianne S. Mortimer** is an attorney in Stradling's bankruptcy and restructuring practice. Marianne has a broad range of experience advising clients on a variety of bankruptcy and restructuring matters. She has represented corporate debtors, creditors, and official and ad hoc creditor committees in chapter 11 cases in courts throughout the country.

## IWIRC Represents at Mardi Gras



Lisa Futrell, Nellwyn Voorhies, Jan Hayden, and Janet Bostwick at Mardi Gras



Becky L. Petereit  
*Vinson & Elkins LLP*

## Cheers to a Remarkable Career Valinda Wolfert! *Becky L. Petereit, Vinson & Elkins LLP*



Valinda Wolfert

On February 1, 2015, Valinda Wolfert retired from Vinson & Elkins LLP after a remarkable 30+ year career. Valinda built her Dallas-based practice representing financial institutions, corporate lenders, and businesses in all types of financing arrangements, focusing on syndicated credit facilities and complex restructurings. Among other things, Valinda counseled bank groups in acquisition financings, working capital loans, letter of credit financings, bank stock financings, asset-based financings, restructure/workout financings, debtor

in possession facilities and complex intercreditor arrangements. As a result of her numerous accomplishments and hard work on behalf of clients, Valinda has been repeatedly recognized by The Best Lawyers in America® as a leader in banking and finance law (2003-2007 and 2012-2015) and banking law (2008-2011); and by Texas Monthly as a "Super Lawyer" (2003-2013).

Beyond her quality and committed work on behalf of clients, Valinda has been – and remains – a valuable resource to everyone around her. Formerly chair of V&E's Women's Initiative (2011-2013) and a member of V&E's Talent Management and Pro Bono Committees, Valinda has been a mentor and sponsor to many. Valinda leads by example, as one of the most vibrant, brilliant, and hard-working women many of us have known, and is well-respected by anyone who crosses her path. She contributes significant time and energy to various organizations and charities, and perhaps even more importantly is constantly gathering and motivating others to become involved with them too. Valinda is a great team player and an amazing role model who is always willing to help strategize, whether it be problem-solving on a complex deal or navigating the sometimes complicated waters of being a working mother, yet another thing she is a pro at!

Valinda will remain an active member of numerous bar groups and professional organizations, particularly those supporting women in finance and law, and this year will serve as Secretary of the DFW IWIRC network. Thank you Valinda for all you've done – and continue to do – to inspire and support women! Congratulations!

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## Network Corner: Tips from the Greater Maryland Network

*Kristen M. Siracusa, Miles & Stockbridge P.C.*

**Maintain Diverse Membership.** The cornerstone to any successful organization is its membership and the commitment of the members to its success. Since reactivating and renaming the Baltimore Network to the Greater Maryland Network in 2012, its leadership has attracted a diverse array of over 40 deeply committed women insolvency professionals from the greater Maryland area at all different stages of their careers. While its membership includes the usual cast of restructuring professionals such as lawyers, accountants, and financial consultants, the Network is lucky to also include judges, law clerks and other government employees to broaden the membership experience.

**Diversify Programming.** Diverse membership requires diverse programming and activities. Our Network typically hosts two interactive educational programs per year and provides multiple networking opportunities such as quarterly happy hours open to non-members and seasonal Party of Five get-togethers. All of our activities have a networking component because our Network believes, if it is fun, people will come, and our experience shows they do. We also have organized community service projects and stress-reducing events such as a doctor-led session on meditation and the yearly therapeutic and fun Spa retreat. Our Network also regularly participates in the Baltimore Women's 5k, and pitches in at the Maryland Food Bank.



Kristen M. Siracusa  
*Miles & Stockbridge P.C.*

Last fall our Network held a “members only” evening devoted to professional development led by a nationally recognized facilitator. This program was designed to enable members to interact in real world marketing scenarios and to share common experiences and solutions in a supportive environment.



Winter Party of 5 at Azumi- Harbor East Baltimore. Pictured: Joyce Kuhns (Saul Ewing), Susan Roberts (Whiteford, Taylor & Preston), Lisa Stevens (Yumas, Vidmar & Sweeney), Angela Shortall (Protiviti) and Jessica Woods (Venable).



Nancy Mangan of Mangan Consulting advising IWIRC Greater Maryland members on how to maximize their networking skills and business potential

**Encourage Community Outreach.** We seek opportunities to include members of our community in our programming and strive to provide programming that adds value to our community, enriching our members in the process. Our first community educational program entitled, Community Service – We Don’t Just Talk About It was presented by human rights activist Rangini Hamidi, founder of Kandahar Treasure, a for-profit enterprise owned and operated by women in Afghanistan to foster economic independence for women through development of at-home micro industries. Proceeds from the handcrafts displayed at the event were donated to the women of Kandahar Treasure to further its mission. In partnership with the University of Maryland Francis King Carey School of Law, the Greater Maryland Network hosted an educational evening on The Case Against Human Trafficking: What Everyone Should Know, bringing together panels of professionals from Maryland’s Human Trafficking Task Force and other leading experts in the fight to spread awareness of this growing local, national and international epidemic.

**Promote Your Members.** The members of the Greater Maryland Network are committed to the success of the Network, and the Network is committed to the success of its members. To showcase its members’ skills, the Greater Maryland Network hosted Pitch Perfect: a Mock Pitch, modeled on the program designed by the International Network, but offered with a Greater Maryland twist. Seasoned and younger members of not only the Maryland Network but outside Networks were given the opportunity to pitch their services directly to a panel of leading business leaders and industry professionals who took on the role of Debtor representatives and then Creditors’ Committee members. Panelists

provided participants real-time, real-work feed-back and suggestions for improvement. Attendees were given a unique peek behind the curtain not only as to how pitches are structured and presented, but what business leaders expect from their counsel.

**Multi-Network with Sister Networks.** The Greater Maryland Network is fortunate to be situated so close to other active networks such as the Virginia, DC, Delaware, Philadelphia, and New Jersey Network, and to have been asked to co-host and participate in regional and multi-network events, including IWIRC at the Shore, and the popular wine tasting events held at the ABI Mid-Atlantic conference every summer. Members of our Network attend neighboring Network events and encourage our sister networks to do the same. To connect with more distant Networks, we suggest following the example of the New Jersey and Texas Networks with an audio-video book club, as we did with the Northeast Ohio Network (NEON) last July.

**Create a Growth Structure.** In addition to selecting programs that enhance the value of the organization to its membership, our Network's board has focused on promoting growth and growing leadership from within. The board has grown from 10 to 14 members and our committees are active and continue to grow. The board and each committee meet monthly. With a large board and active committee structure, we are able to include and encourage new members to take active roles early on and provide them with mentoring experiences that evolve naturally along the way.

**Find Other Partners.** Our Network has reached out and partnered with other organizations, providing even more diverse opportunities for our membership. For the last two years, the Greater Maryland Network has co-sponsored a multi-organizational event with the DC Network in partnership with the American Bankruptcy Institute, TMA Chesapeake Chapter, RMA Potomac Chapter and the New York Institute of Credit, among others. This event on distressed lending has been a success both in person and via live webcast and has given the IWIRC Networks opportunities to promote its women as panelists and moderators to a larger audience and in a broader forum.

**Communicate, Communicate, Communicate.** Our communications committee takes pride in its quarterly newsletter which highlights the accomplishments of our membership and provides regular contributions to the national newsletter. If you would like to receive the Greater Maryland Network's quarterly newsletter, please feel free to contact either: Angela Shortall at [angela.shortall@protiviti.com](mailto:angela.shortall@protiviti.com) or Kristen Siracusa at [ksiracusa@milesstockbridge.com](mailto:ksiracusa@milesstockbridge.com).

**The Future is Ours.** The Greater Maryland Network believes its success comes from communication, cooperation and coordination. We have enjoyed getting to know each other in different contexts and look forward to exploring new ways of engaging with other Networks, both near and far, in the future for our mutual benefit.



### 1500 in 2015!

If you are not a member or need to renew, now is the time!

Our 1,500th member will receive a complimentary second year of membership as well as a prize package filled with valuable IWIRC branded items!

Current members are encouraged to promote IWIRC membership in their networking circles. The Network with the 1,500th member receives a \$500 bonus to be used towards upcoming Network events.

Please [click here](#) to join IWIRC!

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### IWIRC Members Invited to Join the American College of Bankruptcy

IWIRC is pleased to congratulate the following IWIRC members on their invitation to join the American College of Bankruptcy:

**Lisa G. Beckerman**, Akin Gump, New York, NY

**Holly Felder Etlin**, AlixPartners, New York, NY

**Peggy Hunt**, Dorsey & Whitney LLP, Salt Lake City, UT

**Kristina Michelle Johnson**, Jones Walker LLP, Jackson, MS

**Pauline K. Morgan**, Young Conaway Stargatt & Taylor LLP, Wilmington, DE

**Lynn Lewis Tavenner**, Tavenner & Beran, PLC, Richmond, VA

They will be inducted as Fellows of the College on March 13, 2015 in Washington, D.C.

The ceremony will take place at the Smithsonian Donald W. Reynolds Center for American Art & Portraiture Gallery and will be presided over by Michael Cook, Chair of the College. The keynote speakers will be Richard Levin and Professor Kenneth Klee.

These ladies are part of the 34 nominees from the United States and abroad being inducted in the Twenty Sixth Class (2015) of College Fellows. All are being honored and recognized for their professional excellence and exceptional contributions to the fields of bankruptcy and insolvency.

The American College of Bankruptcy is an honorary professional and educational association of bankruptcy and insolvency professionals. The



Lisa G. Beckerman



Holly Felder Etlin



Peggy Hunt

College plays an important role in sustaining professional excellence in this rapidly expanding field of expertise. College Fellows include commercial and consumer bankruptcy attorneys, insolvency accountants, turnaround and workout specialists, law professors, judges, government officials and others involved in the bankruptcy and insolvency community.

Nominees for Fellows are extended an invitation to join based on a record of achievement reflecting the highest standards of professionalism. The College now has 850 Fellows, each selected by a Board of Regents from among recommendations of the Circuit Admissions Council in each federal judicial circuit and specially appointed Committees for Judicial and Foreign Fellows.

Criteria for selection include: the highest standard of professionalism, ethics, character, integrity, professional expertise and leadership contributing to the enhancement of bankruptcy and insolvency law and practice; sustained evidence of scholarship, teaching, lecturing or writing on bankruptcy or insolvency; and commitment to elevate knowledge and understanding of the profession and public respect for the practice.



Kristina Michelle Johnson



Pauline K. Morgan



Lynn Lewis Tavenner

## Network Happenings

### Chicago Network

On Friday, December 12, 2014, IWIRC Chicago hosted its annual High Tea event at the Four Seasons Hotel Chicago. About 80 restructuring professionals enjoyed an open champagne bar and networking reception, followed by a decadent High Tea sitting, then desert in the foyer. The event also featured a charity wine and champagne ring toss to benefit Connections for Abused Women and Their Children, as well as entertainment by a caroler quartet and music by pianist Charles Pettee. The theme this year was flapper fabulous, so guests donned sequined headpieces and faux pearls as an added touch. Finally, our generous event sponsors treated guests to excellent swag bags, including a myriad of wine accoutrements and a lovely spa kit!

To learn more about Connections for Abused Women and Their Children, please visit <http://cawc.org/>.

The event co-chairs were Jamie Rose Netznik of Kirkland & Ellis and Alison Miller of The Garden City Group.



Jamie Rose Netznik of Kirkland & Ellis and Alison Miller of The Garden City Group.

At the annual High Tea, the Chicago Network announced the results of the elections for the 2015 IWIRC Chicago Board. Congratulations to:

**2 Year Terms:**

Chair – **Anne Vanderkamp**, Mesirow Financial Consulting  
Vice-Chair- **Karin Berg**, Katten Muchin Rosenman LLP  
Secretary- **Lauren Beslow**, Quarles & Brady LLP  
Treasurer – **Jennifer McConnell**, Mesirow Financial Consulting  
Ex Officio Chair - **Heather Montgomery**, GCG, Inc.

**1 Year Terms:**

Communications Co-Chair – **Erin Ryan**, Skadden, Arps, Slate Meagher & Flom LLP  
Communications Co-Chair – **Renu Shah**, Skadden, Arps, Slate Meagher & Flom LLP  
Judicial Liaison – **Hon. Janet S. Baer**, Northern District of Illinois, United States Bankruptcy Court  
Liaison Chair- **Erin Broderick**, Baker & McKenzie LLP  
Membership Co-Chair- **Barbara Yong**, Golan & Christie LLP  
Membership Co-Chair – **Jamie Netznik**, Kirkland & Ellis LLP  
Programming Co-Chair – **Andrea Gonzalez**, Alvarez & Marsal  
Programming Co-Chair – **Carolina Sales**, Bausch Michaels  
Sponsorship Chair- **Paula Galbraith**, GCG, Inc.

## Georgia Network

The Georgia Network hosted its annual holiday party in December at JCT. Kitchen & Bar in its historic Atlanta location. Over 35 members and sponsors attended this festive event to celebrate our sponsors and the season with networking and fine food. In connection with this event, the Georgia Network partnered with the Women’s Resource Center to End Domestic Violence (the “WRCDV”). The WRCDV’s goal is to meet the immediate and long-term needs of battered women and their children. To help meet this goal, the Georgia Network hosted a holiday donation drive to collect those resources that were most needed in the safe house. Items donated included cell phones, children’s games and art supplies, toiletries, and bedding. In addition to the generosity of the members, the Georgia Network donated \$1,500 towards the purchase of requested items. The holiday donation drive helped provide the WRCDV with the resources necessary to support and facilitate the prevention of domestic violence and the rehabilitation of battered women and their children.



Georgia Network’s “pile” of donations to WRCDV



Kimberly Rayborn (center), Programming Co-Chair, and representatives of WRCDV

In November, the Georgia Network partnered with AIRA to co-host a three-panel discussion by seasoned insolvency professionals regarding issues such as turnarounds of smaller companies, receiverships, and fraudulent conveyance litigation and valuation. A cocktail reception followed, and 4.5 hours of CPE and 3.8 hours of CLE credit were offered. Fifty-five attorneys, financial advisors, judges and other restructuring professionals attended the event. Thanks to Alston & Bird for hosting.

On February 5, the Georgia Network and the Atlanta Chapter of the TMA co-hosted a judges' panel entitled "Views from the Bench: The Ever Changing Landscape of Chapter 11." Chief Judge Kathy Surratt-States (U.S. Bankruptcy Court, E.D. Mo.), Judge Kevin Carey (U.S. Bankruptcy Court, Del.) and Judge Mary Grace Diehl (U.S. Bankruptcy Court, N.D. Ga.) participated on the panel. Over 60 insolvency professionals attended this presentation, including a preceding reception. The Georgia Network thanks Jones Day for hosting and Amy Edgy Ferber of Jones Day for moderating the discussion.



IWIRC and TMA members and sponsors network at the reception preceding the judges' panel



Atlanta TMA President, Gregory Charleston, introduces the judges' panel – from left to right, Chief Judge Kathy Surratt-States (U.S. Bankruptcy Court, E.D. Mo.), Judge Kevin Carey (U.S. Bankruptcy Court, Del.) and Judge Mary Grace Diehl (U.S. Bankruptcy Court, N.D. Ga.)

## Greater Maryland Network

### Festivity and Cheer at the Holiday Lunch!

On December 3, 2014, the IWIRC members enjoyed a holiday lunch at McCormick & Schmick's. The IWIRC members had opportunities to catch up with each other and celebrate the holiday season.

### Maryland Food Bank – Volunteer Event

On January 14, 2015, IWIRC hosted its 3rd annual volunteer evening at the Maryland Food Bank. One in seven Marylanders, and one in five Maryland children rang in 2015 without the sense of security of knowing they were not going to go hungry in 2015. IWIRC members joined together at the Maryland Food Bank to help re-establish that sense of security for fellow Marylanders. Since the event had such a large turnout, the IWIRC members were able to continue their tradition of making an impact in this important cause.



Food Bank Volunteers

### Kona Grill Happy Hour – Members Brave Wintery Weather!

On Wednesday, January 29, despite snow and ice and blistery winds, a small, but hearty, group of IWIRC members gathered at Kona Grill for happy hour. While the periodic happy hours hosted by the IWIRC Greater Maryland membership committee are always a fun way to connect and re-connect, this was a special opportunity to catch up with each other one-to-one.



Happy Hour at Kona Grill

## Hong Kong

IWIRC Hong Kong celebrates its 10th anniversary this year. The network has grown to having nearly 80 Members and over 600 Friends, making it Hong Kong's largest and most actively supported insolvency and restructuring network. Watch this space for more details of IWIRC Hong Kong's celebrations and events during 2015.



## New York

The IWIRC New York Network was proud to host our Second Annual Pitch Perfect at Carnegie Hall last Fall. The event was a smash, with an all-star cast of participants and an enthusiastic turn-out. Our participants and client panel acted out mock pitches on stage for official committee of unsecured creditors advisory work for our fictional company, Champion LLC.

Thank you to the Morrison & Foerster and FTI Consulting teams for preparing incredibly impressive pitches. And thank you to our esteemed panelists, Cathy Herschopf, Megan Kane, Lisa Poulin and Kelly Stapleton, for sharing your pitch experiences and insightful feedback throughout the program. Be sure to check out photos from the event on the New York Network's facebook page! Good luck on your future pitches!





Vania Allen



Susan Berson



Leyza Blanco



Suzanne Boyd



Heather Brown



Lynette Brown



Summer Chandler



Sonia Colón



Melissa Davey

## Ontario

On February 5, 2015, IWIRC members braved the cold for a fun evening of networking in Ontario, Canada. All Canadian Network Chairs from Coast to Coast attended.



All Canadian Network Chairs (from left to right): Leanne Salyzyn, Karen Fellowes, Michelle Pickett, Melanie Martel and Melanye Wagner

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## IWIRC Welcomes Its 41st Network!

Please encourage your colleagues in Nova Scotia to check out IWIRC's newest Network, the [Atlantic Canada Network!](#)

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## Member News

**Vania Allen** has been appointed as an Assistant U.S. Attorney for the Northern District of Georgia and will be leaving Macey, Wilensky & Hennings, LLC.

**Susan A. Berson's** updated personal finance books, *Personal Finance for Professionals* and *The Lawyer's Retirement Planning Guide* were just released by the American Bar Association. If you're a solo or small firm owner looking for tips for maximizing profits in 2015, Susan also has a recent article, "10 tips to Maximize Your Firms Profits and Keep Your Numbers on Track" published by the American Bar Association Journal Magazine, available online [here](#). Likewise, if you're looking to buy or sell a firm, Susan's article on how to do just that will be appearing in the March edition of the American Bar Association Journal Magazine. Susan is also scheduled to speak on the topic of Tax Settlement Strategies with the IRS in the Spring, based on her treatise, *Federal Tax Litigation* (Law Journal Press, updated-twice-a-year).

**Leyza Blanco**, a shareholder in the Miami office of GrayRobinson PA and IWIRC At-Large Director, was interviewed by Law360 in January for the Minority Powerbrokers Q&A series. Please [click here](#) to access Law360's Q&A session with Leyza.

Georgia Network members **Suzanne Boyd**, **Melissa Davey**, **Alison Elko Franklin**,

**Katie Furr, Jamie Gingold, and Kimberly Rayborn** were selected to be members of the Judge W. Homer Drake, Jr. Georgia Bankruptcy American Inn of Court. As part of their selection, they were invited to attend the presentation to Judge Drake of a plaque of the national charter of the Inn from the American Inns of Court Foundation.

**Heather Brown** opened Brown Law, LLC in November 2014 (after leaving Kitchens Kelley Gaynes, P.C.). Her practice focuses on the representation of creditors in bankruptcy – particularly landlords and financial institutions.

**Lynnette Brown**, Brown CPA, is chairing the 2015 Maryland Association of CPA's Forensics and Valuation Conference on April 24, 2015 at the BWI Hilton. The Forensic Valuation Conference serves professionals involved or interested in business valuation, litigation support and forensic accounting. This conference features concurrent sessions and content to appeal to all levels, from entry-level to experienced professionals. For information and to register: [2015 Maryland Association of CPA's Forensics and Valuation Conference Registration](#).

The Georgia Network wants to recognize its members **Summer Chandler** of McCalla Raymer LLC and Professor **Jessica Gabel** of Georgia State University College of Law. In 2013 they founded Georgia State University College of Law's Bankruptcy Assistance & Practice Program, which is alive and thriving today! It gives students the unique opportunity to develop practical skills while helping an underserved sector of the greater Atlanta community. Through this program, income-eligible debtors are provided with pro bono bankruptcy counsel by a team of local mentor attorneys and Georgia State Law students.

**Sonia Colón** has joined FERRAIUOLI, LLC as Senior Member of the firm and head of the Bankruptcy and Creditors' Rights Practice Group.

**Marguerite Lee DeVoll** (Linowes & Blocher LLP) and **Corinne Donohue** (Yumkas, Vidmar & Sweeney, LLC) were admitted to practice law in Maryland on December 16, 2014. Marguerite also recently joined the Rockville Chamber of Commerce's Legislative Committee. She is looking forward to working with other Chamber members and learning more about the issues that face local and state governments. Corinne, along with **Marissa Lilja** (Tydings & Rosenberg, LLP), were admitted to practice law in the District of Columbia on January 9, 2015. Neither expected to see anyone they knew at the admission ceremony and were pleased to see a fellow IWIRC member.

IWIRC NY members **TinaMarie Feil** and **Carren Shulman** represented IWIRC at the UN in December 2014 for UNCITRAL, Working Group V. Carren also participated in the signature American Bankruptcy Institute event Great Debate at the 2014 ABI Winter Leadership Conference, December 4-6 in La Quinta, California. She debated the apparent conflict between Bankruptcy Code Sections 363(f) and 365(h).

**Sarah Frankel** will be on a panel at the upcoming IWIRC at the Shore event. She will speak on Ethical Issues Surrounding Networking, Marketing and Business Generation.

**Janice Grubin** was featured in the Winter 2015 Edition by Galvin Solmonese and was named a Super Lawyer for 2015.



Marguerite DeVoll



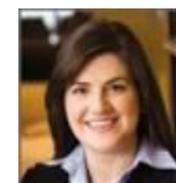
Corinne Donohue



TinaMarie Feil



Sarah Frankel



Alison Elko Franklin



Katie Furr



Jessica Gabel



Jamie Gingold



Janice Grubin



Melissa Hager

On November 14, **Melissa Hager**, of Morrison & Foerster LLP, was a speaker at AIRA's 13th Advanced Restructuring & Plan of Reorganization Conference on the panel called "Current Industry Trends/Industries to Watch."



Catherine Hopkin

**Catherine Hopkin** became a partner at Tydings & Rosenberg, LLP. Cate, who is admitted to practice in Maryland and the District of Columbia, focuses her practice on representing clients in various industries in Chapter 11 proceedings, workouts, liquidations, and financial restructurings. She is also experienced in bankruptcy litigation, and has represented trustees, creditors' committees, secured and unsecured creditors, debtors in Chapter 11 proceedings, and creditors in Chapter 7 and 13 proceedings. In 2015, Maryland Super Lawyers named her to its list for the second consecutive year. Bill Carrier, the firm's managing partner, remarked, "Cate has demonstrated a commitment to the firm and its clients. We proudly welcome Cate as a partner."



Claire James

**Claire James** joined Kirkland & Ellis as an Associate.



Jennifer Kimble

**Jennifer B. Kimble**, Rumberger, Kirk & Caldwell, P.C., has been elected to serve as the Chair of the Birmingham Bar Association Bankruptcy and Commercial Law Section for 2015.



Shelley Kinsella

Elliott Greenleaf shareholder **Shelley A. Kinsella** has been appointed by the directors of Elliott Greenleaf as the Managing Shareholder of the Wilmington, Delaware office and a member of the board of directors of the firm. She is the first woman to be made a Managing Shareholder of an office in the firm. John M. Elliott, Chairman & CEO of Elliott Greenleaf stated, "Shelley's winning legal experience, sound judgment, and leadership skills have earned the respect of the bench, her colleagues at the bar, and a diverse range of clients."



Susan Klein

**Susan P. Klein**, Gordon Feinblatt LLC, will be speaking at the IWIRC at the Shore event on March 5 and 6 2015, on Article 9 of the Uniform Commercial Code and workouts.



Susan Koss

O'Keefe, a leading financial and strategic advisory firm specializing in turnaround and restructuring, strategic advisory, litigation support, and performance improvement, announced the promotion of **Susan J. Koss** to Partner and Managing Director. Sue also co-published an article in Chicago Lawyer, titled, "Proving Lost Profits in Patent Infringement Cases."



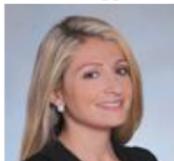
Kathleen Kraft

The Washington, DC Network congratulates its Co-Chair, **Kathleen ("Katie") E. Kraft**, on being elected to the partnership of Thompson Coburn, LLP and on the birth of her daughter.



Demetra Liggins

**Demetra L. Liggins**, a partner in Thompson & Knight LLP's Houston, Texas, office and Chair of the Houston Network, was interviewed by Law360 in January for the Minority Powerbrokers Q&A series. Please [click here](#) to access Law360's Q&A session with Demetra.



Marissa Lilja

**Jennifer Marines** of Morrison & Foerster LLP was promoted to partner, effective January 1, 2015.

**Lauren Friend McKelvey** has joined the Bankruptcy and Creditors' Rights practice group at Odin, Feldman & Pittleman, PC in Reston, Virginia.

Congratulations to **Caroline Moran**, an attorney at Maples and Calder and Chair of the Cayman Islands Network, on the birth of her son on New Year's Eve.

**Valerie P. Morrison** has joined Nelson Mullins Riley & Scarborough LLP as a partner in the Washington, DC office, where she practices in the areas of bankruptcy, creditors' rights, and general litigation.

**Jill L. Nicholson**, Foley & Lardner LLP, has been named by Super Lawyers as one of the Top 100 Lawyers in Illinois as well as one of the Top 50 Women Lawyers in Illinois. Jill was also recognized by Super Lawyers in the Commercial Bankruptcy category.

**Leanne Prendergast** has earned the designation of a Certified E-Discovery Specialist (CEDS) from the Association of Certified E-Discovery Specialists (ACEDS). ACEDS is a worldwide membership organization comprised of attorneys, IT professionals, accountants, software companies and other professionals that work in the field of electronic discovery in complex litigation. The CEDS certification shows that designees are competent and knowledgeable about efficiency, cost-effectiveness and risk reduction in all phases of electronic discovery. Leanne is a shareholder at Smith Hulsey & Busey in Jacksonville, Florida and practices commercial and insolvency litigation in both state and federal courts.

**Susan J. Roberts**, Whiteford, Taylor & Preston, LLP, co-authored an article for ABI Journal's January edition highlighting the importance of disclosure in retention applications, entitled "Prevent Disclosure Disgorgement: Disclosure is Key."

**Kristen M. Siracusa**, Miles & Stockbridge, P.C., along with her colleagues, Richard L. Costella and Patricia B. Jefferson, had their article "The Intersection of the U.S. Constitution and Bankruptcy Court Jurisdiction: Anna Nicole Smith Goes to Washington" published in the January/February 2015 volume of the Maryland Bar Journal. Kristen was also designated as a Rising Star in the area of Creditor/Debtor Rights by Maryland Super Lawyers for 2015.

**Jamila Willis** joined DLA Piper as an Associate.

**Blanche Zelmanovich** joined GlassRatner as a Director.

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## A Penny for Your Thoughts

If money, time and ability were not factors, what would you do in 2015?

Send your response (pictures encouraged) to the IWIRC Newsletter Director, Lauren Friend McKelvey at [Lauren.McKelvey@ofplaw.com](mailto:Lauren.McKelvey@ofplaw.com). Her favorite response(s) will be published in the next edition of the Newsletter.

---



Jennifer Marines



Caroline Moran



Valerie Morrison



Jill Nicholson



Leanne Prendergast



Kimberly Rayborn



Susan Roberts



Carren Shulman



Kristen Siracusa



Blanche Zelmanovich

## Upcoming Network Activities

Did You Know . . . All IWIRC members are welcome at all IWIRC events around the world? Don't forget to check the event schedule before you travel!

**Thursday, March 05, 2015**

*New Jersey Network*

3rd Annual IWIRC at The Shore

**Thursday, March 05, 2015**

*Ontario Network*

AGM and Wine Tasting with the Wine Sisters

**Thursday, March 05, 2015**

*Chicago Network*

IWIRC Chicago's 7th Annual Chopping Block Event

**Thursday, March 05, 2015**

*Florida Network*

IWIRC-Paskay Seminar Dinner

**Tuesday, March 10, 2015**

*Greater Maryland Network*

Greater Maryland Network Annual Meeting

**Thursday, March 12, 2015**

*Northeast Ohio Network*

The Banker's View - What's happening in banking and how it affects each of us

**Thursday, March 12, 2015**

*Atlantic Canada Network*

First Atlantic Canada Network Membership Meeting

**Thursday, April 09, 2015**

*Greater Maryland Network*

IWIRC Networking Spa Event

**Friday, April 10, 2015**

*Western Canada Network*

Third Annual IWIRC Ski Day

**Wednesday, April 15, 2015**

*Washington DC Network*

IWIRC Spring Meeting 2015



## 21st Annual IBA Global Insolvency and Restructuring Conference

**May 17-19, 2015 Mexico City, Mexico**

The program has been carefully designed by top lawyers and will cover issues including:

- Guarding the gates- the expanding liability of gatekeepers of insolvent entities
- Argentina: Of Vultures & Kings- the politics and economics of sovereign debt
- Arbitration and cross-border insolvency- a 21st Century global insolvency toolkit
- Update on the new Mexican insolvency legislation

For more information and to register for the event, please [click here](#).

## Newsletter Submissions

The Newsletter relies on contributions from IWIRC's networks and members. We are always looking for the following content:

- Network events.
- Member news, such as job transitions, promotions, awards, speeches and publications.
- Substantive articles regarding bankruptcy and insolvency topics and/or business and professional development topics. We will re-print articles published in another publication with permission from that publication.

The Newsletter is published quarterly. Please note the following submission deadlines:

Spring Newsletter – May 5, 2015 submission deadline  
Summer Newsletter – August 5, 2015 submission deadline  
Fall Newsletter – November 5, 2015 submission deadline  
Winter Newsletter – February 5, 2016 submission deadline

To submit news and articles or to make an inquiry regarding the Newsletter, please contact IWIRC's Newsletter Director Lauren Friend McKelvey, Odin, Feldman & Pittleman, PC at [Lauren.McKelvey@ofplaw.com](mailto:Lauren.McKelvey@ofplaw.com) and 703-218-2135 (note Lauren's new contact information).

## IWIRC Contacts

If you would like to:

- introduce a new member to IWIRC;
- join IWIRC; or
- volunteer to take on a leadership role within one of our committees

Please contact our administrative assistant, Kiersten Dawson, at [info@iwirc.com](mailto:info@iwirc.com).

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*November 28, 2014 -- February 19, 2015*

**Heather Aaronson**  
Prime Clerk  
New York, NY

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### Save the Date!

Please join IWIRC for our **22nd Annual Fall International Conference** on September 26-27, 2015 at the Eden Roc Hotel in Miami, Florida. The conference begins on Saturday, September 26th, at 5:30 p.m. with an opening reception.

Wednesday, September 27th, features a full day of programming, beginning with panel discussions. Next, attendees will enjoy lunch, along with the presentation of IWIRC's Rising Star Award. In the afternoon, experience Miami by choosing from exciting intermezzo events.

More information will be announced in the Spring, so stay tuned!





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