

Speaking Abstract For Corporations

I am available to speak to Corporations as a speaker, workshop participant or through Question and Answer sessions, on a number of topics relating to my experience and front line perspective on issues of risk, foreign corruption and compliance.

I work closely with executive leadership to insure that my presentations are best suited for the organization, tailored to the attendees and to the particulars of the program. Thus, all of my participation is geared toward the specific goals of the executive leadership and the needs of the attendees. In my model of presenting, the attendee is “king” and by engaging in pre-conference background interviews with corporate executives, and available public sources of information, I do my best to research the work experience and challenges of the attendees, as well as the nature of the corporation’s business. The goal is to customize the presentation in order to address issues that are relevant, current and salient to the corporation’s challenges with respect to compliance, risk and corruption.

My corporate presentations are applicable to the following groups:

1. Those on the front line of international business:
 - a. Sales and marketing teams.
 - b. Country and international contract managers.
 - c. Business development teams.
2. Internal audit, investigatory and internal/external security groups.
3. Human resource, finance, and compliance personnel.
4. Board of Directors: Risk, audit, finance and governance committee members.

Suggested topics where my experience might be relevant:

- 1. Rationalizing Bribery: My experience with corruption on the front lines of international business.**
- 2. A Circle of Lies: Third Party management and how intermediaries circumvent the assessment, investigatory and on-boarding process.**
- 3. International Business, Crime and Cooperation: Lessons for today’s international business executives and compliance professionals.**
- 4. Compliance as “Bonus Prevention:” What is the relationship between business strategy, incentives and compliance?**

All of the above topics will have elements drawn from the following outline, and would be tailored to the needs of corporate leaders and attendees.

I. My Journey: From International Sales Executive to Federal Inmate: An Experience from the Front Line.

FCPA: How I rationalized Bribery.

- a. What I did. I take attendees through my journey from sales executive (averaging 250 days a year overseas and twice residing the UK), to “getting caught”, subsequent cooperation with US and UK law enforcement, and then ultimately, to my federal sentencing.
- b. How I rationalized it. I was well compensated and respected in my industry. Why break the law? I focus on five different elements of my perfect storm of how I rationalized bribery.
- c. How I interacted with Third Parties. I focus on Third Party risk and how intermediaries, by colluding with internal business sponsors, create a “ring of lies” to thwart and circumvent on-boarding and vetting protocols.
- d. How I got caught.
- e. What I was thinking when I got caught and my decision to cooperate with the DOJ and UK law enforcement.
- e. Testimony as a witness, sentencing and prison life.
- f. What lessons does my experience have for other groups with international business responsibilities, as well as compliance professionals, who have to confront the risk of corruption in the field?
- g. What can management do to insure that business strategy, including sales forecasts, growth projections and incentive plans speak to the “means” of success and not to a “win above all else,” mentality. In other words, are incentives, business strategy and compliance in alignment to prevent a situation where “compliance becomes bonus prevention” to someone on the front line of international business.

II. Criminal Thinking and Career Success.

This subject covers “**My Journey**” discussion with more of a focus on what was I thinking before, during and after criminal conduct, and less on the particulars of bribery. Thus, it is well suited for groups that confront risk other than, or in addition to, the scope of bribery. It also addresses the dynamic of why someone who is successful personally and professionally would engage in criminal thinking and activity.

III. Real Crime and Real Consequences.

This topic has greater focus on the FCPA being a "real law" with "real consequences," putting emphasis on the consequences of my conduct. Prison life, what it was like to get sentenced, to self-surrender at a Federal Prison and to spend fourteen and a half months in a Federal Prison Camp. I address the important life lesson of “you can make a difference anywhere,” as I spent my time as a GED and English as a Second Language Instructor.

Any of these presentations can be combined or weighted to bring the most value to your organization.