

Speaking Abstract for Industry Groups and Global Symposiums

I am available to speak to Industry Groups, Symposiums and Professional Forums as a speaker, panelist 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 have participated in such conferences in the past, which are available on my blog in the *Speaking section*.

For conferences which are limited or organized around legal professionals, I usually participate through an interview or Q and A with someone from the legal community, either in-house counsel, or a compliance practitioner.

I work closely with conference organizers to insure that my presentations are tailored to attendee interests and to the particulars of the program. Thus, all of my participation is geared towards the specific goals of the organizers and the needs of the attendees. My model of presenting requires thorough research on the backgrounds of attendees, (by engaging with organizers and utilizing public sources of information) with the goal to address issues that “keep them up at night” with respect to compliance, risk and corruption.

Suggested topics where my experience would be relevant in a forum or symposium environment would be:

- 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 the organizers 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 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 attendees.