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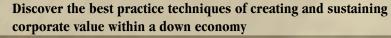
# ORPORATE GROWTH

Summit Balancing Shareholder Value WITH STAKEHOLDER INTERESTS

January 18-20, 2011 The Epic Hotel • Miami Beach, FL







Learn the necessity of a balanced management strategy

Contribute to the debate on what the ideal business model is for the future

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# WELCOME!







### Dear Colleagues,

Executives throughout the corporate world are continuously questioning the most effective way to create value. Within a competitive marketplace a value and profit driven approach is essential to not only the stability, but also the longevity and growth of a corporation. Successful business objectives also demand that stakeholder interests are met within the various public institutions such as employees, customers, government agencies, communities and the environment.

During a down economy it is imperative to keep value at the forefront of your business model, but what is the best way to create and protect your value? Should you focus on increasing financial gains or tailor your objectives to positively affect the masses? Today's economic forces can subdue businesses towards a passive approach that over focuses efforts on one management style, ignoring the other and stunting corporate growth.

The Corporate Growth Summit is the perfect opportunity to work with and learn from corporate leaders who have learned the importance of a balanced system. The summit provides collaboration amongst industry leading executives on the necessity of a value-based system, as well as different techniques of managing the internal and external factors involved with stakeholder concerns. At the Corporate Growth Summit you will collaborate on, and discover ideas that will push your business towards increased profits and heighten the motivation of shareholders, customers, employees, and the community at large.

The summit offers attendees the most comprehensive educational experience available on the topic of value creation. With top executives and leading subject experts presenting information on both sides of the debate, you will gain access to strategies and management techniques that are proven to enhance the efficiency of your business. This in depth view into the benefits of a balanced return driven system will cover the principals of corporate valuation, the role that shareholder and stakeholder satisfaction plays and how to obtain the highest possible returns. Info sessions, workshops and case studies will explore the discussion through multiple channels, analyzing topics such as:

- Managing Risk in order to protect value
- Implementing value based strategies and techniques
- · Generating profits by addressing stakeholder concerns
- Creating sustainable growth in a down economy
- Setting corporate objectives that drive profit
- Using metrics to mark success
- · Gaining a competitive advantage
- Serving shareholder expectations and maintaining satisfaction

Attendance at the Corporate Growth Summit is a necessity for all executives, directors and business leaders who are seeking to further their organization, knowledge and relationships. This invaluable opportunity will compel you to take command of your corporate value and leave you motivated for success.

Register today at <a href="https://www.CorporateGrowthSummit.com">www.CorporateGrowthSummit.com</a> or call 888.409.4418 to join us at the Epic Hotel in Miami from January 18-20th 2011. Thank you and I look forward to seeing you there!

Conference Director

# Who Should Attend?

**Chief Executive Officers** 

Chief Financial Officers

Chief Risk Officer

VP of Finance

Directors of Finance

Financial Analysts

Financial Planners

Financial Executives

Director of Strategic Planning

Controllers

**Group Directors** 

**Business Planners** 

Senior Managers

**Executive Directors** 

**Director Business Development** 

Treasurers

Financial Forecasters

**Program Directors** 

**Business Owners** 

Performance Assessment Officers

Managers

Shareholders and Investors

VP of Business Development

Directors of Business Development

VP of Strategy

Directors of Corporate Strategy

VP of Sustainability

VP of Human Resources

Director of Human Resources

# CONFERENCE SPEAKERS:









Iim McComb SVP of Finance **Bank of America** 



Bill Caton Former Chief Risk Officer **Navistar International** 



Ted Hull VP of Finance **Cisco Systems** 



Kathy Brooks Vice President of **Human Resources** and Organizational Development **Green Mountain Coffee Roaster** 



Roger Marinzoli VP Corporate Development Wyndham Worldwide



Gregory V. Milano CEO **Fortuna Advisors** 



Dr. Mark L. Frigo Director, Strategic Risk Management Lab **DePaul University** 



Andrew J. Hirsch **VP Strategic Planning** & Investor Relations **Biogen Idec** 



Jonathan Baliff Chief Financial Officer Bristow Group, Inc.

Create and sustain value in a down economy by addressing shareholder and stakeholder interests.

> Learn the benefits of creating a balanced management strategy from cross discipline executives.

Experts in the field will discuss the benefits of creating a balanced management strategy.

# AT-A-GLANCE







#### Preconference Workshops - Tuesday - January 18th

8:30	Registration & Continental Breakfast
9:00	Workshop A: Creating Shareholder ValueWith Growth! Gregory V. Milano, CEO, Fortuna Advisors
12:00	Networking Luncheon
1:00	Workshop B: Protecting Shareholder Value: Strategic Risk Assessment Dr. Mark L Frigo, Director Strategic Risk Management Lab, DePaul University
4:00	Adjourn

#### General Conference - Wednesday - January 19th

8:00	Registration & Continental Breakfast
8:30	Summit Welcome and Chair Address Gregory Milano, CEO, Fortuna Advisors Mark Frigo, Director Strategic Risk Management Lab, DePaul University
9:15	Keynote Address: Shareholder Value vs. Stakeholder Value: What is the Right Path for Tomorrow's High Performance Organization?  Jim McComb, SVP of Finance, Bank of America
10:15	The Business Case: Using Enterprise Risk Management to Create and Protect Shareholder Value Bill Caton, Former CFO and CRO, Navistar International
11:15	Speed Networking and Refreshments
11:30	Return on Investment: How to Create a Stakeholder Strategy that Addresses Key Issues while Producing Returns
12:30	Networking Luncheon
1:30	Balancing Shareholder and Stakeholder Value: A Financial Perspective Ted Hull, VP of Finance, Cisco Systems
2:30	The Scope of Stakeholder Interests: Designing a Management Strategy to Exceed Corporate Expectations.  Kathy Brooks, Vice President of Human Resources and Organizational Development,  Green Mountain Coffee Roasters
3:45	Afternoon Break
4:15	Roundtable Debate: Shareholder vs Stakeholder Value Creation: How to Focus Your Management Style
5:15	Adjourn to Networking Reception

#### General Conference - Thursday - January 20th

8:00	Continental Breakfast
8:30	Dealing With Uncertainty: Planning and Resource Allocation in the Biotechnology Industry
	Andrew J. Hirsch, VP Strategic Planning & Investor Relations, Biogen Idec
9:30	Managing and Measuring: Tailoring Objectives to Stakeholder Interests and Analyzing Performance
10:30	Morning Break and Refreshments
11:00	Using Value to Create Growth
	Jonathan Baliff, Chief Financial Officer, Bristow Group, Inc
12:00	Maximizing Corporate Valuation: Understanding Shareholder and Stakeholder Significance and Attaining Goals
	Roger Marinzoli, VP Corporate Development, Wyndham Worldwide
1:00	Adjourn

## 10 Reasons to Attend the Summit:

- 1. Learn to balance corporate objectives for success
- 2. Manage techniques for protecting value
- 3. Implement a risk management system to protect shareholders and assets
- 4. Balance risk and growth to create value
- 5. Create a powerful brand name by addressing stakeholder concerns
- 6. Sustain growth over time by executing a complete management system
- 7. Promote efficiency, cut costs, and target weakness through analysis of shareholder reports
- 8. Drive profits and enhance reputation within a down economy
- 9. Exceed stakeholder interests by outlining metrics and tracking successes and failures
- 10. Push towards sustainability and long-term wealth.

# PRE-CONFERENCE WORKSHOPS







### Workshop A: Creating Shareholder Value...with Growth!

#### Gregory V. Milano, CEO, Fortuna Advisors

The S&P 500 was down 24% for the decade ending in 2009 leading many to describe it as the lost decade. With a faltering economy, intensifying global competition and tight capital markets, many believe it has become tougher than ever to create value. With these conditions in play it is critical for management teams to make strategic choices, and deploy capital to strengthen their organization's ability to deliver long-term shareholder value.

Participation in this workshop will provide the compelling foundation and user friendly applications needed to begin shifting your organization's focus and encouraging managers to stop simply "managing" and begin "owning" their business.

#### Understanding the Market's View:

- Introduce Postmodern Corporate Finance
- Discuss investors view of growth and returns
- Demonstrate under what circumstances investors are willing to accept a lower return in exchange for higher growth.

#### The Verdict on Buybacks Versus **Business Investment:**

- Establish investor, analyst and journalist views on companies purchasing their own shares
- Analyze organic and acquisitive reinvestment that drives share prices higher than buybacks over

### Holistic Capital Deployment

Framework for consistent evaluation and comparison of capital deployment options including:

- Capital Expenditures
- R&D Outlays
- Acquisitions
- Debt Repayments
- Share Repurchases
- Dividends

#### Financial Management Alignment (A Case Study):

Given our enhanced GROWTH and RETURN paradigm, practical analytics and applications for:

- Strategic analysis
- Resource allocation
- · Decision making
- Performance measurement
- · Incentives will be demonstrated via a case study.

### Workshop B: Strategic Risk Management: Protecting Shareholder Value

Dr. Mark L. Frigo, Director, Strategic Risk Management Lab, DePaul University

Ongoing tension between reaching for the stars to create shareholder value and hunkering down to protect value produces fundamental strategic planning and decision making anxieties in many organizations. Should management promote innovation, risk taking, high cash reinvestment rates and future growth? Or should discipline, risk avoidance, capital preservation and maximized returns on capital rule the day? This workshop will demonstrate how CFOs and other senior financial professional can "Balance" growth and returns, with risk management to create and protect shareholder value.

#### Address Key Risk Factors:

- Provide a broad range of insights into the development and execution of strategies to create value
- · Ensure risks are identified, analyzed and managed to protect against the
- Present leading practices and tools to assess and manage strategic risk and protect shareholder value.

#### Strategic Risk Assessment Proces:

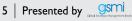
Use the Strategic Risk Management Toolkit with the following lessons:

- Review of Strategic Risk Management
- Strategic Risk Assessment Process
- Development of a Strategic Risk Profile
- · Action Plan for Strategic Risk Management
- Presentations for executive board members

## Why Attend a Workshop?

Hands on experience is unbeatable. Our in depth, face-to-face workshop environment is the most intensive educational session available. Personal interaction with experts in the field will broaden your horizon, and allow you to receive direct answers to pressing issues.

The workshops provide an introduction to the summit, preparing you for future sessions and allowing you to fully retain the wealth of invaluable information that is to come! The small group nature of our workshops places you in direct contact with your peers, encouraging networking and relationship building amongst professionals.



# AGENDA

#### Day 1 - January 19, 2011







#### 8:00 **Registration and Continental Breakfast**

#### 8:30 **Summit Welcome and Chair Address**

Dr. Mark L. Frigo, Director, Strategic Risk Management Lab, **DePaul University** 

Gregory V. Milano, CEO, Fortuna Advisors

#### 9:15 Keynote Address: Shareholder Value vs. Stakeholder Value

What is the Right Path for Tomorrow's High Performance Organization? The key to creating a high performance organization is building and sustaining value overtime. Within our always shifting and innovative society an understanding of shareholder and stakeholder issues is needed to produce wealth in the corporate setting. But which process is the most likely to create success, and how can corporate objectives be tailored to meet the demands of today's market? Implementing a system that weighs the importance of establishing shareholder value, with the necessity of managing stakeholder interests will position an organization to excel past the competition. Our Keynote session will provide an in depth look at creating value with the demands of a new age marketplace and provide information on the following topics.

- Creating Value
- Understanding the advantages of a balanced management style
- Protecting shareholder and stakeholder interests
- Increasing profits with a sustainable value based model
- Identifying wasteful spending and unsuccessful business

Some see growth in a down economy as a daunting, and much of the time impossible task. Throughout the summit we will discuss the importance of outlining a balanced framework for success. Allowing you to sustain wealth and push forward above the competition in bleak economic periods.

Jim McComb, SVP of Finance, Bank of America

#### 10:15 The Business Case: Using Enterprise Risk Management to **Create and Protect Shareholder Value**

Management techniques and leadership styles drive and maintain growth, profit and value within a corporation. This session takes an in-depth analysis of how CFOs can lead initiatives to both create and protect shareholder value. The case will describe how to lead enterprise risk management (ERM) programs with the goal of both preserving and creating shareholder value. Various internal management topics will be discussed including the following lessons:

- Integrating ERM into strategic and operating plans
- Reporting risk to executive teams and Boards of Directors
- Protecting and Creating Value: The CFO's roles and respon-
- Analyzing the CFO perspective

Bill Caton, Chief Risk Officer, Navistar International

#### 11:15 **Speed Networking and Refreshments**

#### 11:45 Return on Investment: How to Create a Stakeholder Strategy that Addresses Key Issues While Producing Returns

The most imperative aspect of managing stakeholder interests is tailoring your management objectives towards achieving an ultimate goal. The ROI session will analyze the importance of executing a plan aimed at producing sustainable profit growth. With so many factors affecting the unstable markets it is essential to focus efforts on company performance and work toward the satisfaction of those who have to gain by positive corporate performance. This info session will teach participants the key principles of creating value though stakeholder management, and includes the following strategies:

- Develop corporate reputation
- Analyze future performance, trends and market factors
- Manage and execute objectives by understanding key issues
- Create and maintain value, growth, and profit through stakeholder involvement

#### 12:45 **Network Luncheon**

#### 1:45 Balancing Shareholder and Stakeholder Value: a Financial Perspective

To properly assess the successes and failures of a management system it is essential to analyze all techniques being employed. The Balancing Shareholder and Stakeholder Value session will scrutinize corporate management from a financial standpoint, looking at how all factors need to be addressed to maximize growth potential. Cisco Systems VP of Finance, Ted hull will lead this session by discussing the following topics:

- Identifying objectives that will protect shareholder equity
- Assessing opportunities for growth
- Monitoring the successes and failures of your financial program
- Determining where value lies

Ted Hull, VP of Finance, Cisco Systems

#### 2:45 The Scope of Stakeholder Interests: Designing a Management Strategy to Exceed Corporate Expectations.

Focusing management objectives can often times be a strenuous process. An important aspect of meeting your goals is addressing stakeholders concerns. This info session will look at many of the factors involved in a successful stakeholder value strategy, and focus on the impact employees have on building sustainable growth. A corporate case study will be presented to demonstrate the key factors that need to be met within organizational development.

Kathy Brooks, Vice President of Human Resources and Organizational Development, Green Mountain Coffee Roasters

#### 3:45 Afternoon Break

#### 4:15 Roundtable Debate: Shareholder vs Stakeholder Value **Creation: How to Focus Your Management Style**

Summit speakers and attendees will gather to discuss different aspects of growth creation and protection. Experts in the subject will debate the ideal management style to reach and exceed corporate goals. The Roundtable debate will offer an interactive environment that allows attendees to contribute to the discussion, and a discourse will be created about these two competing management strategies.

#### 5:15 **Adjourn to Networking Reception**

# AGENDA

Day 2 - January 20, 2011







#### 8:00 **Continental Breakfast**

#### 8:30 **Dealing With Uncertainty: Planning and Resource Allocation** in the Biotechnology Industry

Every business faces vague and ambiguous decisions, but few compare to biotechnology in terms of the size of the investments, the time lag until possible realization, the size of the potential peak revenue and the level of risk involved. Despite spending enormous sums on R&D, the science behind each decision can be quite esoteric and hard to predict. Mr. Hirsch will explain the economics of drug development and the way he and his colleagues have designed planning and decision making techniques for balancing these risk exposures and the upside opportunities. Even in businesses with less uncertainty, these insights will be helpful when facing more uncertainty than usual. The session will introduce the Biogen Idec case study and provide attendees with the following information:

- Managing risk in the biotechnology industry
- Creating value through R&D, planning, and resource allocation
- Investing strategies that produce corporate value

Andrew Hirsch, VP, Strategic Planning & Investor Relations, Biogen Idec

#### 9:30 Managing and Measuring: Tailoring Objectives to Stakeholder **Interests and Tracking Performance**

Standard methods of measuring performance can stimulate productivity at all levels of a corporation. The implementation of metrics will provide corporate executives the tools needed to analyze ROI, profit, and brand reputation. Using metric evaluation will promote internal and external corporate growth, leading toward long term sustainable stakeholder satisfaction. With so many different factors involved in the stakeholder arena it is crucial to have a measurement and tracking system in place to not only monitor performance, but to also analyze and adapt to changing trends. By attending this session you will be presented with the key concepts of metric evaluation needed to track performance and make necessary adjustments for the future.

#### **Morning Break and Refreshments** 10:30

#### 11:00 **Using Value to Create Growth**

With his extensive experience in investment banking and corporate roles, Jonathan will discuss alternative strategies for creating value by investing in organic and acquisitive growth. He will also discuss the importance of properly balancing growth and return, and will provide insights on how capital structure should be adapted to fit and support the growth strategy.

Jonathan Baliff, Chief Financial Officer, Bristow Group, inc

#### 12:00 Maximizing Corporate Valuation: Understanding Shareholder and Stakeholder Significance and Attaining Goals.

Facilitating corporate objectives is crucial to maximizing value. Value drivers should be mapped out and communicated throughout the levels of governance in order to meet and exceed the expectations of your organization. The competitive advantage that exists within the market should drive corporations to create a system that employs management strategies on all levels. Maximizing corporate value may be the end game, but achieving this goal is determined on execution. The final session in our Sustainable Corporate Growth Summit, Maximizing Corporate Valuation, will provide attendees with the information and tools needed to manage and drive their success with a complete strategy in place.

Learn How to:

- Manage a growth driven strategy
- Provide incentives for shareholders and stakeholders
- Communicate corporate strategy internally and externally
- Implement competitive advantage to drive long term growth
- Address risk with by targeting shareholder and stakeholder

Roger Marinzoli, VP Corporate Development, Wyndham Worldwide

The in-depth workshops and compelling case studies will provide best practices to corporate sustainability and growth!

Create and sustain value in a down economy by addressing shareholder and stakeholder interests.

# CORPORATE GROWTH SUMMIT HIGHLIGHTS:







### Chairs of the Event:



Gregory V. Milano, CEO, **Fortuna Advisors** 

Gregory Milano is the Co-Founder and Chief Executive Officer of Fortuna Advisors. He brings a highly successful track record of advising clients on many strategic, process and transactional decisions aimed at driving shareholder value with his unique experience advising clients with the industry's two primary original ideologies: EVA and HOLT. Mr. Milano leads Fortuna Advisors' research and product/service development with groundbreaking advancements clarifying the shareholder value implications of the tradeoff between maximizing returns and investing in growth, as well as innovative and contrarian capital deployment studies into the total shareholder return implications of reinvesting in a business versus distributing capital through dividends and share repurchases.

Prior to founding Fortuna Advisors, Mr. Milano was a Managing Director at Credit Suisse, Co-Head of the Investment Banking Department's Strategic Finance Group in the Americas and Head of Buyside Insights Group in the Americas, which provided the Bank's clients with strategic insights using HOLT, a proprietary value-based framework. Prior to Credit Suisse, Mr. Milano spent 11 years at Stern Stewart & Co., a general management consulting firm focused on shareholder value applications using EVA®, where he most recently was a partner and president of the North America Division. Mr. Milano also founded and managed Stern Stewart Europe.



Dr. Mark L. Frigo, Director, Strategic Risk Management Lab, **DePaul University** 

Dr. Frigo is a leading expert in Strategic Risk Management and helps board members, CEOs, CFOs and CROs make the connection between risk management, strategy and shareholder value. He is the co-author of, DRIVEN: Business Strategy, Human Actions and the Creation of Wealth (2008), and Strategic Risk Management: A Primer for Directors and Management Teams (2010). His work is published in leading business journals, including the Harvard Business Review.





# Epic Hotel Miami

270 Biscayne Blvd. Miami, FL 33131 Tel: 305.424.5226





Room rate: \$219.00

Conference Center



Networking Reception

### Registration: The Corporate Growth Summit

January 18-20, 2011 • The Epic Hotel • Miami Beach, FL

<b>TUITION:</b>			
	I <sup>st</sup> Early-Bird November 12	2 <sup>nd</sup> Early-Bird December 17	Regular
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Workshop A Only	N/A	N/A	□ \$495
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Credit vouchers may be applied toward any future GSMI event within one calendar year of the date of the cancellation. If GSMI decides to cancel any part of this event, the Company is not responsible for covering airfare, hotel or any other costs. Speakers, agenda, networking and recreational events are subject to change without notice. For more information regarding refunds please contact the customer service department at: 888.409.4418, ex. 1

#### SUBSTITUTION POLICY:

Substitutions may be made up to the day of the event

#### PAYMENT POLICY:

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#### **GSMI OFFERS 6 WAYS TO REGISTER**

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Fax: (619) 923-3542 24 Hours a Day Suite 103-60 San Diego, CA 92101

Scan: Completed registration forms can be emailed to: registration@gsmiweb.com www.gsmiweb.com

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#### World Wide Web:

 $\underline{www.CorporateGrowthSummit.com}$ 

Please fill in the following information and fax back to: (619) 923-3542 Please submit one form for each delegate attending.				
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Credit Card Number:				
Name on Card:				
Expiration Date:				
Do you have any dietary restrictions (e.g. kosher, vegetarian)? ☐ Yes ☐ No				
If so, please specify:				
Do you require any accommodations that require special attention? $\square$ Yes $\square$ No				
If so, please specify:				
(e.g. wheel-chair access)				
How did you hear about this event?				

#### **VENUE:**

The Corporate Growth Summit will held at the Epic Hotel, 270 Biscayne Blvd. Way, Miami, FL 33131

Tel: 305.424.5226

A limited block of rooms have been reserved at the Epic Hotel in Miami. To take advantage of the discounted rate of \$219.00, please call 305.424.5226 and be sure to mention you are reserving for the

Corporate Growth Summit. Rooms will only be available at this discounted rate until December 18th so reserve today

#### **EXHIBITION AND SPONSORSHIP** INFORMATION:

To learn more about exhibiting at this years The Corporate Growth Summit, please contact Byron Mignanelli at 888.409.4418 ext. 2 or e-mail him at byron.mignanelli@gsmiweb.com.

A limited number of table-top and booth exhibits will be open during the course of the event. Sponsors/Exhibitors will have the opportunity to promote products and services of special interest to conference attendees.