

IWIRC•NY

2014 Spring Newsletter

Dear Friends of IWIRC NY,

Spring is finally here! We are ready to shake off the Winter blahs and take a positive leap forward in work and in our networking! Check out our upcoming events and join us in planning more events that fit your interests.

We kicked off 2014 with another season of exciting programming. We hosted a Town Hall meeting at center court of Madison Square Garden and a breakfast panel featuring speakers from UNCITRAL. These exciting events have already brought together nearly 100 women of the NY restructuring and insolvency community and we expect that number to grow with always inventive calendar of events.

Up next, break out your warmer weather gear for the reprisal of our annual golf outing. Golf is a great way to socialize with clients and colleagues alike and this event is great for the novice and the expert. Leave your insecurities at the door; your women professional friends don't judge! Limited tickets remain so sign up now for you and a friend or client.

Finally, we invite you all to get involved. Please send us feedback or sign-up for one of our sub-committees today!

We look forward to seeing you at the Spring conference in DC!

-[Sarah Frankel](#) & [Carren Shulman](#)

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Remember, if it's
underlined & blue,
it's got [something extra](#)
for you!
HAPPY CLICKING

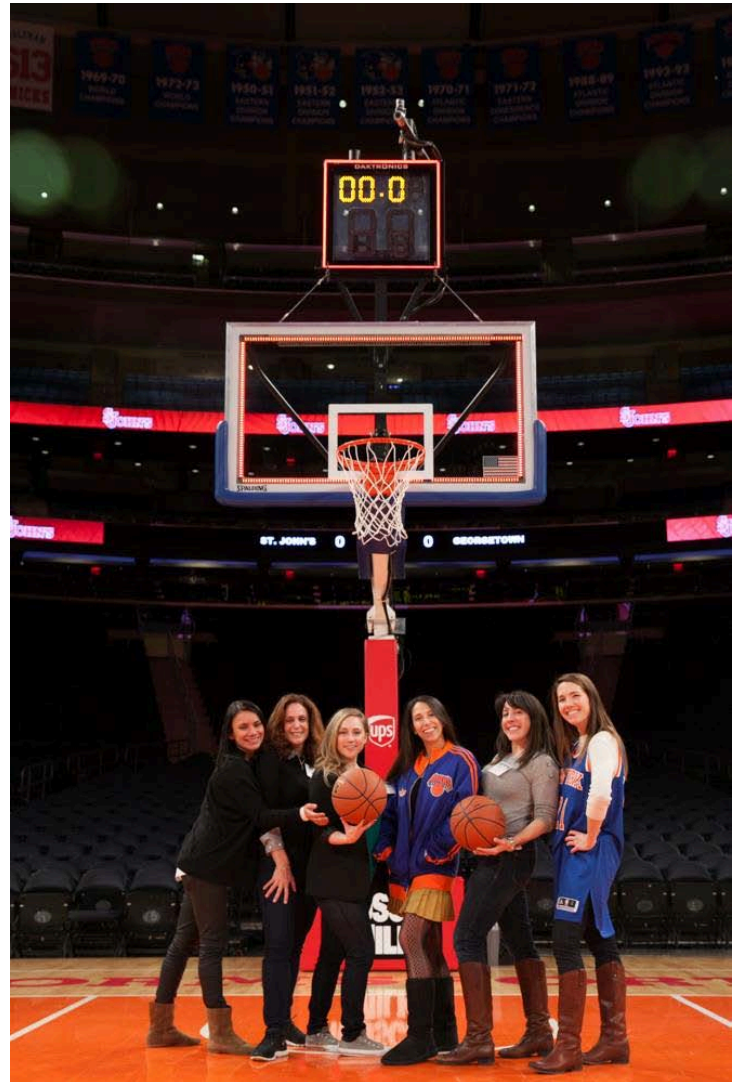
IWIRC NY Events: Recap

Town Hall at Center Court February 17th, 2014 Center Court at Madison Square Garden

By [Ali Kelly](#)

On February 17, the ladies of IWIRC stormed center court at world-famous Madison Square Garden arena! At this exclusive member-only event, attendees were first given a comprehensive private tour of the newly renovated Garden.

After our tour, the IWIRC ladies held a Town Hall meeting on center court and discussed IWIRC NY's upcoming events, social media initiatives and goals for the upcoming year. Members were then given an opportunity to provide the IWIRC NY board with important feedback on this year's events and what things can be done to make 2014 even better than 2013. After the meeting, the ladies hit the court and played some competitive (and pretty impressive!) games of pick-up on the same court as the [Knicks](#) play each week! We rounded off a terrific event with the whole IWIRC crew treating the MSG staff to a special rendition of the National Anthem. This was a terrific and unique event that we hope our members enjoyed!



IWIRC NY Board Members: (L to R) Saima Meyer, Carren Shulman, Sarah Frankel, Jill Bienstock, Ali Kelly and Jen O'Neil

Click the image above and use the **Log-in: IWIRC** for more event photos from our talented photographer, [Lauren Toub](#)

IWIRC NY Events: Recap (con't)

IWIRC at the Shore

February 27-28, 2014

Borgata, Atlantic City, NJ

By [Jill Bienstock](#)

The New York Chapter joined together with the Delaware, Greater Philadelphia, Maryland and New Jersey Chapters to host this year's Second Annual [IWIRC at the Shore](#) from February 27 – February 28, 2014 at the [Borgata](#) in Atlantic City, New Jersey. The event was a smashing success, presenting attendees with the opportunity to network, obtain continuing education credits and enjoy a little rest and relaxation. It was well attended with members from Chapters all across the country, and even a few special attendees from Chapters outside the United States. The conference began with the welcome reception followed by an intimate dinner at Wolfgang Puck's American Grille. Attendees were overheard remarking about how many contacts they were able to get to know just within the first few hours!

The conference's educational portion focused on the cutting edge issue of e-discovery and the issues facing insolvency and restructuring professionals. The organizers assembled a unique structure to make the CLE portion interactive and highly educational. A panel of IWIRC experts, including [Cynthia Bateman](#) ([AlixPartners LLP](#)), [Beth Hansen](#) ([UTC Aerospace Systems](#)), [Sharon Zieg](#) ([Young Conaway Stargatt & Taylor](#)) IWIRC NY board members [Melissa Hager](#) ([MoFo](#)) and [Ali Kelly](#) ([GCG](#)), gave

feedback and guidance to the dozens of participants who worked through various case studies in a team format, grappling with thorny e-discovery issues. The empaneled experts demystified e-discovery for those who had been daunted by the technological issues and provided expert insight for those who had already been utilizing e-discovery in their daily practice. The continuing education portion was followed by a lunch featuring motivational speaker Carin Rockind, founder of CleaR Coaching and Consulting and one of only 300 people worldwide with a degree in [Positive Psychology](#), and who prides herself in making a career out of helping women succeed in every aspect of life. The conference was capped off with an apropos Texas Hold 'Em Tournament at Borgata's coveted Black Jack and Craps Tables. If you missed this year's event – not to worry, lady luck will be back. Next year's event will be back again in Atlantic City but be sure to sign-up early as this event is sure to sell-out!



IWIRC NY Events: Recap (Con't)

UN Commission on International Trade Law, Working Group V - Breakfast Panel April 21, 2014

Jones Day, New York, NY

By [Samantha Martin](#)

On April 21st, IWIRC NY hosted an exceptional breakfast panel featuring delegates of the [UN Commission on International Trade Law](#), Working Group V, including [Christopher Redmond](#), [Irit Mevorach](#), [Jenny Clift](#), [Riz Mokal](#), Caroline Moran and the Honorable [Elizabeth Stong](#), moderated by IWIRC NY Board Co-Chair [Carren Shulman](#).

During breakfast, we learned how the member states and nongovernmental organizations (NGOs) have worked together over the years to address cross-border insolvency issues. In particular, the delegates discussed the role of the Secretariat and the consensus-building manner in which the various constituencies develop and refine the Model Laws, Legislative Guide, and Practice Guide on Cross-Border Insolvency.

IWIRC has been recognized as an NGO since the mid-1990's, thanks to the invaluable assistance of the I Honorable Burton R. Lifland, U.S. Bankruptcy Judge for the Southern District of New York, and selected IWIRC members who regularly attend the Working Group V sessions. IWIRC actively participates and regularly contributes modifications to current texts and makes recommendations for future work.



Looking for more info and a little UN fun? Test your UN knowledge [here!](#)

IWIRC NY Events: Preview

[IWIRC International Spring Meeting](#)

April 23-24, 2014

Washington, D.C.

By [Sarah Frankel](#)

[#iwircspring](#)

The [Annual Spring Meeting](#) is returning to Washington, D.C.! The IWIRC International Programming Committee has been hard at work on this 2 day gathering. The conference will include an international board meeting, a chapter chairs meeting, 2 incredible panels and the presentation of the [IWIRC Founders Awards](#).

The April 24th substantive panels will feature a reprise of the IWIRC NY original program, *Pitch Perfect: A Mock Pitch Event*. Next, attendees will take an in-depth look at social media with a unique program done in a style similar to TED Talks and showcasing fun, interactive elements. Everyone is invited to participate!

The Spring Conference will honor the recipients of the 2014 Founders Awards. Congratulations to IWIRC NJ on receiving the Ryan Award for Outstanding Chapter of the Year. And a very special congratulations to Carren Shulman, co-chair of IWIRC NY and recipient of the Melnik Award for her outstanding contributions to IWIRC throughout her career. We are so proud of all our IWIRC ladies and look forward to cheering you on in D.C.

[2nd Annual IWIRC NY Golf Camp](#)

May 13th, 2014

Harbor Links, Port Washington, NY

By [Ali Kelly](#)

Are you ready for the Second Annual IWIRC NY Golf Camp? IWIRC NY looks forward to hosting another terrific group of ladies on May 13th at the beautiful [Harbor Links Golf Course](#) for morning refreshments, an afternoon BBQ and some fun times on the links in between. The format is slightly different this year and is intended to cater to golfers of every level. Our golf newbies will get an hour-long golf tutorial from a course professional followed by a round

on the 9-hole executive course, our intermediate folks will enjoy an hour-long warm-up on the range followed by a round on the 9-hole executive course and finally, our lady pros will head right out to the main course for a full 18-hole round. We hope this event is even better than last year's and are keeping our fingers crossed for more great weather. Space is limited so sign up soon!

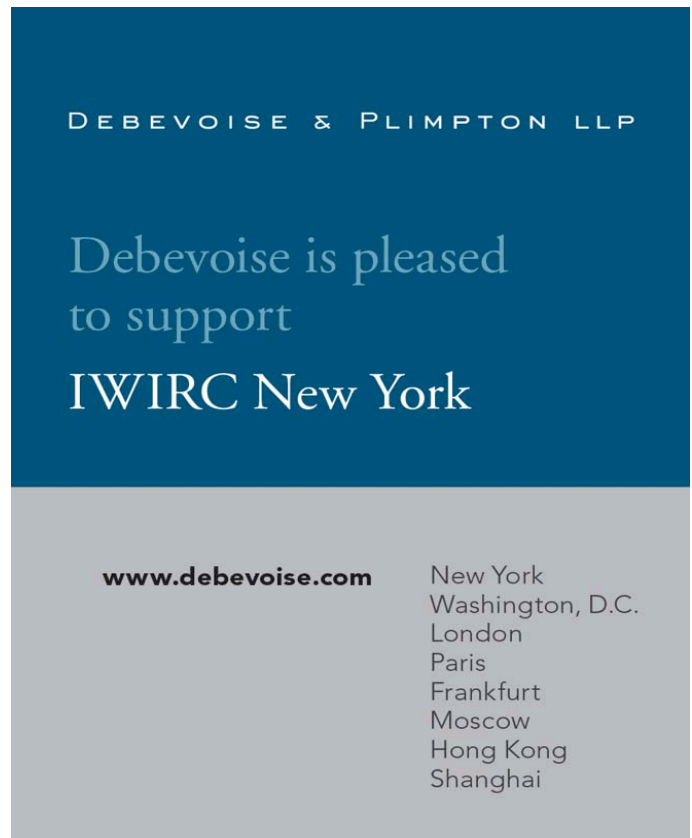


Member News

Congratulations to our IWIRC NY Members on their professional and personal accomplishments. Let us sing your praises! [Email us](#) your accomplishments for inclusion in our next newsletter.

- [Melissa Hager](#), [Ali Kelly](#) and [Cynthia Bateman](#) spoke on e-discovery at the IWIRC at the Shore Conference in Atlantic City. [Congratulate them](#) on a job well done!
- The ladies of [MoFo](#) have relocated to 250 W 55th St! [Send them](#) moving and decorating tips now!
- Carren Shulman received the IWIRC Melnik Award. [Congratulate her!!](#)

Celebrating something? [Send us](#) your member news today!



Member News (con't)

Welcome IWIRC NY's New Members
January 16, 2014 – April 23, 2014

Eva Anderson
AlixPartners, LLP

Margaret Brennan
FTI Consulting, Inc.

Rocio Crespo
Toppan Vite

Hilary Dengel
Davis Polk & Wardwell LLP

Melanie FitzGerald
LaMonica Herbst & Maniscalco, LLP

Jill Makower
Spizz Cohen & Serchuk, P.C.

Lauren Meola
G2 Capital Advisors LLC

Cassandra Porter
Lowenstein Sandler LLP

Risa Rosenberg
Millbank Tweed

Laura Swanson
Jones Day



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TIPS

TIPS

Each month we feature 5 TIPS on how to do something just a little bit better! This month,
Tips for Successful Negotiation— By [Jen O'Neil](#)

Listen: An underrated and under-utilized skill in today's fast paced and demanding world. Don't assume what others are saying or positions they will take. Listen attentively to show respect and build trust. Repeat the main points back to be sure you listened well and understand what's on (and not on) the table.

Everybody Wins: No really, go into the negotiation thinking not only what it takes for you to win, but what it might take to get to a global best case outcome. Understand others' perspectives and work to make them feel satisfied by meeting their basic interests. Going for the win-win may illuminate leverage points you would otherwise miss.

Acknowledge Counter Positions: Everyone wants to feel important, so acknowledge every counter and objection coming at you. Acknowledging these positions doesn't mean you have to give in to them. Sometimes people just want to be heard and understood and have a lot more flexibility than they initially present with.

Be Aware: Be prepared and get as smart as possible on the situation, which includes playing the emotional dynamic as much as the substantive one. Think about [who you're dealing with](#) and how to best negotiate with them and their emotions. The process isn't always, and certainly doesn't have to be, logical and rational.

Be Ready to Walk Away: Walk in ready to walk away from a negotiation. This sends a strong signal that you believe your position is fair and you are willing to risk not reaching an agreement instead of compromising on your most important points. The trick is to use this tool wisely - it should be a business decision, not an emotional reaction.

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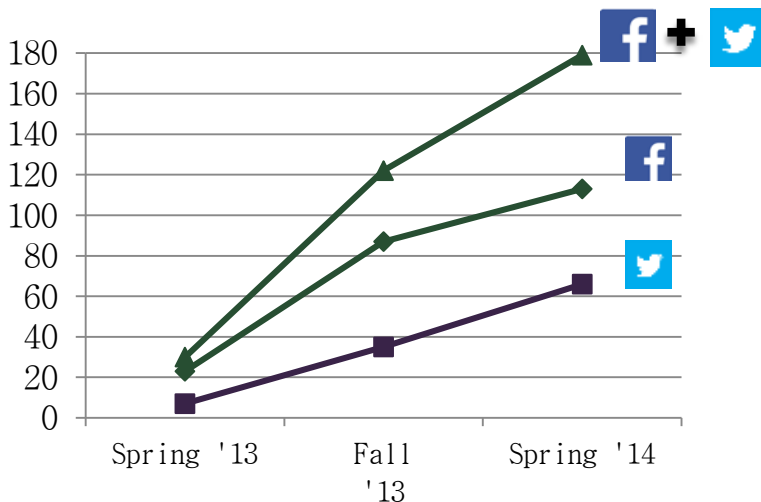
[Facebook](#) & [Twitter](#)

This last quarter saw tremendous user interaction on both Facebook and Twitter. It was no surprise that our most engaging post included a promotional code for an IWIRC NY event.

Other engaging content included MSG Town Hall event photos, member news and our ABI Spring Conference “Caption Contest”. Congratulations to [Chrystal Puelo](#) on your winning caption! We look forward to seeing Chrystal, and you at the Social Media panel in D.C.

So ‘like’ ‘or follow’ us today for all the up-to-the minute news *and* exclusive promo codes from IWIRC NY. Want to get even more involved with Social Media? Volunteer to live-tweet from future IWIRC NY Events [here!](#)

IWIRC NY Followers By the Numbers



IWIRC·NY Newsletter | Spring 2014

Helpful IWIRC Resources

[IWIRC International Website](#)

IWIRC NY [Home Page](#), [Facebook](#) & [Twitter](#) and [Direct Email](#)

[IWIRC International Facebook](#)

[IWIRC International YouTube](#)

[IWIRC Houston Facebook](#)

Other IWIRC [Twitters](#): @iwirc, @iwirchouston, @Michigan_IWIRC

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Upcoming Industry Events Calendar

Upcoming Industry Events

April

23 – [IWIRC Annual Spring Program](#)
Washington, D.C.

24-27 – [ABI Spring Meeting](#)
Washington, D.C.

May

1 – [Cupcakes & Cocktails](#) by IWIRC New Jersey
North Caldwell, NJ

7-9 – [The Art of Negotiation, TMA Senate 2014](#)
Fairmont, Chicago, IL

13 – [2nd Annual IWIRC NY Golf Camp](#)
Harbor Links, Port Washington, NY

15 – [ABI NYC Bankruptcy Conference](#)
Hilton Midtown, New York, NY

19th – [Tina's Wish Women's Committee Cocktails](#)
Park Café, New York, NY

June

3 – [NYIC's 95th Annual Banquet](#)
Hilton, New York, NY

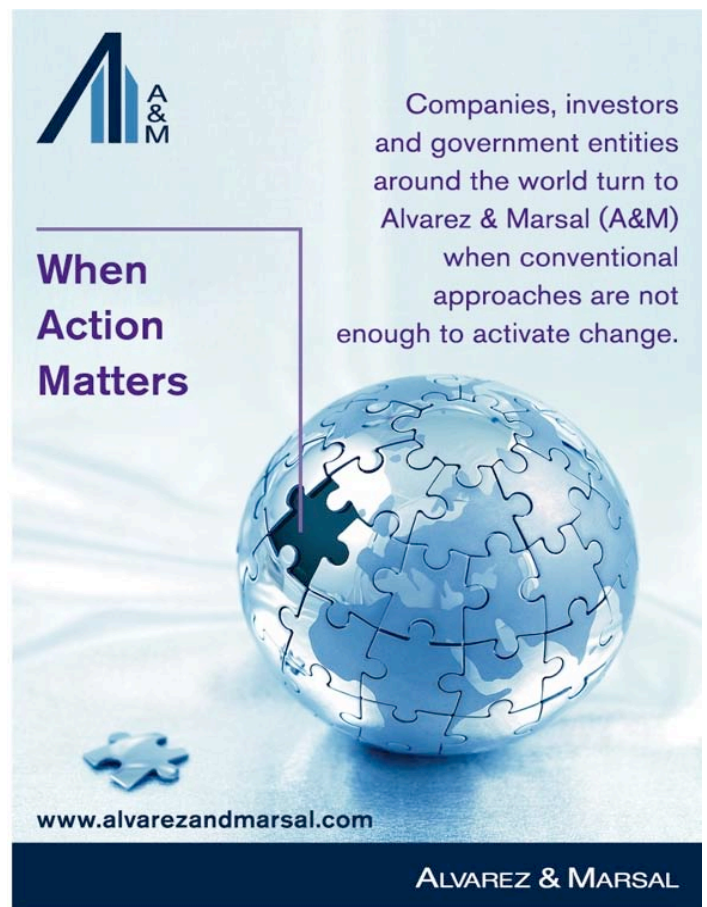
Want us to feature your event?
[Email us](#) details today!

Get Involved!

IWIRC NY is pleased to announce a new opportunity to get involved. Sub-committee volunteers will work with the NY board on programming, communications, social media and membership.

We have already seen some volunteers in action working check-in and live-tweeting from events, promoting the IWIRC message and contributing to the newsletter. Thank you for all your hard work!

Want to get in on the fun? [Volunteer](#) for IWIRC NY sub-committees today!



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[Sarah Frankel](#)
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Vice Chairs



[Marlene Rabinowitz](#)
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Cole Schotz