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Members and Friends of IWIRC NY,

It is hard to believe that another year is coming to a close in a month! This year has been full of amazing IWIRC events and opportunities for our community of members and friends to network, advance our careers and learn from and help each other. IWIRC NY would not be what it is without its members, friends and sponsors.

From local networking events like whiskey tastings, chocolate making and mixology lessons and local substantive events covering advice on making the most out of sponsorship and mentorship relationships and maritime and offshore restructurings; to regional events in Atlantic City for IWIRC at the Shore and our annual boat cruise on the Hudson with the Delaware and New Jersey networks; to so many of our New York network traveling for the IWIRC Spring and Fall Conferences in Washington D.C. and San Antonio, Texas and an amazing 2018 Leadership Conference hosted by our sister Philadelphia network in the City of Brotherly Love; and to being able to see so many of our international members at our lunches hosted here in New York City during this year's INSOL and III conferences, it has been a great year of meeting new members and expanding our networks! It is going to be a tough year to top!

We held our Town Hall this year at Slate (and had so many wonderfully qualified members interested in becoming active members of the IWIRC NY board or one of its subcommittees. We want to thank everyone that ran for a board seat as well as everyone who has joined a subcommittee. IWIRC NY would not be the vibrant, growing and relevant-to-its-members organization it is without each of you! We look forward to continuing to work with Kaitlin Walsh, Sophia Hepheastou and Samantha Martin on the board and welcome Isabel Arana de Uriate as our new Membership/Sponsorship Chair and Sharmeen Khan as our new Substantive Events Co-Chair. Warm and heartfelt thanks to our outgoing board members, Hillary Davis and Tanya Meerovich – we could not have done what we have done over the past few years without each of you and your commitment to the organization!

Our Sponsor Holiday Party was held on Tuesday at Quality Italian to thank our Sponsors for their support over the past year. Good food, good wine and great company – a lovely way to close out our programming for 2018! A big THANK YOU to each of our sponsors. We could not do what we do without your ongoing support. We look forward to continuing our relationships with each of you in 2019 and providing the quality events and networking opportunities that are relevant and useful for your teams and the full IWIRC NY community.

As we head into December, keep your eyes peeled for information on our first event in 2019! In the meantime, we look forward to raising a glass with you at upcoming holiday parties and wish you all a happy holiday season and a wonderful New Year!

Jasmine Ball and Samantha Martin

Become a Member

Joining IWIRC NY is easier than ever.

[Sign up](#) and select New York as your primary network.

Get Involved

Interested in joining an IWIRC NY subcommittee?

Do you have member news to share? [Drop us a line.](#)

IWIRC • NY www.iwirc.com/networks/new-york



Town Hall

September 12, 2018

Slate, New York, New York

Sophia Hepheastou and Maeghan McLoughlin—Networking Events Co-Chairs

On September 12, 2018, IWIRC NY hosted its elections information session and Town Hall event at Slate where members learned how to make some killer cocktails. Expert mixologists from Liquid Lab taught guests how to create innovative cocktails and put a new spin on old classics. Teams competed to create the most innovative and tasty cocktails. At the end of the night, the winning team walked away with Amex gift cards to reward them for their skills!



IWIRC Lunch Break During III Conference

September 25, 2018

IWIRC NY hosted a conference lunch break for all IWIRC members attending the International Insolvency Institute's New York conference and all IWIRC NY members. We had 40 attendees from around the world join us for a lovely and relaxed lunch at La Loteria on September 25. We enjoyed catching up with so many of our friends from other networks during the conference break!



Maritime and Offshore Restructuring Lunch

Wednesday, November 14, 2018

Tanya Meerovich and Alissa Nann
Substantive Events Co-Chairs

On November 14, 2018, IWIRC NY hosted a lively luncheon during which leading women in restructuring spoke on key issues in maritime and offshore restructurings, including challenges facing the industry, bankruptcy considerations, exit strategies, and much more. The panel consisted of Randee Day, CEO, Goldin Maritime, LLC, Madlyn Primoff, Partner, Freshfields Bruckhaus Deringer LLP, Ilana Volkov, Member, Cole Schotz P.C and was moderated by Samantha Martin, Special Counsel, Stroock & Stroock & Lavan LLP.

Substantive Events

Subcommittee Members

- Tanya Meerovich (Co-Chair)
- Alissa Nann (Co-Chair)
- Heather Aaronson
- Jasmine Ball
- Jessica K. Bonteque
- Katina Brountzas
- Hillary Davis
- Uchechi A. Egeonuigwe
- Shanté George
- Samantha Martin
- Summer McKee
- Jodi Porepa
- Jessica Weitzman
- Lara Sheikh
- Blanka Wolfe



Introducing Our Newly Elected IWIRC NY Board Members!



Isabel Arana de Uriate
AlixPartners
Membership/
Sponsorship Chair



Kaitlin Walsh
**Mintz, Levin, Cohn, Ferris,
Glovsky and Popeo, P.C.**
Communications Co-Chair



Sharmeen Khan
FTI Consulting
Substantive Events
Co-Chair



Sophia Hepheastou
Griffin Hamersky LLP
Networking Events Co- Chair



Samantha Martin
Stroock Stroock & Lavan LLP
Board Co-Chair

Thank you to our outgoing Board Members Hillary Davis and Tanya Meerovich for their generous time and commitment to IWIRC NY!

Jessica Weitzman

Marketing and Business Development

Versant Funding LLC



The success of our Chapter is due in no small part to the contributions and enthusiasm of our incredible members. In celebration of that fact, each quarter, we recognize an “IWIRC NY Shining Star” to introduce you to exemplary members of the IWIRC NY community.

This issue we celebrate Jessica Weitzman for her tireless contributions to IWIRC NY and the Substantive Events Committee for the past few years.

Congratulations, Jessica!

Professional Background

Jessica S. Weitzman is a seasoned marketing and business development professional presently employed with an alternative finance firm called Versant Funding LLC, headquartered in Boca Raton, Florida. She strategically sources financing opportunities to accommodate her firm’s unique financing model. Her approach for cultivating business is leveraging established relationships and capitalizing on new relationships. Jessica frequently attends and participates in industry forums, seminars, panel discussions, conferences, and various other networking events and in-person client meetings in an effort to represent her firm and generate revenue.

Favorite IWIRC event

Jessica’s two most memorable IWIRC moments/events were; 1) the IWIRC NY Oil and Gas Panel Discussion held on July 26th, 2016 and 2) the IWIRC-NY cocktail reception held on Aug. 9th, 2016 at Brasserie Ruhlmann.

If I could have dinner with any celebrity, dead or alive, who would it be? Why?

Marilyn Monroe – Because she died so young, is an icon and so frequently spoken about today.

Favorite vacation spot you’ve been to and your bucket list vacation spot that you haven’t.

Been to the South of France and love it! I have a strong desire to go on a Safari.

Name a musician/band you haven’t seen in concert that’s on your bucket list.

The Rolling Stones

Tips for Marketing When You're Busy Billing

There's always an unconscious decision you make when it comes to marketing yourself. When you're billing hours, you can't market! But you want to eliminate the gap between billable work and landing the next case you can bill. So what do you do?

Here are four things to do once a week that will improve your visibility in the market, demonstrate expertise, and set up you for your next gig -- without taking up much time.

1. IT'S ALL IN THE DETAILS! (15 minutes)

You're likely bombarded with emails from colleagues, vendors and everyone in between. Carve out and skim through them one more time, but through a different lens. See if there's someone with whom you'd like to work no matter what context. Make a short list, jot down the topic of the most recent email and keep it on your phone. Around the holidays, people ask you to donate to causes. Write those down, too! The next time you see that person, you have something relevant to say that is important to them. This builds a solid relationship that can pivot to future work.

2. LIKE LINKEDIN! (10 minutes)

You may not have time to write a 5000-word article, but you do have time to Like the articles and posts that colleagues have written. [Bonus points if that person is on your list!] Every time you Like something, every one of your connections notices.

3. DON'T JUST SAY YOU LIKE IT, SHOW WHY (10 minutes)

If someone on your list posts an article that resonates with you, take one step further to connect. In a comment, after you Like it, explain quickly how an aspect of a matter you were (are?) involved in relates to this topic. If you can, write a teaser: "I worked on a matter that was similar/different," then offer to have a deeper conversation offline. This gives you an opportunity to demonstrate your expertise and elevate the conversation so you become the Go To person the next time.



Wendy Salz

Director, Marketing and Business Development
Drinker, Biddle & Reath LLP

Tips for Marketing When You're Busy Billing (cont'd)

Wendy Salz

Director, Marketing and Business Development
Drinker, Biddle & Reath LLP

4. WHO DO YOU NOT KNOW THAT YOU SHOULD KNOW? (5 minutes)

Within your own firm, who are the colleagues in different practice areas that can actually refer you work? Think about this strategically. Where is that low-hanging fruit that's usually overlooked by these very same colleagues but you can identify in a New York minute? Also, check your intranet website for further info, like published quotes. Then chat them up in the kitchen over a coffee refill!

BONUS: START A WRITTEN CONVERSATION! (30 – 45 minutes)

Since you're so engrossed in what you're working on now, why not share that with the market on LinkedIn? Is there an approach you can discuss that demonstrates your acumen? Think about your own niche and what in this particular case can set you apart. It doesn't have to be life-changing. It only has to be two paragraphs! Then post it so all of us can Like it on LinkedIn!

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Congratulate your fellow IWIRC NY members on their recent accomplishment! Click on a name to send a note.

Let us sing your praises! Email us your accomplishments for inclusion in our next newsletter.

Speaking Engagements

[Angela Ferrante](#), Epiq spoke at Duke Law's guidelines and Best Practices Addressing Chronic Failure to Diversify Leadership Positions in the Practice of Law.

[My Chi To](#), Debevoise & Plimpton, spoke at the National Association of Women Lawyers Cocktail & Conversations Event on November 8-9, 2018 and will be speaking on "Avoiding Powers" – Augmentation of the Estate in Corporate Bankruptcy on December 17, 2018 for Practising Law Institute, Nuts and Bolts of Corporate Bankruptcy 2018.

[M. Natasha Labovitz](#), Debevoise & Plimpton, LLP spoke at TMA's 30th Annual Conference on "Turnaround Tools: Use the Right Tool for the Job" on September 26, 2018.

[Jane Sullivan](#), Epiq, participated in a webinar entitled "Demystifying DTC for Restructuring Professionals" on September 13, 2018 and [Samantha Green](#) joined her as moderator.

[Lisa Donahue](#), AlixPartners, spoke at Debtwire's "Women in Fixed Income" event in New York. Lisa shared valuable advice and learning experiences from her 20+ years as a turnaround professional with an audience of fellow professionals and leaders.

[Lisa Donahue](#), AlixPartners, presented at a Columbia University Lunch & Learn to members of their Restructuring & Distressed Investing Group and the Columbia Women in Business Group.

[Krista L. Kulp](#), Cole Schotz, P.C., served as program chair and moderator for the ABA CLE Program: Almost Everything You Wanted to Know About Accounting and Math Issues for Bankruptcy Attorneys at the National Conference of Bankruptcy Judges in San Antonio, Texas.

FTI Consulting is proud to support IWIRC New York

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Congratulate your fellow IWIRC NY members on their recent accomplishment! Click on a name to send a note.

Honors

[M. Natasha Labovitz and Jasmine Ball](#), Debevoise & Plimpton, LLP were recognized by the Turnaround Management Association for advising on two “Transaction of the Year” award-winning matters.

[Katherine Catanese](#) (Foley & Lardner), [Kelly DiBlasi](#) (Weil, Gotshal & Manges LLP), [Shanté George](#) (Baker Tilly Virchow Krause LLP), and [Jane VanLare](#) (Cleary Gottlieb Steen & Hamilton LLP) were named in American Bankruptcy Institute’s “40 Under 40” emerging leaders in insolvency practice.

[Carrienne Basler](#), AlixPartners was named International Chair of the 2018-2019 Executive Board of Directors of IWIRC.

[Liz Park](#), FTI Consulting, was named to the M&A Advisor’s 9th Annual Emerging Leaders Awards list.

[Lisa Donahue](#), AlixPartners, was inducted into the TMA” Turnaround, Restructuring, and Distressed Industry Hall of Fame.

[Holly Etlin](#), Managing Director, AlixPartners, was honored with the ‘Oz Elliott Good Neighbor Award’ from Citizens Committee of NYC.

[Melissa Hager](#), Morrison & Foerster LLP, has been selected to serve on the IWIRC National Management Committee as the U.S. Network Director .

Honors (continued)

[Holly Etlin and Deb Rieger-Paganis](#), AlixPartners received TMA’s Large Company Turnaround of the Year award, for their roles as CRO and interim CFO, respectively, of BCBG Max Azria Group LLC.

[Gina Gutzeit](#), FTI Consulting, was named as Consulting Magazine’s Women Leaders in Consulting: Excellence in Leadership award winner.

Firm Changes and Promotions

[Jennifer Meyerowitz](#) joined Summit Investment Management LLC as Managing Director of Business Development .

Publications

[Deirdre McGuinness](#), Epiq, published “Food for Thought: What’s Behind Grocery Store Bankruptcy?” for publication in AIRA Journal, Vol. 31, No. 4.

Welcome to IWIRC NY's New Members

Ana Alfonso

Willkie Farr & Gallagher LLP

Mary Korycki

M-III Partners, L.P.

Lynnette Janssen

Harvard Law School

Ying Zheng

CohnReznick LLP

Kim Longo

Windels Marx Lane & Mittendorf, LLP

Mary Doheny

Milbank, Tweed, Hadley & McCloy LLP

Rachel Thomas

Pricewaterhouse Coopers

Eliza Ronalds-Hannon

Bloomberg

Alyssa Lavin

Ankura Consulting

Sarah Campbell

Clifford Chance US LLP

Sheba Bellazain-Harris

FTI Consulting

Melanie Miller

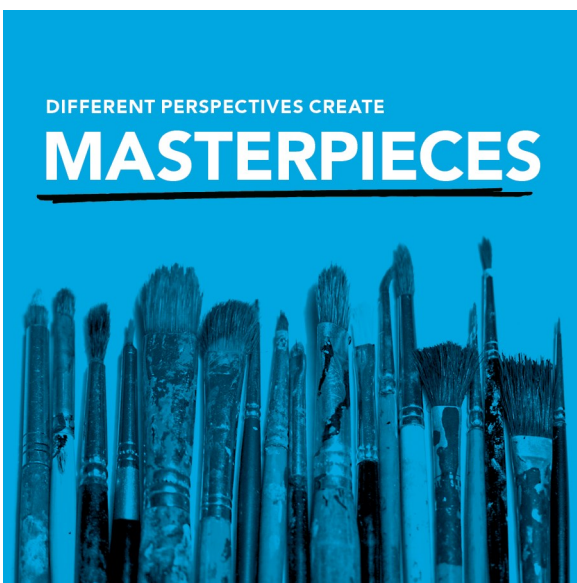
Milbank, Tweed, Hadley & McCloy LLP

Alyssa Kutner

Ballard Spahr LLP

Drop them a line personally welcoming these new members by using the hyperlinks on their names.

Need to renew your membership or become an IWIRC NY member? We want to see you here in our next newsletter—Register or renew [HERE](#) today.



Kelley Drye is proud to sponsor the New York Chapter of the International Women's Insolvency & Restructuring Confederation.



To learn more about Kelley Drye's diversity initiatives, please visit www.kelleydrye.com/diversity

Membership/Sponsorship Subcommittee

- Hillary Davis, Chair
- Shanté George
- Jennifer Kimble
- Carole Levine
- Samantha Martin

Jasmine Ball is a corporate partner at Debevoise and member of the firm’s Business Restructuring & Workouts Group. Ms. Ball regularly represents debtors, investors, creditors and other parties in distressed mergers & acquisitions, workouts, debt and equity financing and refinancing, complex restructurings and Chapter 11 bankruptcy proceedings. Ms. Ball is recognized by The Legal 500 US (2014–2018), where she is praised for her “strong management skills and critical thinking” and noted as “particularly good” and “thoughtful and smart.” She is listed as a Notable Practitioner for Restructuring and Insolvency by IFLR 1000 (2018). Ms. Ball was among the winners of Turnaround Management Association’s 2018 “International Restructuring of the Year”, Global M&A Network’s “Turnaround Atlas Awards 2018 Corporate Turnaround of the Year” and M&A Advisor’s 2017 “Restructuring Deal of the Year (\$1B to \$5B)” for her role as aircraft counsel to CHC Group in its successful Chapter 11 proceedings as well as Turnaround Management Association’s 2016 “Transaction of the Year: Large Company Award” for her role in advising Altegrity in its Chapter 11 proceedings and successful restructuring of more than \$1.8 billion in funded indebtedness. She was also a recipient of Turnaround Management Association’s 2014 “Transaction of the Year: Mega Company Award” for her role in advising American Airlines and AMR, as special aircraft counsel, in their highly successful Chapter 11 proceedings. Ms. Ball has been named a 2015 recipient of the “Outstanding 50 Asian Americans in Business” awards and recognized as an “Outstanding Young Restructuring Lawyer” (2013) by Turnarounds & Workouts.

Ms. Ball is an author of the Collier Business Workout Guide (Matthew Bender, 2018) and a contributing author to the Collier Guide to Chapter 11: Key Topics and Selected Industries (Matthew Bender, 2016). Other publications include: “Recent Court Decision Add Potential Risks in Workout Transactions,” *Journal of Corporate Renewal* (2016) and “Restructuring Aircraft Leases in Bankruptcy,” *Jetrader* (2014). Ms. Ball has presented at the International Air Transport Association, Airline Economics’ Aviation and Finance Leasing School, the American Bankruptcy Institute, the American Bar Association, the Practising Law Institute, the American College of Investment Counsel, the Association of the Bar of the City of New York and the International Women’s Insolvency & Restructuring Confederation, among others.



Jasmine Ball
Partner
Debevoise & Plimpton LLP

Ms. Ball is a member of the Bar of the State of New York and is admitted to practice before the U.S. District Court for the Southern District of New York and the U.S. District Court for the Eastern District of New York. Ms. Ball is Co-Chair of the International Women’s Insolvency & Restructuring Confederation (IWIRC) New York Chapter and serves on the Advisory Board of Practical Law Bankruptcy. She is also a member of the American Bankruptcy Institute, the Turnaround Management Association and on the TMA New York Academic Relations Committee, the International Bar Association, the American Bar Association, the New York State Bar Association and the Association of the Bar of the City of New York. She is a member of the firm’s Diversity Committee and is active in various Asian legal associations, including Asian American Legal Defense and Education Fund and Asian American Bar Association activities.

Ms. Ball received her B.S. from Princeton University and her J.D. from the University of Michigan, where she was an Executive Editor of the *Journal of International Law*.

Maeghan McLoughlin has been the social events co-chair of IWIRC NY for the past three years and is looking forward to serving in the position for another year. During her time at Kelley Drye & Warren, she has worked to create a stronger relationship between IWIRC and the women of the KDW Bankruptcy & Restructuring Department, and looks forward to working with the organization in 2019. Please reach out to Maeghan if you are interested in attending or learning more about our dynamic and original events and connect with her on LinkedIn.

Maeghan is a senior associate in Kelley Drye & Warren's bankruptcy practice and is experienced in all stages of the commercial bankruptcy process, having represented creditors' committees, debtors-in-possession, landlords, chapter 11 and chapter 7 trustees, receivers, and secured lenders in various bankruptcy proceedings.

While in law school, Maeghan served as a judicial intern to the Honorable Burton R. Lifland, United States Bankruptcy Judge for the Southern District of New York, and the Honorable Joanna Seybert, United States District Court Judge for the Eastern District of New York.



Maeghan McLoughlin
Associate
Kelley Drye & Warren LLP

New York Metro Area

NYIC Holiday Luncheon Party

December 5, 2018, New York, NY

ABI Forty-Hour Bankruptcy Mediation Training Program

December 9-13, 2018, New York, New York

14th Annual NYIC/AIRA Joint Bankruptcy and Restructuring Event

January 22, 2019, New York, New York

IWIRC at the Shore

February 28-March 1, 2019, Atlantic City, NJ

Regional / National

TMA NextGen Leadership Conference

November 29 - December 1, 2018, Chicago, IL

ABI Winter Leadership Conference

December 6-8, 2018, Scottsdale, AZ

ABI Rocky Mountain Bankruptcy Conference

January 24-24, 2019, Salt Lake City, UT

VALCON 2019

February 27—March 1, 2019, Las Vegas, Nevada



Debevoise is pleased to support the
**International Women's Insolvency
& Restructuring Confederation**



To join the conversation about
women in the workplace, visit
the Debevoise Women's Review
at women.debevoise.com

Connect with Us

We now have a combined total of 595 followers on Facebook, LinkedIn, and Twitter, and it's not too late for you to join the fun. Being a "friend" of IWIRC NY on social media has become more rewarding than ever! Continue to look out for more giveaways to upcoming events on LinkedIn, Facebook and Twitter!



Additional Facebook Networks

[IWIRC](#)
[IWIRC DC](#)
[IWIRC Hong Kong](#)
[IWIRC Singapore](#)
[IWIRC So Cal](#)

Additional LinkedIn Networks

[IWIRC](#)
[IWIRC Chicago](#)
[IWIRC Delaware](#)
[IWIRC Greater Maryland](#)
[IWIRC Georgia](#)
[IWIRC New England](#)
[IWIRC New Jersey](#)
[IWIRC Ontario](#)
[IWIRC So Cal](#)
[IWIRC Western Canada](#)

Additional Twitter Networks

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[IWIRC Delaware](#)
[IWIRC Florida](#)
[IWIRC Houston](#)
[IWIRC Michigan](#)
[IWIRC New Jersey](#)
[IWIRC Western Canada](#)
[IWIRC Western Pennsylvania](#)

Communications Subcommittee Members

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- Krista L. Kulp (Co-Chair)
- Jasmine Ball
- Samantha Martin
- Hillary Davis
- Camille Bent
- Wendy Salz
- Sara Temes
- Alexa Mahnken
- Lindsay Brennan
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Samantha Martin
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Plimpton, LLP

Board Advisor



Carren Shulman

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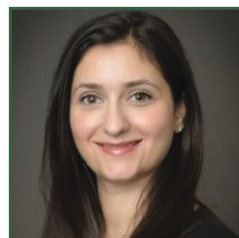
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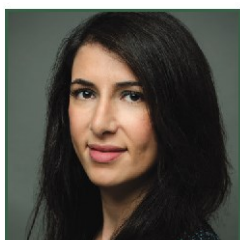
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LLP



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Ferris, Glovsky &
Popeo, P.C.



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Kelley Drye &
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