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Title: Corporate Network Summit
Category: Conference
Location: Stonegate Conference Center, 2401 W. Higgins Road
Start Date: September 9, 2008
End Date: September 9, 2008
City: Hoffman Estates, IL
Description:

Registration is now closed.

[View the Conference Brochure](#)

2008 Corporate Network Summit

**Driving Corporate Growth & Value
through Volatile Times and Global Growth**

September 9, 2008

7:30 am – 5:00 pm with reception following

**Stonegate Convention Center
2401 West Higgins Road, Hoffman Estates, IL 60169**

7:30 – 8:15 am Registration & Continental Breakfast

**8:15 – 9:00 am Opening Keynote:
Brian Wesbury, Chief Economist, First Trust Advisors**

The Wall Street Journal ranked Mr. Wesbury the nation's #1 U.S. economic forecaster in 2001 and USA Today ranked him as one of the nation's top 10 forecasters in 2004. In 2007, he was named a CNBC contributor. Mr. Wesbury is a member of the Academic Advisory Council of the Federal Reserve Bank of Chicago and an adjunct professor of economics at Wheaton College in Wheaton, Illinois. Additionally, he sits on the board of managers of Three-Sixty Advisory Group, a Pasadena, California based consulting and private equity firm.

**9:00 – 9:45 am Keynote Speaker:
John Edwardson, Chairman & CEO, CDW Corp.
*Growing the Organization Through Change: succession from entrepreneurship to public ownership and back to private.***

John Edwardson is chairman of the board of directors, chief executive officer and executive committee member of CDW, a leading provider of technology products and services for business, government and education. With over \$8 billion in sales, CDW is ranked No. 39 on Forbes' list of America's Largest Private Companies and

was founded in 1984. Mr. Edwardson has been president and chief executive officer of CDW Corporation since January 2001.

9:45 – 10:00 am Break

10:00 – 10:50 am **Concurrent Panels**

A. A Strategic System for Rapid, Profitable Growth

“Eureka! Winning Ways” is a scientific system for accelerating top-line growth, and growth leadership that can transform the business performance of small and medium-sized American businesses. Results previously enjoyed by Fortune 500 companies are now being realized by firms employing between 10 and 500 employees. This session will show how 20% top line growth can be quickly and profitably achieved and sustained.

Panelists:

Michael Johnston

Alistair Stewart

B. A World of Opportunities in International Growth

This panel of representatives from the Illinois Global Partnership, the World Bank, and the International Finance Corporation will discuss how your company can partner with these international financial institutions to find new customers, secure additional financing and mitigate risk in emerging markets. The World Bank funds \$25 billion in projects each year and is a vital source of financial and technical assistance to developing countries around the world promoting sustainable development through loans, guarantees, risk management products, and analytical and advisory services. In addition, the International Finance Corporation is the private sector entity from the World Bank Group that invests in sustainable private enterprises in developing and transitional economies and provides \$7 billion in project financing annually.

Moderator:

Kasia Batorski, Business Development Manager, Illinois Global Partnership, Inc.

Panelists:

David Fulton, Director, Office of the U.S. Executive Director, The World Bank Group

Dean Ennes, President, Ennes International

10:50 – 11:00 am Break

11:00 – 11:50 am **Family Values / Family as a Success Variable**

This panel will explore growth and management strategies in the context of family-owned businesses – and some of their unique benefits and challenges. Panelists will address specific issues including succession planning, use of outside capital to facilitate growth and/or liquidity, and how the family and the business can work together to create and maintain a culture over multiple generations.

Moderator:

Drew Mendoza, Managing Principal, Family Business Consulting Group

Panelists:

W. Jeff Jeffery, President & CEO, IRMCO

Dave Juday, Chairman of the Board, Ideal Industries

Bruce Taylor, Chairman & CEO, TaylorCapital Group

11:50 – 12:00 noon Break

12:00 – 1:30 pm Lunch followed by Keynote Speaker:

Steve Kaplan, 2007 ACG Fellow & Neubauer Family Professor of Entrepreneurship & Finance, University of Chicago

Executive Value – Which Characteristics and Abilities Matter?

Using a detailed dataset with assessments of CEO candidates for companies involved in private equity (PE) transactions, including both

leveraged buyout (LBO) and venture capital (VC) deals, Professor Kaplan studied how CEOs characteristics and abilities relate to hiring decisions, PE investment decisions, and subsequent performance. The candidates are assessed on more than forty individual characteristics in seven general areas – leadership, personal, intellectual, motivational, interpersonal, technical and specific

1:30 – 2:30 pm *Keynote Speaker:*

George H. Cook, Vice President, Finance & Chief Financial Officer, MacLean-Fogg

Founded in 1925, MacLean-Fogg offered one lock nut to North America's railroads. Through innovative product development and selected acquisitions, MacLean-Fogg Company has grown into a worldwide enterprise with 30 North American manufacturing facilities, 10 international facilities, annual sales of nearly \$800 million and a worldwide workforce of 4,500 people. Mr. Cook will share his insights on evaluating organic versus acquisitive growth opportunities and the strategic financing decisions associated with each.

2:30 – 2:45 pm Break

2:45 – 3:45 pm **Concurrent Breakouts**

A. Enhancing Value by Managing Legal, Operational and Capital Risks

Experts from various fields will discuss and debate strategies for enhancing enterprise value.

Panelists:

Mark Frigo, Director, Center for Strategy, Execution, and Valuation, DePaul University

Frank Mack, Managing Director, Conway MacKenzie & Dunleavy

Matthew Peters, Senior Manager – Enterprise Risk Management, Allstate

B. Successful Growth Stories in the Chicago Area

A conversation with Chicago area business executives successfully growing their companies with Eureka! Winning Ways. Hear about what worked well, what they would do differently and, most importantly, what they achieved.

Moderators:

Michael Johnston, Director of Business Development, Chicago Manufacturing Center

Dileep Thatte, Director of Business Development, Chicago Manufacturing Center

Panelists:

Mike Briggs, President, Bretford Manufacturing Corp.

James Flanagan, President, Nuance Solutions

Dan Wendt, Vice President of Operations, Chicago Metal Rolled Products

3:45 – 4:00 pm Break

4:00 – 5:00 pm **The Impact of Changing Capital Markets on Corporate Banking**

Prominent senior banking executives from the Chicago area will engage in a lively roundtable discussion about today's lending market and their ability to spur corporate growth in the coming months and years.

Moderator:

Roger Stelle, Partner, Meltzer, Purtill & Stelle

Panelists:

Jeffrey Boundy, President, Cornerstone National Bank and Trust Company

Mark Hoppe, President & CEO, Cole Taylor Bank

Daniel Miller, President & CEO, American Chartered Bank

Brogan Ptacin, Executive Vice President, Midwest Bank & Trust

Mark Sander, Commercial Banking Executive Midwest Region,

Bank of America
Matthew Tilton, President, Archer Bank

Registration Fees if registered by September 2, 2008

Registration Fees registered after September 2, 2008

ACG Members	\$175.00
Non-ACG Members	\$200.00

Cancellation Policy

All cancellations received in writing to tcobb@acg.org no later than 5pm, August 29th will receive a refund minus a \$25 processing fee. There are no refunds on cancellations received after 5pm, August 29th.

For additional information or questions contact

Terry Cobb – Vice President of Operations
ACG Chicago
630-455-1740
tcobb@acg.org

ACG Members	\$225.00
Non-ACG Members	\$250.00

Document(s) for Download: [2008 Corporate Network Summit Brochure](#)

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