





# THE WORLD'S MOST POWERFUL NETWORK



**Connecting to the right people, information and ideas has always been important. In today's complex, competitive and interconnected world, it is absolutely essential. Great business leaders know their networks make the difference. The network that matters most is YPO.**



Founded in 1950 in New York City, **YPO (Young Presidents' Organization)**, along with its graduate organization WPO (World Presidents' Organization), today unites 21,000 members in more than 120 countries.

While a great deal has changed since YPO's founding, certain things have remained the same: the value of a peer network and trusted mentors, the importance of ongoing education, and the need for a "safe haven" where any issue can be aired in an environment of complete confidentiality. Over the past six decades, YPO has maintained its core commitment to these ideals while embracing change with each successive generation of young business leaders.

Discover the benefits of belonging to the world's most powerful network.



## CONNECTING YOU CLOSE TO HOME AND AROUND THE GLOBE: A Powerful Network Locally and Internationally



A young president named Ray Hickok recognized the universal need to connect with like-minded peers when he pioneered YPO, the first network for young chief executives. The founding members who attended the inaugural YPO meeting in 1950 had no idea that their organization would span the globe one day, connecting business leaders from more than 120 countries in a network of exceptional influence.

Today YPO members connect in all time zones, in every corner of the world, through a multitude of channels. More than 400 YPO and WPO chapters form the foundation of the organization, providing members with priceless and instant access to their local business communities. The chapter experience takes on an added dimension when members connect at the regional and international level.

The opportunities for global networking are limitless: online discussion boards, industry roundtables, presidents' programs, international

Universities and much more. These connections are a tremendous asset in any financial climate – and they can be a vital lifeline in difficult times. This is especially true of the deeply personal connections made possible through YPO Forums, small groups that encourage peer exchange in an atmosphere of confidentiality and trust.

Whether you head an entrepreneurial startup, a family-owned business or a multinational company, the YPO network provides the advantage of a powerful connection to 21,000 peers. This network is broadened and deepened by the YPO graduates who are members of WPO.

Close to home and around the world, members share a commitment to each other. Imagine the benefit of powering your company with the best minds and mentors in the business.



*"I joined YPO in the midst of a company crisis. Having a network of peers allowed me to share the decision-making process with neutral and dynamic leaders."*

**Monica De Oriol**  
**Madrid, Spain**  
**Years in YPO: 9**  
**Company: Seguriber SA**  
**Industry: Investigation and security services**

## FIVE THINGS TO KNOW ABOUT NETWORKING IN YPO



- 1 YPO starts at the chapter level, where business leaders in the same city or area form a close-knit peer network. YPO's 15 regions create the next level of peer networking by connecting members from many chapters.
- 2 Networks bring members together around shared business, personal and social enterprise interests. In addition, online Groups provide a quick and easy platform for connecting members on any topic.
- 3 YPO Forums provide the ultimate one-to-one connection.

- 4 M2Mx (Member-to-Member Exchange) is a powerful "go-to" network for members seeking advice and expertise on any topic.
- 5 YPO leverages the potential of social media technology to connect business leaders, but it is far more than a communication platform; membership remains a highly personal experience valued around the world by young chief executives with a commitment to each other.



*"YPO is a global network and this allows us to achieve things in a global economy – every YPOer who has used a network discussion board understands that value. If you ask a question, you get input from all over the world – and you get it instantaneously from people who respect you and are interested in your success."*

**Richard van Rensburg**  
**Cape Town, South Africa**  
**Years in YPO: 14**  
**Company: Newchip Investment Group**  
**Industry: Private equity investments**

## CREATING A NEW CREDENTIAL FOR AN INTERCONNECTED WORLD: The Power of YPO Global Citizenship



YPO members share an international citizenship that bridges nationalities and cultures. Passports may be required to visit each other's countries, but knowledge and ideas travel freely across borders. This global fluency gives YPO members a significant business and personal edge when navigating and negotiating in an interconnected world.

While the chapter remains the cornerstone of the YPO experience, members have many opportunities to connect beyond the local level: the Global EDGE (formerly the Global Leadership Summit), conferences in YPO's 15 regions, business seminars on six continents, regional and international Forums, and Global Conference Calls, to name a few.

Every day YPO members are powering their businesses with a global perspective energized and informed by a remarkable network of peers. This advantage makes it possible to transcend traditional borders and barriers.



*"YPO provides young business leaders with the opportunity to become leaders with a global frame of reference that puts their own local values and culture within the bigger picture of global diversity."*

**Simon Preston**  
**Manchester, England**  
**Years in YPO: 12**  
**Company: [iammoving.com](http://iammoving.com)**  
**Industry: Online services**

## FIVE THINGS TO KNOW ABOUT YPO'S GLOBAL PERSPECTIVE



- 1** Only-in-YPO events bring members together with world leaders from Nobel Laureates Nelson Mandela and Lech Walesa to U.S. President Barack Obama, who participated in a YPO Global Leadership Conference as a U.S. senator.
- 2** YPO Global Pulse is an exclusive, one-of-a-kind economic indicator providing insight into current and anticipated business conditions through a quarterly online survey of YPO's and WPO's 21,000 members.
- 3** International Forums connect YPO members from different countries and cultures to share experiences in confidential, small-group settings.
- 4** The annual YPO Global EDGE (formerly the Global Leadership Summit) unites members and distinguished leaders around the world in a dialogue on international issues, future challenges and shared solutions.
- 5** YPO Global Conference Calls connect members in worldwide conversations moderated by leading experts in their fields.

## ESTABLISHING YOUR PERSONAL BOARD OF DIRECTORS: A Safe Haven Called Forum



Young business leaders need somewhere to turn for the insight and perspective only a true peer can provide. In YPO, that place is Forum. A confidential, small group of members who meet on a regular basis, Forum has been described as the “glue” of YPO. Most members consider Forum to be their most valued asset.

Every YPO Forum operates on the guiding principles of mutual respect and confidentiality. Today, there are more than 2,700 Forums around the world providing members with a place where they can share openly without concern that what they discuss will reverberate in their businesses, families or communities.

YPO Forum exchanges are sometimes referred to as “five percent conversations” because they are the rare discussions that business leaders are not able to have with associates or family members. The 100 percent trust that characterizes Forum makes these conversations possible.



*“Forum is a tremendous and powerful tool, a place where you feel encouraged to discuss your deepest problems with the guarantee that members will try their best to help you.”*

**Marcelo Bertini De Rezende**  
**São Paulo, Brazil**  
**Years in YPO: 5**  
**Company: Cinemark Brasil**  
**Industry: Entertainment**



*“Forum provides the single most important experience that is lacking in the upper echelon of management: a completely confidential exchange from which you obtain unbiased, caring and insightful knowledge that you can never get from your in-house management team, board of directors or business partners.”*

**Paolo Garzaroli**  
**Nassau, Bahamas**  
**Years in YPO: 18**  
**Company: Graycliff Company**  
**Industry: Hospitality**

## FIVE THINGS TO KNOW ABOUT THE POWER OF YPO FORUM



- 1 Chapter Forums provide members with a safe haven for discussing challenges and opportunities with trusted peers.
- 2 Members seeking a global Forum experience have the opportunity to join regional and international Forums connecting peers from many countries in a culturally diverse group.
- 3 Every YPO Forum is guided by a peer moderator skilled at harnessing the intensity of deep, personal exchange. YPO members (and spouses and partners) around the world are trained as Forum moderators.

- 4 The facilitation and listening skills developed through Forum can have a lasting impact on all areas of members' lives.
- 5 Forums for spouses and partners, couples, youth, and young adults allow the whole family to benefit from this powerful tool for personal exchange and growth.



*"My Forum members are my mirrors, windows and doors. They let me see my true self, and they lead me to new opportunities."*

**Bernard Auyang**  
**Years in YPO: 11**  
**Hong Kong, China**  
**Company: Computime Group Limited**  
**Industry: Electronics manufacturing**

## STRENGTHENING YOUR FAMILY: Opportunities for Spouses, Partners, Children and Families

### FIVE THINGS TO KNOW ABOUT GETTING INVOLVED AS A YPO FAMILY



The demands placed on young business leaders often come with long hours, extensive travel and last-minute schedule changes – a lifestyle that can take time away from the personal relationships that matter most. With an understanding that strengthening families is integral to building better leaders, YPO offers programs that bring families together.

This emphasis is unique among executive leadership organizations. Members' spouses and partners are often highly active in YPO, participating in chapter meetings, Forums and other activities. In addition, family events, parent-child programs and youth-only opportunities offer adventure and education for all ages. For young business leaders seeking balance in their lives, YPO's family focus is a tremendous advantage.

- 1 **Spouses and partners are encouraged to fully participate in YPO as members of Forums, select Networks and Groups, as event chairs and as avid users of the YPO website.**
- 2 **The young adult children of YPO members are also encouraged to participate in YPO through Forums, youth-only events, the @University program, a YPO Facebook group and more.**
- 3 **Family events bring parents and their children together for education, adventure and cultural immersion in some of the world's most remarkable places.**
- 4 **Parent-child programs deepen the bond between members and their sons and daughters through one-on-one time.**
- 5 **Internships with YPO companies around the world provide valuable work experience for members' teens and young adult children.**

The YPO experience is as powerful for families as it is for members.

## LEADING ABOVE AND BEYOND THE BOTTOM LINE: YPO Members Make a Difference

### FIVE THINGS TO KNOW ABOUT PASSION AND SOCIAL ACTION IN YPO



The global sphere of influence represented by YPO is deep and wide. Members are making a difference in hundreds of ways: practicing corporate social responsibility in their companies, serving on boards in their communities, leading change as social entrepreneurs in developing countries, operating family philanthropies and more.

While YPO is not an advocacy organization and does not support social, political or other causes, members actively promote and share their individual projects, passions and philanthropic endeavors. This synergy creates a vibrant culture of exchange.



*"Collaborating with business leaders around the world in social enterprise projects has been a huge benefit. Not only have the contacts and advice been invaluable, but I also find it rewarding to work with other YPO and WPO members in making a difference."*

**Elizabeth Funk**  
**San Francisco, California**  
**Years in YPO: 9**  
**Company: The Dignity Fund**  
**Industry: Financial services/microfinance**

- 1** YPO's eight Social Enterprise Networks connect members seeking to make a difference through economic development, family philanthropy, public policy, peace action and more.
- 2** Network-sponsored opportunities such as microfinance trips to Africa and sustainable development seminars connect members with leading social entrepreneurs, advocates and scholars.
- 3** The Social Enterprise Network Sustainability Award recognizes members for social enterprise initiatives in their companies.
- 4** Groups, discussion boards, and other online resources encourage members to use the YPO website as a tool for collaboration and idea exchange.
- 5** A growing number of members are championing YPO events committed to reducing the organization's carbon footprint.

## BRINGING THE BEST MINDS TOGETHER: Leadership Among Leaders



YPO members are at the top, but they know that staying there requires adaptability and vision. From Rio to Rochester, Shanghai to Mumbai, YPOers are taking their success in new directions.

YPO encourages bold leadership by connecting members with new ideas, potential markets and the power of shared experience. From the case studies of the Harvard Presidents' Program to the intercontinental conversations facilitated by online discussion boards, YPO brings the best minds in the world together.

YPO members also find valued mentors in each other and in their WPO counterparts; there is no finer education than peer exchange among equals. As members become involved in the organization – serving as chapter and regional officers, Forum moderators, event champions and international board members – they also discover the supreme challenge: leading among leaders.



*"We are all CEOs in our regular lives. We are all leaders and have people who look up to us. But when you come to YPO as a leader among peers, you become far more innovative and creative. You also become a better human being."*

**Toby Malhoutra**  
Bangalore, India  
Years in YPO: 18  
Company: **Dynamic Technologies**  
Industry: **automotive, aerospace**



*"YPO provides an incredible opportunity to share ideas, gain insights and see different leadership styles in action."*

**Jill Belconis**  
Chicago, Illinois  
Years in YPO: 16  
Company: **Shelter Mortgage Company**  
Industry: **real estate finance**

## FIVE THINGS TO KNOW ABOUT YPO'S LEADERSHIP ENVIRONMENT



- 1 **YPO Presidents' Programs at Harvard, the London School of Business and other leading institutions bring members into the classroom for intensive, post-graduate-level seminars.**
- 2 **CEO Boot Camps provide a rigorous refresher course in leadership.**
- 3 **Physically and mentally demanding programs such as the YPO Navy SEALs Challenge put members to the ultimate test.**

- 4 **YPO board positions offer an unsurpassed global leadership opportunity for members.**
- 5 **WPO, the graduate organization of YPO, connects members in a leadership continuum leveraging the organization's collective wisdom and experience.**



*"Growing a business is not easy. I appreciate the support of my fellow YPO members, some who are investors in my venture, others who are licensees of The 99 and still others who are cheerleaders."*

**Naif Al-Mutawa**  
**Safat, Kuwait**  
**Years in YPO: 7**  
**Company: Teshkeel Media Group**  
**Industry: publishing, licensing**

## POWERING YOUR NETWORK: For More Information on Becoming a Member of YPO



YPO connects 21,000 business leaders in more than 120 countries around a singular mission: Better Leaders Through Education and Idea Exchange™. The YPO and WPO network is organized into 15 regions serving more than 400 chapters, a structure that encourages personal connections at all levels. If you have questions about becoming a member of YPO, please contact Member Services or the regional management team nearest you:

### **Member Services:**

#### **Email**

membership@ypowpo.org

#### **Phone**

United States: +1.972.587.1500 or +1.972.587.1618

China: +86.1381.8916059

South Africa: +27.76.899.4117

#### **Fax**

Dallas, Texas: +1.972.587.1611 or +1.972.587.1612

### **Africa Region**

19 chapters

Africa@ypowpo.org

### **Australia/New Zealand Region**

14 chapters

AusNZ@ypowpo.org

### **Canada Region**

18 chapters

Canada@ypowpo.org

### **Europe Region**

60 chapters

Europe@ypowpo.org

### **Latin America**

42 chapters

LatinAmerica@ypowpo.org

### **Middle East/North Africa Region**

25 chapters

MENA@ypowpo.org

### **North Asia Region**

12 chapters

NorthAsia@ypowpo.org

### **South Asia Region**

17 chapters

SouthAsia@ypowpo.org

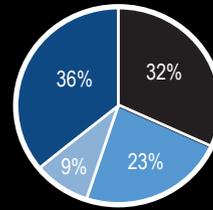
### **Southeast Asia Region**

16 chapters

SEAsia@ypowpo.org

## WHO ARE THE MEMBERS OF YPO?

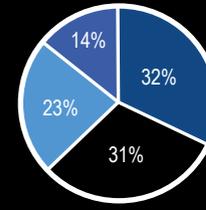
While most YPO members are entrepreneurs who run international companies in the sales and service sectors, YPO members lead companies of many shapes and sizes. These demographics provide a quick overview of who we are.



### Scope of Business (YPO and WPO)

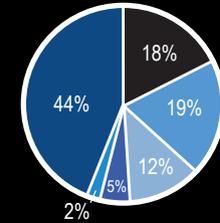
International: multiple countries	32%
National: within a country	23%
Local: within a city/state/province	9%
Unknown	36%

\*WPO is the graduate organization of YPO.



### Type of YPO Members

Entrepreneurs	32%
Family Business	31%
Professional Managers	23%
Other	14%



### Nature of Business (YPO and WPO)

Service	18%
Sales	19%
Manufacturing	12%
Financial	5%
Agency	2%
Other	44%

## U.S. REGIONS

### Central U.S. Region

19 chapters  
Central@ypowpo.org

### East Central U.S. Region

18 chapters  
EastCentral@ypowpo.org

### Northeastern U.S. Region

35 chapters  
Northeastern@ypowpo.org

### Pacific U.S. Region

54 chapters  
Pacific@ypowpo.org

### Southern U.S. Region

18 chapters  
Southern@ypowpo.org

### Western U.S. Region

37 chapters  
Western@ypowpo.org

## MEET A FEW OF OUR MEMBERS

**Chris Anderson**, Editor-in-Chief, *Wired*

**Marcel Aubut**, President, Canadian Olympic Committee

**Cheryl Bart**, Chairman, Shaw of Australia, who made history with her daughter as the first mother-daughter team to scale Mount Everest and the "Seven Summits"

**Josh Berman**, Co-founder, MySpace; President, Slingshot Labs

**Todd Carmichael**, President, La ColombeTorrefaction, world-record holder for hiking solo across Antarctica to the South Pole

**John Donahoe**, President and CEO, eBay

**Brad Duea**, President, Napster

**Nan Guslander**, Co-founder, SEM-Fund, which promotes entrepreneurship in Senegalese villages

**President Ricardo Martinelli** of Panama

**Henry McGovern**, CEO, AmRest, featured in *Forbes Poland* as one of the top four business leaders in the country

**Wioletta Rosolowska**, Board of Directors, Tchibo international coffee company, selected as one of the Top 25 businesswomen in Germany by *Financial Times Deutschland*

**Josh Silverman**, CEO, Skype

**Vice President Juan Carlos Varela** of Panama

**Scott M. Weber**, Director-General, Interpeace



[www.ypo.org](http://www.ypo.org)

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