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United Around the Globe to Foster
International Trade and Advancement
Of Women in Business

CONNECT

Organization of Women in International Trade

OWIT Newsletter March 2018

**Dear Friends from the Vietnam Women Entrepreneurs Council
and the Canada Vietnam Society**

Dear Vietnamese women and men around the world

On behalf of the Organization of Women in International Trade (OWIT International) and our twenty-two chapters worldwide, we warmly wish all members of the Vietnam Women Entrepreneurs Council, the Canada Vietnam Society, and everyone a Happy New Year!

In the spirit of the Year of the Dog, we wish you a year filled with loyalty, honesty, and kindness, which are sure to make for a successful year. We are thrilled to work together to empower and advance women in international trade to achieve new heights. With your help, OWIT International now has a Memorandum of Understanding in place with the Vietnam Women Entrepreneurs Council, and will be collaborating and fostering a mutually-beneficial relationship with women entrepreneurs in Vietnam. We look forward to being a catalyst for more trade between Vietnam and the world and advancing the status of women around the globe.



From our OWIT family to yours, please accept our best wishes for a Happy New Year.

Chúc Mừng Năm Mới!

Very truly yours,

Jennifer R. Diaz

OWIT International President

Celebrating Vietnamese New Year 2018 and Women's Success on January 27, 2018 at the Toronto Centre for the Arts



From left to right: Joseph Kan, Chinese Investment and Business Alliance of Canada; Julie Nguyen, Canada Vietnam Trade Council; His Excellency Nguyen Duc Hoa, Ambassador of Vietnam to Canada; Louise Roberge, Tea and Herbal Association of Canada who signed the MoU with VWEC on behalf of OWIT-Toronto; Roselle Rodrigo, Philippine Consulate General; Caroline Martin, Philippine Consulate General

Click here for more information on the [MoU](#) and [more photos](#).

Trade Group Lauds Canada's Approach to Responsible Business Conduct Abroad

The Organization of Women in International Trade (OWIT) welcomes the recent announcement of two new initiatives to strengthen Canada's approach to responsible business conduct for Canadian companies doing business and operating abroad, which aim to set a new global standard for

Corporate Social Responsibility.
[Read more.](#)



WTO: Trade and Women's Economic Empowerment



Member States of the WTO adopted a Declaration on Trade and Women's Economic Empowerment, at the 11 th WTO Ministerial Conference in Buenos Aires 10-13 December 2017. The purpose of the Declaration is to provide a framework and platform for members to foster a more inclusive trade agenda as they seek to ensure that trade benefits all. [Read more.](#)

Helping OWIT Members Maximize Your Networking Efforts

We've all been there. You go to a networking event or meet a new contact, introduce yourself, have a nice chat, and then.... nothing happens. Or you may even try to follow up, but it doesn't really go anywhere. And your networking efforts are not resulting in new business as you had hoped.

Women, and women lawyers in particular, often struggle with getting their networking efforts to lead to new business and it's typically because either they haven't been armed with the right business development training to do it effectively and/or they don't know how to do it without feeling salesy, pushy or uncomfortable.

[Read more.](#)



Mine The Gap co-founder, Jessica N. Grounds, Explores the Issue of #MeToo in U.S. Companies

"Sex discrimination, misconduct, and assault are nothing new in America. These abuses have played out throughout history. In the United States, we have seen cycles of exposure to the reality of this behavior and this most recent wave of stories is just the latest version. [Read more.](#)

Productive Conflict™

How Women Leaders Can Navigate Conflict Productively to Discover Innovative Solutions for Their Companies, Teams, and Themselves



On February 6, 2018, Beth Hand of Leadership Hand, LLC spoke to OWIT Members as part of OWIT's Professional Development Webinar series. To set the stage, Beth began by identifying three different types of conflicts with which we all engage: productive, unproductive, and outright destructive. She provided listeners with staggering statistics: every year, unproductive conflict wastes US\$8,000.00 a day for a single company-up to US\$2 million each year. Beth then provided exercises and tips to help OWIT members not succumb to those statistics. These included how to manage conflicting tensions, how to reframe end goals, and how to create your own success strategies. Beth closed by discussing cultural and mindset differences in addressing conflict. All of our OWIT members, at large companies or small, can truly learn from Beth's advice and experiences that she provided in this webinar.

If you liked this webinar, check out these related webinars from our Professional Development Webinar series:

[Leave No One Behind: A Discussion on Women's Economic Empowerment](#)

- Panelist, Simona Scarpaleggia
- Moderators: Andrea Ewart and Violette Ruppanner

[The NEW SheTrades Web & Mobile Application: Connecting One Million Women Entrepreneurs](#)

[Cross-Cultural Communication: Strategies for Increased Success Negotiating Around the World](#)

- Speaker, Douglas Cohen

2017 OWIT Membership Competition

OWIT International would like to acknowledge the twelve chapters that added active members to the OWIT International membership directory during the 2017 membership competition: Lake Geneva, Monterrey, Nairobi, New York, Northern California, Orange County, Ottawa, Peru, South Florida, Toronto, Virtual, Washington, DC

And the winners of the competition are :

The chapter that grew the most (Award: 10% discount on 2018 chapter dues):

- Nairobi



The fastest growing chapters are:

- 1st - Nairobi (Award: 10 free webinars)
- 2nd - Virtual (Award: 5 free webinars)
- 3rd - Monterrey (Award: 2 free webinars)

The chapter that first reports attaining the next level in OWIT International's chapter dues structure (Award: 10% discount on 2018 chapter dues):

- To be announced after chapters report membership for 2018 dues calculation

In Memory of Jean-Pierre Lehmann (1945 - 2017)



On behalf of OWIT International, I'd like to express our sincere condolences to Jean-Pierre's family and close friends. Jean-Pierre volunteered to be a keynote speaker in our webinar last May on "Why Trade Matters". He was charming, very pleasant to work with, and had a very good attitude about all the technical problems we encountered. We loved learning about the history of trade from him and are deeply grateful for his lifelong passion for and inestimable contribution towards fostering an open, inclusive and equitable global market economy based on multilaterally agreed rules. We thus humbly join others in celebrating his life and legacy.

Upcoming Webinars

We have four categories of webinars for 2018: Hot Topics, Small Business, Doing Business In, and Member Development/Promotion. Contact Samantha Peaslee at vp-programs@owit.org if you have speaker suggestions.



Export Development Canada (EDC) and FITT have teamed up to deliver [EDC-FITT International Trade Training](#), a powerful tool for Canada's next generation of trade leaders.

And we want to give **OWIT members exclusive 20% off discounts** for all EDC-FITT online [courses](#) and [workshops](#) - use discount code **OWIT20** at checkout to save. This new online platform will make it even easier to access FITTskills online courses, workshops and other resources, so you can continue to get the practical training to upgrade your skills on the job!

[Explore EDC-FITT Training](#) today to save and accelerate your career!
Act now, your 20% off discount (OWIT20) is only available until March 20!

Partner Events



APRIL 4, 2018 - 17TH ANNUAL GLOBAL LEADERSHIP AWARDS

There is a decisive moment- a tipping point- when the activism and leadership of a few stir the imagination of others enough to create a new reality. When the world bands together to spark transformation, and when those critical change-makers are no longer dismissed as DISRUPTIVE, but instead heralded as the new generation of DISRUPTORS.

The 17th Annual Global Leadership Awards will honor these disruptors, women who plant the initial seeds of change to tip their communities and beyond.
For ticket or sponsorship information, please contact:

Madeline Fetterly, Development Manager at madelinefetterly@vitalvoices.org
For press, media, or general event information, please contact:
Uma Iyer, Senior Director of Engagement at umaiyer@vitalvoices.org



WEConnect International Gala, April 3, 2018

Marriott Wardman Park Hotel, Washington, DC.
<https://weconnectinternational.org/en/gala>

Join WEConnect International for an evening celebration where we will honor the work of our corporate members and women's business enterprises, as well as our partners and supporters in the women's economic empowerment space.



Premier global business event linking women entrepreneurs with buyers, partners and investors. Previous editions generated over \$80 million worth of new business opportunities. APPLY NOW: <https://shetradesglobal.converve.com>

Register with SheTrades -- <https://shetrades.com/register> -- to become connected with suppliers and partners.



Registration is now open for the 2018 EXIM Annual Conference

<https://www.exim.gov/events/annual-conferences/2018>

Conference Dates:

Thursday & Friday, April 19-20, 2018

Location: Omni Shoreham Hotel

2500 Calvert Street (at Connecticut Avenue), NW

Washington, DC 20008



2018 Global Summit of Women

Apr. 26-28, 2018 in Sydney, Australia

REGISTRATION IS NOW OPEN:

http://globewomen.org/globalsummit/?page_id=12826

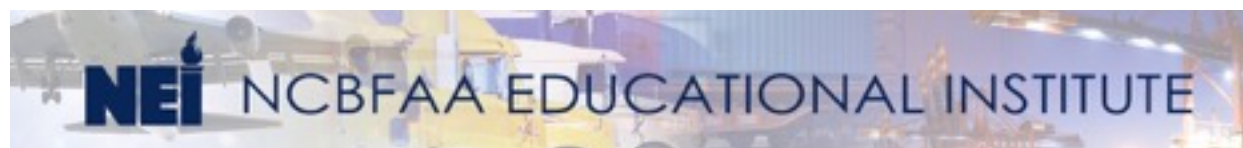


Webinar: Intellectual Property Foundations for Women Entrepreneurs

April 12, 2018, 10:00AM

End Date: April 12, 2018, 11:00

For More Information: <https://www.eventbrite.ca/e/property-foundations-for-women-entrepreneurs-tickets-42992260007>



For those unfamiliar with the NCBFAA Educational Institute (NEI), it provides the industry with well-regarded customs and export certifications, which require the accumulation of continuing education credits for annual renewal, thus increasing the participant's knowledge base and professionalism. One element of the continuing education program is the provision of regularly scheduled webinars that are available to certified persons as well as any others with an interest in the industry specific topic.

The NEI hosts several of these webinars a year, encompassing a wide variety of industry topics from eBonds and ADD/CVD, to Sanctions and Carnets. They are looking for qualified speakers to present on relevant topics for 2018 and would like to extend an invitation to OWIT members! If you or someone you know is interested, please email NEI Director Cecilia Ferrara (Cferrara@ncbfaa.org) for more information.

To get a sense of the type of topics the NEI typically presents on, you can view their 2017 webinar list [here](#).

Call for Volunteers!

OWIT International needs you! We have 9 amazing committees that are seeking volunteers. If you are interested, please contact OWIT President Jennifer Diaz at jen@diaztradelaw.com

Chapter Development

Are you interested in helping grow the OWIT network around the world? If so, this is the committee for you!

Chapter Support

Are you interested in helping OWIT chapters learn the benefits of the OWIT network? If so, this is the committee for you!

Marketing

Are you interested in helping with OWIT's newsletters and press releases? If so, this is the committee for you!

Social Media

Are you interested in helping with keeping OWIT's social media active and up to date? If so, this is the committee for you!

Partnership

Are you interested in working with OWIT's premier partners to increase the profile of OWIT around the world? If so, this is the committee for you!

Conference

Are you interested in helping with OWIT's conference to ensure it is a success, with amazing speakers from all over the world, and all members of OWIT around the world attend? If so, this is the committee for you!

Programming

Are you interested in helping with OWIT's webinars? If so, this is the committee for you!

Virtual

Are you interested in helping ensure OWIT's virtual members who don't have a chapter near them feel included within the OWIT network? If so, this is the committee for you!

Sponsorship

Are you interested in helping raise funds for this much-deserved organization via our small business sponsorship, corporate sponsorship, webinar sponsorship, and conference sponsorship? If so, this is the committee for you!

OWIT Newsletter Team

Editor: Deirdre Nero, [Nero Immigration Law](#)

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About Organization of Women in International Trade (OWIT)

The Organization of Women in International Trade International (OWIT) is a global association for women in international trade and business. Our 2,000-plus members impact hundreds of millions of dollars in trade and business transactions annually. OWIT's focus is on adding value to our corporate, mid-sized, small business and individual members around the world. (www.owit.org)

OWIT International info@owit.org | owit.org

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