

# cliQUE™

ACCESS TO LOCAL AND GLOBAL OPPORTUNITIES

## MEMBER NETWORKING

### CHAPTER BUSINESS

#### WASHINGTON D.C. CHAIRPERSON

##### Richard Becker

Hogan & Hartson LLP

*Attorney – Mergers & Acquisitions*

*Member Since: January 2007*

As a partner with the international law firm Hogan & Hartson, Richard Becker tells *cliQUE* that his firm's sweet spot is the intersection of business and government. Becker explains his firm's unique niche and gives us a glimpse into Tysons Corner and the newly launched Washington, D.C. chapter. [More...](#)

#### SAN JOSE CO-CHAIRPERSON

##### Gerard Wen

The Alternative Board Silicon Valley

*Consulting – Growth Management/  
Profit Enhancement*

*Member Since: September 2005*

Gerard Wen is the Principal of The Alternative Board (TAB) Silicon Valley, an organization that brings together local peer advisory boards for senior-level executives of privately-held companies to discuss issues and offer guidance to one another. Wen shares with us one of many TAB success stories and tells why BFI is a cut above the rest in San Jose. [More...](#)



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#### Issy Kotton – BDO Seidman LLP

Accountant – Auditing/Taxation - Middle-Market Companies

It's no doubt that Sarbanes-Oxley has fueled an explosion in the accounting industry, but BDO Seidman's growth is unprecedented. As a firm that prides itself on quality service with more partner involvement in engagements, BDO grew 27 percent in 2006. Issy Kotton, a partner at the firm, discusses the BDO model and tells us why BFI has been an instrumental part of his business development.

[More...](#)



#### Gary Schildhorn – Adelman Lavine Gold & Levin, PC

Attorney – Bankruptcy

While the financial marketplace has enjoyed liquidity for the last few years, most experts are predicting a cycle of commercial bankruptcy in the near future. Gary Schildhorn, a veteran bankruptcy lawyer with the law firm Adelman Lavine Gold & Levin, discusses what this cycle will mean for financial institutions in the coming months.

[More...](#)



#### Honorée Corpron – Honorée Corpron International

Consulting – Coaching/Communications

Honorée Corpron calls herself a “senior executive's secret weapon,” and it's not just talk. Corpron, an executive coach, works with her clients to achieve profit-doubling growth in 60-80 percent less time than it would take to do on their own. Read how Corpron was able to help increase a client's revenue base by 30 percent in one year by stressing prioritization, scheduling discipline, and delegation. [More...](#)

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# Networking Opportunities

"I work with clients holding senior-level positions (such as C-level, Senior VP, Partner, Business Owner/Entrepreneur) to help them achieve their goals and objectives significantly faster than they could do so on their own. Our areas of focus include time management, personnel challenges, creating action and marketing plans, productivity, career transition, and goal-setting. There are also personal issues that can stand in the way of goal achievement, focus and productivity which are addressed in our work together. I also conduct a seminar, 'Creating a Referral-Only Business', for the associates of service firms nationwide."

Why do senior-level executives seek out Honorée Corpron?

"I worked with the CEO of a major corporation a number of years ago, and we did a 24-month progression," says Corpron. "He wanted to go into custom homebuilding, and his wife said, 'That's great, honey, but we make four million dollars a year, so if you can make four million dollars a year as a custom homebuilder, that's wonderful. You go for it. Live your dream.'"

With Corpron's strategic coaching, he did just that.

"We were able to accomplish setting up a completely new business, putting people in place, management in place, supplies in place, all of that, everything that needed to be done while he was still running his company, and then he resigned as CEO and is now the CEO of his own custom homebuilding company and making more money than he was making when he was the CEO of a Fortune 500 company," says Corpron.

As might be imagined, the CEO is much happier now.

"He's happier because he's doing something that is fulfilling for him as opposed to just working on something that's numbers-based where there's a tremendous amount of pressure," Corpron says. "When you don't have passion married to pressure, pressure is much harder to take."

It's one of the core principles of Corpron's coaching strategies, which are aimed at helping business owners and entrepreneurs achieve profit-doubling growth in 60-80 percent less time than it would take to do on their own.

"With my strategic coaching you're guaranteed to reach more goals in 12 months than most owners do

in a decade," she says. "I'm a senior executive's secret weapon."

Her résumé reveals where she acquired her business wisdom.

Her past business experience includes being the assistant to William Salomon, son of the founder of Salomon Brothers, before becoming the Executive Assistant to the General Counsel of the National Hockey League. She also worked as a coach and assistant manager for MBNA America before starting her own business in 1995.

Her accomplishments in time management, customer service, and business development resulted in her staying in the top 10 producers out of 60,000 business leaders for the Shaklee Corporation from 1998 to 2001. During that time, she was instrumental in the company's efforts to motivate and educate their national sales force to earn millions of dollars in sales each year.

Today, through an office at Honorée Corpron International in Las Vegas, Corpron conducts her coaching calls exclusively over the phone. She says that's because people are typically much freer and more personal with the information they share over the phone than they are face-to-face.

And being able to delve into a client's personal life is crucial for Corpron's coaching methods to work properly.

"Someone's personal life dramatically affects their effectiveness in every area. So I'm constantly probing, asking a lot of, lot of, lot of, lot of questions, and then we put together a strategic plan. I find out what's working, what's not working, what are the challenges, what are the blocks, what are the obstacles?" Corpron says. "We work to remove those

**Honorée Corpron**  
**Honorée Corpron International**

*Professional Category:*  
Consulting – Coaching/  
Communications

*Member Since:*  
February 2005



“With my strategic coaching you’re guaranteed to reach more goals in 12 months than most owners do in a decade.”

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obstacles and blocks and challenges and put together a plan, and then I get a promise from them of what it is that they are going to do by the next time that we speak.”

When asked what her perfect referral would be, Corpron responds, “For me, it’s someone who is senior-level and who is experiencing any one of a number of challenges that we all face. Someone who is saying ‘I’m so busy I can’t get it all done’ or ‘I’m having a challenge with my partner, my staff, my advisory board, my executive committee’ or, you know, ‘My wife is going to divorce me, because I haven’t seen her’ – something of that nature.”

But regardless of the type of issue that she hears from her executive clients, she says she can usually trace the root of most problems to ineffective time management.

“Let’s put it this way: time challenge is the common thread for everyone, no matter whether you’re a CEO or someone who is going to school. Everyone has that challenge of how do I spend my time most effectively, and my job is to say, you know, you can shut your door, and you don’t have to answer an e-mail instantly, and you can schedule time to return phone calls and to make phone calls,” Corpron says.

She gives an example of what she means.

“I have a client who is an attorney and whose bill rate is \$480 an hour,” Corpron says. “I had him figure out that he was wasting – quote/unquote wasting – five minutes of every hour doing something that he should not have been doing – his assistant should have been doing it. But he thought, ‘Oh I’ll just walk

to the fax and I’ll fax this over. Oh, I’ll just run down the hall and get some paper clips. Oh, I’ll just run this document up to so and so’s office and have them sign it.’ And so we calculated that he was wasting \$80,000 a year. That was a big shift for him. He was like, okay, how do I turn this around, what do I need to do? As a result, he increased his revenue base by 30 percent in one year.”

By emphasizing the importance of prioritization, scheduling discipline, and delegation, Corpron helps her clients free up time and resources to focus on what’s important to them: what they ultimately want to do with their life and what kind of legacy they want to leave.

“I help them to focus on the end. So we begin with the end, and then we bring it back to right now. What are we doing next?” Corpron says. “Then using the Prado Principle, the 80/20 rule, that says that 80 percent of your time should be spent on taking actions that move you closer to your vision, we diagram a full course of action.”

To learn more about Honorée Corpron’s executive strategies for success, check out her new book *Tall Order*, now available on Amazon.com and via her website at [www.corpron.com](http://www.corpron.com).

*If you want to contact Honorée Corpron about Honorée Corpron International and their services, call (702) 353-5100 or e-mail her at [honoree@corpron.com](mailto:honoree@corpron.com).*

“80 percent of your time should be spent on taking actions that move you closer to your vision.”

networking

OPPORTUNITIES