

**Hilary Fordwich Bio**

A proven global business development leader with a career spanning more than 30 years and expertise that includes building practices, client firms and her own successful consulting firm.

As head of a global BD firm, Hilary's top ranked keynotes are perfect for corporate or association events where attendees learn how to increase business through her unique approach to building strategic relationships. While highly inspirational and motivational, her sessions are both tactical and practical.

Combining her media and BD background, she developed and Hosted *Government Contracting Weekly*, on the DC CBS affiliate, W\*USA-9, prior to the Sunday morning Power Block. She is currently a National Golf Course Rater for *GolfWeek*.

Hilary served as head of global business development for international accounting and consulting firm KPMG where she worked for over a decade in a number of the firm's offices including New York, Long Island, and Washington as well as overseas in Amsterdam. Stateside, she served as James Martin & Co.'s (now Headstrong) Vice President of Global Marketing and was a member of the firm's Executive Board. She has held other executive positions at leading firms including Beers & Cutler, PLC (the largest DC regional accounting firm) and as Managing Director at Qorvis Communications, LLC, a full service PR, IR, and Public Affairs firm.



Hilary speaking at a national event.

In addition to speaking and working with Fortune 1000 professional service firms, Hilary has presented at leadership, trade, and professional conferences for multiple global organizations. Her extensive keynotes include The World Congress, (NCMA), US Chamber of Commerce, United Professional Sales Association, American Marketing Association, National Press Foundation, PGA Merchandise Show, Information Technology Services, American University Kogod MBA Leadership Series, Marketing Association, Society for Marketing of Professional Services, Greater Washington Board of Trade, Microsoft's Annual Conference, Legal Marketing Association, Commercial Real Estate Women (CREW), and Women in Technology (WIT), among others.

Hilary was a business and golf expert on ABC's DC *Capital Golf Weekly* as a regular commentator of "Hilary's On Course" as well as "Golfing with Hilary" on Washington Post Radio's Metro Talk, 107.7FM. She also lectured and helped design the curriculum for the University of Maryland's "Golf for Business and Life" program, a PGA sponsored 3-credit course offered to graduate business students. She has competed in the US Women's Southern Amateur and has won 3 Club Championships.

Hilary has written a monthly expert opinion column on business development for the *Washington Business Journal* and Smart CEO. Her advice has been featured in the *Washington Post*, *The New York Times*, *CNN Fortune*, *Chicago Tribute*, *NPR's Marketplace*, *USA Network*, *CBS Market-Watch*, *Legal Times*, *AOL Sports*, *The Wall Street Journal*, *CareerBuilder.com*, and many other national and regional media outlets.

Hilary serves on the Regional Board of Revere Bank and other boards include The First Tee DC, Easter Seals and Junior Achievement. She holds many leadership positions with a number of organizations including the Northern Virginia Technology Council (NVTC) the British American Business Association (BABA) and others.

Born in England, she became a US citizen in 1982 and graduated Magna Cum Laude from UVA at Mary Washington College. Her extensive speaking, media, leadership and community service background are detailed below:

## Current Boards & Leadership Positions:

- Revere Bank Regional Board-Montgomery County (2009-Present)
- Board of Directors-
  - Easter Seals & Executive Committees: Advocacy Awards, Rising Stars & Golf Tournament (2013-present)
  - The First Tee of Washington DC Board of Directors (2006 to present)
  - Junior Achievement & Washington Business Hall of Fame Dinner Committee (2004-present)
- Community Foundation Gala – Co-Chair 2014
- Pros for Clothes Board of Directors (Advisory-Present)
- Navy Memorial - Golf Tournament Host Committee (Present)
- British American Business Association, Program Committee (2002-present)
- PGA Mid-Atlantic Web.com Tour/Salute the Military Golf Association, Executive Committee - (2006 to present)
- NVTC, Vice Chair of the Executive Forum (2005-2012)
- National Advisory Council (Information Technology Services Marketing Advisors)

## Prior Boards & Leadership:

- SECAF (Small & Emerging Contractors Advisory Forum) Program Committee
- AFCEA - Strategic Alliance
- NCMA - Strategic Alliance
- McLean Chamber of Commerce- Strategic Alliance
- Prince William County Chamber- Strategic Alliance
- Montgomery Country Chamber- Strategic Alliance
- Coalition for Government Procurement- Strategic Alliance
- The Greater Washington Board of Trade (BOT) Emergency Preparedness & Recovery Task Force, Strategic Committee for The Potomac Conference, Member Executive Strategy Group, The 2012 Olympic Bid, Middle Market Strategy Committee
- Leukemia Ball (2007 to 2011)
- Leadership Greater Washington Class 2010
- NAIOP (National Association of Industrial and Office Properties) Marketing Judge Awards of Excellence (VA, DC & MD Chapters, 2003, 2004, 2005)
- Vice Chairman, NVTC Business Development and Marketing Committee (2002-2004)
- Kidney Foundation Ball Planning Committee (2005)
- American Heart Ball (2007, 2008, 2009 Committees)
- National Rehabilitation Hospital-International Range Rover/Polo Classic Committee ('01)
- President of the Washington Chapter of the Association for Accounting Marketing
- Senior Advisor Total Golf Adventures - Junior Golf (2002-2008)
- Holton Arms - Live Auction Committee & Annual Fund (2003-2013), Upper School Lead
- Landon - Annual Fund (2007-2012)
- Concord Hill – Auction Committee, Annual Fund (2002-2005)
- Netherlands- American Amity Trust (1994-1998)
- Business Women's Golf Link (1994-1996)
- International PR Forum (1991-1994)
- Dutch-American Chamber (1990-1993)
- BABA (British American Business Association)- Strategic Planning Committee & PR (1998-2002)
- Washington Golf Monthly and the Special Olympics (1997-2002)

## Panel Presenter, Judge & Lecturer:

- APMP- Moderator
- Greater Washington Board of Trade, Potomac Conference & Leadership Panels
- Georgetown University- Entrepreneurial Graduate Program Judge
- Potomac Tech Wire
- National Association of Office & Industrial Properties (NAOIP) – **Annual Judge**
- MC for the Annual Marketing Awards at AMA

## Business Golf Committees Past & Present:

- American Heart
- Board of Trade
- Congressional Shootout
- Holy Cross Hospital
- Navy Memorial
- Women in Technology
- March of Dimes
- American Cancer

## Other:

- American University Kogod School of Business, MBA Leadership Series, **Keynote**
- CREW Business Golf Expo
- PGA's Web.com Tour Greater Washington Region
- KPMG's ELIW (Executive Leadership Institute for Women) – **Panelist**
- SECAF Conference – **Moderator**
- Easter Seals Advocacy Awards – **Board & Executive Committee Member**
- PGA National AT&T's Women's Executive Series - **Panelist**
- National Contract Management Association (NCMA) - **World Congress Speaker**
- AFCEA Leadership Series - **Keynote**
- National Grass Roots Council - **Speaker**
- Society of the Marketing of Professional Services (SMPS) - **Keynote**
- Information Technology Services Marketing Association (ITSMA) - **Speaker**
- National Foundation of Independent Businesses - **Speaker**
- Annual Microsoft Marketers Conference - **Speaker**
- CXO Forum - **Speaker**
- Greater Washington Board of Trade - **Speaker and Panelist**
- Chief Learning Officers Forum - **Keynote**
- Commercial Real Estate Women (CREW) - **Keynote**
- University of Virginia Alumni - **Keynote**
- University of Mary Washington Keynote 25<sup>th</sup> Celebration Symposium – **Keynote**
- VSN (Veterans Staffing Network) - GMU Hiring Event - **Moderator**
- Renaissance Executive Forums
- iReferPro
- Innovations 2009, Anne Arundel – **Keynote Speaker**
- DC Women's Bar Association
- National Press Foundation
- Women in Technology
- World Leadership Youth Congress
- Women's Congressional Group
- Executive Leadership Institute
- American Marketing Association
- Legal Marketing Association
- eWomenNetwork, (DC, NVA & MD chapters)
- Northern Virginia Technology Council (NVTC)
- Loudoun County Chamber
- United Professional Sales Association (UPSA)
- Fairfax County Chamber 'Power Golf' and Leadership Institute
- McLean County Chamber
- Prince William County Chamber
- Chesapeake Technology Council
- Catholic Business Network of Montgomery County
- University of Maryland, Smith MBA School, International Marketing & Branding
- The Junior League
- McLean Chamber of Commerce
- Hellenic American Women's Council
- Vistage CEO Roundtable

**Media & Print:** Some of the many features include-

- CNN Money
- *Fortune Magazine*
- *The Wall Street Journal*
- *The New York Times*, Business section
- *The Washington Post*, Business & Style sections
- *Legal Times*
- *Golf World*
- Golf Styles Washington
- National Public Radio (NPR) "MarketPlace"
- ABC NewsChannel8's "Capital Golf Weekly"
- CBS News "Market Watch"
- KFNN Phoenix
- WTOP & WGSM Tomorrow's Business
- WMAL AM630 Your Career Life
- WAGE AM12000
- Channel 10 "Law Weekly"
- Smart CEO
- B to B's Professional Services Feature, Industry Outlook
- *Golf Views* magazine, New England TeeTime, The Business of Success
- *Golf for Women* magazine
- Career Builder (nationally syndicated column)
- *Washington Business Journal*
- Women's View
- Smart Woman

**Education & Personal:** Hilary graduated Magna Cum Laude, with a double B.A. & honors from Mary Washington College at UVA. She qualified for & competed in the US Women's Southern Amateur Golf Tournament and has won three club championships, (Columbia CC '99 & '05, TPC Potomac '11). She is a member of Congressional Country Club, TPC Potomac, The DC Economic Club and is a NACD Fellow and member of ExecRank, The Leadership Foundry as well as attendee of NYSE and Kellogg corporate board programs. She has two grown children and resides with her youngest child in Potomac, Maryland.