

Hilary Fordwich Bio

Hilary's business development career spans over 30 years, covers the globe and combines media with global BD experience, for a number of international firms, as well as founding Strelmark, LLC, to grow businesses by bringing best practices to every facet of business development.

From her extensive professional services expertise, she works with professionals in service firms to add significant growth by delivering keynotes, boot camps and training programs that inspire, motivate and directly assist professionals grow their firms.

Hilary's professional background includes more than a decade at KPMG, where she directed international business development from their global headquarters in Amsterdam she previously held local, regional, and national BD positions heading practice development. She was Vice President of Global Marketing for Headstrong where she also served on the Firmwide Board. There she directed international marketing, branding and global positioning. She was also responsible for the management of professionals in international public relations, communications, event management and website development. Hilary has also led business development at Beers & Cutler, LLC and was Managing Director at Qorvis Communications, LLC, where she served regional and national clients.



Specializing in consulting, speaking, training and orals coaching for government contractors and professionals in service organizations, Hilary has been featured with a monthly series of Expert Opinion columns for the Washington Business Journal on business development, has been a guest columnist at The Legal Times and served as the monthly regional emcee for Accelerant, a business development group.

Media wise Hilary is a Contributor on Fox Business News, Boom Bust, i24 NewsCBS radio, a GolfWeek National Course Rater, the Former Host of Government Contracting Weekly, which aired prior to the Sunday Morning Power Block of W*USA- TV9 the Greater Washington CBS affiliate, Contributing Commentator for ABC NewsChannel8's Capital Golf Weekly's, "Hilary's On Course" and Host of Washington Post Radio, MetroTalk's "Golfing with Hilary". She is also a national Royal Watcher for national networks including, CNN, CBS Sunday Morning (Royal Wedding) and ABC (W*USA).

As an avid golfer, Hilary built a Business Golf dimension of Strelmark, gaining national and regional recognition such as the McLean Chamber Award for "Most Innovative Company", *Wall Street Journal* coverage and national features including *The Washington Post*, *NPR*, *PGA.com* and *Fortune*. She has written a column, "Power Strokes," in *Washington Smart CEO* magazine, was featured on AOL Sports and was a PGA sponsored Lecturer and Course Developer at the University of Maryland Graduate Business School. She won three club championships (Columbia CC '99 & '06) and TPC Potomac ('11).

She is committed to community involvement and charitable causes serving on the boards of Revere Bank (Regional Board), the British American Business Association, Easter Seals GWDC and The First Tee of DC and spent over a decade on the board of Junior Achievement DC. She is an NACD Fellow and is on the NACD DC Program Committee, a member of The Economic Club of DC, Congressall CC. She also serves and has served on numerous other boards, committees of community and charitable organizations.

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)
- NACD DC Program Committee (Current)
- 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 (2012-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 25th 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
- EWomen Network, (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
- Fox Business News (AM)
- Boom Bust
- *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 News Channel 8's "Capital Golf Weekly"
- CBS News "Market Watch"
- KFNN Phoenix
- WTOP & WGSM Tomorrow's Business
- WMAL AM 630 Your Career Life
- WAGE AM 12000
- 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 an NACD Fellow, 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.