



## World Trade Club Dinner Program - June 14, 2007 Business Etiquette in Dubai and the Gulf States

An expert panel will discuss strategies and stories of what to do (or what not to do) when doing business in the Gulf States from the perspectives of Americans doing business with partners in the Middle East and Middle Easterners doing business with Americans.

### Panel Speakers: Doing Business in the Gulf States

**Nohl Martin-Fouroohi – Founder of *igniteBiz* inc.** - Nohl has extensive experience in Dubai and the UAE. *igniteBiz* Inc. is a boutique business development and entrepreneurial consulting agency whose core competencies include Dubai & Gulf based strategy, identifying and securing strategic partners, developing and implementing business development and marketing plans, strategic analysis, company representation, cross cultural understanding, entrepreneurial coaching, due diligence, market research, and a well rounded understanding of the myriad issues facing businesses, entrepreneurs and organizations.

**David B. Woodward – Pacific Northwest Advisors; President & CEO of Associates in Cultural Exchange.** David Woodward has 26 years of experience, including 16 years of senior management roles, in international business and educational exchange programs and services involving clients from all major world markets. Woodward has led in the development of various business startups and educational projects involving small businesses, universities, corporations, and government agencies. Clients Woodward has worked with include the Japanese Ministry of Education, the Yemeni Ministry of Oil and Mineral Resources, Samsung Corporation, World Learning, AMIDEAST, Academy for Educational Development, Kuwait University, Boeing, USAID and EPA. Woodward is experienced in developing business and educational ties between the Pacific Northwest and the Arabian Gulf region. Woodward was born in Teheran, Iran, and spent his early youth in Southern Iran.

**Michel Hebrant, AIA – Director, Callison Architecture, Inc.** Michel has a Bachelor of Arts in Architecture from the University of Washington. Some of the projects he has directed include: The Pearl – Qatar, Al Hamra and Firdous – Kuwait, Sarab Al Areen – Manama, Bahrain, Place Verdun – Beirut, Al Reem Island – Abu Dhabi, Diera City Center, Rio De Jumeriah Islands, The Creek Landing, and Ibn Battuta – Dubai, Carillon Point – Kirkland, WA., several Microsoft projects – Redmond, WA.

**Where:** Caspian Grill, 5517 University Way NE, Seattle, WA 98105  
(206) 524-3434 ([www.caspiangrill.com](http://www.caspiangrill.com))

**Date/Time:** Thursday, June 14<sup>th</sup>, 5:30- 8:00pm

**Cost:** \$45 for World Trade Club members and sponsoring organizations /\$55 for non-members. Includes dinner and business program.

**Registration:** World Trade Club's website: [www.worldtradeclub.net](http://www.worldtradeclub.net);  
Email: [info@worldtradeclub.net](mailto:info@worldtradeclub.net), or call (206) 686-3736.  
Registration deadline is Monday, June 11.