

YEO Opens Offices in Japan

Our thanks and appreciation go to **Shoji Kanazawa**, founder of Maruko Group, for financially supporting and providing office space (which isn't cheap in Japan!) for a YEO-Japan organization. Maruko is the largest real estate syndicator in Japan with fee revenues approaching \$1 billion this past year. Shoji, himself, started Maruko in his early twenties and has reached national recognition while only in his early forties, young by any country's standards.

Joining YEO in Japan November 6-13 for this historic occasion were: **Greg Stemm, Laurie Defrain, Joel Barnehama, Rennie Robinson, Alfred Gerriets, Lisa Renshawa, Annie Fonte, John Bryant, Max Haynes, Kathleen Smiley, Joe Dfouny, and Verne Harnish**. Coordinating the trip were **Kurt Kumagai and Jun Yamada** of International Business Link (IBL) and **Shigehisa Omatsu and Yoichi Tanaka** of New Business Institute (NBI). As a side note, IBL purchased 1221 Pennsylvania Ave from Verne and **Mark Idzik** and are providing ongoing office space for YEO.

Arriving Monday evening and touring Japan on Tuesday, the

group travelled to the base of Mt. Fuji for an evening of singing and relaxation in the hot springs. It was here where the actual business gets done, we learned! We then travelled back to Tokyo, joining Mr. Kanazawa for a private reception in his home (a true honor in Japan) where we had a chance to meet several of Japan's top CEOs. This was followed by an evening event hosted for over 100 young entrepreneurs in Japan and a late dinner with Mr. Kanazawa where we shared great food (Alfred, how about that fresh fish!) and flaming shots of brandy (watch the nose hairs!).

The next day was spent in meetings with the press and private meetings with key Japanese contacts Mr. Kanazawa set-up for many of the members. It was then on to a weekend conference sponsored by the Kanagawa Science Park, a new \$1 billion incubator and research facility set-up to nurture new ventures.

As a result of this first meeting, **Alfred, Greg, Joel and Kevin Harrington**, will be travelling back to Japan February 22, where they will host a private event at the Imperial Hotel for thirty leading Japanese CEOs as they work to expand their Japanese operations.

Venture Magazine Update

Verne stopped by to see **Arthur Lipper** last month in New York to get an Update on the future of *Venture Magazine*. First, Arthur looks great and is keeping busy doing what he does best, putting deals together. Second, he is suing Drake Publishing for \$22 million.

Essentially, Arthur gave Drake controlling interest in *Venture's* liabilities and one full page of advertising free and a second page at half price for Arthur to sell per issue over the next ten years. When Drake realized that it was harder to sell advertising than planned, they shut down the magazine which essentially denied

Arthur of any revenue he was to receive from selling his ad pages (which, when amortized, represents the \$22 million he is suing Drake for). In the meantime, Drake cannot seek protection from the creditors they inherited, given Arthur's minority interests. Thus, it is a stand-off. Arthur is hoping to find another buyer for the magazine. Anyone have a suggestion?

It was great seeing Arthur again, and we hope that everything works out fine for him and his magazine. He has always been a great supporter and we hope to get him out for conventions.

In The News...

Congratulations to **Michael Dell**, Dell Computers, who made the cover of *Inc. Magazine* (January) as the year's top entrepreneur...
...**Joanné Marlowe**, Double Sharp Garments, also received nice coverage in the November issue of *Inc.*, listed as one of America's most fascinating new companies...though **Brett Kingstone**, formerly with Fibermedia, received a heated seven page article in the same November issue, which upon examination appeared to be inaccurate and unfair (more on this later)...congratulations to our "Renegades" as three of our members made the cover of February's *Success Magazine* cover. *Success Magazine* has been very supportive of our members and the photography is always excellent.

Back to Brett Kingstone. Many of you have called me concerning the article on Brett. I must admit, it even had me doubting Brett's integrity, so I decided to talk to Brett directly about the series of events that led to the article. Brett opened his records, shared his references, and still has the support of **George Gilder** (renowned technology writer) who wrote the favorable article in *Forbes*. Once again, we should all be careful to believe anything that is put out by the media — we might be next. I believe that **Mr. Well's** article in *Inc.* was highly biased and unfair — not like *Inc.*

Quote of the Month:

"False Friends are like our shadow, keeping close to us while we walk in the sunshine but leaving us when we cross into the shade."

Christian Bovee.