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BPE Global Hot Topic – December 2014

A Lot to be Thankful For



Ten years ago, I founded BPE Global and set off on the best journey of my life. In 2004, the CEO at the company I had been working for sat me down and suggested that I was ready to run my own company. At that moment, it was the scariest thing I could think of. Looking back, it's been the biggest gift to be encouraged to start a business.

As we celebrate being in business for a decade, we at BPE Global are so grateful for the tremendous customers that we get to work with. They represent every industry, they range from small to enormous and they can be country specific or totally global. We enjoy rolling up our sleeves and helping them meet their goals. One of our favorite things to do is to track when our customers turn from a purely tactical approach (classifying their products, responding to government requests, fighting fires) to a truly strategic mission (organizing all of their objectives to achieve their corporate goals and begin developing programs and processes that optimizes their return on investment to the company). We love it when our clients focus on developing their global trade compliance team, developing them professionally, expanding their responsibilities globally and empowering them to work across departments throughout their companies. The vast majority of our clients return to work with us year-after-year. This is one of our great realities – having our friends come back for another challenge and the opportunity to recognize huge wins.

We also celebrate our incredible partners. We are privileged to work with the best attorneys in the field on some of the most perplexing (and sometimes hair-pulling) predicaments. We get to work with amazing service and solutions providers to help our customers protect their brands, reduce their risk, and develop truly creative solutions. We get to partner with our government to improve the Automated Commercial Environment and Export Control Reform. We also have an amazing partnership with publishers to provide benchmark reports and webinars. And we work with some of the best trade associations in the world helping to evangelize and educate our community.

One of the things that I am most thankful for are the talented, intelligent, daring, creative, flexible and strong team of co-workers that I get to work with every single day. Our team at BPE Global excels at delivering great services and solutions to our customers and we get to do it in such a fun and caring environment. We get to grow and learn something new every day. Each of us are such A-type personalities that we lovingly remind each other to ensure that we have life-work balance and remain healthy and happy. This is truly the best (and last) job that I will ever have.

The big lesson that I learned ten years ago was to seize the moment, create my own destiny and do great things. I challenge each and every one of you to try to do the same. It's not scary at all, it's the most rewarding thing I could possibly think of.



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Our holiday wish is that our clients, future clients and partners will continue to grow with us and thrive as we work towards amazing accomplishments in our second decade of BPE Global. And we thank each and every one of you for being a part of our lives. We've got a lot to celebrate.

Thank you for investing your valuable time reviewing this BPE Global Hot Topic.

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