



# The Chief Executive Officers' Clubs

CEO Clubs, Inc.

**EVENT**  
May 27th  
to  
Jun 4th

## CEO CLUBS IN CHINA, 2015

**3 CITIES**  
in  
**8 DAYS**

**Beijing**  
**Tianjin**  
**Hainan**

### CHINA ATTENDANCE:

During the two weeks, be it one day or the entire trip, attendance must be arranged with CEO CLUBS founder, Joe Mancuso.

Joe will limit attendees to those who primarily want to find new business partners and opportunities in China. The goal is 25 CEOs. If more than 50 attended, the bus would be overfilled but you will not be reprimanded. If you only bring 5, you see lower-level Chinese participants. The reason the CEO Clubs has successfully arranged for 850 CEOs to travel outside the U.S. is because the group usually finds as many business partners among fellow travelers as it does in the cities visited. It has remained a proven and easy way to "make money while you are having fun". We expect to see CEOs from the Middle East, China, India, Japan, Korea, U.S. and the Philippines on this trip.

The CEO CLUBS are a thirty-seven year old non-profit association of CEO's and entrepreneurs who like to say, "It's ok to be independent, but there is no reason to be alone." Composed of eight chapters, including in China, India, Dubai and the Philippines, the members run businesses with average annual sales of \$20,000,000. Member's meet in private clubs to share ideas and form into Presidential Advisory Councils (PAC) to act as a mutual board of advisors. These wolf packs exist regionally, nationally and internationally.



CEO Clubs International, Inc.  
333 West 86th Street  
# 1207  
New York, NY 10024

CHIEF EXECUTIVE  OFFICERS' CLUB

E-Mail: [Mail@CEOClubs.org](mailto:Mail@CEOClubs.org)  
Phone: 212.925.7911  
Fax: 212-925-7463  
Voice Mail: 212.978.8863



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Fax: 212-925-7463  
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### CEO CLUB CHINA BUSINESS TRIP Summary Table

(\*See pages 4 to 7 for details)

<b>MAY</b> 26th	Tuesday, May 26th, Joe arrives in Beijing at noon on Dragon Air, Flight # 900.
<b>MAY</b> 27th	Wednesday, May 27th, Beijing China Trip begins.
<b>MAY</b> 28th	Thursday, May 28th, Beijing.
<b>MAY</b> 29th	Friday, May 29th, Beijing.
<b>MAY</b> 30th	Saturday, May 30th, bus from Beijing to Tianjin.
<b>MAY</b> 31st	Sunday, May 31st, Tianjin.
<b>JUN</b> 1st	Monday, June 1st, fly in morning to Hainan on Flight #MF8139 at 8:20 am.
<b>JUN</b> 2nd	Tuesday, June 2nd, Hainan.
<b>JUN</b> 3rd	Wednesday, June 3rd, Hainan.
<b>JUN</b> 4th	Thursday, June 4th, fly from Hainan to Hong Kong on Hong Kong Airlines on Flight #HX108, departs at 1:40 pm, arrives at 3:00 pm: China trip ends.

On Thursday, June 4th, Joe departs for Mumbai on Jet Air Flight #75 at 7:45 pm.

Those interested may opt to extend their China trip and come on a two-day innovation conference in Pune, India. This program is arranged separately in an additional brochure developed by:

**Two Day: Innovators Conference In PUNE, India - Saturday and Sunday, June 6th and 7th**

MANOJ SINGH, President  
Future Schools@India  
Director, Alpha CEOlution  
Alliance Pte, Ltd, Singapore  
Managing Partner, Anisha  
Global School, India

Phone: +918806308000  
Skype: manoj.pbs



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### CEO CLUB SCHEDULE OF CHINA BUSINESS TRIP May 26th - June 4th, 2015

#### ITINERARY:

#### Trip Begins - May 27th - Wednesday - Beijing

We will pick you up at the airport when you give us your flights with sign saying CEO CLUBS. If your flight is late or cancelled simply take a taxi to the hotel:

Stay at Kunlun Hotel in Beijing – <http://nehow.com>

#### DAY 1 - 28th - Thursday - Beijing

CHINA: Arrive in Beijing.

8:00 am - 15:00 Breakfast together.

Sightseeing: Great Wall & Ding Ling Tomb, Forbidden City / Birds Nest; destination chosen by majority of attendees. By Luxury Bus. Group Lunch at Attractions.

16:00 Return to Hotel. Highlight event is dinner.

17:30 Dinner at Chinese Art Club & Freelance; a very special imitation of the Forbidden City with a Chinese show you will remember. Mancuso has been there only once on his 25 previous trips as it is a unique and memory making experience few who come to China ever experience.

#### DAY 2 - 29th - Friday - Beijing

7:30 am - 8:30 Full Breakfast together at Kunlun Hotel, H/B.

8:30 - 11:30 Visit CEO Clubs China Health Center owned by JP Li and employing 19 people in a Forbidden City structure. See example of Chinese medicine, much different than Western medicine; using Russian technology.

12:00 - 13:30 Lunch arranged by CEO Clubs China.

13:30 - 20:30 Free time. Beijing shopping or activates; best chance for small groups to meet in Kunlun Hotel to arrange business between China, Middle East, Korea, India, and USA.



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### Day 3 - May 30th - Saturday - Tianjin

8:00 am - 9:00 Breakfast together at Hotel, H/B.

9:00 Departure to Tianjin, Luxury Bus.

11:00 - 12:00 Check in the new Shangri La Hotel in Tianjin; best Hotel in this city which is now the headquarter city for Global Ceo Clubs Hotel in Tianjin - Luxury 5 Star | Shangri-La Hotel.

12:00 - 13:30 Lunch together with members in Tianjin

14:00 Visiting International Financial Centre in Bin Hai New District here CEO Clubs will be constructing a building and and CEO Financial Plaza. See CEO Club Clubhouse in Tianjin (which is about thirty minutes by high speed train from Beijing and Tianjin is a port city).

16:00 - 17:00 Meeting with Party Secretary and Mayor and Government officials of Tianjin.

18:00 Dinner: Arranged by the Government. A unique chance for everyone to arrange government support from this city. Tianjin members will join our group to discuss upcoming CEO Clubs academy.

20:00 Free time to meet in small groups as experience shows unique opportunities exist within just the travelers as well as the Chinese members.

### DAY 4 - May 31st - Sunday - Tianjin

8:00 am - 9:00 Breakfast together at Hotel, H/B.

9:00 - 12:00 City tour to see this city, L/B.

12:00 - 13:30 Lunch together.

15:00 - 18:00 Business meeting with local CEOs at hotel.

18:00 Dinner and free time.



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### DAY 5 - Jun 1st - Monday - Hainan

8:00 am - 9:00 Breakfast at Hotel, H/B.

9:00 Check out Hotel and fly to Hainan. Bus to airport in Tianjin airport. Tianjin (Xiamen Airline) MF8139 departs 8:20 am.  
Arrival 13:05, Haiko, Hainan.

12:30 Arrival and check-in, Shangri La Hotel in Haikou, Shangri-La Hotel, Haikou - <http://www.shangri-la.com/haikou/shangrila/>

Spacious & Luxurious Rooms with Spectacular Sea Views. Tropical Retreat · Luxury 5-Star Hotel · Free Wi-Fi.

13:00 Welcome Lunch at Hotel by the government and CEO Clubs Chapter. Our host will be Mr. Liu, who is a prominent real estate developer with a vast area of interest beyond real estate.

14:30 Free time.

16:30 Meeting with the Mayor and government and CEOs of Hainan Chapter see newly constructed China CEO Clubhouses and view new apartments for Joe and JP from local chairperson, Mr. Liu.

18:00 Diner Party and Chinese show //a grand celebration for end of quickest and shortest trip ever to China by CEO Clubs - he 23 previous visits were two (not one) week.

20:30 Free time.

### DAY 6 - Jun 2nd - Tuesday - Hainan

8:00 am Breakfast at Hotel, H/B.

9:00 Global Health Conference: (See the details on conference brochure)

Hainan is a special area for long health and a popular retirement community for good air and water and services; often compared to Hawaii in USA.

12:00 - 13:30 Conference Lunch.

14:00 - 16:30 The conference (afternoon section continue).

16:30 - 17:30 Free time.

18:00 Dinner host by Hainan Government: opportunity for everyone to meet the local government and discuss their individual business.

20:00 Free time



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### DAY 7 - Jun 3rd - Wednesday - Hainan

- 8:00 am - 9:00 Breakfast at Hotel, H/B.
- 9:30 - 12:00 Global Health Conference (second day section).
- 12:00 - 14:00 Lunch and free time.
- 15:00 - 17:00 Afternoon section and closing conference.
- 18:30 - 20:00 Dinner Party: host by Haikou local Government.
- 20:00 Free time.

### Day 8 - Jun 4th - Thursday - Hong Kong

Breakfast together; chance for morning swim; bring bathing suits tropical weather.

Check out of hotel to go to airport to meet flight to Hong Kong where China trip ends June 4th, Haiko (Hong Kong Airline) HX108, 13:40. Arrival 15:00 Hong Kong International Airport.

The trip will again be exclusively arranged by Dr Joseph Mancuso as he will be responsible for all payments and collections of copies of passports and full contact information for all attending. He also needs your flights for airport pick-up. Use exact same name as on your passport. A final list will be given by Mancuso to everyone paid and joining the trip. Mancuso can accept credit cards, wires, or checks made out to "CEO Clubs International, Inc". The goal is for less than twenty-five travelers, and twenty would be a perfect size for this trip. This trip is designed and offered for CEOs and is intended for everyone to find new business opportunities and so-called free time is offered for each person to follow-up on specific individual interests.

Final payment will be due by April 10th. The cost per person is \$3600 / payable to CEO CLUBS International, Inc.



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### About Business In CHINA...

#### Doing Business in China

The new seven-man politburo which was invested in November 2012 is charged with the task of overseeing the future of China for the next ten years. They come to power after decades of miraculous economic growth with a mandate to continue the country's upward trajectory whilst at the same time ensuring continued social and political cohesion. This will undoubtedly be a challenge but the track record of their predecessors points to a positive future.

As China moves into the 'Asian Century' it needs to continue to develop its infrastructure, educate the whole of the population, manage mass-urbanisation on an unprecedented scale and balance a growth agenda with the need to improve its environmental credentials. The rapidity of change in China has been miraculous but also brings challenges in its wake.

China will continue to expand economically and its political and cultural influence will also grow – especially within the Asian region. China will also, however, be of incredible economic significance for both the US and Europe as the old economies continue to stagnate and the 'emerging' economies take on the responsibility of delivering global growth. Whereas, for the last couple of decades China has been a market of interest for the larger corporations, mid-size companies now have to consider expansion into geographic areas of which they have little, if any, knowledge.

Whilst many things in China are in a state of constant flux, some things remain deeply rooted in the millennia-old culture of the country and one of the things which changes most slowly in any country is culture. Chinese business culture is not suddenly going to become a clone of western business culture. China will cling on to its own approaches and ways of doing things and as China becomes increasingly economically powerful any pressure for change will probably diminish.



This is why – if you really want to succeed in the China market – you have to invest time and effort into understanding how the Chinese think and how they approach any specific business situation. Assuming that they will accommodate you or understand the 'western' way will get you nowhere with any but the most well-travelled and cosmopolitan of Chinese business contacts.

You really do need to get an understanding of Chinese business culture and business etiquette in China.

This country profile is a starting point to understanding some of the key concepts you will need to factor into your dealings with any Chinese counterparts – but it is only a starting point.

(\*Source: <http://www.worldbusinessculture.com>)





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### About BEIJING...

#### Doing business in Beijing: The business hub of China

##### Beijing history:

The history of business in Beijing is very old and has witnessed an incredible transition since that time. Beijing is a historical city and it was first chosen to be the capital city by the Yan dynasty in 352 A.D. Since then it continued to remain the capital city of all the dynasties following the Yan dynasty. Since it has been the capital city almost since the birth of Chinese civilization it has witnessed all the transformation the Chinese culture and trade and industry underwent over centuries.

##### Contribution of Beijing climate in development of business:

The climate of Beijing is extremely conducive for establishment of business. The temperature is warm and semi humid. It rains almost throughout the year, but it rains more during summers and the monsoon. The climate contributes greatly to the rich agricultural produce and also supports development of business.

##### Scope of business in Beijing:

Beijing still belongs to the developing economy category since the majority of the population still depends on agriculture for its living. However, Beijing is coming up as an important industrial belt with a lot of Government support and the rest of the world showing a lot of positive interest in its potential of becoming an important international business center.

##### Trade Show as business in Beijing Doing business in Beijing through Exhibition

The city has undergone incredible economic growth since the reforms in economy that took place in 1980. There has been a shift in the trade practices, and more and more people are now shifting from farming to establishing their own business. Not only is China rich in agricultural produce, but it is also rich in minerals. Abundance of cheap workforce is also easily available. It is evident that all the ingredients for establishing an industry are available in abundance and therefore this city is looked upon as a land of opportunities. China even has many oil fields and therefore many petrochemical industries are also being set up in China.

Beijing has excellent banking services. Therefore raising finance for establishing business can never be a challenge. Beijing also receives financial aids from USA and Japan for the development of

its trade and industry. Also Beijing imports energy and telecommunication, most of which are supplied by USA and Japan.

A business visitor to do business in Beijing must keep certain things in mind. The first important thing is the language. English is still not a very popular language in China, and therefore before you visit Beijing for business purpose makes sure that your visiting card has all the information printed in Chinese on the reverse side. Also, people in Beijing are very particular about punctuality, so a visitor must keep in mind the punctuality factor. It must also be appreciated that unlike the Western world people in Beijing are not driven by deadlines. Negotiating a deal may take more than the estimated time and one should be prepared for such a delay.

It is also worth mentioning that people in Beijing are emotionally driven towards their work and with them a good personal relation follows a good business relation which is quite opposite to the approach adopted by the west.

There is also a difference in the approach towards business contracts. For a foreigner a contract is his bible and provides the guidelines for doing business. The contract is updated for any changes in business requirements or other clauses. However, in case of China a contract is signed at a much later stage and due to absence of strong commercial laws the importance of commercial contracts is little known to them. It is therefore important that the importance of the clauses in the contracts are explained to the Chinese side and repercussions of not meeting any clause are clearly discussed. Chinese place a lot of importance on face and respect which a visitor to do business in Beijing would do well to keep in mind.

Beijing has incredible potential of becoming a business hub of the world for reasons discussed above. However, it cannot be denied that China still remains a little conservative in allowing the world to reach out to it. If this is eradicated then no one can stop Beijing from becoming a business hub of the world.

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New York, NY 10024

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### General Info

Citizens of America need a single entry visa, which is \$140 and is best obtained by going to Google. There is no visa required to enter Hong Kong and you can get a China visa in Hong Kong in a few hours for more money.

We will be in climates from north to south in November, which parallel Maine to Florida, so bring appropriate clothing. Bring an extra suitcase full of small gifts to exchange. You will need the extra suitcase on the way back.

These fares, heavily subsidized by the Chinese government, are for two people sharing a room and coach class tickets. We also have a special first class option, which includes first class internal China tickets, private translators, airport security clearance, and hotel suites; if you are interested.

You get your own flights to and from China and we do the rest. We need your airline flights to pick-you-up and your passport numbers for the hotels. We stay at five star hotels.

When its noon in China (they have one time zone) it is midnight in New York.

Remember this is China and they operate much differently than the USA. Please expect schedule changes.

### Communications And Procedures

We need your photo and bio to put on our website [www.ceoclubs.org](http://www.ceoclubs.org). Contact [webmaster@ceoclubs.org](mailto:webmaster@ceoclubs.org) for instructions.

Always keep your hotel room key with you, as a non-English speaking taxi drivers will get you back to the hotel. Most Chinese CEOs do not speak English and a small dictionary (conversion) can be useful.

We like [www.Skype.com](http://www.Skype.com) to make free phone calls from computer to computer. We will have Internet access at all locations.

Consider reading Mancuso's China Picture Book before you land in China. Doing business in China is complicated. Making money in China is difficult. Many members drop out and rejoin the trip. Please inform us of these type changes, both planned and unplanned.

We are here to find business opportunities first and have fun second. The schedule will change frequently to optimize these business opportunities.

### The Bullet Train

The CEO Club Will Enjoy a First Class Trip at 350mph on the Blue Bullet!

Because The CEO CLUBS has a close working relationship with China's (M.O.R.) Ministry of Rails (US version of Department of Transportation), everyone on the November China visit will be given free first class rides to experience the train. The top speed is 350 MPH and China leads the world in this technology. Most likely we will be taking the half hour ride between Beijing and Tianjin. Many members have said this experiential aspect of our trip was the most valuable part of the China visit. The CEO CLUB is working with MOR to integrate Americas mid sized businesses (our member profile) into partnerships with MOR.

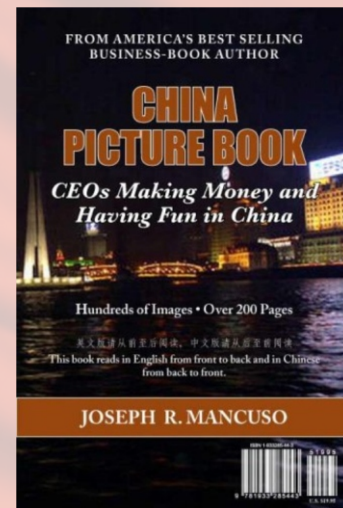
### The China Picture Book

Read more about CEO Club members bringing their families in The China Picture Book, produced by the CEO Clubs.

Available for Download at:

<http://bit.ly/hVRj7K>

(\*case sensitive URL)





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### Our Past CEO Clubs Trips

You may find several detailed brochures from several of the CEO Clubs past China trips useful...this trip in 2013 will be limited to ten CEOs in order to arrange appropriate one-on-one meetings to find customers / partners in three cities by using the government as the matchmaker. So, while time is listed as sightseeing, it means visiting local companies to establish mutual interests...the government is always the best way to seek partners in China.

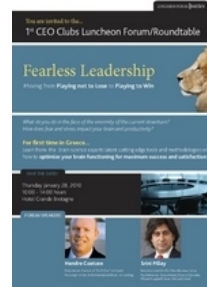
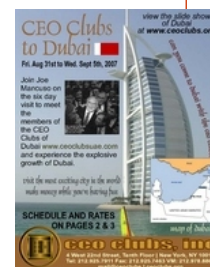
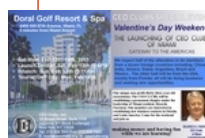
It's been several years since Joe Mancuso has brought a small group of CEOs to China, about 850 to date, Joe's hip replacement is healed well enough to restart the exchanges. This trip is limited to three cities rather than the usual four or five. Instead, we have invited additional select cities to join us at these three locations.

Everyone who meets this delegation will already have received free passes to see the movie Jobs, be inspired starring Ashton Kutcher. The movie opened worldwide on August 16th; and was produced by two lifetime CEO Club members; Mark Hulme and Mark Rodriguez.

This promises to be a special trip as Joe has forged long friendships in China and this will reignite these relationships.

View the brochures from our past trips at:

[http://www.ceoclubs.org/section/features/past\\_events.php](http://www.ceoclubs.org/section/features/past_events.php)





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**Visas:** You must supply both your passport number and a photocopy of your passport picture page with your completed registration for us to get your airline tickets. You must get a single-entry visa, which is \$140.

**Other Fees:**

- \*Late payments add 15%.
- \*Refunds will be 100% if done by May 1st; after May 1 refunds will be 50%.
- \*First class airfare between Beijing and Hainan and Hainan and Hong Kong add \$1200 / all transactions in Dollars.

**Tuition:** These fees cover your hotel room with breakfast, fees cover the tourist days internal china airplane and the bus rides. We cover costs while you are in China on the trip. It also includes the banquets with government leaders and local CEO Club members. However, the fees do not include airfare to and from China or golf / tennis fees.

Price	Members	Non-Members
Due April 10th	\$3600	Add 15%

**\*You must pre-register in order to attend**

Fill out, print and fax this form to 212.925.7463

or

Register online at:

<http://ceoclubs.org/registration/>

Full Name

First Additional Guest

Second Additional Guest

Address

City

State

Zip

Company Name

Phone

Email

Credit Card #

MC

Visa

AmEx

Discover

Name On Card

Expiration Date

CSC#

Billing Zip Code

Are you a member of the CEO Clubs?

Yes

No

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