



The Chief Executive Officers' Clubs

CEO Clubs, Inc.

EVENT
Nov 6th
to
Nov 15th

CEO CLUBS IN CHINA, 2013

4 CITIES
in
9 DAYS

Beijing
Chongqing
Shenzhen
Hong Kong

In the past few years, The CEO Clubs in China have grown much faster than their USA headquarters. Many friendships have been developed across the sea and today about 150 members of the USA CEO Clubs and 150 members of the CEO Clubs of China have exchanged visits. Many business relationships and joint ventures have developed because of this sharing between two cultures. Please see our web site: <http://CEOClubs.org>



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

CHIEF EXECUTIVE OFFICERS' CLUB

E-Mail: Mail@CEOClubs.org
Phone: 212.925.7911
Fax: 212-925-7463
Voice Mail: 212.978.8863

Copyright © 1998-2013 By CEO Clubs, Inc. All Rights Reserved.



The Chief Executive Officers' Clubs

CEO Clubs, Inc.

CEO CLUBS IN CHINA, 2013

EVENT
Nov 6th
to
Nov 15th

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





The Chief Executive Officers' Clubs

CEO Clubs, Inc.

CEO CLUBS IN CHINA, 2013

EVENT
Nov 6th
to
Nov 15th

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>)



The Chief Executive Officers' Clubs

CEO Clubs, Inc.

CEO CLUBS IN CHINA, 2013

EVENT

Nov 6th

to

Nov 15th

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.



The Chief Executive Officers' Clubs

CEO Clubs, Inc.

CEO CLUBS IN CHINA, 2013

EVENT

Nov 6th

to

Nov 15th

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. Contact 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 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.

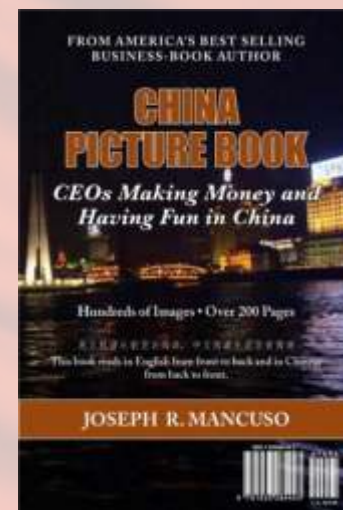
The China Picture Book

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/hVVRj7K>

(*case sensitive URL)





The Chief Executive Officers' Clubs

CEO Clubs, Inc.

EVENT

Nov 6th

to

Nov 15th

CEO CLUBS IN CHINA, 2013

Beijing · Chongqing · Shenzhen · Hong Kong



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

CHIEF EXECUTIVE  OFFICERS' CLUB

E-Mail: Mail@CEOClubs.org
Phone: 212.925.7911
Fax: 212-925-7463
Voice Mail: 212.978.8863

Copyright © 1998-2013 By CEO Clubs, Inc. All Rights Reserved.



The Chief Executive Officers' Clubs

CEO Clubs, Inc.

EVENT

Nov 6th

to

Nov 15th

CEO CLUBS IN CHINA, 2013

CEO CLUB CHINA BUSINESS TRIP Summary Table

(*See pages 8 to 11 for details)

NOV 6th	Beijing (China's capital city). Arrival, tourist sites, shopping, dinner.
NOV 7th	Breakfast, government meet and greet, lunch, sightseeing, dinner, a CEO Clubs movie (" <i>Making jOBS</i> "), massages, karaoke.
NOV 8th	Interviews with the Chinese national leaders, meeting with Beijing business leaders.
NOV 9th	Chongqing (China's largest city). Breakfast, Yangtze River, hot springs, dinner.
NOV 10th	Breakfast, meeting with Chongqing government officials, lunch and entertainment arranged by our hosts, dinner and alternate entertainment events.
NOV 11th	Sightseeing in Chongqing, meet the local Chongqing business people, and sample the local cuisine.
NOV 12th	Shenzhen (China's newest city). Leisure time and golf.
NOV 13th	Hotel buffet breakfast, meet the local government and business leaders of Shenzhen, dinner and alternate entertainment events.
NOV 14th	Hong Kong (China's business center).
NOV 15th	The return home.



The Chief Executive Officers' Clubs

CEO Clubs, Inc.

CEO CLUBS IN CHINA, 2013

EVENT
Nov 6th
to
Nov 15th

CEO CLUB SCHEDULE OF CHINA BUSINESS TRIP Nov. 6th - Nov. 15th, 2013

ITINERARY:

DAY 1

Nov 6th, 2013 (Wednesday)

Arrival, airport picking up, checking in hotel, and free day / visit Great Wall / Forbidden City / shopping where Chinese not Americans shop.

Dinner (receipted by Pinggu district of Beijing government).

Hotel: Pinggu Five Star - Chance to meet local members and all important government officials...members and government officials in the surrounding areas are expected to join us.

DAY 2

Nov 7th, 2013 (Thursday)

08:00 am - Hotel buffet breakfast.

09:00 am - Attend the meeting or forum arranged by government to introduce possible partners.

11:30 am - Lunch entertained by Pinggu District government.

Evening: Sightseeing Beijing and one-on-one sessions with customers. Members and government officials in the surrounding areas are expected to join us. Time permitting (remember schedules change except arrival and departure as we are at governments schedule) we will experience China's unique high-speed train.

Dinner party with the showing of the 70 minute movie of Making jOBS which was produced by the CEO Clubs... Will be a fun movie with Chinese subtitles.

Free time in evening to get foot massages / visit new friends / karaoke.



The Chief Executive Officers' Clubs

CEO Clubs, Inc.

CEO CLUBS IN CHINA, 2013

EVENT
Nov 6th
to
Nov 15th

DAY 3

Nov 8th, 2013 (Friday)

Morning: An interview meeting by China national leaders.

These national leaders have enormous power as part of central committee in Beijing. This is a must meeting. Beijing is like Washington DC and the leaders are all in this city.

After dinner: Sightseeing and Free time to meet one-on-one with national leaders.

Hotel: Beijing Kunlun Hotel Five Star.

Phone: 86-10-65903228

Address: No.2, Xinyuan South Road, Zhaoyang District, Beijing City, China.

Web: <http://hotelkunlun.com>

DAY 4

Nov 9th, 2013 (Saturday)

08:00am - Hotel buffet breakfast

Free time and airplane trip to inner China; Chongqing; a major city (largest in China) not often attracting American is where prices drop and this is launching spot for cruises on Yangtze river. Hot Springs are common in this mountainous area and certainly want to bring swim trunks.

Afternoon: fly to Chongqing, checking hotel.

(Dinner receipted by Chongqing government)

Hotel: Chongqing Glenview ITC Plaza Five Star.

Phone: 86-023-63666666

Address: 66 Qingnian Road, Yuzhong District, Chongqing, China.

Web: <http://023636666666.ypb.cn>



The Chief Executive Officers' Clubs

CEO Clubs, Inc.

CEO CLUBS IN CHINA, 2013

EVENT
Nov 6th
to
Nov 15th

DAY 5

Nov 10th, 2013 (Sunday)

08:00am - Hotel buffet breakfast

09:00am - Receipted meeting by Chongqing government

11:30am - Lunch entertained by Chongqing government and match making by the government. Members and government officials in the surrounding areas are expected to join us.

Dinner, with watching movie of Making jOBS which is produced by the CEO Clubs, with Chinese subtitles, 70 minute movie. (Alternately, there will be a government sponsored event for those who have already seen the movie.)

DAY 6

Nov 11th, 2013 (Monday)

Sightseeing of Chongqing, arranged by Chongqing government.

It's a huge city and as guests of the government we have a hope in being able to see sights not available to others.

Unique chance to meet local businesses as this is very large city with unique foods (hot pot) and better deals are often possible.

DAY 7

Nov 12th, 2013 (Tuesday)

At noon fly to Shenzhen.

Evening: Free time.

Hotel: Shenzhen Mission Hills Golf Club better than five stars/legendary facility known throughout the world. During prior visits we were given access to the spectacular Tiger Woods suite.

Phone: 86-0755-28020888

Address: No. 1, Mission Hills Road, Longhua New District, Shenzhen.

Web: <http://www.missionhillschina.com>

This Mission Hills golf course is a spectacular 180 hole facility and the ten golf courses at one location are all lighted at night and night golf is very popular. They have two thousand young ladies as caddies and each is dressed in red and can hit the ball further than 300 pound Americans, yet they hardly weigh 120 pounds.



The Chief Executive Officers' Clubs

CEO Clubs, Inc.

CEO CLUBS IN CHINA, 2013

EVENT
Nov 6th
to
Nov 15th

Day 8

Nov 13th, 2013 (Wednesday)

08:00am - Hotel buffet breakfast.

09:00am - Receipted meeting by Shenzhen government and chance to meet local leaders> This city is the gateway to

China and only a few hours from Hong Kong.

11:30am - Lunch entertained by Shenzhen government.

Golf and free time: Shenzhen is a new city adjacent to Hong Kong and it has had explosive growth. Our member, Yulia has an active CEO Club chapter here and because she speaks three languages she has been a huge resource on prior trips. The owner of the Golf course is a personnel friend and his seven sons have also been a resource. They (Tenniel Chu) reside in Vancouver, as do many wealthy and successful Chinese.

Dinner, with watching movie of Making jOBS which is produced by the CEO Clubs, with Chinese subtitles, 70 minute movie. (Alternately, there will be a government sponsored event for those who have already seen the movie.)

DAY 9

Nov 14th, 2013 (Thursday)

08:00am - Hotel breakfast

Morning: From Shenzhen to Hong kong by bus. High speed train, taxi, ferry...etc... The trip ends after morning breakfast and travelers have many options to return to USA or other destinations on their own.

Hong Kong or Macau Hotel of your choice

CEO Clubs pays all expenses on the ground, airport pick-ups with signs and transportation to and from events. We provide translators. Even for the one-on-one meetings as needed. We provide two coach-class airline flights.

First Class is also available with suites but flights are short.



The Chief Executive Officers' Clubs

CEO Clubs, Inc.

CEO CLUBS IN CHINA, 2013

EVENT
Nov 6th
to
Nov 15th

Beijing · Chongqing · Shenzhen · Hong Kong

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.

Cancellation Fees:

*100% of your funds will be refunded if you cancel before **Aug 1st, 2013.**

*50% of your funds will be refunded if you cancel before **Sep 1st, 2013.**

***No Refund After Sep 1st, 2013.**

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
Paying Before August 1st	\$5700	\$7000
Paying After August 1st	\$7000	\$8100

***You must pre-register in order to attend**
***This fee is for two people sharing a room**

Fill out, print and fax this form to 212.925.7463

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

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

CHIEF EXECUTIVE OFFICERS' CLUB

E-Mail: Mail@CEOClubs.org
Phone: 212.925.7911
Fax: 212-925-7463
Voice Mail: 212.978.8863

Copyright © 1998-2013 By CEO Clubs, Inc. All Rights Reserved.