

## **Laurel J. Delaney**

Laurel Delaney is a successful entrepreneur, author, speaker and educator with more than 20 years of experience in global business.

Ms. Delaney has traveled extensively internationally. Her firm, Global TradeSource, Ltd. (online arm GlobeTrade.com), offers global marketing and consulting services aimed toward entrepreneurs and small businesses. She is a renowned global small business expert. Her first book, *Start and Run a Profitable Exporting Business* (Self Counsel Press, 1998), was featured in *The Wall Street Journal*, *The Journal of Commerce*, *Entrepreneur* and *Inc.* She is an adjunct Professor of M.B.A. International Marketing at Loyola University of Chicago.

A prolific author, Ms. Delaney's articles have appeared in numerous international newspapers and business publications, including *The Wall Street Journal*, *Fortune Small Business*, *Journal of Japanese Trade & Industry*, Dun & Bradstreet, SBA's Online Women's Business Center, *China International Business & Technology*, *The Conference Board* and the print edition of the Institute of Management & Administration.

Ms. Delaney is also a contributing author in *The Research Handbook For International Entrepreneurship* (Edward Elgar Publishing, U.K., August, 2004), a breakthrough guide on global entrepreneurship and the author of the recently released "The World Is Your Market: Small Businesses Gear Up For Globalization (August, 2004), a resource guide on the state of small businesses engaged international trade.

Awarded the Small Business Administration's "Illinois Exporter of the Year," Ms. Delaney serves on the Illinois Board of Higher Education International Education Industry Advisory Council and on the board of the Illinois Center for International Business Education and Research (CIBER). She also serves on the International Editorial Advisory Board of the *Journal of International Entrepreneurship*, and on the Advisory Board of Women Entrepreneurs Inc. She is the Chicago chapter facilitator for the Women Presidents' Organization.

Ms. Delaney is the founder of Small Business Global Marketing Forum, a moderated discussion list for entrepreneurs and small businesses interested in going global. In addition, she writes and publishes a free monthly, 12-

page e-newsletter called “Borderbuster,” which is highly regarded in the big as well as small business community for its excellence in providing important global business information. Her new “Borderbuster” blogger (<http://borderbuster.blogspot.com>) is the first in its category.

She is busy at work writing her next book and establishing a new company: [LaurelDelaney.com](http://LaurelDelaney.com), a place where her best work lies ahead.

Ms. Delaney holds an M.B.A. from Lake Forest Graduate School of Management.