



### **Focus on the Future**

#### **Guest Predictions: Marc Paul Chinoy**

*Guest Predictions is a regular feature in which we ask leaders in a number of professions a set of questions that affect us all.*

*This month in honor of the start of TRG's 20th Year and for the first time since initiating the interviews 3 years ago, the "Guest" is the founder of TRG and the interview was conducted by Bob Chirles and Eric Zimmerman, TRG Associates.*

Marc Paul Chinoy (MPC) is the president of The Regis Group, Inc. (TRG [www.regisgroup.com](http://www.regisgroup.com)), headquartered in Leesburg, Virginia, and is an executive facilitator experienced in strategic planning, corporate assessments, issue resolution, and the development of working alliances. MPC is the creator of The Agenda Newsletter.

**Q: What changes in your professional environment in the past 3-5 years have you found to be the most beneficial?**

**A:** The accelerated evolution of the Internet and critical importance of the world wide web is a culture shifting reality. Instantaneous outreach, coupled with amazing, life like tools are opening new avenues of development for all of us at an unprecedented rate. These areas are available to all leaders interested in expanding their reach.

**Q: What changes have been the most troubling to you?**

**A:** The top heavy demographic of the Boomers, has led to a series of tough scenarios. A disproportionately large group simultaneously exercising by-right demands could push succeeding generations under water financially. Even unmovable icons such as Social Security benefits are at risk of being de-valued under these conditions. Also, the using the web, while important to them, is not second (or first) nature.

**Q: How will globalization affect your professional area in the near term?**

**A:** The positive is an endless market horizon, opened and refreshed by the web. The negative is swelling competition throughout that marketplace, calling for immediate re-planning by most leaders, many of whom will be too slow to shift.

**Q: What significant challenges might be anticipated in your professional area in the next few years?**

**A:** The need to rethink presentation through the web on an ongoing (and accelerating) basis must be dealt with constantly, to the potential benefit of those who aggressively seek those newer/faster/better methods that are readily available to ALL.

**Q: What are the greatest challenges confronting young professionals in Western culture today?**

**A:** The need to drop ALL assumptions of entitlement and seek to continuously enhance their knowledge and capabilities directly from the generations that have preceded them. Regardless of the level of their education, young professionals should seek out training and mentorship on a permanent/rolling basis.