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The winning team, from left to right: Nanda Monteiro, Ingrid Heinz-Adams, John Hierholzer, Chris McWilton, Judy Estes, Trecia Pessoa, Gina Accordini (Jim Masterson not pictured).

## Highlights

- The USMD Legal & Finance team is one of five 2013 North America President's Award winners.
- The team was awarded this honor for its outstanding support of the USMD sales force, helping the organization exceed its 2013 business objectives.
- Stayed tuned for profiles on each winner of the 2013 North America President's Award.

## Celebrating Our People: The USMD Legal & Finance Planning Team



Story contact: Cottle, Robyn on: 4/6/2014

At the recent North American Markets town hall, Chris McWilton awarded three teams and two individuals with the region's annual President's Award. The award was designed to recognize and reward the most significant and exemplary non-sales efforts that drive innovation or operational efficiency at MasterCard. Over the next few weeks, MC Central plans to highlight each winner.

First up—the U.S. Market Development (USMD) Legal and Finance Planning team. This group—which includes Judy Estes, Gina Accordini, Michael Ingrassia, Nanda Monteiro, Trecia Pessoa, John Hierholzer, Jim Masterson, and Ingrid Heinz-Adams—was recognized for the outstanding support it provided to the USMD sales force. In 2013, the team drafted and closed an unprecedented 57 deals and 117 promotional addendums, helping USMD generate 19+ percent year-over-year revenue growth.

How did they do it? By going beyond their traditional roles in the legal and financial arenas to:

- Help shape decisions that have financial and customer relationship implications
- Provide creative approaches to mitigate contentious situations with customers
- Streamline the contract drafting and approval processes
- Empower the sales teams to make decisions and create first drafts to enable speedier decision-making

"We truly consider the legal and finance group not just an extension of our team, but part of our team," says Linda Kirkpatrick, group head, Key Merchants, North America. "Throughout 2013, they demonstrated MasterCard's values every day—whether it was in being a trusted partner, taking the initiative to develop new approaches to getting things done or moving quickly to respond to our requests."

The USMD Legal and Finance Planning team was also critical in securing the [Walmart acceptance agreement](#), which had significant and multifaceted complexities from a business and legal perspective. Their contributions directly secured meaningful revenue and incentive reduction for the organization in 2013 and for the next decade.

"This team deserves recognition and praise for their efforts that resulted in the most significant positive impact to the organization in decades," said Chief Product Officer Craig Vosburg, in his former role as, group executive, U.S. Market Development. "USMD would not have been able to meet and exceed our objectives in 2013 without the efforts and partnership of these individuals."

Congratulations to the winners!

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Congratulations to all, but especially my Law teammates! A very demanding and impressive year indeed.

