



# MODESTO N PEÑA Y GORRIN

Founder & CEO, IMCI+ Group  
International GmbH

*Cover Story*



“I am passionate about investing in education because knowledge truly empowers us to navigate the complexities of the financial world.”



The financial and professional services industry encompasses a wide range of services, including banking, investment management, insurance, accounting, and consulting. This sector plays a crucial role in the global economy, providing essential services that help businesses and individuals manage their finances, mitigate risks, and make informed investment decisions. As the Founder and CEO of IMCI+ Group International GmbH, Modesto N Peña y Gorrin has dedicated himself to building a world-class conglomerate that focuses on delivering high-quality financial services. Modesto's career is marked by significant milestones, including a commitment to education and mentorship, which reflect his passion for nurturing future entrepreneurs.

#### A Journey of Growth: Modesto N. Peña y Gorrin's Path to Entrepreneurship

Modesto N. Peña y Gorrin, Founder and CEO of IMCI+ Group International GmbH, reflects on his professional journey, which can be categorized into three significant phases: his development as a skilled employee, his transition into management and leadership, and ultimately, his entrepreneurial venture. Modesto began his career at the age of 14, working in the hotel and restaurant sector where his father was employed. Each vacation presented an opportunity to delve deeper into the hospitality industry. To support his education, he took on a variety of roles, including craftsman, retail worker, construction laborer, transportation aide, and even wastewater canal cleaner. These diverse experiences instilled in him a sense of resilience, adaptability, and a strong work ethic.

His first official role came as a commercial and administrative assistant to four directors at a mid-sized watchmaking company. This position was an essential training ground, allowing him to assist senior management in various functions while gaining insight into how different sectors of a business operate. Following this, Modesto moved into the insurance industry, as an assistant to the General Agent at Alliance Insurance, and later transitioned to banking with UBS,

focusing on stock exchange activities, securities, and portfolio management. Recognizing a desire for change, he enrolled in an executive training program with Adia, now known as Adecco. This experience was pivotal, enhancing his skills in people management and human resources, which would prove vital in his future roles. He eventually returned to the finance sector as the Commercial Director at PSA Finance (Peugeot-Citroen) Switzerland. His time at Adecco and PSA Finance presented numerous leadership and strategic challenges, which contributed significantly to his growth as a leader and senior manager.

Throughout his career, Modesto prioritized his education, earning a Federal Master's Degree in Marketing and Sales Management and a Financial Controlling degree from SIB-CA Gauting. He later completed his Executive MBA at the Business School Lausanne. Additionally, he spent three years training in Neuro-Linguistic Programming (NLP), achieving certifications as a Practitioner, Master, and Coach. This blend of formal education and NLP training became a foundational element of his success, emphasizing the importance of effective communication and the ability to inspire others in business. Between 1998 and 2010, Modesto served as an interim executive in various roles, including CEO, Managing Director, and Commercial and Marketing Director. These positions provided him with intensive, hands-on leadership experience. In 2004, this journey culminated in the establishment of IMCI+, which evolved into a global organization by 2010.

Today, IMCI+ Group International GmbH boasts a network of over 150 professionals in more than 60 countries, offering services through IMCI+ Advisory, IMCI+ Capital Services, and the IMCI+ Alliance. Modesto's journey is a testament to the power of resilience, education, and effective leadership in achieving entrepreneurial success.

#### The Cornerstones of Success: Modesto N. Peña y Gorrin's Insights

Modesto attributes his success to three key qualities:

resilience, belief in his vision, and a steadfast commitment to hard work. These traits have played a vital role in shaping his career and overcoming obstacles. Resilience is his fundamental quality, especially during challenging times. Modesto emphasizes the importance of rising after each setback and maintaining the drive to move forward. This mindset has allowed him to navigate difficulties while keeping his focus on long-term goals.

Belief in his vision has also been a significant factor in his journey. This strong conviction has provided him with the motivation to stay dedicated to his aspirations, even when faced with adversity. This faith has been a guiding force, steering him through tough moments and reinforcing his commitment to his objectives. Hard work is another essential element in Modesto's formula for success. He believes there is no substitute for the dedication and persistence needed to turn dreams into reality. This commitment to putting in the effort has been crucial in achieving his goals and realizing his vision. Together, these qualities—resilience, belief in one's vision, and hard work—have laid a solid foundation for Modesto's achievements. They reflect not only his professional journey but also are valuable lessons for anyone striving for success in their own endeavors.

#### Principles of Leadership: Modesto's Philosophy

Modesto has built his career around a set of straightforward yet impactful principles. He emphasizes the pursuit of excellence in all aspects of his work, leading by example, and maintaining values of integrity and fairness. These guiding principles help him in his

interactions with team members and during project leadership.

Modesto also believes in encouraging others to step outside their comfort zones. He recognizes the importance of pushing oneself toward greater potential and inspires his team to do the same. For him, success is not solely about achieving personal milestones; it involves defining a vision that endures and generates

genuine value for others. This perspective shapes both his personal and professional motivations, driving him to create meaningful impacts in his field. Through his commitment to these principles, Modesto cultivates an environment that fosters growth and encourages collaboration. His approach underscores the belief that true leadership is about more than personal achievement; it is about uplifting others and contributing to a larger purpose.

#### Lessons in Trust & Reflections

Modesto has faced significant challenges throughout his career, one of which involved navigating betrayal from those he trusted. He recounts experiences where individuals undermined his efforts not through honest critique, but with falsehoods. Often, their actions were driven by their unmet expectations or desires for his response.

These situations have provided Modesto with valuable life lessons. He emphasizes the importance of

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“Modesto N. Peña y Gorrin advocates for a culture of respect and dignity at IMCI+, believing it fosters collaboration and innovation.”



discernment in choosing whom to trust and maintaining resilience in the face of betrayal. Such experiences have sharpened his judgment and highlighted the necessity of staying true to one's principles, even when confronted with opposition. Modesto's journey underscores the complexities of trust in professional relationships. He has learned that integrity and steadfastness are vital qualities that help navigate challenges. By adhering to his values, he continues to cultivate a strong sense of self and a clear understanding of those who align with his vision.

#### Milestones of Achievement: Modesto N. Peña y Gorrin's Journey

Modesto reflects on his career, noting several significant milestones that have shaped his professional path. Throughout his journey, he often found himself as the youngest individual in many senior roles, a testament to his ambition and determination. His academic achievements are also a source of pride. Modesto has been awarded an honorary doctorate in international business and leadership, and he is currently pursuing a doctorate that he expects to complete in 2024. These educational milestones demonstrate his commitment to continuous learning and growth.

In recent years, Modesto's company, IMCI+, has garnered over 20 prestigious awards, including recognition from the US Congress. This acknowledgment reflects the dedication and impact the organization has made within the industry. Modesto's journey illustrates how hard work and a focus on excellence can lead to meaningful achievements and contributions in the business world.

#### A Vision for the Future & Aspirations

For Modesto, IMCI+ represents a significant life project. He is currently focused on realizing Vision 2025-2030, which aims to transform IMCI+ into a world-class financial and professional services conglomerate.

Modesto's ambition extends to taking the company public by 2030-2033, marking a major milestone in its development.

Looking beyond this immediate goal, he envisions a future where he can shift his focus toward education. He plans to write books, lecture, and act as a business angel, offering mentorship to aspiring entrepreneurs. This new direction reflects his desire to give back and support the next generation in their business endeavors. In addition to his professional aspirations, Modesto looks forward to spending more quality time with his family and grandchildren. Balancing his ambitions with personal connections is essential to him, as he aims to enjoy both his career and his family life. Through his journey, Modesto exemplifies a commitment to growth, education, and nurturing future talent.

#### Words of Words: Embracing Resilience

Modesto offers straightforward yet impactful advice for those striving to achieve their goals: never give up. He acknowledges that doubt and obstacles are common, but emphasizes the importance of believing in oneself and maintaining a clear vision. Modesto encourages individuals to seek out wise mentors who can provide guidance throughout their journeys. He believes that investing in education is crucial, as knowledge serves as one of the most valuable tools available. Discipline, collaboration with talented individuals, and treating others with respect and dignity are essential components of success.

Above all, Modesto highlights the importance of humility and gratitude. He urges people not to shy away from dreaming big. With hard work, focus, and a commitment to integrity, he believes there are no limits to what one can achieve. His message serves as a reminder that perseverance and a positive mindset are key to overcoming challenges and reaching new heights.