



**Midwest Association of
Translators and Interpreters**

13th Annual Conference

ABSTRACTS

Ramping Up your Freelance Business

Marian Greenfield

In this session, Marian will discuss the importance of positioning yourself in the market, making investments that will boost your efficiency, and how to maintain good client relationships. We will look at the skills required for running a top- of-the-market translation business. We will discuss keys to success, choosing verticals, deciding whether to continue to freelance or establish a language services company, and how to build your client base.

Marian will explain how her transition from “in-house” to “freelance” translators lead her to develop the potential for a strong, external network and customer base from having collaborated with her captive clientele in major international banks.



Biography

American Translators Association (ATA) Past President Marian S. Greenfield is owner of msgreenfield Translations and was worldwide Manager of Translation Services at JP Morgan. She translated in New York’s Financial District for 20 years and has worked as a financial/legal translator for over 35 years. Marian is a full-time translation industry consultant and freelance Spanish, Portuguese and French into English financial and legal translator. She has been an Adjunct Instructor of Translation at The University of Chicago, an Adjunct Associate Professor of Translation at NYU and a visiting Professor of Translation in the Master’s in Translation Program at the University of Puerto Rico, teaching courses in financial translation and in building a translation business and offers workshops on these topics throughout the U.S., Latin America and Europe. Marian is currently President of the American Foundation for Translation and Interpretation, ATA’s foundation arm.



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Humanizing MT

Anthony Perez, VP Global Sales, Translate.com

In this presentation, the speaker will address what Machine Translation is and common misconceptions. He will discuss the methodologies, difficulties and structure of MT. He will explain new tools and products that have come onto the market in recent years, and ways to use machine translation effectively and efficiently.



Biography

Anthony has a Bachelor's Degree in Spanish from University of Iowa and completed studies in Spanish Linguistics at Universidad de Guanajuato. For the past 8 years Anthony has helped global companies design, create, and implement successful multilingual content strategies that drive company sales and brand consistency across the globe.

He was the US Sales Director for Vistatec, and Business Development Manager and later Corporate Sales Executive for SDL plc. He is currently the Vice President of Global Sales at Translate.com.



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The Changing Interpreting Landscape in the United States

Enrica Ardemagni

Today's interpreters continuously get frayed when they hear someone say, "Oh, we'll call the maintenance man to interpret because he speaks [insert language here]." Yes, this is still happening, but less so as progress is slowly being made to professionalize the field of interpreting. Although we are still in the Middle Ages with a need to educate stakeholders and interpreter consumers, not to mention bilinguals who think they can interpret because they are bilingual, we have made a lot of progress over the last ten years. We have ethics and standards of practice that guide the field, and state and national certification in specific areas. The landscape painting is starting to fill in as we are seeing some legislation as well as the development of other terms rather than just certification, we have qualified and tiered interpreting. How much have we painted in the current landscape and what still needs to be added? This presentation will focus on accomplishments, but also on adding more details to our painting. We need to prioritize what needs to be in the foreground and what needs to be in the background to assure strong composition to our work. This presentation will inform participants about progress in professional interpreting through a historical perspective, show the current status of interpreting in the U.S., and address and discuss what strokes need to be done to take us from a muted green to an emerald green.



Biography

Enrica J. Ardemagni holds a doctorate in Spanish from the University of Wisconsin, and is currently a Professor Emeritus at Indiana University Purdue University Indianapolis. For 30+ years she taught an array of language classes, including Spanish for Specific Purposes (medical, legal, business), translation studies and interpreting. She was key to creating a study abroad program in Spain and an undergraduate and graduate certificate in translation studies. She has received 17 teaching and mentoring awards, as well as a Congressional Recognition for developing a post-secondary access program for Latino students. She has 60+ scholarly publications and presentations, and she is a published literary translator. Professor Ardemagni has served on nine non-profit boards: she was a founding member and past President of the Midwest Association of Translators and Interpreters (MATI), Administrator of the ATA Literary Division, and currently she is President of the board of directors of the National Council on Interpreters in Health Care (NCIHC). She is an Indiana Supreme Court Certified Interpreter and holds a graduate certificate in medical interpreting. Over her career she has been actively engaged in community work, advocating for language access, and she is frequently called upon to offer workshops and training in translation and interpreting.



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Special Guest: Bilingual Reading-Literary Translation

José Castro Urioste

José Castro Urioste completed his degree in Literature from the Universidad Nacional de San Marcos in Peru and completed studies in Law and Political Science from the Universidad de Lima. He holds a Ph.D. in Latin American Literature from the University of Pittsburg. Currently he is a Professor of Latin American Literature at Purdue University-Calumet, but he is internationally known as a dramatist, novelist, short story writer, as well as a journalistic essayist. His works include the theatrical work *A la orilla del mundo*, the novella *Aún viven las manos de Santiago Berríos*, and the novel, *¿Y tú qué has hecho?*, considered by the literary critic Gonzalez Vigil as one of the best Peruvian novels of 2001. He has also published literary criticism, such as *De Doña Bárbara al neoliberalismo: escritura y modernidad en América Latina*, and he is co-editor of a book of Peruvian drama. In 2006 he was a finalist for the Award-Novel La Nación-Editorial Sudamericana. He has been a finalist twice in the prestigious Letras de Oro contest organized by the University of Miami for his drama *Ceviche en Pittsburg* and a book of short stories *Desnudos a medianoche*. His theatrical works have been performed in the United States and Peru. His novel *¿Y tú qué has hecho?*, has been published by Latin American Literature Review Press in the United States, translated by Enrica J. Ardemagni as *And You, What Have You Done*, as well as other short stories in the prestigious journals *Beacons*, the literary journal of the American Translators Association, and *R1N*, literary journal published by the University of Ottawa Press.



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Contract Linguists Using Language Proficiency and Cultural Expertise in the FBI **Martin Mirza, Supervisory Foreign Language Program Coordinator**

The audience will receive a basic description of what a Contract Language Analyst does in the FBI. The presenter will provide a high Overview of the FBI, identify basic requirements to work as a language analyst, will identify immediate disqualifiers, and explain the application process. The presenter will introduce the audience to different sources of information, and answer any questions in relation to the Contract Language Position.



Biography

Martin Mirza is the Supervisory Foreign Language Coordinator (SFLPC) assigned to Chicago FBI Field office. He joined the FBI in 2005 as an Arabic and Assyrian Contract Linguist. He was offered a permanent position as a Language Analyst in June 2007. He was promoted to his current position in April of 2009. He holds a Bachelor in Electronic Engineering Technology, and has pursued his MBA program. Prior to joining the FBI, he worked at Emerson Electric, Yaskawa Electric America, and THK America. There, he assisted in the coordination of publishing multi-lingual brochures and technical manuals. At the FBI, he assists in major recruitment events. At the FBI, he manages a team of linguists of different languages and provides quality translation assistance to FBI agents. That included verbatim translation, Summary translation, and Interpretation and Court testimony. He currently serves as a board member at the Diversity Advisory board for the Near and Middle East Committee, as well as the Recruitment representative for the North Central region.



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