

# The Exponent

January-February, 1984

An Official Publication of the University of Chicago Women's Business Group

**LEAPIN' LIZARDS, SANDY!  
SOUNDS GREAT TO ME!**

Jump right into 1984 by attending the first quadrennial "Leap Year Dinner" of the University of Chicago Women's Business Group on February 29. Held at the appropriately athletic, yet professional elite, East Bank Club, this program hopes to get everyone off the starting block with a bang! Business cards are required; Nike's and Addidas' are optional.

Using a modified "progressive dinner" concept, attendees will *leap* to a new table after each of three courses, according to randomly assigned numbers received upon arrival (to the dinner—not the table!). This will give each person the opportunity to talk with several different people, and have a little fun.

To get down to business, the featured speaker will be James Stahel, President of Stahel Financial Planning, Ltd., a personal financial planning firm. His topic: *Getting a Leap on 1984 Income Taxes and Last Minute Possibilities for 1983*. He'll provide tips on ways you might still reduce your 1983 income taxes, what you can do to reduce 1984 income taxes, and he will suggest points to consider when choosing a "tax advantaged" investment.

Particularly on this historically special day for women, guests, including men, are invited. (Remember the old days, BL (before Lib), when this was the only "proper" day you could invite a male to anything?).

Do jump at this opportunity to leap into new contacts and over the IRS. Return the RSVP form on the back of the *Exponent* with your check. Space is limited. Call with your reservation first, 732-8803.

**WEDNESDAY  
FEBRUARY 29, 1984**

## **GETTING A LEAP ON 1984 INCOME TAXES AND LAST MINUTE POSSIBILITIES FOR 1983**

featuring  
**JAMES STAHEL**

President

Stahel Financial Planning, Ltd.,

East Bank Club 500 N. Kingsbury Chicago, IL (behind Apparel Mart) (Parking available in club. (\$3.00) Enter from Kingsbury	5:15-6:00 Cocktails-Cash Bar  6:00-8:00 Leap Year Dinner  \$22 Members \$25 Guests
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RSVP by 5:00 pm on February 23, 1984

Phone reservations to Christine Schiever at 732-8803

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Editor: Barbaragail Dancewicz

Contributors: Mary Cipriano  
Karen Karson  
Irene Marquez  
Linda O'Bryant  
Agnes Roach

Submit articles and suggestions to:  
UCWBG  
P.O. Box 637  
Chicago, IL 60690

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# ????????????

by Mary Cipriano

*Editor's note: Our new President, Mary Cipriano, asked me to come up with a new, more exciting title for her regular column. In the past, this column was the President's Platform or President's Letter. She's right, it needs some punch!! There have been several suggestions, such as Mary's Mumblings, Mary's Meander, Cipriano's Cogitation's, the President's Pitch, and a few others not fit to print! Help! Call the editor with ideas (no obscene calls, please!).*

It's hard to believe it's 1984 already. What an exciting year.....the Olympics, an election.....it may be the year we get to meet you at one of the UCWBG functions.

As each new year comes, we all spend a little time taking stock of our situation, what did we accomplish in 1983, where we want to go in 1984. And so it is with the UCWBG.

In 1983, we offered a series of outstanding programs and seminars, e.g., Joe Cappo, Terry Savage, Gene Mackevich, etc. We had continuing education seminars, professional enrichment seminars, and social affairs. We had them different times and different locations so that you could fit at least a few of them into your busy schedule. You might say we had a great year. There was only one thing missing. YOU.

The UCWBG was founded to promote/facilitate networking for MBA's from the University of Chicago. But the funny thing about networking is that it doesn't work in absentia, nor does it work on a once a year basis. You've got to get involved.

Just picture, if you will, a roomful of women as exciting and accomplished as yourself? Sound exciting? You bet it is! Women facing the same problems and frustrations you do. Women who drink from the cup of power (Okay, so maybe it's only an occasional sip.). You've

got to be at least a little curious to meet them.

From my own perspective, I can honestly say that I've always come away from these meetings feeling exhilarated, which considering the commute for me is really an accomplishment.

Oh, I know the excuses, some of them are good. Not terribly creative, perhaps, but well thought out. (What else would you expect from a U of C graduate?)

Alas, the truth is that the strength of this organization lies in the active members. YOU.

So right now, promise yourself that you'll make it to at least one meeting. You owe it to yourself.

## IF YOU HAVEN'T ALREADY RENEWED...

We'll be wrapping up our '84 membership drive in two weeks so, to be included in our Membership Directory, to stay on mailing list, and to avoid a proposed dues increase, send in the enclosed questionnaire with your check for \$35.

## 1984 PROGRAMS

The goal for 1984 is to create an atmosphere conducive to members meeting, exchanging information, and making new friends. A diverse selection of topics and speakers will be chosen. Any suggestions members have are welcome: phone Agnes Roach at 248-1220.

To add interest to the speaker, the Program Committee plans to schedule meetings at different private clubs during 1984. If anyone is a member of such a club that has good group facilities which would be appropriate for these programs, or if you know of one, please phone

Christine Schiever at 732-8803.

From the point of view of Program Committee members who work hard to make judicious choices of speakers and facilities, the success of the program is measure in terms of both the *quality* of the program and the *quantity* of attendees. Your presence contributes to the latter as well as to the total return on investment of time and money. The biggest beneficiary is YOU. To successfully network, members do need to take advantage of meetings set up for this purpose. So start the year off right and join the group on February 29!

### LOOK OUT...

### IMAGE AND SELF-PROJECTION WORKSHOP

March 24, 1984  
8:30 am - 3:30 pm

featuring  
Arleen LaBella,  
Professional Development  
Institute

More details to come—  
SAVE THIS DATE!

**Job Lines**
  
 by
   
 Agnes Roach



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February 1984

**POSITIONS**

**ASSOCIATE/SENIOR ASSOCIATE:** For strategic management group within major human resources consulting group. Education: MBA, marketing or finance preferable. Experience: 2-5 years in marketing, planning, finance or internal consulting environment. Salary range \$30,000 to \$50,000. Contact Susan Holland, MSL International - 321-0080.

**SENIOR CONSULTANT, SYSTEMS EXECUTIVE SEARCH:** Downtown search firm. To recruit professionals in systems and other business disciplines. Prefer at least 5 years business experience with exposure to systems and recruiting. Contact Jim Ellis, Edwards & Sowers - 266-1100.

**SENIOR SYSTEMS ANALYST/PROJECT MANAGER:** Diversified Loop Fortune 100 firm. Direct systems feasibility studies and guide or do design and implementation on interactive, on-line fourth generation systems. Strong systems experience with MBA and exposure to fourth generation software desirable. Salary to mid-forties. Contact Jim Ellis, Edwards & Sowers 266-1100.

**NEW PRODUCT PLANNING SUPERVISOR:** Diversified Loop Fortune 100 firm. To coordinate new product development including product concept through market testing. Prefer B.S. in marketing, MBA and at least 3 years consumer package goods new product development experience. Salary to mid-forties. Contact Jim Ellis, Edwards & Sowers - 266-1100.

**COMMERCIAL LENDING ASS'T V.P.:** Major Loop bank. To promote all bank services to Fortune 500 companies. 3-5 years commercial lending experience with a bank, Fortune 500 clients. Likely salary range \$40,000 to \$55,000. Contact Jim Ellis, Edwards & Sowers - 266-1100.

**COMMERCIAL LENDING VICE PRESIDENTS (3 POSITIONS):** Major Loop bank. To sell commercial lending services to small and medium sized companies. Strong credit training and sales personality required. Three or more years lending experience. Salary to \$50,000. Contact Jim Ellis, Edwards & Sowers - 266-1100.

**SYSTEM DEVELOPMENT MANAGER:** Loop financial services industry leader. To manage systems development department of more than 10 people. Minimum 8 years experience with at least 4 years at a comparable management group level. Prior systems design experience with on-line applications for IBM mainframe environment, general management potential required. Salary to \$55,000. Contact Jim Ellis, Edwards & Sowers - 266-1100.

**CHIEF FINANCIAL OFFICER:** Medium sized downtown bank. Banking financial management or public accounting bank financial management experience required. Salary in the forties. Contact Jim Ellis, Edwards & Sowers - 266-1100.

**CAREER MANAGEMENT COMMITTEE**

Sally Hughes, Vice President	
Career Management.....	329-3458
Betsy Anderson.....	492-3370
Barbara Dick.....	641-5775
Wendy Rosenholtz.....	321-2968

## LISTINGS IN JOBLINES

**Joblines** is published monthly by the Career Management Committee of the University of Chicago Women's Business Group. To have a listing included in an issue of **Joblines**, contact Sally Hughes. Material for each issue, which is mailed as closely as possible to the first of the month, must be received no later than ten days before the end of the previous month.

Often one thing leads to another. A particular listing may not turn out to be exactly what you want but may lead to something just right. If you see something that interests you, call either the person listed as a contact or Sally Hughes. She often has more information about the person or position than is printed in the newsletter.

## THE JOB SCENE

The Career Management Committee will be meeting during the next month to generate ideas and develop plans for this year. We are still looking for one or two more committee members and a limitless supply of new ideas. Please get in touch with one of the commit-

tee members if you can be the source of either. We would like recommendations on how the activities of the committee can best suit the needs of the members. What kinds of Career Management programs or activities would you like to see? How can the "**Joblines**" newsletter best be used to promote the exchange of information and the development of personal contacts?

We know of several successful job searches that occurred due to initial contacts made through "**Joblines**". There may be more that we just have not heard about. The UCWBG is an excellent resource for both those with positions to fill and those seeking new positions. It is interesting to note that the range of salaries associated with the positions listed during the past year was from \$30,000 to \$100,000, with an average of approximately \$45,000.

In the next few issues we will be experimenting with some changes in the types of positions listed and with the information supplied for each one. For example, this issue lists salary ranges with some of the positions. Many times, however, salary ranges are flexible so it is worth a call if the description looks good to you.

THE UNIVERSITY OF CHICAGO WOMEN'S BUSINESS GROUP  
P.O. BOX 637 \*\*\* CHICAGO, ILLINOIS 60690

1984 MEMBERSHIP QUESTIONNAIRE

Membership extends from January 1st to December 31st. The annual fee is \$35. Mail questionnaire and fee to Membership Committee.

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Name: -----

Class Year: ----- Campus----- 190----- Exec-----

Home Address: -----

City: ----- St----- Zipcode-----

Phone: -----

Title: -----

Current Employer: -----

Business Address: -----

City: ----- St----- Zipcode-----

Phone: -----

Where should mail be sent: Home----- or Business----- address

Previous Employer: -----

Do you own, or co-own, your business: -----

Please briefly describe your business on the back of this questionnaire.

PROFESSIONAL INDEX: From the list below, select the number which represents your:

Current Occupation: -----

Interest for a seminar topic: -----

- |                     |                        |                       |
|---------------------|------------------------|-----------------------|
| 1. Accounting       | 9. Finance             | 17. Manufacturing     |
| 2. Advertising      | 10. Fin. Plan./Invest  | 18. Mktg/Product Mgmt |
| 3. Banking          | 11. Health Services    | 19. Market Research   |
| 4. Consulting       | 12. Human Resources    | 20. Not-for-profit    |
| 5. Corp. Comm.      | 13. Insurance          | 21. Real Estate       |
| 6. Comm./Journalism | 14. Investment Banking | 22. Retailing         |
| 7. Economics        | 15. Law                | 23. Sales             |
| 8. Enrg/Research    | 16. MIS                | 24. Taxes             |

## 1984 UCWBG BOARD OF DIRECTORS

PRESIDENT	Mary Cipriano	W: 937-2407 H: 251-1726
VP-ADMINISTRATION	Peggy Steuben	W: 648-6973 H: 280-8916
VP-PROGRAM	Agnes Roach	W: 682-1900 H: 248-1220
VP-INTERNAL COMMUNICATIONS	Barbargail Dancewicz	W: 782-0573 H: 944-0595
VP-PUBLIC RELATIONS	Linda O'Bryant	W: 280-2800 H: 477-4929
VP-MEMBERSHIP	Irene Marquez	W: 982-4589 H: 965-0755
VP-CAREER MANAGEMENT	Sally Hughes	W: 329-3458 H: 477-5273
VP-FINANCE	Rene Colwill	W: 828-1782 H: 280-5339
DIRECTORS:	G. Chris Keeley	W: (317)723-8932 H: 779-5788
	Lynn Larsen	W: 564-5700 H: 836-0423

**Note:** Keep in a safe and constantly used place, e.g. your Marimekko lunchbox, locker at the club, inside pockets of all your Capper and Capper suits. Call with any ideas, questions, complaints, or kudos.

## BUZZ...BUZZ...BUZZ...

Interested in the latest scoop on 20 UCWBG members? Who could resist such an opportunity?! Sign up today as a member of the Phone Committee. Call Barbaragail Dancewicz at 782-0573 (W) or 944-0595 (H).

Don't miss this chance to convert your membership from *passive*, i.e. reading the Exponent/Job Lines and attending a meeting here and there, to *active*, where you *really* get to know several members through phone calls on a regular basis. Don't miss the keystone of our organization—camaraderie! Don't be a member *in name only*. Accumulate interest by actively investing in your membership. You'll be glad you did!

## CLUB TIES, ANYONE?

Each subsequent 1984 issue of *the Exponent* will include an article about a Chicago area social or business club of value to UCWBG members—how to get in, the benefits, a membership profile. If you belong to any of these clubs, and would be willing to sponsor another UCWBGer, or just give us the inside view of the club, please call the Editor—782-0573 (W) or 944-0595 (H).

## HERE'S THE BEEF—WHERE'S THE MEAT?

Sorry *Wendy's*, but the intended analogy to your commercial was irresistible, since that's got to be one of the funniest commercials to air in a long, long time. The *beef* is that almost this entire issue of the *Exponent* is been what might be dubbed the *Triple P—Passionate Pleas and Promises*. Where's the meat? Where's those juicy business articles? Where's all the news we relish to have? The answer—next issue.

It's just a fact of UCWBG life that at the beginning of each calendar year the new Board members need to communicate their plans for the year and to ask for help: alas, the passionate pleas and promises.

But now all that's behind us, right? No, there's at least one more very passionate plea. Help! We need info for the newsletter on a regular basis. So if you run across some good material, about Chicago's business climate, women in business, or whatever you think is appropriate, please call the editor—please!!!!

## WANT TO BE FAMOUS? WHO DOESN'T

Certainly no UCGSB graduate wants to hide in a corner—or you wouldn't have attended such a *famous* school, right? This year we will continue last year's pledge to "Put the University of Chicago Women's Business Group *On the Map*". Since you *are* the UCWBG, we need your help! Call the new Vice President of Public Relations (Linda O'Bryant) whenever you are part of a newsworthy event—a promotion, job change, invention, starting a business, closing a major public deal, elected to the Board of a major non-profit activity, etc., etc. Don't be shy! The numbers are 280-2800 (W) and 477-4929 (H). Let the PR Committee toot your horn!

WAIT...DON'T STOP READING!

### THERE'S MORE!

Obviously the above message is going to light a fire under everyone in the group, and poor little Linda is going to be deluged with calls! And just promoting your individual successes and involvements isn't the only charge of this newly formed Board function. The VP of PR is also responsible for publicizing our meeting to non-members, developing liasons, and a few other not so easy tasks. Linda needs help! As she wrote in her draft blurb for the newsletter "we need two more good people to join our public relations committee". (No, this is *not* a solicitation for female marines!) Linda also wrote "we're a *fun* committee". I'm psyched, how about you? Call today.



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## LEAP YEAR DINNER FEBRUARY 29, 1984

NAME \_\_\_\_\_ DAYTIME PHONE \_\_\_\_\_

GUESTS \_\_\_\_\_

AMOUNT ENCLOSED \_\_\_\_\_ (\$22 members; \$25 guests)

RSVP with check by February 23, 1984 to: Program Committee  
UCWBG  
P.O. BOX 637  
Chicago, IL 60690

Make checks payable to: University of Chicago Women's Business Group

CALL ALSO, just in case it gets lost in the mail - Christine Schiever, 732-8803.