



The Exponent

NOVEMBER, 1987

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

J. Daniel Mathein — A Balanced, Practical Approach to Stress Management

Our November seminar deals with life - deals with the individual by teaching simple, practical, implementable techniques that can be easily added to our collection of tools for improving personal productivity. It explores the delicate balance between various aspects of our life which impact our ability to manage stress.

The Theory of PERSONAL PRODUCTIVITY

Low personal productivity can be attributed to one, two, or a combination of the three primary stress areas. An imbalance between the big three (Nutritional, Physical, or Emotional) can cause low energy, poor productivity, or burn out. Knowing the proper basic management techniques and accepting personal responsibility for implementing simple changes can generate long-term, positive results.

A Practical Approach to NUTRITION

Be healthier without being a health food fanatic. Certain foods can enhance energy or turn a person into a nervous wreck making erratic decisions. Find and use simple anti-stress foods. How to fill the holes in today's "modern" diet.

A No Sweat Method for Improving PHYSICAL Stamina

Physical activity is tied into emotional stress release. Build stamina to provide the extra energy when needed. Integrate physical activity into a busy schedule.

A Refinement of EMOTIONAL Integrity

Take emotional stress and turn it into positive energy. Act positively rather than reacting negatively. How to release tension - on and off the job.

Profile

Dan Mathein is nationally known as a consultant, keynote speaker and motivational trainer.

Mr. Mathein brings to the podium 24 years of experience in business management, marketing, training, program development and public speaking. His presentations integrate practical knowledge, humor, hard facts and motivation for personal improvement. Dan's lectures and workshops are not only easy to listen to, but more importantly, easy to remember and use.

As a full time speaker, Mr. Mathein has presented over 1100 seminars to over 100,000 people. Geographically the presentations span the continent from Honolulu to Halifax and from Anchorage to San Juan.

In addition to presentations, Dan has been a guest on radio and TV shows, published numerous articles on health and productivity improvements, and authored a book on Creative Decision Making.

An active member of several associations, Mr. Mathein is also listed in "WHO'S WHO IN THE MIDWEST." Dan has presented programs for organizations such as: Kemper Insurance, Marriott, Northern Trust Bank, Kraft, Burroughs, Gould, McDonald's and Wang Laboratories.

Join us on Monday, November 16, at the Midland Hotel—see page 5 for details and coupon!



Remember!
Annual Meeting

AND

Holiday Party
December 8
East Bank Club
(coupon page 3)

PRESIDENT'S MESSAGE

At its January meeting, the Board selected **Expanding Career and Personal Visions** as the UCWBG 1987 theme. Since then, the Board and many committee members have focused on proving programs and activities aimed at encouraging UCWBG members to explore new ideas and redefine, if necessary, their own personal and career visions. The year is drawing to an end and the time for personal assessment — a holiday activity for many — is at hand.

How have you done this year in expanding your own perspectives? Have you, for example, been reaching out and connecting with others to enhance your and their networks? Have you reappraised your role modes to be sure that they still fit your situation and the image you hold of yourself? Likewise, are your role models challenging enough to cause you to reach and expand your visions of yourself professionally and personally? Have you been working on your self-management skills, the skills that are so important in guiding your own success?

Finally, have you re-evaluated or examined your quest for success in terms of the life balance you seek? As you whizzed through the first three quarters of 1987, did you actually sit down for even a brief moment to reaffirm that this is really what you want? Are you headed for becoming one of those who have it all, but then wonder once they have it (or nearly have it) why so much was given up for so little?

I am often amazed at how hard it is to do the constant re-evaluation and self appraisal that we all know is needed. Isn't it interesting that we can be so impatient and condemning of the firms we work for, consult with, and/or own for not knowing their direction and not guiding their progress, yet we breeze from day to day ourselves, confident that sometime we will do what we **really** want to do in this life? The UCWBG provides an invaluable resource for such introspection. Our broad membership provides an excellent testing ground for new ideas and a relatively neutral arena for sharing of even very personal experiences. Like most assets, through, you have to actively use the UCWBG connection to realize its potential. So, if you are not active, get that way! And if you are, how about encouraging the sharing and participation that you know is so rewarding?

Helen I. Hodges



THE UNIVERSITY OF CHICAGO
WOMEN'S BUSINESS GROUP
UCWBG • P. O. Box 637 • Chicago, Illinois 60690

BOARD MEMBERS

President Helen Hodges 751-1454
President-Elect: Kathleen Holoubek 875-1679
VP-Administration: Jo Anne McCarthy 454-7503
VP-Finance: Nancy Bruggemeyer 477-6658
VP-Programs: Lorena Blonsky 726-1841
VP-Membership: Diana Carpenter 699-0712
VP-Public Relations: Marilyn Tedesco 835-0082
VP-Internal Communications: JoAnn Hinz 346-8640
VP-Career Management: Loretta Sanford 248-3678
VP-Chapters: Anne Cothran 338-3900 (x531)
Immediate Past President: Sue Weeks 875-8089
Director: Irene Tesitor 988-5598
Director: Irene Marquez 470-6414

The Exponent is published monthly by
INTERNAL COMMUNICATIONS COMMITTEE:
JoAnn Hinz, VP Internal Communications
Charlene Oaks, Production Manager

Mary Patricia Chapin Sandy Miller
BarbaraGail Dancewicz Agnes Roach
Phyllis Ezop Karen Schenkenfelder
Pat Hackett Joan Treistman

Address correspondence to JoAnn Hinz, 193 E. Quincy, Riverside, IL 60546, (312) 447-0853.

WASHINGTON D.C./BALTIMORE CHAPTER

Chairwoman: Becky Hudecek
(703) 759-7581
Job Lines Vice-Chairwoman: Melanie Smith
(301) 587-6484
Program Co-Vice-chairwomen: Marjorie Adams
(301) 951-2571
Karen Hershner
(703) 524-0633
Secretary/Treasurer: Lisa Lecker
(703) 841-6180
Director: Leslie Downey
(301) 294-5652

FLORIDA CHAPTER

Chairwoman: Agnes Roach (813) 885-8934
Steering Committee Members: Nancy Clausen Kulp
(813) 961-7494
Sally Israel (813) 539-3889
Margaret Powell (904) 247-1893
Jane Renz (813) 425-3807

CALENDAR OF EVENTS

| DATE | PROGRAM SPONSOR | EVENT | TELEPHONE | CONTACT PERSON |
|-----------------|----------------------------------|--|--------------|------------------|
| NOVEMBER | | | | |
| 16 | UCWBG | Career Management Workshop "A Balanced, Practical Approach to Stress Management" | 312/248-3678 | Loretta Sanford |
| DECEMBER | | | | |
| 8 | UCWBG | Annual Meeting & Holiday Party | 312/875-7070 | Mary Condon |
| 11 | Internal Revenue Service | Small Business Taxes | 312/886-4609 | John E. Hilbert |
| 15 | Leads Club-Barrington Breakfast | Networking for Women | 312/382-7575 | Joan Bocian |
| 16 | UCWBG | Career Management Workshops | | Louetta Sanford |
| 17 | Leads Club-Northwest Lunch | Networking for Women | 312/885-0350 | Diane Keating |
| 17 | Leads Club-Elgin Chapter | Networking for Women | 312/428-3000 | Sandi McMahan |
| 17 | Leads Club-Northwest Sub. Chap. | Networking for Women | 312/699-6949 | Donna Sievers |
| 17 | Leads Club-Western Lunch Chap. | Networking for Women | 312/481-9476 | Michele McMaster |
| 22 | Leads Club-Barrington Breakfast | Networking for Women | 312/382-7575 | Joan Bocian |
| 24 | Leads Club-Northwest Lunch | Networking for Women | 312/885-0350 | Diane Keating |
| 24 | Leads Club-Northwest Sub. Chap. | Networking for Women | 312/699-6949 | Donna Sievers |
| 24 | Leads Club-Western Lunch Chap. | Networking for Women | 312/481-9476 | Michele McMaster |
| JANUARY | | | | |
| 1 | Sauk Valley Bus & Econ. Dev. Ctr | Market Research for Small Businesses | 815/288-5511 | Susan VanWeelden |
| 14 | Oak Brook Women in Management | Meeting: Women Moving Forward & Upward | 312/963-0079 | Judy Keel |
| 20 | UCWBG | Balance Between Personal, and Professional Priorities: Femininity and Careers Carole Wilk, Phd. | 312/726-1841 | Larena Blonsky |

Join us to celebrate the Holiday Season...

Good Food

Good Friends

Good Raffle Prizes

Election Results Announced

Lots of Champagne

ANNUAL MEETING & HOLIDAY PARTY

Tuesday, December 8, 1987

5:30 — 7:30 p.m.

**East Bank Club
500 N. Kingsbury
River View Room**

Hor D'oeuvres & Champagne

**\$6.00 Members
\$10.00 Guests**

All reservations and cancellations must be received by 12:00 noon, Thursday, Dec. 3, 1987. Thereafter, reservations will be accepted as cancellations are received. Please use RSVP form or call Mary Condon at 875-7070, then mail the RSVP form and check.

RSVP form for December 8, 1987 Holiday Party

Name _____

Daytime phone _____

Guest(s) _____

Amount Enclosed _____ (\$6.00 members, \$10.00 guests)

Send form with check payable to UCWBG c/o Lorena Blonsky, 522 Greenwood St., Evanston, IL 60201



POSITIONS

For the following 9 positions, contact John Grantham, 727 Eastowne Dr., Suite 100A, Chapel Hill, NC 27514, (919) 489-1991

SENIOR MARKET RESEARCH ASSOCIATE. High growth opportunity with Fortune 300 Corporation located in the Carolinas. Good knowledge of state of the art market research methodologies. Salary: 55-60 base plus bonus to 25% of salary.

SENIOR MARKETING ASSOCIATE. High growth opportunity with Fortune 300 Corporation, implement national account program through the division and groups. Also provide leadership for all outside consulting firms. 3+ years experience. Salary: 55-60,000 plus bonus of up to 25% of salary.

NATIONAL SALES MANAGER. For 50M a year division of a Fortune 350 Corporation. Strong sales management. Southern location. Base salary 70-72 plus bonus of up to 50% of salary.

ACCOUNT REPRESENTATIVE. Packaging Industry. NY/NJ location. Salary: 45,000 base plus bonus up to 25% of salary.

MARKETING MANAGER. Packaging Industry. Division of Fortune 100 Corporation. Atlanta location. Salary: 50-55 Base plus bonus.

SENIOR FINANCIAL MANAGER. High-potential financial management professional with: minimum of five years' professional experience in finance and/or accounting. Key CFO-type position, involved with broad range of real estate financial issues. Prestigious, major real estate firm (developer and manager). Metro-Chicago. Salary: High five figures - could go into six.) Contact: Edwards & Sowers, Inc., 150 North Michigan Avenue, Chicago, IL 60601, (312) 781-7370.

INFORMATION SYSTEMS CONSULTANTS. National financial consulting firm. Wide variety of projects, ranging from PC to mainframe-based systems and including some 'hands-on' problem solving. Heavy travel is probable. Openings are in Chicago (headquarters office). Growth opportunity. Salary to \$50K. Seeking 3-7 years' experience in information systems with some solid technical exposure in state-of-the-art systems. Contact: Edwards + Sowers, Inc., 150 N. Michigan Ave., Chicago, IL 60601, (312) 781-7370.

BUSINESS PLANNERS. Large, leading consumer products company. Positions are all at headquarters — East coast location. Responsibilities involve project work in forecasting, developing operating plans, financial reporting and analyzing competitor performance. Required: MBA plus 2-4 years subsequent experience in financial analysis or comparable responsibilities. Salary to \$50K's. Contact: Edwards + Sowers, Inc., 150 N. Michigan Ave., Chicago, IL 606012, (312) 781-7370.

SENIOR PROJECT ENGINEER. For Fortune 200 Corporation Headquarters in Columbus, OH. Plastic packaging division with products for food & pharmaceutical industries. Responsibilities include total divisional project engineering assignments. Salary to 48,000. Contact: Edwards + Sowers, Inc., 150 North Michigan Avenue, Chicago, IL 60601, (312) 781-7370.

MANUFACTURING CONSULTANT/COST MANAGEMENT. Ernst & Whinney, a Big 8 management consulting, accounting and tax advisory firm, has a position available in our Chicago office. Three to five years experience in cost or cost systems in a manufacturing environment combined with solid project management skills. Experience in the design, development and implementation of cost systems are required. APICS certification or CPA desired. Adapting their cost systems to the changing manufacturing environment, with emphasis on JIT increased automation and a movement to CAM. Send your resume, in confidence, to: Richard Foxman, Ernst & Whinney, 150 S. Wacker Drive, Dept. WBG, Chicago, IL 60606.

SALES MANAGER. For North Shore based consumer products company. Manage inside and outside sales force. Need proven success. Salary 40-50K + bonus. Contact Steve Sackley, Crosley & Assoc. (312) 940-4800.

MANAGER OF VOICE AND DATA COMMUNICATIONS. Well known publisher headquartered north of Chicago. Salary 45-58K. Contact Steve Sackley, Crosley & Assoc. (312) 940-4800.

MANAGER OF MARKETING SERVICES. For building products manufacturer in Chicago west suburbs. Salary 40-55K. Contact Steve Sackley, Crosley & Assoc. (312) 940-4800.

EXECUTIVE RECRUITER. Working with Fortune 500 Companies middle management and up for established, highly respected search firm. Contact: Sue Reyman, Reyman & Assoc., 20 N. Michigan Ave., Chicago, 60602, (312) 580-0808

INTERNATIONAL MANAGER MARKET RELATIONS. Major International Company based in Chicago. Market research, policy development, contract negotiations, marketing programs promotion, develop relationships. Prefer airline and international marketing experience. 40% international travel. 5-10 years experience. Salary 65K+. Contact: Sue Reyman, Reyman & Assoc., 20 N. Michigan Ave., Chicago, 60602, (312) 580-0808

PRODUCT MARKETING MANAGER. Fast growing distribution company in Chicago. Report to president. Industrial marketing background. Review markets, total P&L, select new products, establish prices, sales product training/promotions, formulate longrange plans. Salary 50K+ with up to 20% bonus. Contact: Sue Reyman, Reyman & Assoc., 20 N. Michigan Ave., Chicago, 60602, (312) 580-0808

ECONOMIST/LITIGATION SUPPORT. Both case analysis and testimonial experience desired. St. Louis location. Salary open. Contact: Synergistics Assoc., 320 N. Michigan Ave., Chicago, 60601, (312) 346-8782.

BIG 8 MAS CONSULTING. All levels. Salary to 100,000. Contact: Synergistics Assoc., 320 N. Michigan Ave., Chicago, 60601, (312) 346-8782.

DATA PROCESSING-SEARCH ASSIGNMENTS. For expertise in DB/2, software programmers, BAL programmer, graphics programmers, commodities back office operation. Contact: Synergistics Assoc., 320 N. Michigan Ave., Chicago, 60601, (312) 346-8782.

HIGHLIGHTS FROM THE OCTOBER

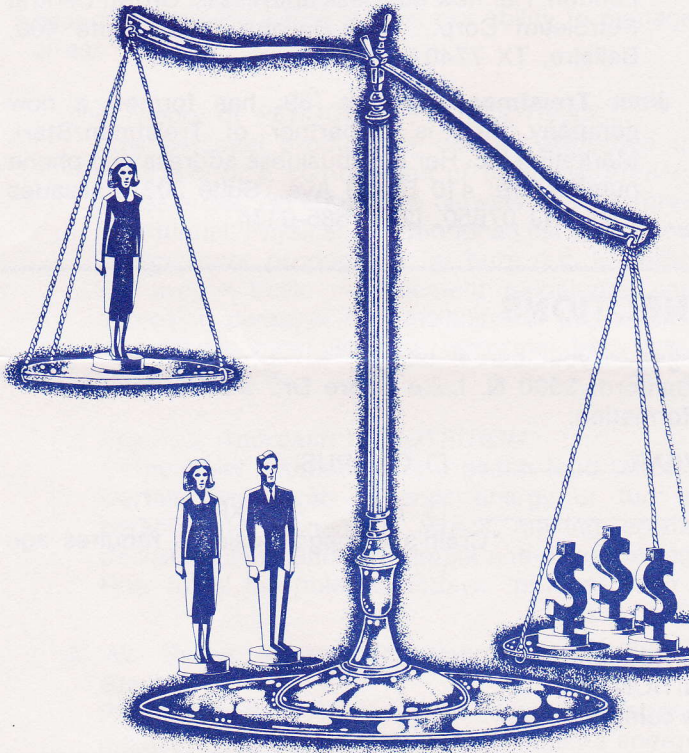
"CALL TO LEADERSHIP WORKSHOP"

Those who attended Nancy Miller's workshop took away a better appreciation for the trials that beset a corporation under the stress of transformation. Miller proposed that we, as business women, have the characteristics best suited to the management of change and can contribute to the coming era of corporate transformation. We need to answer this "Call to Leadership" and profit from it. In short, we should become visionaries-----

BE A VISIONARY

View to the Future
Inspire Others to Act
Share values
Integrate Creativity with Reason
Open Yourself and Others to Growth
Never Accept Mediocrity
Affirm Respect for people
Renew the Spirit of the Organization
You-----are the Agent for Change

Nancy J. Miller



**CALL TO LEADERSHIP—
CHANGE THE BALANCE**

UCWBG 1988 MEMBERSHIP

It's time to renew your membership! We have an exciting year planned for 1988.

You should be receiving your membership information this month. Renew before December 31 to receive our 1988 special gift.

If you don't receive your renewal materials, or if you have any questions, give me a call: Diana Carpenter 312-699-0712.

MUGS FOR SALE!

You can purchase one of our UCWBG special edition mugs. The mug is white with a blue UCWBG logo.

Send \$7.00 along with the Form below:

I have enclosed \$7.00 for a UCWBG Mug.

Name: _____ Send to:
UCWBG
Address: _____ c/o Diana Carpenter
_____ 1551 Ashland #403
_____ Des Plaines, IL 60016

Join us for this informative, entertaining session.

A BALANCED, PRACTICAL APPROACH TO STRESS MANAGEMENT

J. DANIEL MATHEIN

Monday, November 16, 1987

5:30 light buffet & cash bar

6:00 workshop

Midland Hotel

Sullivan Room (lower level)

172 W. Adams

\$18 Members

\$20 Non-members

Send coupon with payment with coupon to: Loretta Sanford, 3900 N. Lake Shore Dr. #25H, Chicago, IL 60613 or call 248-3678 to make reservations.

Stress Management

Name(s) _____

Office phone # _____ Home phone # _____

___ Member (\$18) ___ Guest(s) \$20

Make checks payable to: UCWBG. Send coupon to: Loretta Sanford, 3900 N. Lake Shore Dr. #25-H, Chicago, IL 60613.



**THE UNIVERSITY OF CHICAGO
WOMEN'S BUSINESS GROUP**
UCWBG • P.O. Box 637 • Chicago, Illinois 60690



CAREER CONNECTIONS

Nancy C. Bruggemeyer, Campus '83: has changed jobs. She was a Consultant at Coopers & Lybrand and is now Marketing Research Manager at Illinois Masonic Medical Center. Her new business address and phone are: 836 Wellington Ave., Chicago, IL 60657, 883-7003.

Jacqueline L. Cochran, Campus '76: was promoted. Jacqueline was Vice President, Finance and Chief Financial Officer with American Breeders Service Division, W.R. Grace & Co. She is now Vice President, Feed Operations, Farr Better Feeds and Walnut Grove Products, units of W.R. Grace & Co.

Jill Chamberlain, 190, '81: changed jobs. Jill was Vice President - CHI/COR Info. Management, Inc. and is now Systems Designer with General Electric Credit Corp. Jill was also listed in Who's Who in American Women as well as Who's Who in Finance and Industry. Jill's new business address and phone are 3003 Stamford Square, Stamford, CT (203) 357-3908.

Julie M. Danis, Campus '84: has joined Leo Burnett Co. and moved. Her new business address and phone number are: Prudential Plaza, Chicago, IL 60610, 565-5959. New home address and phone number are: 626 W. Grace, #2E, Chicago, IL 60613, 528-4338.

Karen Hershner, Campus '82: has been promoted from Senior Consultant to Manager at Price Waterhouse in Washington, D.C. Her new business phone number is (703) 841-7229.

Ann Rosenberg has returned to the States from London. Her new business address is: Crown Central Petroleum Corp., 4747 Bellaire Blvd., Suite 400, Bellaire, TX 77401.

Joan Treistman, Campus '69: has formed a new company. She is a partner of Treistman/Stark Marketing Inc. Her new business address and phone number are: 410 Broad Ave., Suite 303, Palisades Park, NJ 07650, (201) 585-0174.

CAREER CONNECTIONS

Please let us know if you have **moved** or **made any changes** in your career lately. Send information to CAREER CONNECTIONS, Loretta L. Sanford, 3900 N. Lake Shore Dr., #25H, Chicago, Illinois 60613, or call (312) 248-3678, with the information.

NAME _____ CLASS YEAR _____ CAMPUS
 DAY PHONE _____ AGE* _____ 190 XP _____
 *Crain's Chicago Business requires age

TYPE OF CHANGE: DID JOBLINES HELP?
 (Include old and new title, CHANGED JOBS
 company, and other PROMOTED
 background information.) APPOINTED TO BOARD OF DIRECTORS
 RECEIVED AWARD/RECOGNITION
 OTHER (moved, started a new company, etc.)

Please indicate any changes to home or business address/phone. If you do not want any of the following information to be published in Career Connections, please mark the letters "DNP" (Do Not Publish) by each item which you want omitted.

Check here, if you do not want your home address and phone number published.

HOME _____ PHONE _____
 WORK _____ PHONE _____