

# The Exponent

JANUARY, 1987

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

## THE PERSONAL TOUCH

Marilyn Miglin came to the cosmetics and fragrance business very naturally—as a professional ballerina, chorus girl (earning her college degree in her spare time), Jimmie Durante dance troupe member, and TV model; for her, perfect makeup was essential. When Marilyn discovered that the cosmetics shops she loved in New York were not present in Chicago, she went to work. Her business is an entrepreneurial dream that has grown from a tiny shop with a few products to a complete fragrance and cosmetics business, complete with a lab that produces over 400 products. One of Ms. Miglin's exciting new products is PHEROMONE, a perfume created with inspiration from recipes deciphered from the walls of ancient Egyptian temples.

Ms. Miglin's attention to beauty has also had a profound impact on women whose needs are quite different from the norm. Ms. Miglin's attention and interest has resulted in products and techniques that help severe burn victims and facial prosthesis patients. She assists them in retuning to a glamour-conscious society with minimized self-consciousness.

Ms. Miglin will be speaking to our group on "The Personal Touch," covering many of the basic challenges that would be encountered in starting a business. Please join us for a fascinating evening.



Marilyn Miglin  
Entrepreneur

TUESDAY  
January 20, 1987

## THE PERSONAL TOUCH

Marilyn Miglin  
Entrepreneur

The Metropolitan Club 5:30 p.m. Cash Bar and  
Sears Tower - 67th Floor Light Buffet  
233 South Wacker Drive 6:30 p.m. Presentation

\$19.00 Members  
\$21.00 Guests

All reservations and cancellations must be received by 12:00 noon, Thursday, January 15. Thereafter, reservations will be accepted as cancellations are received. Use RSVP form or call Debbie Mahnke at 875-7115, then mail RSVP form and check.

### RSVP for January 20, 1987 "THE PERSONAL TOUCH"

Name \_\_\_\_\_

Daytime phone \_\_\_\_\_

Guest(s) \_\_\_\_\_

Amount enclosed \_\_\_\_\_ (\$19.00 members; \$21.00 guests)

Send form with check payable to University of Chicago Women's Business Group by 12:00 noon, Thursday, January 15, 1987 to:

University of Chicago Women's Business Group  
Program Committee  
P.O. Box 637  
Chicago, IL 60690

**THE UNIVERSITY OF CHICAGO WOMEN'S  
BUSINESS GROUP MINUTES OF THE  
ANNUAL MEETING OF MEMBERS**

DECEMBER 9, 1986 at THE EAST BANK CLUB  
Chicago, Illinois

The President, Sue Weeks, called the meeting to order at 6:15 p.m., 48 members were present.

**I. 1986 IN REVIEW.**

Sue Weeks reviewed the important progress in the growth of the organization: *continued* standard of speaker excellence at our meetings and *increased attendance* reflecting strong member interest; *Breakfasts with a CEO* and several outstanding *skill development workshops*; *Job Lines* broadened; *membership* increased to 427 nationally; monthly publication of *The Exponent* with expanded articles and features; activities to create national *chapters flourished* with the successful Washington, D.C.—Baltimore and Florida Chapters; the first *Survey of Members* yielded important insight into the needs of members that will help set our direction for the future and continue to develop an organization that is responsive to the needs of its members.

**II. NEW CONSTITUTION AND BYLAWS (effective January 1, 1987)**

The president noted that the proposed Constitution and Bylaws would benefit our growing organization by giving us better procedures for national voting, developing chapters as well as running our organization. Then, in accordance with ARTICLE VIII of the current Bylaws, Sue Weeks asked for a show of hands from all members present in favor of the adoption of the proposed CONSTITUTION and BYLAWS mailed to all members on November 17,

1986. All members present approved the adoption; none opposed.

**III. ELECTION OF DIRECTORS AND OFFICERS FOR 1987**

Barbaragail Dancewicz, Immediate Past President and Chairman of the Nominating Committee presented the following members for election as slated:

<b>Office</b>	<b>Candidate</b>
President:	Helen Hodges
President-Elect:	Kathleen Holoubek
VP-Administration:	Jo Anne McCarthy
VP-Finance:	Nancy Bruggemeyer
VP-Programs:	Lorena Blonsky
VP-Membership:	Diana Carpenter
VP-Public Relations:	Marilyn Tedesco
VP-Internal Communications:	JoAnn Hinz
VP-Career Management:	Loretta Sanford
VP-Chapters:	Ann Cothran
Immediate Past President:	Sue Weeks
Director-at-Large:	Irene Tesitor
Director-at-Large:	Irene Marquez

Sue Weeks called for a motion on the slate as presented. Kathleen Holoubek moved and Karen Wildner seconded that the proposed slate be elected as presented. The motion passed unanimously.

**IV. ADJOURNMENT**

Linda O'Bryant moved and Marge Waterstreet seconded that the meeting be adjourned at 6:40 p.m. The motion passed unanimously.

Respectfully submitted,  
Jo Anne McCarthy  
Vice President, Administration



**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 701-5974
- VP-Programs: Lorena Blonsky 726-1841
- VP-Membership: Diana Carpenter 998-2964
- VP-Public Relations: Marilyn Tedesco 835-0082
- VP-Internal Communications: JoAnn Hinz 346-8640
- VP-Career Management: Loretta Sanford 998-3325
- VP-Chapters: Ann Cothran 388-3900(x531)
- Immediate Past President: Sue Weeks 875-3633
- Director-at-Large: Irene Tesitor 988-5589
- Director-at-Large: Irene Marquez 470-6414

*The Exponent* is published monthly by  
**INTERNAL COMMUNICATIONS COMMITTEE:**  
Jo Ann Hinz, VP Internal Communications

**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-At-Large: 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



## Mistakes in Using the Phone

The following was excerpted from the October 15, 1986 issue of **Boardroom Reports**—George Walther is the author of **Phone Power: How to Make the Telephone Your Most Profitable Business Tool**.

The way you use the telephone affects all aspects of your business. *Telephone mistakes to avoid:*

**Failing to make switchboard operators feel like vital members of the company.** No matter what your advertising budget, the person who answers your company's calls is really your director of public relations. Since people respond to enthusiasm, make your switchboard operators proud representatives of your company. Include them in all *relevant* company meetings and bulletins.

**Not preparing adequately for phone conversations.** Treat a phone call as you would a face-to-face meeting. Know exactly what you want to achieve. *Key:* Make up an *objectives sheet* to use as a guideline during the conversation. *Include:* Your primary, secondary and bottom-line objectives... a list of the questions you intend to ask... the amount of time you think the call should take. *Important:* If the call extends beyond this length of time, decide whether it's worth the extra time. If not, end the conversation.

**Viewing complaints as problems instead of profit opportunities.** A complaint is the best way to gain information about problems that need solving. Responding to the complaint with prompt consideration is just good, sound business. And, that good word gets around when you resolve the problem professionally. *Suggestion:* Ask customers for their complaints.

*Example:* We're always looking for ways to improve our service. Have we let you down in any way? How could we improve our service?

**Leaving incomplete phone messages.** When you give only your name and number you begin a round of "telephone tag" where you and the party you're calling constantly miss each other. *Better:* State a specific time when you'll be available, or make a definite appointment for your next call attempt.

*Example:* Tell Mr. Jones I'll call again at 3:15... or Please ask Mr. Jones to call me. I'll be expecting his call from 4 to 4:30.

*Also:* State the purpose of your phone call so the other person can have on hand the materials he'll need.

**Hiring telephone personnel based on their handshakes and their resumes.** Before hiring customer service agents or telemarketing sales representatives, interview them on the telephone. Then talk with them in person only if you like their telephone manner. *Remember:* The first impressions that you get on the phone are the same as those your customers will get.

## POSITIONS

**DIRECTOR, THE HAHN CENTER FOR ENTREPRENEURSHIP AND INNOVATION, ARIZONA STATE UNIVERSITY.** Reports to the Dean of the College of Business. Doctorate preferred, but not required. Promote and coordinate entrepreneurship at the University and in the community; conduct research and distribute results nationally; coordinate courses and host seminars and forums with nationally recognized experts. Requires excellent communication skills and an appreciation of academic research, teaching and business. For more information on this highly visible and responsible position, please call Christine L. Fink, Korn/Ferry International. (415) 956-1834.

**MINICOMPUTER CONSULTING PRINCIPAL.** Looking for an individual who has 8 to 10 years of experience in IBM minicomputers. The ideal candidate should have experience in consulting and demonstrate the ability to develop clients and manage a staff of professionals. This is a highly visible and fast track opportunity. Salary to \$65K. Please call or send resumes to Joyce Knauff, Joyce Knauff & Associates, P.O. 624, Wilmette, IL 60091, (312) 251-7284.

**DIRECTOR ORGANIZATION AND PROFESSIONAL DEVELOPMENT.** Large for-profit, Chicago-based firm that provides services for effectively managing the needs of professional associations. Report to the CEO; manage a department of professionals who provide training products and services for client associations. Specific functions: designing and implementing strategic plans; recruiting, training and motivating professionals to meet objectives; marketing services, interfacing with outside consultants, and developing operating budgets. Masters degree in organization development, behavioral sciences or adult education, plus 10 years experience required. Excellent training and presentation skills essential. Experience in developing, designing, packaging and marketing new products is ideal. Desired background includes corporate training and development, and consulting. Excellent compensation package includes profit sharing. Contact Rita Rice at (312) 644-5100.

*For the following 6 positions contact: John Grantham 727 Eastowne Drive, Suite 100A, Chapel Hill, NC 27514, (919) 489-1991.*

**MATERIALS MANAGER**—Chicago plant. Division of Fortune 300 packaging corporation. Knowledge of MRP or MRPII. APICS certified. Reports to general manager. Excellent growth opportunity into production management or higher materials management positions. Salary: low 40's.

**REGIONAL SALES MANAGER MIDWEST.** Industrial packaging. Rapidly growing Fortune 350 corporation. Sales and marketing background. Potential for general management in 2-4 years. Base salary: \$65,000 + bonus of up to 50% of salary.

**REGIONAL SALES MANAGER, TORONTO.** Plastic industry experience. Bi-lingual. Salary commensurate with experience plus bonus of up to 25% of salary.

**THREE PLANT ENGINEERS.** Located in Massachusetts, or Southern California, or a new plant start up in North Carolina. Salary: low \$40s. Experience in maintenance management and engineering. Must be promotable to plant management and above.

**TWO PROJECT/PROCESS ENGINEERS.** Needed for 6.5 billion/year paper and plastics corporation. Thermoforming and multi-layer extrusion experience necessary. Excellent growth opportunity. Located in Eastern Pennsylvania, or in Lexington, Kentucky.

**DIVISIONAL QUALITY ASSURANCE MANAGER.** Located in Pennsylvania. Salary commensurate with experience.

**INFORMATION SYSTEMS:** Several new staff and management positions have been created at Kraft in information consulting, software and business applications development. If you are a career minded and self motivated professional, our state-of-the-art environment will provide ample opportunity for rapid advancement. For a challenging career with very competitive salaries and benefits, contact Loretta L. Sanford at (312) 998-3325.

**CONSULTANT — STRATEGIC PLANNING:** Unusual opportunity for consultants who have 1 to 3 years experience with one of the national management consulting firms recognized for their conduct of assignments dealing with strategic business issues. Contact Gordon B. Edwards, Edwards & Sowers, Inc., 150 N. Michigan Ave., Chicago, IL 60601, (312) 781-7370.

*For the following 4 ads contact Ed Westfall, 394-2400.*

**ASSOCIATE - CHICAGO OFFICE OF INVESTMENT BANKING FIRM.** Need 1-2 years experience + MBA. Excellent analytical and communication skills. Some exposure to investment banking a plus. Salary: high \$40s to low \$50s + bonus.

**DIRECTOR OF STRATEGIC PLANNING.** Service company. Need strong strategic/market planning, acquisitions (\$1 - 200 million range), international and some consulting experience desired. Salary: \$100,000 plus.

**SENIOR PROJECT MANAGER, STRATEGY AND DEVELOPMENT.** Consumer products company. Analysis of critical business issues and development and implementation of resultant strategies. Interface at both corporate and operating levels. Experience in marketing/strategic planning and a good understanding of finance required. Salary: \$50 - \$70,000.

**MANAGER, FINANCIAL ANALYSIS.** Fortune 100 company. Analysis of a corporate nature, i.e. acquisitions, divestitures, mergers, risk studies, economic analysis, discounted cash flow, etc. Also consolidation and review of operating and strategic plans. Need excellent analytical skills and some Big 8 public accounting desired. Salary: \$60 - \$70,000.

**SALES PLANNING ANALYST.** Fortune 500 company. Responsible for financial activities of sales and marketing functions. 3-5 years financial analysis experience in a sales environment. PC skills required. Salary: mid 40's. Contact Kevin Foley, Foley Associates. (312) 830-2977.

**SENIOR FINANCIAL ANALYST.** Fortune 200 company. Develop and review budgets, forecasts, operating results, analyze capital requests and project analysis. 3-5 years experience in financial analysis. Salary: mid 40's. Contact Kevin Foley, Foley Associates, (312) 830-2977.

**DIRECTOR, FINANCIAL PLANNING AND ANALYSIS.** Fast growing, Chicago-based company. Report to VP-Finance. Interface with operating unit controllers; analyze P&L's. Financial analysis; acquisition analysis; direct & budget planning and forecasting. Develop and install new budget and financial planning system. 25% travel. Must know LOTUS; 8 to 10 years (including operations) experience. Excellent advancement opportunities. \$45,000 plus 10-15% bonus; company car. Contact Susan Reyman, S. Reyman & Associates, Ltd. (312) 580-0808; 20 N. Michigan Ave., Suite 520, Chicago IL 60602.

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## CAREER PLANNING CONFERENCE

*by Sue Weeks, Conference Chairwoman*

The University of Chicago Women's Business Group has developed a Career Planning Conference to be held on Saturday, March 21, 1987 that will be offered through the Graduate School of Business to all alumni in the Chicago area. The Business School had been actively working with us to handle many of the logistical issues of the conference. The UCWBG Conference committee has put together an outstanding group of professionals who will conduct four workshops at the conference. The conference will also feature distinguished speakers for the opening session and for the keynote luncheon address.

This is the first major event that The UCWBG has developed for sponsorship with the University of Chicago Graduate School of Business. The Executive Program Club will also help sponsor the event providing funding for the conference brochure. We are very excited about the exposure that this event will create for our organization. We are also pleased to be able to provide the services that this conference will offer to the entire alumni group in the Chicago area.

The four workshops will each be two hours in length and run concurrently in the morning following an opening speaker. Two of the workshops, Changing Careers and Starting Your Own Business, will then be repeated in the afternoon from 1:30 to 3:30 following

(continued on page 6)



# SAVE THE DATE!

UCWBG Members:  
call today to  
reserve your space

The University of Chicago  
Graduate School of Business

## CAREER PLANNING CONFERENCE MAKING CHANGE WORK FOR YOU

Saturday  
March 21, 1987  
The Palmer House  
17 East Monroe  
Chicago, Illinois

Sponsored by  
The University of Chicago  
Women's Business Group  
&  
Executive Program Club

The Career Planning Conference will be a forum for discussing strategies for managing your career by managing change in today's intensely competitive business environment. Topics range from moving up within your company

to starting your own business. Panel presentations and discussions will be lead by experts in executive search, top executives, successful entrepreneurs, and clinical psychologists.

**Keynote Speaker:**

Ferdinand Nadherny  
President and Chief Operating Officer  
Russell Reynolds Associates, Inc.

**Panels:**

**CHANGING CAREERS**

Dianne Carter, Ph.D.  
Clinical Psychologist  
Beatrice Barnes Young  
Senior Vice President  
Harbridge House

**CHANGING JOBS WITHIN YOUR FIELD**

James J. Drury III  
Managing Director, Midwest Region  
Spencer Stuart  
Frederick B. Rentschler  
President and Chief Executive Officer  
Beatrice U.S. Foods  
Michael E. Murphy  
Executive Vice President and  
Chief Financial and Administrative Officer  
Sara Lee Corporation

Robert C. Eimers  
Vice President—Human Resources  
Household International

**ASSESSING YOUR SITUATION: FINE TUNING**

Bill Meyer, Ph.D.  
Chairman and Chief Executive Officer  
Rohrer, Hibler & Repogle

Louise O'Sullivan  
President  
Groen/A Dover Industries Company

Richard Medland  
Vice President of Human Resources  
First National Bank of Chicago

**STARTING YOUR OWN BUSINESS**

Joseph E. Jannotta, Jr.  
Chairman  
Jannotta Bray & Associates, Inc.

Mead Montgomery  
President  
Herschner's Inc.

Diana Conley  
President and Operating Director  
Computerland (Downers Grove, Joliet and Aurora)

Price: \$45.00

Contact: Conference Center 312-962-7572

## CAREER PLANNING CONFERENCE

(continued from page 4)

lunch. If you live out of town, it might be a good opportunity to come to Chicago for a visit.

A Save the Date announcement is included in this issue of *The Exponent*. We are letting our members know about the conference first so that everyone who wants to attend will have an opportunity to do so. This announcement will be mailed to all Chicago alumni and Executive Program and 190 students in the near future. If you are interested in attending, please call now to make your reservation.

## Ideas for 1987 Programs

the Programs Committee will hold its first 1987 meeting on Wednesday, January 7 at 5:30. Please join us to help plan interesting events. Location: Korn/Ferry International Conference Room, 120 S. Riverside Plaza, Suite 918.

For further information, call Lorena Blonsky at 726-1841.(work).

## COMING SOON

The results of the Survey of Members section on member interest in various program topics will be presented in upcoming issues of *The Exponent*. These upcoming articles will be based upon an in-depth report, prepared by Phyllis Ezop of Ezop and Associates, a market research consulting firm, which covers the survey findings on member program preference.

The report revealed that topics directly related to career enhancement—such as career planning, office politics, changing jobs, changing careers, negotiation skills (presumably for negotiating in career related areas) and starting a business—are rated as more important than topics only indirectly related to one's career—such as health, lending your skills to volunteer, using personal computers, professional dress, etc.

Future issues of *The Exponent* will cover Ezop's report in greater detail including issues such as how various possible program topics rank in importance to members; how our members can be categorized into market segments based upon program preference patterns; how age, income and years of experience relate to program preference; and how various program formats rate in importance.

## PRESIDENT'S MESSAGE

by Helen Hodges

Welcome to 1987! The new Board thanks you for your support at the December annual meeting and looks forward to serving you in what promises to be a prosperous and exciting new year for the UCWBG.

### EXPLOSIVE 1987

This organization is ready for an explosion of activity in the new year thanks to the leadership of our 1986 president, Sue Weeks, and our 1986 Board.

Adoption of our new Constitution and Bylaws was a key step in better defining our operating procedures and some of our basic principles. The Survey of Members added to that definition by providing insights into the needs and expectations of our growing membership. In addition, our image has been greatly enhanced by our new promotional materials and the outstanding membership campaign now underway, both of which clearly project the professionalism embodied by this group.

On top of all of this, our first national seminar which will be co-sponsored by the University and The Executive Program Club is set for March, and we made our first contribution to the University's Business School Fund in 1986 demonstrating in a measurable way our support of the University.

### RECOGNIZED LEADERS

Given the above, it's not surprising that the UCWBG is recognized by the GSB as one of the (if not *the*) leading alumni groups on campus. And it's not hard to see why we are poised for action!

The development of a long-range strategic plan is a primary objective for this year. Our hope is to provide a framework for future initiatives that will focus the UCWBG's efforts on issues of concern and importance to all of its members. We are particularly concerned with improving benefits, especially networking opportunities, to members outside the Chicago area. Your input on both of these projects would be greatly appreciated.

### YOU CAN PROFIT EVEN MORE

We are clearly in a state of readiness, but to transform opportunity into action, we need energetic, make-it-happen volunteers, like *you*. As a committee member, you will have the opportunity to enhance your network both inside and outside the Group and to be recognized as one of the key people in what has become a highly visible organization. Even the limited amount of time your schedule allows is an invaluable asset to our often over-worked committee chairs.

So please, give a Board member a call (names and telephone numbers are listed in every issue) and become an even more active member in the UCWBG network. We look forward to hearing from you.

## NEGOTIATING SKILLS

One of the key determinants in your ability to negotiate is your credibility in the eyes of the person sitting across the table. Credibility, according to Dave Hahn of Motivational Systems, can be measured by evaluating seven "credibility elements":

- Power
- Trustworthiness
- Competence
- Good-will
- Similarity
- Idealism
- Dynamism

### PERCEPTIONS ARE THE KEY

Understanding that you are measuring your credibility as it is *perceived* by the other negotiator is of utmost importance. Once the other person's perception is defined, you can better prepare yourself for the upcoming negotiation by improving weak credibility elements.

Evaluate and measure your credibility by assigning a 0 to 10 rating for each of the above credibility elements. A zero means the other person perceives you to have no credibility in that particular area. Once you have rated each of the elements, derive your overall rating by multiplying together the ratings for all elements. Your maximum score would be 10<sup>7</sup>; your minimum, zero.

### A ZERO MEANS NO NEGOTIATION

Note that a zero rating for any one credibility element results in a zero overall rating, meaning you have *no* credibility with the other person. Without credibility, negotiation is essentially impossible. So, a key step in preparing for negotiation is strengthening weak credibility elements!

When attempting to strengthen credibility elements, remember that credibility is earned and that the only person(s) of immediate concern is the person(s) you are negotiating with. Therefore, your improvement efforts should begin long before the negotiation to give you the

benefit of time, and your efforts should be highly focused.

### DEFINITIONS

*Power* is afforded by your rank, decision-making authority, and control over reward and punishment. Access and information power—the ability to limit or allow access to others and to needed information—are other forms of power. Finally, recognized expertise is another form of power.

*Trustworthiness* is demonstrated by keeping your word and showing consistency in actions, behavior and non-verbal signals. Your counterpart also builds perceptions based on how well/often you share information, follow up and take the lead. One violation of trust often completely breaks off negotiations because the rating of trustworthiness drops to zero which, in turn, drops the total credibility measure to zero.

Perceptions of *competence* are based on your background, ability to use specialized language, and association with other competent people.

*Good-will* is demonstrated by your ability to understand the WIIFM (what's in it for me) needs of others. Your past track record for giving assistance and humanitarian behavior are important here.

How close you are in aligning with the other person's dress, non-verbal behavior, political beliefs, etc. establishes the level of *similarity*. Although fraudulent behavior or clear misrepresentations of yourself are *not* suggested, sensitivity to establishing at least a few common denominators is advised.

*Idealism* is demonstrated by your vision, positivism, broad views, goal orientation and optimism. Be cautious. There is a fine line between idealism (positive) and unrealism (read: nice ideas, but impractical and irrelevant).

Finally, *dynamism* relates to your speaking ability and congruency, including how well you use words, voice tones, and non-verbals.

*Credit: This article is based on material presented by Dave Hahn, Motivational Systems, at the UCWBG's November 15, 1986 Negotiation Skills Workshop.*

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## CAREER CONNECTIONS

Please let us know if you have **moved** or **made any changes** in your career lately. Send information to CAREER CONNECTIONS, UCWBG, P.O. Box 637, Chicago, Illinois 60690, or call KATIE KENNY at (312) 664-7200 X4559 with information.

NAME \_\_\_\_\_ CLASS YEAR \_\_\_\_\_

CAMPUS

DAY PHONE \_\_\_\_\_ AGE\* \_\_\_\_\_

190

\*Crain's Chicago Business requires age

### TYPE OF CHANGE:

(Include old and new title, company, and other background information.)

- CHANGED JOBS
- PROMOTED
- 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.

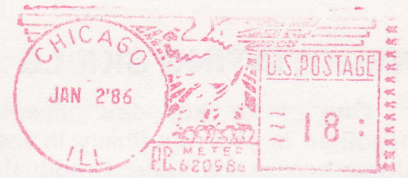
HOME \_\_\_\_\_ PHONE \_\_\_\_\_

WORK \_\_\_\_\_ PHONE \_\_\_\_\_



The University of Chicago  
WOMEN'S BUSINESS GROUP  
UCWBG • P.O. Box 637 • Chicago, Illinois 60690

PRESORTED  
FIRST CLASS



*Happy  
New  
Year!*