



# The Exponent

January 1990

THE UNIVERSITY OF CHICAGO WOMEN'S BUSINESS GROUP

## February Program Will Feature Illinois Rep. Grace Mary Stern

### Profile: Grace Mary Stern

by Randi Stillman

Grace Mary Stern is a full-time legislator in the Illinois House of Representatives. For more than twenty years, she has been representing township, county, and district constituents. In 1970, she became the first woman to be elected County Clerk of Lake County, a position to which she was twice re-elected. In 1982, she teamed with Adlai Stevenson to run as the Democratic Candidate for Lieutenant Governor. Since 1984, she has held her present position as Illinois State Representative.

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Grace Mary Stern

**WHO:** Grace Mary Stern

**WHAT:** "Issues of the 1990s: How Will Women Be Affected by and Effective in the Legislative Process"

**WHEN:** Thursday, February 8, 1990  
5:30 to 7:00 P.M. — Cocktails and Light Buffet  
7:00 P.M. — Guest Speaker

**WHERE:** The Metropolitan Club, Room 66-16  
233 South Wacker Drive

**R.S.V.P. with coupon below by Monday, February 5, 1990.**  
**For more information, call Carlette McMullan at (312) 236-1600.**

**Guest Speaker Grace Mary Stern  
February 8, 1990**

Name \_\_\_\_\_  
Daytime phones \_\_\_\_\_  
Guest(s) \_\_\_\_\_  
Amount enclosed \_\_\_\_\_ (\$15 Members; \$17 Guests)

Send coupon with check payable to The University of Chicago Women's Business Group to:  
Carlette McMullan, 1400 North Lake Shore Drive, Apt. 15H, Chicago, Illinois 60610.

### UCWBG Invited to Spend Evening in Paradise

by Randi Stillman

Do you need a break from Chicago's winter winds and snow? Relief is only weeks away! Members of the UCWBG are invited by UC<sup>2</sup>MC to join other University of Chicago alumni and friends on January 23, 1990, to spend "an evening in paradise." This will be a special after-hours reception and viewing of "Traveling the Pacific," a new permanent exhibit on the Pacific Islands at Chicago's Field Museum of Natural History. This spectacular multimedia, multi-sensory, and hands-on exhibit features Pacific Island ecology, natural history, and culture. We will learn about the environments and peoples of the Pacific Islands through outstanding Field Museum artifacts and simulated travel to recreated island locales, namely Hawaii, the Marshall Islands, Papua New Guinea, and Tahiti.

This special event will begin with an open house on the balcony outside the exhibit at 6:30 P.M. At 7:00 P.M.,

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## From the President's Desk . . .

### 1990, Our 10th Anniversary

As I assume the Presidency of the UCWBG for 1990, our 10th Anniversary year, I reflect on what has made this organization such an integral part of my professional and personal life. The UCWBG has given me a connection to many successful, professional business women, who have contributed to my growth professionally and who have become close friends. The organization has also provided me a continued link to education by maintaining a close affiliation with the University of Chicago.

When I consider what the group has provided to me, it becomes easy for me to set my goals for the year. As a Board member for the last three years, I have seen the UCWBG develop and prosper into a professional organization. As we continue to grow over the next ten years, I believe that the key to our success will be to promote camaraderie within our group, to keep connected to our membership, and to personalize our membership.

During the last Advisory Committee meeting, the phrase that I kept hearing was "Have Fun." And I know that while we maintain our professional image, we can also enjoy our activities and each other as professionals, as women, and as interesting people.

My goal and theme for the year is "Personalize Membership." Let's get to know each other, offer to help each other, and have fun together. Long term, I hope to encourage more people who are already members of the UCWBG to involve themselves more actively in our group.

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Lorena Blonsky  
President

## Holiday Party and Annual Meeting Wraps Up Year of Achievements

by Randi Stillman

Champagne-filled glasses and the lyrical music of harpist Stephen Hartman greeted members and guests at the UCWBG's Holiday Party and Annual Meeting in the Harris Bank's Executive Dining Room on December 5. Old and new friends came together at what is traditionally the UCWBG's best attended event of the year.

Outgoing President Nancy Gunder summarized her committees' accomplishments for 1989, presented special awards, thanked the existing officers and committee members, and introduced the new Board.

Many of the UCWBG's accomplishments this year addressed the theme of "Reaching Out to Membership." Highlights included special efforts to recruit new members, new ways to encourage networking among members, programs to address the diverse interests of members, and a new *Exponent* feature, Vice President's Viewpoint (to be resumed in February), so that members could get to know the officers better.

After recapping the group's accomplishments, Nancy presented awards to honor several individuals. The Honorary Member Award was given to Ruth Rothstein, President and CEO of Mount Sinai Hospital Medical Center of Chicago for her leadership and exceptional career achievement. Distinguished Service Awards were given to members Helen Hodges and Julie Virgo for their outstanding service and commitment to the organization.

Nancy then introduced the elected 1990 Board of Directors. They are as follows:

*President* – Lorena Blonsky  
*President-Elect* – Kitty Voss  
*Vice-President, Administration* – Donna Seltin  
*Vice-President, Finance* – Susan McPherson  
*Vice-President, Membership* – Shirley Beasley  
*Vice-President, Programs* – Carlette McMullan

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## THE UNIVERSITY OF CHICAGO WOMEN'S BUSINESS GROUP

### 1990 Board of Directors

<b>President:</b>	<b>Lorena Blonsky</b> (708) 831-5990
<b>President-Elect:</b> Kitty Voss (708) 864-5052	<b>VP-Internal Communications:</b> Randi Stillman (312) 752-6154
<b>VP-Administration:</b> Donna Seltin (312) 702-3733	<b>VP-Public Relations:</b> Ruth Ann Watkins (312) 908-6019
<b>VP-Finance:</b> Susan McPherson (312) 782-5800	<b>VP-Marketing:</b> Peg Conway (708) 699-4893
<b>VP-Membership:</b> Shirley Beasley (708) 858-4709	<b>Immediate Past President:</b> Nancy Gunder (312) 883-7003
<b>VP-Programs:</b> Carlette McMullan (312) 236-1600	<b>Director:</b> Adrienne Harvitt (312) 726-4501
<b>VP-Career Management:</b> Diane Dahl (312) 787-0642	<b>Director:</b> Lynn Messinger (312) 621-5815



1989 Board (from left to right): Nancy Gunder, Idell Feldstein, Kitty Voss, Lorena Blonsky, Sharon Jepson, Adrienne Harvitt, Shirley Beasley, Diana Carpenter. Not present for picture were Kathleen Holoubek, Susan Larson, Charlene Paulus Oaks, Pamela Ewing, Ann Rosenbaum.



Ruth Rothstein (left), 1989 Honorary Member Award recipient, and Idell Feldstein.



Linda O'Bryant (left) and Julie Virgo, 1989 Distinguished Service Award recipient.



Helen Hodges (right) accepts Distinguished Service Award from Nancy Gunder.



1990 Board (from left to right): Susan McPherson, Randi Stillman, Peg Conway, Donna Seltin, Kitty Voss, Lorena Blonsky, Shirley Beasley, Diane Dahl, Carlette McMullan, Ruth Ann Watkins, Lynn Messinger, Nancy Gunder. Not present for picture was Adrienne Harvitt.

## Holiday Party, cont'd from page 2

*Vice-President, Career Management*

— Diane Dahl

*Vice-President, Internal Communi-*

*cations* — Randi Stillman

*Vice-President, Public Relations* —


Ruth Ann Watkins

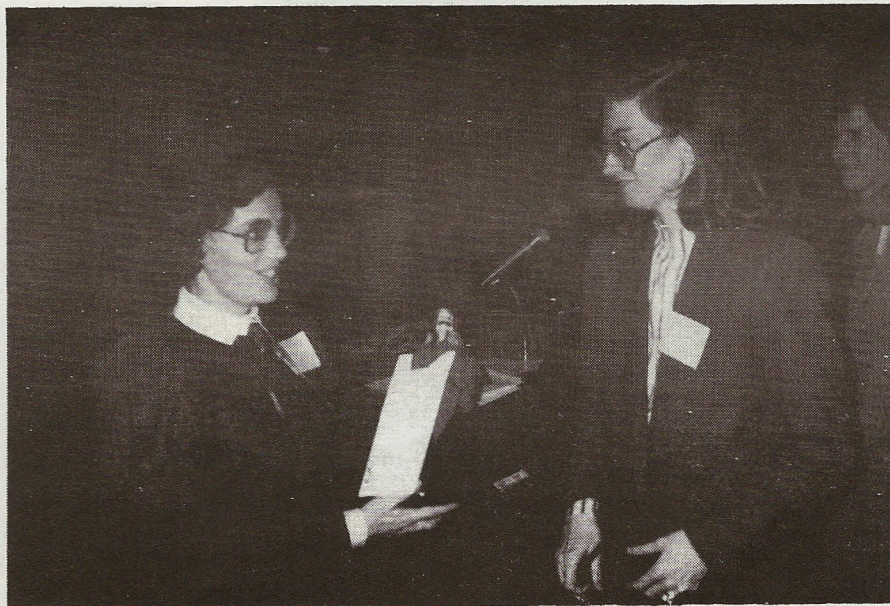
*Vice-President, Marketing* —

Peg Conway

*Director-at-Large* — Adrienne Harvitt

*Director-at-Large* — Lynn Messinger

The meeting concluded with a few remarks from 1990 President Lorena Blonsky, who looks forward to celebrating our ten-year anniversary in 1990 with year-long activities and special events. Finally, Adrienne Harvitt announced the lucky winners of nine door prizes (see following article). 



Adrienne Harvitt (right) presents Holly Berman her prize of champagne and a consultation with Lynette Wood of Wood Advertising International. Lynette Wood also served as photographer at the Holiday Party.

## Local Businesses Donate Door Prizes for Holiday Party

The UCWBG extends special thanks to the following friends and supporters for their generous contributions to our holiday party. Recipients of these wonderful door prizes are noted in parentheses.

Mary Walter—silver and onyx pin  
(Shawn McGinness)

Costello and Renwick—designer scarf  
(Nancy Gunder)

Idell and Micky Feldstein—14K gold  
chain (Nancy Foster)


Lettuce Entertain You Enterprises—  
Pump Room brunch for two  
(Gloria Kelly)

Raphael Hotel—weekend for two  
(Ruth Ann Watkins)

Lynette Wood Advertising—bottle of  
champagne and one hour of  
consulting (Sue Weeks)

Lynette Wood Advertising—bottle of  
champagne and one hour of  
consulting (Holly Berman)

Amy Huggins—personal fitness  
evaluation (Caroline Karr)

Posey Fisher Shoes—gift certificate for  
pair of shoes (Mary Beth Pinda) 



(Left to right) Kathleen Wassman, Nancy Foster, Mary Josephs, and Sue Kitzerow enjoy camaraderie at the Holiday Party.

# Anthony Salemi Addresses "How to Thrive Once You've Arrived"

by Linda Olsen

The UCWBG hosted a career management event entitled "How to Thrive Once You've Arrived" on November 14, 1989 at Hotel 21. The presenter, Anthony Salemi, Ph.D. is a management consultant who helps companies assess their interpersonal fit with prospective and current employees. His presentation focused on the following three areas:

- Using the interview process as your first opportunity to assess the company's culture,
- Looking for an organization's cultural indicators, and
- Applying interpersonal skills for on-the-job success.

Dr. Salemi explained that your first opportunity to assess the organization's culture is during the interview process. Pay attention to who is interviewing you, as well as the number of people with whom you interview. Look for the interviewer's attentiveness, depth, interaction, direction, and organization; these are all signs of how the organization operates. Interviewers do a bad job of hiding their values, so use the interview as an opportunity to assess your fit.

Once on board, you can learn about an organization's culture by evaluating the personalities of the key people within the organization. You do this by asking, "What makes them different from key people in other organizations?" These differences are the organization's culture. Watch people's actions, for example, how sensitive they are to clerical people and how they answer the phone. Look for behavioral patterns, particularly high-frequency behaviors. Listen to company rumors or stories because they were probably created for a reason.

The most important interpersonal skill that you need for success within any culture is the ability to be an active listener. You can communicate respect by attempting to put into your own words what the other person is saying. This should be done non-judgmentally. It is done simply to indicate an understanding of the other person's thoughts.

Assertiveness (the ability to be tactfully direct) and the ability to ask probing/clarifying questions are the two other interpersonal skills necessary to thrive within any organization.

A partial listing of the road blocks and roadways to success according to Dr. Salemi follows.

## Editor's Note

Do you have an idea for an article, a piece of news or information? I'd love to hear from you! You won't be expected to produce an article if you don't want to do so; we'll find someone else to write it. Would you like to join the Internal Communications Committee? Please let me know! You won't have to make monthly contributions and can participate according to your time and interests. You can reach me during the day and evening at (312) 752-6154 or send material to me at 1642 East 56th Street, #304, Chicago, IL 60637. Your help will be greatly appreciated, and, anyway, who doesn't like to see their name in print?!

## Road Blocks and Roadways to Success

(Partial list)

### Road Blocks

- Closed and inflexible
- Low ambiguity tolerance
- Indecisive
- Negative attitude and sarcasm
- Trying too hard to prove oneself
- Not able to tolerate delayed gratification
- Too quiet
- Lacking diplomacy

### Roadways to Success

- Has a positive and constructive attitude
- Has a fast pace and sense of urgency
- Is engaging and outgoing
- Gives credit and builds the confidence of others
- Shares opinions, not "facts"
- Engages in brainstorming
- Displays respect and dignity for people at all levels
- Ego does not get in the way
- Resilient
- Principled
- Initiates and follows through
- Is realistically critical
- Is a good time manager
- Is demanding
- Pushes decision making downward

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## 1990 UCWBG Directory Accepts Advertising

You've been to the Networking Event and the Holiday Party to meet other members. To really market your business, advertise in the 1990 UCWBG Directory. Only:

1/4 page . . . . .	\$30
1/2 page . . . . .	\$50
Full page . . . . .	\$80

Please submit camera-ready art (it will be returned if you request it) or send us your business card and we will typeset your ad in our directory font.

Send your art/business card (mark the envelope "PERSONAL— TO BE OPENED BY ADDRESSEE ONLY") to:

Peg Conway  
c/o Zenith Data Systems  
1501 Feehanville Drive  
Mount Prospect, IL 60056

The artwork/card must be received no later than January 22, 1990. Call Peg Conway at (708) 699-4893 days or (708) 446-0612 evenings with questions.

# UCWBG Lends Helping Hand to GSB Students

By Kathleen M. Voss

Where does the money go? This question is occasionally asked of the UCWBG. As you know, we are a non-profit organization that charges dues to support its services and functions. I'd like to tell you about one service we have provided since 1987.

In October of that year, the UCWBG donated \$3,000 to the University, and asked that the donation be used to establish a short-term loan fund for GSB students. The name of this fund is "The University of Chicago Women's Business Group Loan Fund." Loans from this fund are available to GSB students interest free, for no longer than a four-month term.

In 1988, one student accessed this fund to help pay her Spring Quarter tuition. This loan enabled her to stay on track to graduation. During the 1988-1989 academic year, a total of three students borrowed varying amounts from the Loan Fund. Letters of thanks from two of them follow this article.

This is but one of the meaningful ways that the UCWBG fulfills its mission to support the University and its students. ✍

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## Stern, cont'd from page 1

Although her constituents do a good job of keeping her informed of their views, Stern speaks and votes her conscience when she confronts an issue about which she has strong personal convictions. A pro-choice legislator, she believes it is absolutely necessary that safe, clinical abortions be available to those who need, want or are desperate to terminate a pregnancy. She has also actively concerned herself with childcare issues, such as giving a state income tax break to companies with on-site day care. With the support of her 58th District constituents, she voted for a bill to ban possession of assault-type weapons by private citizens.

Sterns hopes that she can defend her positions to her constituents. If not, she hopes that she and they agree more often than they disagree. Stern expects to find out for sure when her constituents go to the polls in November 1990. ✍

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## Paradise, cont'd from page 1

John L. Flynn, Field Museum Associate Curator of Fossil Mammals and member of the UC Committee on Evolutionary Biology, will provide a lecture and guided tour of the exhibit. Afterwards, we can tour the exhibit at our leisure until 9:30 P.M.

The Field Museum is located at Roosevelt Road and Lake Shore Drive. The cost of the event is \$25 for each UC<sup>2</sup>MC member or guest, \$35 for each alumna/us or guest, and \$9 for those 16 or under. **To receive the UC<sup>2</sup>MC member's rate, mention that you are a UCWBG member when you call to make a reservation.** For reservations, contact Michael Watson at (312) 753-2180. See you in paradise! ✍

September 3, 1988

University of Chicago Women's Business Group

Dear Women's Business Group:

I am writing this letter to let you know how grateful I am for the emergency loan I received through the University from your fund. I recently transferred from the 190 program to the full time program and have only 5 more classes to complete. I am paying for the remainder of school from savings I have accumulated over the last nine years working at General Electric. Unfortunately, however, most of this money is tied up in stock and the last portion of it is unavailable to me until the end of October.

Thus, I found myself with a real cash flow problem as tuition is due at the beginning of the quarter; not in the middle like it was in the 190 program. Your loan has made it possible for me to take three classes this quarter. All of the classes are only being offered fall quarter, and I would have been disappointed to have missed any of them. I will also only need to take two courses my last quarter while I am (hopefully) going on call back interviews. Thanks again for contributing to the Women's Business Group fund. You have been a great help to me.

Sincerely,

(Name withheld)

December 9, 1988

To: Ms. Nancy Bruggemeyer Gunder

President, UC Women's Business Group

**Subject: Thanks for the Short-Term Loan Assistance**

Your generosity is greatly appreciated for the short-term loan assistance my family received. Thank you!

The financial help was necessary because the job my wife secured over the summer was no longer available when we returned to Chicago this fall. Instead of receiving Human Resource paper work, she received an application— what a let down!

A brief recapitulation goes like this:

1) It took time to locate a job, 2) our summer earnings ran out, and 3) we needed help to pay our rent. That's where your organization came in.

My wife, 3-year old daughter, and I extend our deepest gratitude to your organization for providing funds that helped us through this cash crunch.

We are so impressed with this fund that we plan to make an annual contribution to the Graduate School of Business' "cash-crunch" fund in future years.

Thanking You for your light,

(Name withheld)

## CAREER CONNECTIONS

**Audrey P. Evans, '74, Campus,** has experienced a change of business address for her company, The Audar Group. The *mailing address*, however, remains the same: P.O. Box 53452, Chicago, IL 60653. The new street address is 407 East 25th Street, Chicago, IL 60616, (312) 842-1221. She can also be contacted in the company's showroom: 1561, The Merchandise Mart, Chicago, IL 60654, (312) 527-2431. Audrey's home address is 5428 South Dorchester, Chicago, IL 60615, (312) 241-6166.

**Gail L. Goodrich, '79, 190,** has moved to the San Francisco area and has been promoted to Regional Manager, Employee Services for United Airlines. She can be reached at (415) 876-4666.

**Jane Ranshaw, '72, Campus,** was elected Treasurer of Independent Writers of Chicago, the professional organization for self-employed writers and consultants. As a consultant herself, Jane runs Jane Ranshaw & Associates, Inc., 3750 North Lake Shore Drive, Suite 11C, Chicago, IL 60613, (312) 281-0932.

**Linda J. Diamond, '88, Campus,** has recently been married, moved, and had a change of job title. She is now Linda Diamond Shapiro, Director, Department of Private Sector Outreach at the American Medical Association, 535 North Dearborn, Chicago, IL 60610, (312) 645-4888. Her new home address is 5414 S. East View Park, Chicago, IL 60615, (312) 684-1284.

## JOBLINES

**Manager Market Development.** High-tech organization is seeking an entrepreneurial individual for the New Venture Group. Individual will perform business/marketing analysis to find strategic opportunities for new and existing products, also light acquisition work in an unstructured environment. Compensation 55-65K. Send resume to Carl Kreutzfeld, Itex Executive Search, 2700 River Road, Suite 312, Des Plaines, IL 60018.

**Manager of Employee Relations.** Medium-sized corporation seeks an individual to be involved with recruitment, manpower planning, compensation, EEO, etc. Must be able to sophisticate these existing areas. Compensation 60-70K. Send resume to Carl Kreutzfeld, Itex Executive Search, 2700 River Road, Suite 312, Des Plaines, IL 60018.

**President, cont'd from page 2**

### 1990 Activities

During our 10th Anniversary year, we plan to have a special celebration, acknowledging how much we have accomplished and recognizing all of you for contributing so much time and energy to our organization. The 10th Anniversary Party will be in May and the setting promises to be quite unusual and exciting. More details will follow in future issues.

Lorena Blonsky  
1990 President

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## CAREER CONNECTIONS

Please let us know if you have **moved** or **made any changes** in your career lately. Send information and a photo, if desired, to **UCWBG Career Connections, 630 Green Bay Road, P.O. Box 350, Kenilworth, IL 60043.**

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

DAY PHONE \_\_\_\_\_  190  XP \_\_\_\_\_

TYPE OF CHANGE:  
(Include old and new title, company, and other background information.)

<input type="checkbox"/> CHANGED JOBS <input type="checkbox"/> APPOINTED TO BOARD OF DIRECTORS <input type="checkbox"/> OTHER (moved, started a new company, family, etc.)	<input type="checkbox"/> PROMOTED <input type="checkbox"/> RECEIVED AWARD/RECOGNITION
--	--

Please indicate any changes to home or business address/phone. Write "Do Not Publish" next to any information you do not wish to appear in Career Connections.

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

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

# Calendar

## January

- 6 UCWBG Board Meeting  
190 East Delaware, 9:00 A.M.
- 10 GSB Alumni Box Lunch Program:  
Paul Schoemaker on "Ten Barriers to Brilliant Decision-Making and How to Overcome Them"  
Contact: Melanie Marhefka, (312) 702-7727
- 19 GSB Student Women's Business Group Conference  
Contact: Linda Paterson, (312) 702-7727
- 23 UC<sup>2</sup>MC Event at Field Museum:  
"Traveling the Pacific"  
Contact: Michael Watson, (312) 753-2180  
(see article on front page)

## February

- 8 UCWBG Program:  
Grace Mary Stern on "Issues of the 1990s: How Will Women Be Affected By and Effective in the Legislative Process"  
Metropolitan Club, 233 South Wacker Drive  
5:30 P.M.  
(see article on front page)
- 17 UCWBG Board Meeting  
190 East Delaware, 9:00 A.M.

## March

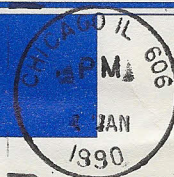
- 1 GSB and XP 38th Annual Management Conference  
Contact: Phil Saigh, (312) 702-7475
- 19 UCWBG Board Meeting (tentative date)  
Location and time to be determined
- 30-31 GSB Black MBA Conference  
Contact: Linda Paterson, (312) 702-7727

Send Calendar listings to UCWBG Calendar at the UCWBG address below or phone Jo Anne McCarthy at (312) 454-7503.

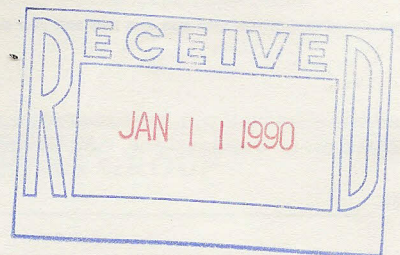


### The University of Chicago Women's Business Group

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Kenilworth, Illinois 60043



Address Correction and Forwarding



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