



# The Exponent

January 1991

THE UNIVERSITY OF CHICAGO WOMEN'S BUSINESS GROUP

## February Program Will Feature Gayle Hanley

By Kathy Terman

Bergner buys Carson Pirie Scott... Bonwit Teller closes its doors... Dayton-Hudson takes over Marshall Field's... Federated Stores files for Chapter 11 bankruptcy... Investcorp buys Saks Fifth Avenue... Sears to get out of retailing... What is going on?

On Tuesday, February 5, 1991, Gayle Hanley, managing director of Henri Bendel's Chicago store, will discuss the retailing wars in Chicago and her path to success and survival in a tough economy. The program will be held at Henri Bendel, 900 North Michigan, from 6:30 P.M. to 8:00 P.M.

In July of 1990, just two months before the store's scheduled opening, Gayle Hanley was named managing director of Henri Bendel's Chicago branch. A twenty-one year veteran of the retail industry, Hanley was formerly vice-president and



divisional merchandise manager for Marshall Field's, but lost her job during the management consolidation that ensued after Dayton-Hudson bought Field's. Prior to her position at Field's, Hanley held positions as general manager of Saks Fifth Avenue in Pittsburgh and vice-president, director of stores for Bloomingdale's in New York. *LT*

- WHO:** Gayle Hanley  
**WHAT:** "The Retailing Wars in Chicago"  
**WHEN:** Tuesday, February 5, 1991  
 6:30 to 8:00 P.M.  
**WHERE:** Henri Bendel  
 900 North Michigan Avenue

R.S.V.P. with coupon below by Friday, February 1, 1991.  
For more information, call Kathy Terman at 312/294-8065.

Gayle Hanley  
February 3, 1991

Name \_\_\_\_\_

Daytime Phone ( ) \_\_\_\_\_

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

Amount Enclosed \_\_\_\_\_ (\$15 members, \$17 guests)

Send coupon with check payable to the University of Chicago Women's Business Group to:  
UCWBG, 630 Green Bay Road, P.O. Box 350, Kenilworth, IL 60043.

## 1990 in Review

### GSB Office

I want to congratulate (Lorena) and the Women's Business Group on a very successful year, in fact ten very successful years full of change and growth.

It's wonderful to see the broad range of programs from family picnics and topical issues like "breaking through the glass ceiling" to recruiting for the GSB Admissions Office. The variety, vitality and style that UCWBG members bring together is truly impressive.

It was a pleasure working with the board and members of their committees this year. We look forward to working with another very special group of women in 1991.

Linda G. O'Bryant '79

### Thank You

My personal thanks to Lorena Blonsky and the 1990 board for an outstanding job of moving our organization forward. Because of your creativity and hard work, we will be able to plan and implement new ways to meet the diverse needs of our members. It is a pleasure to continue the journey.

Kitty Voss

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## From the President's Desk . . .

### Beginning 1991

We're now in our eleventh year and maturing! What an exciting time this is for me to serve as your president. I am honored. We've come from intensely focusing on professional growth and advancement in corporate America during our early years, to expanding our wings in non-traditional jobs and work arrangements, to forming friendships and business alliances with each other that help us cope with the many demands on our time. Last year's theme was "personalizing membership" and was expressed by an all-out effort to reach out to our members, invite participation, have fun, and just get to know each other. What a wonderful place to begin 1991! Thank you, Lorena Blonsky, for leading us to this point.



Kitty Voss  
President

### President's Objectives

This year's theme will be "something of value for everyone"—a celebration of our diversity with the common bond of being extremely bright, competent, multifaceted women who face similar issues in their personal and professional lives. Building on our efforts to get to know one another, my goal, and that of my outstanding board of directors, for 1991 is to find new and better ways to *support* each other. We've initiated several subgroups, such as working mothers and members living or working in common geographical locations (north shore, western suburbs). I'd like to continue this effort.

### Preparation for the 1991 Year

A great deal of transitioning took place in November and December. Several of our board members met with Linda O'Bryant and Linda Paterson from the GSB to discuss how we can mutually support one another. We were told that we are the premier GSB alumni club out of fourteen across the nation.

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## Vice-President's Voice

### "Getting to Know You"

Happy New Year! Welcome to 1991. Is everyone self-trained to automatically write 1991 on their checks yet? A new year, new UCWBG board, New Year's resolutions, new relationships.

This is the beginning of a new year and typically everyone idealistically starts the new year out "right" by making New Year's resolutions. Mine are to increase my involvement with UCWBG and not procrastinate, or at least diminish my level of procrastination.

Since I am a new board member, let me introduce myself. My personal statistics are:

- August 1985 Campus graduate (lots and lots of 190 quarters)
- UCWBG member since 1986 (sounds like an American Express commercial)
- 1990 membership committee member (proofed and finalized the 1990 membership directory)
- 1991 VP-Administration (secretary).

As VP-Administration I am the nuts and bolts person. I take care of the basics and organize and record for posterity. I write the board minutes, create the board agenda, and administer the election balloting. Other duties, common to all board members, include writing one "Vice-President's Voice" column for *The Exponent* and acting as a conduit for ideas and concerns from the members to the board.

I have set a personal goal (sounds more formal than a New Year's resolution) to increase my involvement with the UCWBG. To accomplish this, I plan to attend more UCWBG events in 1991 and at each event I plan to meet three new people. I have learned nearly all the UCWBG member names from working on the 1990 directory, but now I need to match the faces that go with all these names as well as meet our new members.

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Mary Beth Pinda  
VP-Administration

## THE UNIVERSITY OF CHICAGO WOMEN'S BUSINESS GROUP

### 1991 Board of Directors

#### President:

Kitty Voss  
708/864-5052

**President-Elect:** Diane Dahl  
708/655-1232

**VP-Administration:** Mary Beth Pinda  
312/726-9733, ext. 347

**VP-Finance:** Susan McPherson Chandler  
312/782-5800

**VP-Membership:** Lynn Messinger  
312/855-4614

**VP-Programs:** Kathy Terman  
312/294-8065

**VP-Career Management:** Holly Berman  
708/251-8817

**VP-Internal Communications:** Karen Chromizky  
708/515-7353

**VP-Public Relations:** Chandra Greer  
312/220-5043

**VP-Marketing:** Peg Conway  
708/808-5000

**Immediate Past President:** Lorena Blonsky  
708/831-5990

**Director:** Carlette McMullan  
312/236-1600

**Director:** Donna Selfin  
312/702-3733

# Meet The Board of Directors

By Suzanne Keers

The 1991 UCWBG Board of Directors was introduced at the holiday party on December 4, 1990. These dedicated members have the task of directing the UCWBG for the upcoming year and will spend countless hours of their time making sure things get done right. If you have ever wanted to help out, but didn't know who to call or where your skills could best be used, read on. This article is the first of a two-part series that will introduce you to the functions the various board members perform and let you get to know our new board members better.



Kitty Voss

**PRESIDENT** This position is the most visible of the board. The president sets the theme and goals for the year, runs board meetings and generally manages the activities of the entire group. The president also often represents the UCWBG at various GSB events. This year we are very fortunate to have **Kitty Voss** (Campus, '80) as our president, or as Kitty put it, "Chief Troublemaker." Kitty has chosen for our theme this year "something of value for everyone" and will work to ensure that the needs of our diverse membership are being met. You can read more about our goals and theme for this year in Kitty's first president's column in this issue.

Kitty has been active in the UCWBG for a number of years. She was on the panel that coordinated the first career conference in 1987, held the position of VP-Career Management in 1988-1989, and was president-elect in 1990. When Kitty is not busy this year being our president, she will be continuing her successful human resources consulting career, specializing in career management and corporate outplacement.

**PRESIDENT-ELECT** The president-elect position is one of learning and preparation. The president-elect, in addition to acting



Diane Worrell Dahl

in the absence of the president, serving on the Advisory Board committee and working on special projects, has this year to "take the pulse" of the organization. She must ensure that any changes to the Operations Manual, the board position descriptions, or the group's goals and objectives are ready by the end of the year. The person who will take on the president-elect role (a three-year commitment, since she will be president and then immediate past president) is **Diane Worrell Dahl** (190, '86). Diane was a member of the career management committee from 1987 to 1989 and VP-Career Management in 1990. She will spend this year observing and developing a theme for next year. Diane is well suited for her upcoming presidential duties since she is also president of the Hartell Group, Inc., a consulting firm specializing in market research for the telecommunications industry and high technology firms.



Lorena M. Blonsky

**IMMEDIATE PAST PRESIDENT** After two busy years as president-elect and president, the immediate past president can only relax a little. This board member serves as a valuable resource to provide a historical perspective to the board, chairs the nominating committee, serves on the Advisory Board committee, and works on

special assignments. **Lorena M. Blonsky** (Campus, '85) is our immediate past president for 1991. In addition to serving as president and president-elect, she most recently was VP-Programs in 1988. Lorena wants to concentrate on getting more women involved in the group and working with law school alumnae. Lorena is president and owner of LMB Associates, an executive/professional search firm specializing in information systems recruitment.

**VP-PROGRAMS** The vice-president of programs has the challenging job of planning and coordinating the many fine programs that the UCWBG puts on each year. This year **Kathleen B. Terman** (190, '85) has agreed to take on this role. Kathleen was co-chair for our wonderful tenth anniversary party in 1990, served on



Kathleen B. Terman

the career management committee from 1988-1990, and on the career conference committee in 1987. Kathleen's goals for 1991 include providing interesting and stimulating programs, creating a warm, friendly atmosphere at all events, and involving as many members as possible. Kathleen works as a senior systems analyst for Commonwealth Edison Company, where she is in charge of marketing computer information systems.

**VP-CAREER MANAGEMENT** This vice president is responsible for planning and organizing events to meet the career management needs of our members. With our diverse and sophisticated membership, this is no small task. Our VP-Career Management for this year is **Holly Berman** (190, '83). Holly wants to build upon what she saw in the 1990 career management programs dealing with life balance and the "glass ceiling." She wants to create an opportunity for members to share their experiences and celebrate the diversity of our membership by offering a variety of

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Holly Berman

programs. Holly has been working at home full time for the past four years caring for her two children. Prior to that she worked for the Social Security Administration.



Margaret (Peg) A. Conway

**VP-MARKETING** This position has a number of responsibilities, including maintaining membership survey and demographic data, handling all public relations materials, and being the expert resource on marketing our organization. **Margaret (Peg) A. Conway** (190, '88) helped set up the marketing committee and also served on both the program and career management committees. Peg wants to refine our knowledge of ourselves via the upcoming member survey and heighten awareness of the UCWBG among potential members. Peg works as a product marketing manager for Zenith Data Systems Corp. where she does product management for portable computers from conception to discontinuance.

Our board of directors performs many functions and we have a group of very talented and interesting people serving on the board. This article introduced you to half of the board members. Look for the article in next month's *Exponent* introducing the rest of our board. If you want to contact any board member, telephone numbers are listed on page two of every *Exponent* issue. ☞

Nancy Gunder, Lorena Blonsky, and I met with our Advisory Board to seek new ideas for meeting the needs of our members. It was a wonderfully warm and creative meeting, with ideas flowing. We will tell you about the recommendations from this meeting in an upcoming *Exponent*.

The 1990 and 1991 boards held a transition meeting on December 15. This was a particularly important meeting that wrapped up and evaluated our efforts from last year and set the stage for progress next year.

### We Need Your Involvement

We need **you!** I personally invite you to tell us how the UCWBG can support you during 1991. I would like to see solid friendships and support groups evolve. Perhaps you are just starting your career, or a new phase of it. We have other members in this stage. Or, are you at a senior level in your career? Perhaps a coffee, or informal meal in a member's home, could enable you to share and seek information from others with similar experiences. Working mom? Or can't get to downtown meetings from where you are? Help us. Talk to us. Get involved, to whatever extent you can.

I look forward to meeting you in 1991.

Kitty Voss  
President

Our lives are shaped by the sum of our experiences. I challenge each one of you to set a goal for involvement. Attend one more event in 1991 than you did last year and make a concerted effort to meet two other members at each event. Broaden and deepen your domain of relationships.

Board members are facilitators. The UCWBG is as good as our collective membership makes it. Get involved— increase participation, share ideas, and voice concerns. Call any board member; our telephone numbers are prominently published on page two of each issue of *The Exponent*. Better yet, seek us out at the next event. Be there—participate.

I look forward to the year ahead; getting to know more of you and working with our dynamic new president, Kitty Voss. If we have not met yet, look for me at the next event and introduce yourself. This will help us both with our New Year's resolutions.

My preliminary score: involvement up (I'm a board member), procrastination down (wrote this column for *The Exponent* before the final deadline for the January 1991 issue). Actually my procrastination isn't truly down. I wrote this column because I was the last person to say I didn't have the time to write it on two-days' notice. But I'll take the dubious credit for decreased procrastination anyway. See you at the next event. HAPPY NEW YEAR!!

Mary Beth Pinda  
VP-Administration

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## Networking Group to Meet

By Agnes Roach

The first meeting of the North/Northwest UCWBG Networking Group was held at Eduardo's Restaurant in Northbrook. Eleven women attended, representing home bases in Lake Forest, Wilmette, Hawthorne Woods, Highland Park, Lincolnshire, Rolling Meadows, Glenview, Glencoe, Northbrook, and Gurnee. Four were past or present officers of the UCWBG. The majority also work in the suburbs, making it difficult to attend functions held in the Loop.

In addition to our common ground and interests in business and economics, we soon discovered we all enjoy varied, good food and agreed upon the Best Hunan Restaurant in Vernon Hills for the Janu-

ary 22 meeting at 6:15 P.M. Those who have already tried the restaurant recommend it without hesitation. We are looking forward to ordering family style so we can experiment with a wide variety of dishes. Any UCWBG member or prospective member is welcome to join us. Call Nancy Gunder at 312/883-7003 or 708/433-3806 or Agnes Roach at 708/356-0575 to reserve by Monday, January 21.

**Directions:** Take I-94 to Route 60. Exit west; drive about two miles to Milwaukee Avenue. The Best Hunan Restaurant is in the Hawthorne Hills Fashion Square shopping center on the southwest corner of Rt. 60 and Milwaukee Avenue. ☞

# Connections

**Marcia Heuser, '87, 190**, gave birth to a daughter, Annalise Marie, in October. In addition, she accepted a position as controller with Penny Saver Publications of Tinley Park, effective December 1990.

**Elizabeth Patejuras, '88, Campus**, married Douglas Patejuras, an alumnus of the U of C M.B.A. program, on September 1, 1990. She was also promoted to assistant vice president during the summer.

## Welcome to New Members

The UCWBG extends a warm welcome to the following new members who recently joined us. We look forward to meeting you at UCWBG programs and activities.

Beverly Auerbach	Sue G'Sell
Ellen Beatty	Sharon Heckman
Elizabeth Cerne	Marybeth Herkes
Susan Chang	Andrea Kellick
Karen Chesrown	Lisa Lecker
Carol Cleave	Wendy Lee
Margaret Dyer	Joan Parks

## Coping with the '90s

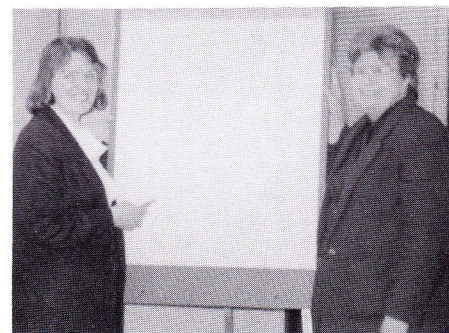
According to the November 26 issue of *Adweek's Marketing Week*, 1219 U.S. corporations eliminated 81,000 jobs over the past year—45% managerial or professional versus 36% the previous year. The magazine advised managers to plan ahead. A professional appraisal from an outplacement company helped one manager determine the types of careers that suited her best before she was fired. The article also predicted that in the future, salaries of marketing managers will be tied more closely to performance—as much as 75%.



Distinguished Service Awards were given at the annual meeting and holiday party to (l to r) Diana Carpenter, Kathleen Holoubek, Barbaragail Dancewicz, Joan Steel, and Jo Anne McCarthy.

## Financial Planning

UCWBG founding co-presidents Agnes Roach and JoAnn Hinz are caught working on their lunch hours again! As president of AA Roach Financial Planning in Northbrook, Agnes taught a series of noon-time financial planning seminars in the Loop and in Northbrook between October 25 and November 16. UCWBG attendees included JoAnn (president, Quincy Decision Support), Phyllis Ezop (president, Ezop Associates), and Irene Marquez (Amoco Corporation).



Agnes Roach (l) and JoAnn Hinz

## Connections

If you have changed your home or business address or phone number, please notify us c/o Alumni Services at 708/256-4422. All changes will be issued to members in quarterly updates to the membership directory.

Please let us know if you have recently made any changes in your career or personal life (changed jobs, received promotion or award, appointed to board of directors, started new company, was/will be guest speaker, started/expanded family, etc.). Send information to UCWBG Connections, 630 Green Bay Road, P.O. Box 350, Kenilworth, IL 60043.

Name \_\_\_\_\_ Class Year \_\_\_\_\_  Campus  190  XP \_\_\_\_\_

Day Phone \_\_\_\_\_

Please describe any change in the space below.

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# Calendar

## January

- 12 UCWBG Board Meeting and February *Exponent* Deadline  
La Salle Partners, 11 South La Salle Street, 9:30 A.M.
- 15 Women's Health Executive Network  
The Pepper Commission's Impact on Illinois  
The Inn at University Village, 7:30-9:00 A.M.  
Contact: Pamela Hett, 708/795-5504 or  
Linda Shapiro, 312/684-1284
- 22 UCWBG North/Northwest Networking Group  
Best Hunan Restaurant, 6:15 P.M.  
Rt. 60 and Milwaukee Avenue, Vernon Hills  
Contact: Agnes Roach, 708/356-0575  
(see article on page 4)
- 24 GSB Club of Chicago Executive Dinner  
The Midland Hotel, 6:00 P.M.  
Contact: Linda Paterson, 312/702-0520
- 30 GSB Club of Chicago Theatre Event:  
Phantom of the Opera  
Auditorium Theatre, Chicago  
Contact: Linda Paterson, 312/702-0520
- 31 UCWBG Mothers Network Meeting-North Shore  
Joan Sherman's home, 7:00 P.M.  
605 6th Street, Wilmette  
Contact: Joan Sherman, 708/256-8278 or  
Holly Berman, 708/251-8817

## February

- 5 UCWBG Program Featuring Gayle Hanley,  
Managing Director of Henri Bendel, Chicago  
900 North Michigan Avenue, 6:30-8:00 P.M.  
Contact: Kathy Terman, 312/294-8065
- 8 Women's M.B.A. Conference  
Keynote speaker: Mary K. Bush  
Ida Noyes Hall  
Contact: Linda Paterson, 312/702-0520
- ? UCWBG Board Meeting and March *Exponent* Deadline  
Date to be determined  
La Salle Partners, 11 South La Salle Street, 9:30 A.M.

## March

- 16 UCWBG Board Meeting and April *Exponent* Deadline  
La Salle Partners, 11 South La Salle Street, 9:30 A.M.

## April

- 3 GSB 39th Annual Management Conference  
The Westin Hotel, Chicago  
Contact: Janet Bernstein, 312/702-7572
- 20 UCWBG Board Meeting and May *Exponent* Deadline  
La Salle Partners, 11 South La Salle Street, 9:30 A.M.

Send Calendar listings to *The Exponent* at the address below  
or phone Jo Anne McCarthy at 312/454-7503.



## The University of Chicago Women's Business Group

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Kitty Voss