



The Exponent

JULY / AUGUST 1996

THE UNIVERSITY OF CHICAGO WOMEN'S BUSINESS GROUP

Yo-Yo Ma and You Under the Stars: UCWBG's Ravinia Summer Social!

This is an invitation for you and your family or friends to enjoy a favorite Chicago summer evening pastime with fellow UCWBG members—come join us on the lawn for a musical interlude at Ravinia. Relax in Ravinia's mellow world while Yo-Yo Ma — a brilliant and witty cello artist — plays Tchaikovsky, Janacek, Boccherini, and Zemlinsky with the help of the Chicago Symphony Orchestra, under the direction of James Conlon.

This is an informal get-together. Wind down, have fun, catch up on everyone's year.

You may want to consider taking advantage of Ravinia dollars to pay for Ravinia West Lot parking and lawn admission tickets, if you're bringing a crowd or will be going back to Ravinia before 9/2/96 when Ravinia dollars expire. Buy \$25 coupon books for \$20 at various Chicago-land outlets or simply call 312 -R-A-V-I-N-I-A.

To have your lawn tickets waiting for you or to get information on handicapped parking, call 312-RAVINIA or fax your ticket order to 847-266-0641.

Please call the UCWBG's reservation number 630-256-5804 so we can claim a large-enough portion of the lawn. Call Peg Conway at 847-729-3765 with questions.

Please note that there will not be a mailer on this summer social and this notice in the EXPONENT will be the only notice.

We look forward to sharing the evening with you at Ravinia!

LOCATION Ravinia Festival, Highland Park, IL, 312-R-A-V-I-N-I-A.

DATE Saturday, July 27th (no rain date, so bring an umbrella!).

TIME 6 p.m.—UCWBG Ravinia Social Committee will stake out our spot.
7 p.m.—Bring a picnic, a citronella candle, and be ready to socialize.
8 p.m.—Ravinia Festival musical performance

COST Lawn admission ticket for \$8—ticket booths at the gates (there is a "no sell-out" policy for lawn admission).

WHERE We will attempt to get a spot under the trees directly northwest of the pavilion, but no guarantees! Look for blue and white balloons and the UCWBG banner marking our spot. I will be carrying my cell phone; if you fail to locate us, please call 847-7275120 and we'll guide you to our group's location.

DINNER Bring your own favorite picnic! If you'd prefer not to cook, suggested locations to find a complete picnic include ...
* Mirabelle, Le Cafe, Carousel and The Gatehouse, Levy restaurants at Ravinia
* Byerly's, in Highland Park on Clavey Road
* Sunset Foods, in either Northbrook or Highland Park
* Northbrook Court's food court west of I-94 on Lake Cook Road
* Michael's, in Highland Park, for hamburgers, hot dogs etc.
* Ravinia Bistro, at the Roger Williams train stop
* Foodstuffs food emporium for carry-out food in Glencoe

DESSERT Bring a dessert to share with the group!

GETTING THERE * Train: call Metra at 312-836-7000 for schedules; the train leaving Chicago stops right by Ravinia's West gate.

* Buses: pick up Keeshin buses from various downtown Chicago locations, for a round-trip fare of \$12. Call 312-R-A-V-I-N-I-A.

* Car: take Edens Expressway (I-94), Route 41, or the Tri-State Tollway (I-294) to Lake Cook. Go east to Green Bay Road; turn north onto Green Bay to the Ravinia Park entrance.

* Parking: Continue on north to the Roger Williams Avenue train stop north of Ravinia, and catch a Park 'N Ride shuttle bus or walk to the Ravinia entrance, following the train tracks. There are also remote lots south of Lake Cook Road at Turnbull Woods and in downtown Highland Park, with free Park 'N Ride shuttle bus service to the park. If you get there very early, for \$5, you can park in the West Lot, directly west of the main Ravinia gate.

Call 312-R-A-V-I-N-I-A for more complete directions.

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Mary Anne O'Toole '86

We Welcome Mary Anne O'Toole ('86) to the UCWBG Board

It is my personal pleasure to welcome Mary Anne O'Toole to the UCWBG Board as VP of Internal Communications. Bobbie Williams, our 96 Chair, has made significant

contributions to our group. But she was forced to resign due to personal commitments earlier this year. I know that I speak for the Board and all of you who know Mary Anne, when I say that we are really looking forward to her contribution, and working with her. Personally, I admire her drive, creativity and commitment to others. And of course her wonderful sense of humor! Mary Anne and I sat down recently and spoke about her thoughts on the UCWBG, and her new responsibilities for the Exponent, UCWBG's primary communication vehicle.

LK: Mary Anne, I wanted to welcome you aboard. I am personally thrilled to be working with you, and to have another mother on the Board, since we are both mothers of two. Can you share some of your personal background with the group?

MO: I'm 41 years old, and have been married 18 years (to the same person). We have two children, a 10 year old daughter and a seven year old son. Like you Lisa, I'll even admit that I grew up on the south side of Chicago. I graduated from Northwestern as a civil engineer in 1976 and got my MBA (190 program) in 1986. We live in Arlington Heights. I worked part time for eight years before entering temporary retirement in 1995.

LK: Tell me briefly about your overall goal in heading up our Exponent and overall internal communication efforts?

MO: I am interested in increasing our connection to members. I intend for us to look for clues in our membership survey results and I look forward to responding to direction from Members in this area.

I am looking for ideas to make the Exponent a better vehicle for connecting members with ideas, events and each other.

LK: Can you talk a little bit about your involvement with the UCWBG? What has been your experience?

MO: I paid dues until 1994. And to be honest, I remember attending one Christmas Party and feeling very much alone. Then, in 1994, I got involved with a subset of the North-Northwest Group, and began to meet people. Then I became involved in the Career Management Committee, and through Dubravka Deppen, became involved with the 1996 Board.

LK: We have such similar experiences. I know that I really valued the group when I was able to make that kind of personal connection to other women, and build relationships that really matter to me. I know how busy you are. How did you decide to take the next step and join the Board?

MO: I have a hard time saying "no", and Dubravka asked me. I have really enjoyed the relationships I have made since 1994, and knew that I wanted to get more involved. Besides, I am a bit crazy and hyperactive and a natural juggler. It seemed like the right thing to do.

LK: We are thrilled that you did. Tell us, how do you use the Exponent today?

MO: Honestly, I skim it with the other 1400 lbs of paper entering my house every two months.

LK: How do you see members getting involved in your effort?

MO:The Exponent is an ideal way for members to get involved. I am looking for ideas to make this a better vehicle for connecting members to ideas, events and each other. Call me at 847-394-3162, and we can talk about it. Or send me articles at your convenience. (The deadline for the next Exponent is 8/9-call me for format deadlines) Members can choose just how involved they want to be.

LK: You and I have talked about our interest in helping members more easily communicate and connect with each other. How do you think member communication will be changing?

MO: Our member survey indicates that most members want networking and career development from the UCWBG. This means that we need to communicate with members, not to members. As we get more high-tech this will evolve. I see the Exponent as a critical part of our evolving package of communication within the group.

The University of Chicago Women's Business Group

1996 Board of Directors

President: Lisa M. Kieres '84
lisa@cmcusa.org
President-Elect: Susan Miner '93
susan.miner@att.com
VP-Administration: Danielle Carrier
carrier%adm@mailgate.uhc.edu
VP-Finance: Nancy Dschida '94
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VP-Membership: Tammie Miller '94
312-440-0976

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Susan Miner '93
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Danielle Carrier
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Nancy Dschida '94
312-938-8778
Tammie Miller '94
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VP-Internal Communications: Mary Anne O'Toole '86
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VP-Marketing/Public Relations: Kendra Mirasol '93
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skeers@axiom.com
Director: Christine B. Cantarino '92
christine_cantarino@wes.mot.com
Director: Elizabeth Duncklee '90
312-702-7405

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Christine B. Cantarino '92
847-576-4965
Elizabeth Duncklee '90
312-702-7405

UCWBG (voice mail) 847-256-5804

UCWBG home page http://www-gsb.uchicago.edu/gsb/clubs/alumni/ucwbg_home.html

Into the Web:

Update on the Technology

Sub-Group

by Irene Marquez

Last spring, the UCWBG organized a Technology committee to exploit new ways of creating networking and learning opportunities for the membership. We had our first meeting this spring and set about pursuing several ideas. Among them are:

- Expanding our home page. The calendar of events will soon include more information on events and reprints of the event summaries from *The Exponent*. The *Trading Post* will be added along with an e-mail form for submitting questions or replies. A "networking corner" will be added to help you find other members who can provide the service or skills you might need.
- Exploring how can we get more of our membership onto the Internet or at least on e-mail. Suzanne Keers is leading the effort to talk with Internet service providers on membership discounts. We're also searching for someone or a service that can help our members set up their home computers to reach the Internet. Other ideas we're looking into are list servers, to distribute UCWBG info by e-mail, and our own bulletin board system for a members-only, on-line exchange.
- Helping members learn how they can benefit from technology. We hope to do this through demos, workshops, and articles in the *Exponent*. Right now we're working on two events. First, this fall we're planning an event on how companies are doing business on the Internet; how some companies are making money on the Internet. Then, after the winter holidays, we'll have a talk on how your company can benefit from Web technology.

These ideas are just the beginning. What do you think we should explore? Do you have any thoughts on what to put on our home page or how to design the layout? Do you know of anyone with an interest or expertise in helping people set up their home PC's to connect to the Internet? What technology topics are you interested in? Let us know.

Contact me at 847-657-7818 or

sliptrip@mcs.com, or

Suzanne at 312-951-6200 or skeers@axiom.com.

Member Survey Lays Groundwork for Strategic Plan

by Kendra S.L. Mirasol

Like any good marketers, the UCWBG is making efforts to better understand our customers! We've made one step toward that goal through our 1996 member survey. Five hundred surveys were sent to women who are currently members or were members within the last few years. We received over 160 responses (thank you!) and will be reporting the results in the next few newsletters. The information we obtain from the surveys will help us lay the groundwork for establishing a clearer vision and purpose of the UCWBG,

as well as implement practical steps to achieve those goals.

Regarding UCWBG benefits, members were asked to rank the most valued service provided by the UCWBG. Career related programs was a clear winner. The second most valued benefit was our networking environment, and *The Exponent* came in as third. When asked what members perceived the UCWBG mission to be, networking scored the highest, with career development, social aspects and continuing education to follow, respectively.

The UCWBG membership fee was reported as fair by 73% of our members, while 18% believed it was unfair, or high. Written comments revealed that several of those who felt it was high live out of town, belong to the GSB club, or feel the price is high in terms of the value they receive. The board will address these issues at the strategic planning session this summer.

The majority of members (70%) felt that the UCWBG was very easy to deal with from an administrative perspective. Those who felt that administration needs to improve referred to late or no mailings, including *The Exponent*. The *Exponent* has been well received by our members — 70% of the members felt that no change was needed. However, members made suggestions to improve the timeliness, as well as the content. Members want to see more career-related articles, member profiles and job information. The Board is looking to improve the content of *The Exponent* and has been working to improve the timing situation.

When asked what additional services the UCWBG should offer, over forty-two members made suggestions. The topics most often cited were out-of-state programs; resume/job placement/referral services; career issues; interaction with more experienced members; and, more networking.

Look for additional summaries in upcoming issues regarding group demographics, feedback and suggestions on programs and events, as well as how UCWBG members are handling the transition to high technology.

The Personal Side of Leadership

Seminar Summary

by Mary Anne O'Toole

We started the morning stressed and burned out. We finished renewed, refreshed, and recharged. What a seminar!

Shelly Robbins, MBA '77, led us on a number of writing, thinking and moving exercises designed to get us in touch with our selves. The key to "The Personal Side of Leadership" is to connect to your person. There is no externally focused theory X, Y or Z that will work for everyone. When you listen to your own inner voice, shaped by your own values, your history, and your reality, you will be able to project what is needed to lead. When you hear your voice and choose action you will unleash potency.

According to Shelly, Effective Leaders

- Revise their view of what it means to be a Leader
- Practice self-reflection
- Learn to listen, hear and heed their own voice, and to pushaway barriers to hearing and heeding their own voice
- Have the courage to act from their voice
- Honor their knowing
- Maintain their inner focus while outwardly practicing leadership

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• Lead with courage, clarity and compassion
Shelly also recommended some great books to help you get in touch with yourself, including:

- *Women Who Run with the Wolves* by Clarissa Estes
- *The Artist's Way, a Spiritual Path to Higher Creativity* by Julie Cameron
- *The Leadership Challenge* by Kouzes and Posner
- *Meeting at the Crossroads* by Lyn Mikel Brown
- And any book or tape on Meditation

I would add *The Evolving Self* by Mikaly Csikszentmihalyi. If you have any questions, please call me (Mary Anne O'Toole) at 847-394-3162.

The Trading Post

Responses

Painter

Regarding request for a good painter– Tim Tobin at Redman painting, 312-276-7629

Shade Plants

In response to your request about a perennial garden that is colorful in a semi-shady area: I've spent years trying to find some good choices that are colorful. The problem is that the quality of shade soi,, surrounding animals, etc. present lots of variables. My recommendation is to buy a mix of plants for semi-shade from a catalog like Springhill (1-800-582-8527) that's very reasonably priced, try them out for a couple years in the flower bed, move them around if they don't work in the first spot. This ought to give you the basis for knowing what types of plants work best in your yard and then you can build on that. Bulbs are always good for semi-shade, but the best ones are spring only. I also like astilbe and dicentra. I'd avoid forget-me-nots, lily of the valley and monarda unless they're in an isolated area where you can control

their spread because they can take over your flower bed. Variegated hostas can be beautiful, especially if you supplement with annuals that can flourish in shade. Good luck.

New Inquiries

Cycle Time

I will be starting a benchmarking project related to ambulatory care clinics this fall and am looking for ideas of non-health care partners related primarily to cycle time. Any suggestions would be appreciated.

Baseball Team

I am interested in finding out if there are other UCWBGers interested in baseball. I am putting together the Chicago entry in the Great Lakes Women's Baseball League which is the pilot league sponsored by USA Baseball and the American Amateur Baseball Congress. I am looking for competitive players with positive attitudes as well as potential assistant coaches and sponsors. Fan would be nice as well! Summer schedule includes 4 home games and 4 away games. Other cities include Lansing, MI, Grand Rapids, Battle Creek, Ft. Wayne and South Bend.

School Board

I am a new School Board member in an elementary district. I know other members have served on boards in the past or may currently be doing so. I'd like to here from them about their experiences and welcome any advice. Holly Berman 847-251-8817.

Send Trading Post request and/or response to our address or fax them to: (630) 369-3773. You may also send email to: carrier%adm@mailgate.uhc.edu. Please include your name and phone number.

If you see a question that interests you, contact UCWBG for a copy of the responses.

Trading Post Request / Response Form

Name _____

Phone _____

Request / Response _____

Best way to contact you _____

Send request to UCWBG, 1805 North Mill Street, Suite A, Naperville, IL 60563-1275; fax: 630-369-3773; email: carrier%adm@mailgate.uhc.edu.

Tales From the Workplace

"What's in a Title?"

by Julie Danis

"Who cares about titles," cried the marketing person at her monthly breakfast support club meeting. She didn't but her company did. She needed a new moniker to describe her promotion so her pay raise would take effect. "I suggested", she said, "they call me Major Doer. That's what I am."

Her friend, the pharmaceutical sales rep, replied, "Then I want to be Master Profit Builder, because that's what I do." And their consultant colleague commented, "I guess that makes me Director of What the Client Wants."

Titles used to convey what a person did and where he or she stood in the company's pecking order. They had descriptors like associate, vice-president, followed by an area of expertise like production or finance. But today's titles reflect the change in change management, the disorder of the pecking order, and the multi-function function. In other words they are confusing, inflated and even meaningless.

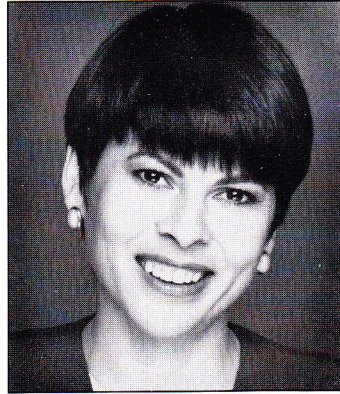
Many titles are easily confused with others. Like Financial Manager and Financial Planner and the new guy on the block, the Personal Wealth Manager.

Some are so big they beg definition and defy belief. Take a Director of Breakfast for example. Really, this is a true position. I've known two people with this title - in two different organizations. One had a Director of Dinner counterpart and the other had Assistants for Baked Goods, Cereals and Juices.

Titles are important for Independent Contractors. They rely on descriptors such as Personnel Trainer or Software Systems Developer, instead of corporate affiliations to establish credibility with the outside world. No wonder Princess Di wants a title that really says something after she's escorted outside the palace gate.

So, what's in a title? Different things for different people. A new title means a new salary for the marketing professional, a clever door opener for the pharmaceutical sales rep, and perhaps a self-esteem booster for the downtrodden consultant.

Thank goodness I'm not title obsessed. When someone asks, "What's your title," I respond, "most people just call me Julie, but if you insist, Your Highness will be just fine."



Julie Danis '84

How Good Women Grow Rich

by Anita R. Brick

Can "good" women really thrive in today's fiercely competitive marketplace? Business school professor and co-founder and editorial director of Gralla Publications, Milton Gralla, thinks so. He built a 20-magazine publishing empire and believes that career opportunities abound. Gralla stakes his reputation on it in his

book, *How Good Guys Grow Rich* (Dearborn Financial Publishing, 1996.) What he is actually "preaching" is a time tested four point system for professional success.

1. The Harder You Work, The Luckier You Get

Look for the challenging job, particularly early on. You just can't develop the discipline, self-management, and time-management skills you'll need throughout your career if you're not overstretched and fatigued at times. Your hard work, especially if you make others aware of your efforts, also provides some "anti-downsizing insurance."

2. Choose a Winning Company.

It isn't always easy to pick out the winners, but doing your home work helps. "Research the company before you accept a job offer," suggests Gralla. This goes beyond reading annual reports. Examine the 10k and do a trade publication search. What is the perceived quality level of the product line? What's been happening to the budget of the training department? Is money invested in the development of employees? What has been the overall growth of the organization in the last five years? "Look for signs of commitment to quality products or services, life long learning for staff, and a long term growth strategy," he advises.

3. Be A "Master" of Ethics

Ever promise to meet a deadline knowing it was impossible? Or pad your expense account a little? No matter what others are doing, sacrificing your ethics will have serious long-term career consequences. You make yourself a part of the crowd instead of being someone special - a standout. "It doesn't happen in one big seduction," emphasizes Gralla. "It's a slow chipping away at your integrity." So keep your guard up. One quick test: If you're about to do something and you feel an uncomfortableness in your gut, don't do it. Taking that short term gain could cost you long-term benefits.

4. Don't Allow Yourself to Get Too Cozy

Remember the first day on the job when you had more questions than answers. Hold onto that beginner's mind, no matter how much experience you have. Business professionals with a complacent attitude fail because they stop learning. They become creatures of habit because it's comfortable. "Never assume that you know all you need to know," says Gralla. Actively stay current. Read general business and trade publications. Attend meetings, classes, and conventions. Listen to the buzz within your organization and outside from suppliers. Commit yourself to life-long learning.

Gralla lives his professional development philosophy. He's a good guy and the sale of this media company for 70 million dollars has made him rich. Perhaps we can all learn few lessons from him. Do a great job, treasure and protect your integrity, actively choose the organizations you work for, and learn something every day.

Anita R. Brick, MBA '81, is an executive coach for Hire Visibility, professional speaker, columnist, and author of *Marketing Yourself for Career Success* (to be published in Jan. '97 by Macmillan.)

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UCWBG Special Interest Groups

West Networking Group

Date: Tuesday, August 6, 1996
Time: 6:30 P.M.
Place: Millrose Brewery
(847) 382-7673
45 South Barrington Road
South Barrington
Location: I-90 and Barrington Road
(just one block north of the toll
way)
R.S.V.P. by 5:00 P.M. on
Monday, August 5
Call: Christine Cantarino
at 847-576-4965 or
Karin Janowski at 312-661 6985

Christine Cantarino 847-576 4965
Karin Janowski 312-661 6985

This is a good opportunity to network and to get to know one another over dinner. All UCWBG and prospective members are welcome to join us. If you would like to be on our phone/fax notification list, please let us know when you call to reserve. Dinner is a dutch treat. For additional directions, please call the restaurant directly at 847-382-7673. If weather permits, we'll be on the patio. Check out the website for further details at www.gsb.uchicago.edu/alum/clubs/ucwbg.

North/Northwest Networking Group

Spin Your Own Web

Speaker: Joann D. Hinz
President, Decisionware
Date: Wednesday, July 17, 1996
Time: 6:30 p.m.
Place: Lamb's Country Inn at Lambs
Farm, Rt. 176 and I-94,
Libertyville, IL 847-362-5050
R.S.V.P. By 12 noon, Monday, July 15, 1996
Call: Agnes Roach at 847-356-0575 or
Virginia Tomasek at 847-835-8475, and
SEND your check for \$15 payable to
Adgnes Roach to her at 17885 Pond Ridge
Circle, Gurnee, IL 60031.

NOTE: We have reserved a private dining room, and will guarantee the reservations; therefore, advance payment is preferable. A reservation is a financial commitment.

JoAnn Hinz is a founding UCWBG member. Her firm, Decisionware, helps clients adapt new computer technology to advance their goals. Decisionware's specialties include: Integrated computer systems based on business objectives; Strategic Planning for the World Wide Web potential; Implementation of Web projects for people within and outside an organization; Creation of graphics and animation with JAVA and other new technology to complement your WEB presence; Relational Database Custom Development.

JoAnn will describe how your firm can benefit from access to and use of the World Wide Web. The Internet has much to offer—join us to find out how to use it to your advantage.

Directions coming from the: Southeast or Northeast: Take I-94 and IL-41 to Rt. 176, then drive west on 176 almost to I-94; OR take I-94 the entire way to 176, and exit to go east on 176. Lamb's Farm will be on your right (south side of 176).

North: Take Rt. 43 or Rt. 41 south to 176. Then drive west on 176 almost to I-94. Lamb's Farm will be on your left. Note that there is no exit coming from the north on I-94 onto 176.

West: Take I-294 and I-94 north and exit east at 176. Lamb's Farm will be on your right. The restaurant is in the first building on your left.

Spin Your Own Web

Wednesday, July 17, 1996

Member Name _____

Phone _____

Guest Name _____

Phone _____

Number of Reservation(s): _____ @ \$15

Total Amount \$ _____

Return this coupon with check payable to "Agnes Roach" and mail it to her at 17885 Pond Ridge Circle, Gurnee, IL 60031, by July 15, 1996.

Mothers' Network

Next Event: COOKOUT ! All Children, Spouses, Etc. Invited!

Date: Sunday July 14
Time 4-7 P.M..
Place: Lincolnshire
Call: Susan at 847-940-0579 for information, directions, and what to bring.

LAST MEETING:

On May 21 we gathered at Gretchen Grad's house in Glenview. Our participants included a woman who is considering motherhood and is looking for tips and perspectives. The official topic was "books and other resources which we've found useful."

Most of us moaned "So, who has time to read!" One member shared a tip - she makes use of books on tape (available from libraries) and plays them not only in the car, but on a personal cassette player (about \$15 at groceries, discount stores, etc.) and "reads" while doing chores around the house, getting the kids settled down to sleep, etc.

Anyhow, the offerings included:

- *Girls! Helping Your Little Girl Become an Extraordinary Woman*
 - * Book by William and Kathryn Beausar; Revell
- *Moments Chicagoland's Resources for Working Parents*
 - * Newsletter by Moments Inc., 6 N. Michigan, Suite 1514, Chicago, IL 60602, 312-759-2017. It presents ideas for places to go, activities for home, and topics such as child care.
- *Growing Child*
 - * Newsletter by Dunn :& Hargitt, 22 N. Second St., P.O. Box 620, Lafayette, IN, 47902-0620. It is age-specific, so you get a series of issues targeted to the age of your child
 - What to Expect ... While Expecting*
 - The First Year*
 - The Toddler Years*
 - * By A. Eisenberg, H. Murkoff, S. Hathaway; Workman. This series of books covers pre-pregnancy through toddlerhood in an encyclopedic (though very readable) fashion.

Celebrating the UCWBG

- *The Baby Book*

* By Dr. William Sears; Little, Brown. A voluminous narrative encyclopedia of everything you need to know from before birth through two years. Includes ideas and tips not covered in the other standard reference texts.

- *Touch Points: Your Child's Emotional and Behavioral Development*

* Book by Dr. T. Barry Brazelton; Addison-Wesley

- *Take Care of Yourself*

* Book by Donald M. Vickery and James F. Fries; Addison-Wesley. This book covers all common health problems for both children and adults, and presents decision charts about when to call the doctor, when to panic, and when to take two aspirin and tough it out. (One of our members who works in corporate benefits points out that this book has been widely distributed by corporations to employees to try to keep them from going to the (expensive) emergency room unnecessarily!).

- *Boom Baby Moon*

* by Sean Kelly and Ron Hauge. For all you parents who can barely stand yet another rendition of Good Night Moon, this parody is a welcome antidote.

UCWBG New Members as of 6/8/96

Louise Diepenbrock, Menlo Park, CA, Oracle Corp

Jill Feldman, Dallas, TX
The Dallas Marketing Group

Mary Katherine Hall, Johnson City, TN
Eastman Chemical Company

Virginia Peddicord, Oak Park, IL
Merck & Co.

Marie Ritland, Libertyville, IL
ZF Industries, Inc.

Julie Scher Smith, Chicago, IL
Bricker & Associates

Maria Monolovic Wrobel, Naperville, IL
Adventures, Inc.

Information Exchange

Nancy Weston's phone number is 847-433-4850. The Directory shows the wrong area code.

Katerine Elizabeth Metz business fax number was incorrectly printed in the Directory. The correct number is 312-879-4021.

Business Owners

Have you developed a Web Page? Please send us its location.

Call: Irene Marquez at 847-657-7818.

Looking ahead, we will be asking business owners for descriptions of their businesses later this year, so that we can advertise our capabilities to people who visit the UCWBG Web Page.

Member Opportunities

Ficht Services, a fast growing real estate services firm, is looking for an account executive to expand our Suburban Chicago account base. Work flex hours, based from your home or our office.

We offer:

Base salary plus bonus/commission

Sales support staff

Full training

Benefit package

The successful applicant will have a college degree or demonstrate significant prior success in management level sales. Previous experience not necessary. We are looking for a strong desire to succeed and a professional presentation. Ideal for real estate or construction background.

Fax resume and cover to Tammie Miller at 312-431-1415.

Connections

Cindy Stearns Monroe, Campus '82, is Vice-President/Elect for the Services Marketing Division of the American Marketing Association, Chicago Chapter. She welcomes your ideas and suggestions on topics and speakers that would be of special interest into those engaged in the marketing of services. (AMA events are open to members and non-members.) She can be reached at 847-714-3392, or cynthia.s.monroe@ac.com.

Connections

Has a special event occurred in your life? Have you been/will be a guest speaker, started in a new company, been appointed to a board of directors, started expanded family, etc.? We'd like to include the information in the next issue of The Exponent "Connection" section. Please write to UCWBG, 1805 North Mill Street, Suite A, Naperville, IL 60563-1275 or fax changes to 630-369-3773.

- New Address Promotion or Award
 New Job Accomplishment

Name _____

Day Phone _____ Class Year _____ Campus 190 XP

Please describe any change in the space below

Calendar

July

- 13 UCWBG Board Meeting 9 A.M - 12 P.M.
U of C Gleacher Center
- 14 Mother's Network Family Picnic in Lincolnshire.
Contact Susan at 847-940-0579
- 17 North/Northwest Networking Group at
Lambs Farm in Libertyville, 6:30 P.M..
Contact Agnes Roach at 847-356-0575.
See details inside.
- 27 Summer Social/Ravinia outing.
Contact Peg Conway at 847-729-3765.
See details inside.

August

- 10 UCWBG Board Meeting/ Strategic Planning Session
9 A.M. -12 P.M.

September

- 7 UCWBG Board Meeting, 9 A.M. -12 P.M.
U of C Gleacher Center
- 11 North/Northwest Networking Group.
Cafe Pyrenees in Vernon Hills, 6:30 P.M.
Contact Agnes Roach 847-357-0575
- 17 Mother's Network Meeting.
Contact Susan at 847-940-0579.
- 21 Career Management Conference

Send calendar listings to The University of Chicago Women's Business Group in Naperville or fax 630-369-3773.



The University of Chicago Women's Business Group

1805 North Mill Street, Suite A
Naperville, IL 60563-1275
Tel: 847-256-5804

Forwarding Address Correction Requested

Yo-Yo Ma at Ravinia Spin Your Own Web Member Survey Update

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