

# THE EXPONENT

THE UNIVERSITY OF CHICAGO  
WOMEN'S BUSINESS GROUP

N O V E M B E R / D E C E M B E R 2 0 0 0

## Speaker Series:

### Mentoring: Building Bridges

**Alison A. Winter, Executive Vice President & Head of Midwest Personal Financial Services, The Northern Trust Company**

To kick off 2001, we are thrilled to announce that our keynote speaker will be Alison Winter, one of our very own Chicago women. Mrs. Winter has been a pioneer for women in the banking industry and continues to pave the way for women in this area.

Alison earned her B.A. degree from San Francisco College for Women and her M.B.A. from the University of Chicago Graduate School of Business. She earned her CFA in 1978 and is a member and leader of many organizations for Financial Analysts. She has spoken extensively for many groups including The American Bankers Association and The Association for Investment Management and Research (AIMR).

Alison Winter began her career at the Northern Trust in 1971 as a Portfolio Manager. In 1987, she started down the

#### Speaker Series:

**Date:** Wednesday, January 24, 2001  
**Time:** 5:30pm - 9:00pm  
**Place:** Gleacher Center  
450 N. Cityfront Plaza Dr.  
**Topic:** Mentoring: Building Bridges  
**Contact:** Giselle McCrea (312) 953-5962  
**RSVP:** By Monday, January 22, 2001  
**Cost:** UCWBG members- \$43.00  
Guests- \$53.00

management path with the mandate to build Northern Trust's business in California. As the first President and CEO of Northern Trust of California, she felt that this gave her the "opportunity to come out and start a business from scratch." Given \$12 million in capital to start the business, she ended up adding a few more 0's to that number. Opening 11 offices in 11 years, she and her team expanded California's business to \$12 billion in trust and investment management assets. Quite an accomplishment! She returned to Chicago in January of 1999 to run the Midwest's Personal Financial Services area.

Mrs. Winter is not only a leader in the banking world, but she has also been influential in the philanthropic world as well, having been honored by many organizations including the Arthritis Foundation, the Anti-Defamation League, and Big Sisters. In addition, she was the first woman to hold the post of Chairman of the Los Angeles Area Chamber of Commerce. She also serves on the Board of Directors of many organizations including the California Healthcare Foundation, Claremont McKenna College, Steppenwolf Theatre Company, River North Dance Company, The Joffrey Ballet Company and the Chicago Convention and Tourism Bureau. Over the years, Alison has not only taken Northern Trust's corporate culture of community involvement to new heights herself, she has also instilled it in her employees.

Following the keynote speech by Alison Winter at the January annual meeting, the UCWBG will take a "first look" at the state of mentoring for women in corporate America. Several eminent alumnae will discuss their experiences as mentors, mentee

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#### Career Management:

### On a Part-Time Basis

In 2001, UCWBG will launch a workshop on how to use part-time work and volunteer work to build, maintain, or change careers. Here are the particulars:

#### Career Management Workshop on February 3, 2001

##### Who should attend:

- Persons looking to re-enter the work force on a less than full-time, continuous basis.
- Persons with full-time careers who wish to scale down their full-time commitments while maintaining current skills and, possibly, adding new skills to their portfolios.
- Potential retirees or actual retirees who wish to stay active in the work force with part-time or project work.

#### Career Management Workshop

**Date:** Saturday, February 3, 2001  
**Time:** 9:00 A.M. to noon  
**Place:** Gleacher-Center  
450 N. Cityfront Plaza Dr.  
**Topic:** Building/Changing Careers with Part-Time and Volunteer Work.  
**Contact:** Dee Farris (847) 223-1234  
**RSVP:** By Friday, January 19, 2001

**Description:** The participant assesses preferences, skills identifies resources and develops strategies.

**Special Notes:** Pre-workshop self-assessment is required. (Materials provided in advance.) Preparation time varies, but averages about two hours. Enrollment

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# CALENDAR OF EVENTS

Wednesday, January 24, 2001

**Speaker Series: Leading Chicago Women**

5:30pm - 9:pm at Gleacher Center

Giselle McCrea (312) 953-5962

Saturday, February 3, 2001

**Career Management Workshop**

9:00am to noon at Gleacher Center

Chris Keeley at [www.c.keeley@uchicago.edu](mailto:www.c.keeley@uchicago.edu)

**January**

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

**February**

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28			

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972-771-3991 Phone/Fax

**Contributors**

Rose Brintlinger '89  
Christine Cantarino '92  
Dubravka Deppen XP-60  
Paula Fung '00  
Susan Kane '91  
Chris Keeley '79  
Giselle McCrea '00  
Pamela Peterson XP-66  
Trisha Rogers '82  
Nancy Scott '91

**Editorial Staff**

Christine Cantarino '92  
Lori DeCicco '91

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CINDY RASCHE  
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CALL LORI DECICCO AT  
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DETAILS IF YOU ARE PLANNING ON  
SUBMITTING AN ARTICLE.

DESIGN: MCGUIRE ASSOCIATES  
EVANSTON, IL  
[JMCGUIRE@AMERITECH.NET](mailto:JMCGUIRE@AMERITECH.NET)

**The University of Chicago Women's Business Group 2000 Board of Directors**

**PRESIDENT:**

**Christine Cantarino '92**  
847-576-8907  
[christine.cantarino@gsbalum.uchicago.edu](mailto:christine.cantarino@gsbalum.uchicago.edu)

**PRESIDENT-ELECT:**

**Susan Kane '91**  
773-774-2454  
[skane0329@aol.com](mailto:skane0329@aol.com)

**IMMEDIATE PAST PRESIDENT:**

**Mary Lynn Faunda '86**  
630-323-6351  
[mfaunda@gsbalum.uchicago.edu](mailto:mfaunda@gsbalum.uchicago.edu)

**VP-ADMINISTRATION:**

**Cindy Rasche '92**  
312-322-2121  
[cynthia.rasche@chi.frb.org](mailto:cynthia.rasche@chi.frb.org)

**VP-FINANCE:**

**Myrna Newman XP-65**  
847-564-1100  
[mnewman@handt.com](mailto:mnewman@handt.com)

**VP-PROGRAMS:**

**Trisha Rogers '82**  
312-317-7517  
[pm1rogers@aol.com](mailto:pm1rogers@aol.com)

**VP-CAREER MANAGEMENT:**

**Chris Keeley '79**  
773-779-5788  
[c-keeley@uchicago.edu](mailto:c-keeley@uchicago.edu)

**VP-MEMBERSHIP:**

**Eva Ziegler '97**  
312-701-5793  
[eva.ziegler@us.pwcglobal.com](mailto:eva.ziegler@us.pwcglobal.com)

**VP-MARKETING:**

**Rose Brintlinger '89**  
630-530-9976  
[rebrintl@hewitt.com](mailto:rebrintl@hewitt.com)

**VP-INTERNAL COMMUNICATIONS:**

**Lori DeCicco '91**  
847-566-9433  
[mdecicco@ameritech.net](mailto:mdecicco@ameritech.net)

**VP-TECHNOLOGY:**

**JoAnn D. Hinz '79**  
708-447-0853  
[jhinz@technologist.com](mailto:jhinz@technologist.com)

**DIRECTOR-AT-LARGE:**

**Pamela Peterson XP-66**  
312-654-8431  
[ppeter2@gsbalum.uchicago.edu](mailto:ppeter2@gsbalum.uchicago.edu)

**DIRECTOR-AT-LARGE:**

**Dubravka Deppen XP-60**  
847-729-2903  
[dubravka.deppen@cwix.com](mailto:dubravka.deppen@cwix.com)

**DIRECTOR-AT-LARGE:**

**Nancy Scott '91**  
312-879-2135  
[nlscott@aol.com](mailto:nlscott@aol.com)

# President's Letter



Christine B. Cantarino '92

## Leading the Way to Success

Dear Chicago Women:

As our 20th anniversary year celebration comes to a close, we are proud of our many accomplishments as an organization and our role in the University of Chicago Graduate School of Business. All our achievements and activities are based on the hard work of our board, committee members, and individual contributors. Leadership is demonstrated by actions. Let's look at the many things that we, The University of Chicago of Women's Business Group, have done this past year.

### Excellent Membership Events and Participation

In January, Polly Kowalek, President of Hot Breakfast at Quaker Oats, spoke at our Annual Meeting. In celebration of Women's History Month, Hedy Ratner, founder of Women's Business Development Center, spoke with a panel of industry leaders exploring "the power of women helping women." This panel included Karen Kurek, national partner at Anderson Consulting, Tiffany Churilla, regional vice president and managing director at Mentium, and Judy Feldman, executive vice president at Bank One. At our annual tea at the Ritz Carlton, we invited Doris Christopher, Founder and President of the Pampered Chef, to share her success story and her thoughts about "coming to the table" for dinner. At the GSB Management Conference in May, we featured a panel discussion on E-Commerce and Entrepreneurship. Key presenters included Karen Gould, partner of Bay Foundation Capital, Barb Chilson, CEO of GlobalSpec, Christine Leahy, corporate partner of Sidley and Austin and Gail Donnelly, president and founder of Nomadic Web Design. We heard the "savage truth about money" from Terry Savage, a nationally recognized authority on investment and personal finance. In October, we had enjoyed each others company at the GSB Alumni Networking Dinner. Now, in December, we close the year with the GSB Forecast Luncheon and Breakfast with the Board. I want to thank Trisha Rogers, VP of Programs for her hard work and genuine dedication to the group.

### Corporate Sponsorship and Partnering

To improve the quality of events and membership services, we developed a formal policy for different levels of corporate sponsorship and partnering. For several key events, we partnered with other women's groups for events (e.g., WHEN, Financial Women). In addition, we obtained corporate sponsorships from Prudential, Quaker Oats, Motorola, and Ernst and Young. We are most

grateful to Jewel, Dominick's, and all our members that participated in the Shop and Share Savings. I want to thank Nancy Scott, Director-at-Large, for her leadership in spearheading the corporate sponsorship and fund raising activities

### Key Improvements with Exponent and Web Page

Communication to our members is done both with The Exponent and our web page. We are fortunate to have a strong readership and many contributors. We consistently receive excellent feedback from members and the University. We are in the process of redesigning and revamping our web page which will be completed early next year. I want to thank JoAnn Hinz and her technology committee for their creativity in applying technology for our group.

I personally thank Lori DeCicco, VP Internal Communications, and The Exponent committee for the outstanding quality of content, format, and distribution of The Exponent.

### Organizational Efficiency and Effectiveness

Behind the scenes of this organization, there are many board, committee and individual contributors assisting to run the organization. Real leadership is in the accomplishments of our board members in making this organization run more efficiently. We also see the results in our membership. To date, we have over 120 new members and we have reduced membership turnover by 60%. Here is a small list of what has been accomplished to make the organization more efficient.

**Established** Quickbooks Financial Reporting

**Improved** Process with Overload Business Services

**Focused** on Committee Development and Succession Planning for Board

**Created**, practiced, and formalized Executive Team (Past President, President, President-Elect) in By-Laws

**Developed** Formal Application and Nomination Process for Board of Directors and Advisory Board

**Increased** Advisory Board participation with extra meetings and support

**Reduced** cost through technology, streamlining processes, and alternative sourcing

**Conducted** two strategy sessions for creating reach out vision and increasing board interaction

For achieving our collective goals creating a more efficient and effective group, I thank Eva Ziegler, VP Membership, Myrna Newman, VP Finance, Chris Keeley, VP Career Management, Cindy Rasche VP Administration, and Susan Kane, President-Elect.

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*continued from pg 3*

### **20th Anniversary Celebration**

We donated two plaques to the university and extended gifts to our key supporters to celebrate our anniversary. We also held a 20th anniversary dinner at Motorola's Galvin Center and toured the Motorola Museum. In September, we published a special edition of The Exponent to commemorate our 20th anniversary. In addition, we also have new gifts and mementos available through the website. I want to thank Pamela Peterson, Director-at-Large, and Rose Brintlinger, VP of Marketing, for their efforts in our anniversary celebration and other activities.

### **Executive Leadership and Mentoring Program**

Last year, we began with an idea for a women's executive leadership program. We shared our ideas with the advisory board and received very positive feedback. After benchmarking other groups from the corporate (e.g., Mentium) and academic worlds (e.g., Northwestern), we developed a proposal and reviewed this again with our advisory board. Recently, we met with Dean Hamada and key members of his staff to review our plans for future projects, particularly this one key initiative. I want to thank Mary Lynn Faunda, Past President, and Dubravka Deppen, Director-at-Large for their leadership in taking this project forward.

Why have we been successful? One, we have a great love for this group. It is an all-consuming passion and something for us to work on together. With that determination, we have delivered on our goals. Two, we have a strong membership. The most important aspect is our women, key leaders within business and the community, that you meet and are able to get to know. They provide the bond and the lifeblood of the organization.

This last year, the group has had a tremendous year to add to the incredible track record over the last twenty years. We are proud of our accomplishments as key leaders in action. As I bid "adieu," I wish continued success to all the members of this group. I look forward to working with our next year's president Susan Kane in carrying forward the legacy of the Chicago Women and the leadership in action.

Best Regards,

*Christine B. Cantarino*

Christine Cantarino  
President  
The University of Chicago Women's Business Group

*continued from pg 1*

and mentoring program designer. The panel will be moderated by Susan Kane '91, President-Elect of the UCWBG and a current mentee in Mentium 100. Linda Mann '95, Director of DiamondCluster International (fka Diamond Technology Partners) and manager of many of her firm's "people-related initiatives."

**Mentoring: Building Bridges** will discuss DiamondCluster's web-based mentoring program. Cathie Kozik '97, VP and CIO at Tellabs, will discuss her firm's seven-year-old mentoring program and her participation as mentor to eight mentees. And Jennifer Tretheway '77, SVP Northern Trust Global Investments, will discuss the relatively new mentoring program at The Northern Trust on the institutional side.

We look forward to seeing you at this exciting event. Come learn how to begin building those bridges!

*Giselle McCrea '00*

## **New Web Site for the UCWBG**

The UCWBG has a new web site named of all things: **www.ucwbg.org**. As of this writing, the site is still in formation. But please check it out. The goal is to have it completed by the end of the year. Our technology group will create templates and train web authors to update their portion of the Web. This should keep our web current and up to date with one place to go for all UCWBG news and events.

In addition to spotlighting all events will be able to report in depth about our new initiatives. Each group or committee or new initiative will have its own page or pages within the site. Prior exponents will be available to peruse. Explore the special link to see and purchase your choice of our 20th anniversary mementos.

*JoAnn Hinz '79*

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# Be a Friend of The UCWBG

The University of Chicago Women's Business Group (UCWBG) is adding a new sponsor level to its Global Sponsorship initiative. Global Sponsors are businesses, corporations, or individuals who make annual donations to financially support our events and operations. Global Sponsors provide the majority of The UCWBG's external funding.

At the new Friends of the UCWBG level, this Sponsor annually donates \$50 to \$999 and receives recognition in an issue of The Exponent. Anyone can be a Friend of the UCWBG. Do you want to express your appreciation for the value we provide? I encourage you to consider being a supporter at this level. Perhaps your company is interested in marketing itself to our highly educated membership. This is a simple way to reach a targeted population. It just takes a few minutes to think of some possible donors.

Becoming a Friend of The UCWBG is a great opportunity to get more involved and show your enthusiasm for the many activities we develop on the membership's behalf. Help us in this important effort, and grow our ability to add more value.

Note: The UCWBG is a 501(c6) organization. Contributions, or gifts, to the organization are not deductible as charitable contributions for federal income tax purposes.

If you need additional information, please contact Paula Fung by phone at (312) 879-5788 or by email at mpfung@gsb.uchicago.edu.

Paula Fung '00

## Career Management : On a Part-Time Basis continued from pg 1

limited to 25 participants.

### Workshop Facilitators:

Bob Wilcox, Executive Director  
Anita Brick, Director  
Office of Career and Corporate Alliances  
Graduate School of Business

### Workshop Developed by:

The University of Chicago Women's Business Group, and  
Office of Career and Corporate Alliances, Graduate  
School of Business

### Questions: Chris Keeley, VP, Career Management

University of Chicago Women's Business Group  
www.c-keeley@uchicago.edu

### Cost of workshop: \$75

#### Includes:

Assessment materials  
Workshop  
Morning refreshments (bagels/juice)  
One-on-one follow-up counseling session, individually  
scheduled

**Registration:** Registration details may be accessed through the UCWBG Web site: <http://www.ucwbg.org/> or by contacting Dee Farris (847) 223-1234.

G. Chris Keeley '99

## Career Management Workshop

### REGISTRATION FORM

Building/Changing Careers with Part-Time and Volunteer Work

Saturday, February 3, 2001

UCWBG Member Name \_\_\_\_\_

UCWBG Member's Firm/Title \_\_\_\_\_

UCWBG Member's Phone \_\_\_\_\_

UCWBG Member's E-mail \_\_\_\_\_

*Please note: we must have a daytime phone number for you. Registrations cancelled after January 25th are non-refundable.*

Non-member/Guest Name \_\_\_\_\_

GSB Grad (check only if it applies)

Non-Member or Guest's Firm/Title \_\_\_\_\_

GSB Grad (check only if it applies)

UCWBG Member \$75.00 per person      Guest \$99.00 per person

Number of reservations \_\_\_\_\_

Total \_\_\_\_\_

Select payment option:

Check (Make checks payable to UCWBG.)

Visa / MasterCard

Credit Card # \_\_\_\_\_ Expiration Date \_\_\_\_\_

Name as it appears on credit card \_\_\_\_\_

Signature (required) \_\_\_\_\_

Please return registration form by mail to: UCWBG,  
34930 North Highway 45, Lake Villa, IL 60046-7463, or  
by fax to: (847) 223-0277.

Credit card registrations may be made by calling the  
UCWBG voice mail at (847) 256-5804. All reservations,  
including payment, must be made by January 19, 2001

# Chicago Women Initiating Change and Transformation

Women, more than anyone else, know that life is not linear but a series of cycles. My own sense is that twenty years after the UCWBG was created we are now completing a cycle and starting another as we breathe life into a new vision for ourselves. This new cycle, perhaps the most significant one for the UCWBG and its members, marks an important passage and is an initiation of sorts. It is with joy and pride that I share the results of our efforts to expand the UCWBG's role beyond networking and programs to create a new reality for ourselves. This new reality includes positioning the University of Chicago and the Graduate School of Business (GSB) as a place of choice for women, proactively supporting recruitment and placement of women, attracting executive-level women to play a greater leadership role within the UCWBG and the GSB, and developing and mentoring future generations of women leaders.

The seed for this was planted a number of years ago but it was this year under Christine Cantarino's leadership that the UCWBG, as an organization, was finally ready for this challenge. This challenge received nourishment of creativity and energies as Mary Lynn Faunda, Pam Peterson and I examined how the UCWBG might create new ways of delivering value to our members, GSB alumnae and the Graduate School of Business. This value must be consistent with our needs and value as professional women, and the UCWBG's mission to provide an environment to foster the success of its members.

The result is a proposal for the development of an integrated model of three synergistic programs at the GSB: the alumnae Executive Council, a Leadership Development Program and a Mentoring Program. This marks a new creative cycle for the UCWBG which includes greater visibility, involvement and strong commitment to shaping the future. The UCWBG has prepared for this during the past four years and is now ready to move forward.

A lot of research and preparation went into developing UCWBG proposal. The UCWBG worked with the GSB to understand its priorities and initiatives for the recruitment of women, examined models, and benchmarked other groups from the corporate and academic sectors. We visited corporations and discussed with them challenges, concerns and initiatives for recruitment, training, development, and retention of women at the respective organizations.

The proposal was shared with the UCWBG Advisory Board and valuable feedback and support was received. In October, the UCWBG proposal was presented to Dean Hamada and his staff, from whom the proposal received a very favorable response and follow-up action items. Here is an outline of the 3 key elements of the leadership initiative.

## 1. The Executive Advisory Council

The formation of an Executive Advisory Council is the first step in implementing the UCWBG vision at the GSB. We envision it as a high-level advisory body made up of very senior executive GSB alumnae. Its role would be to "link" the corporate perspective with that of the GSB; to champion leadership development and mentoring at the GSB as within their respective organizations. Another significant role of the Council would be to advise the GSB on issues relevant to the business community and businesswomen.

We see this body functioning as a "think tank" that allows for the exchange of strategy, issues, trends, and initiatives between their respective organizations and the GSB. The Executive Council is seen as having a multidisciplinary, "holistic" perspective on issues so women leaders from the other divisions of the University such as Social Sciences, Psychology, Medicine, Anthropology and Law, would also be invited to participate.

## 2. Leadership Development Program

A Leadership Development Program is the foundation of this proposal. It is envisioned as a multifaceted, ongoing program, designed for professional women at all levels, which acknowledges and addresses women's perspective, challenges, issues and leadership development needs. The program will be developed in collaboration with the corporate sponsors, the GSB, the University of Chicago and the Executive Council.

Over the last 20 years companies have undergone tremendous changes. The major trends have been reengineering, downsizing, ERP, and installation of new software and hardware systems. The current focus is on the customer and becoming a customer centric company. The predictions are that the next major trend will be the effective utilization of limited human resources and the efficient use of these resources for a sustainable competitive advantage.

Based on the preliminary UCWBG market research, the University of Chicago GSB has a significant competitive opportunity to become the only top ten business school offering a multidisciplinary leadership curriculum under its own department. The benefits to the GSB are tremendous. The UCWBG would be involved in the creation of the leadership program and then in an ongoing advisory role at the strategic level.

It is worth noting that the idea of creating a leadership development program excited the UCWBG's Advisory Board. Several of the advisory board members who are senior executives in Fortune 100 corporations stated that they were interested in co-sponsoring this program.

## 3. Mentoring

A Mentoring Program is envisioned as a vehicle for integrating skills learned in the leadership development program into a day-to-day business reality with the support of mentors who can facilitate additional learning and provide support and empowerment. This model supports cross-industry networking and relationship building, development of deeper and longer lasting connections, and the creation of a stronger and more integrated community of GSB women. This program is composed of multiple modules with the overriding goal of providing a vehicle for staying connected to the GSB from recruitment through retirement. The modules include the: "Recruiting Module" that pairs prospective students with a coach through the application process; "Student Module" with senior students mentoring new students; "Early to Mid Career UCWBG Module" where a circle of 8-10 members would be mentored by one or two senior level women, possibly including members of the Executive Advisory Council; and "Executive Module" for one-on-one mentoring of senior-level women.

The above three programs are interrelated. The members of the Executive Advisory Council help develop and fund the Leadership Development Program and mentor the next generation of leaders by acting as mentors or sending women in their organizations through the program. Graduates of the leadership development program would

*continued on pg 7*

*continued from pg 6*

become mentors within GSB or to women within organizations. New members of the Executive Council would emerge from the women who have been trained and mentored as leaders. And the seed for a new cycle of transformation will be planted and the regenerative cycle of mentoring future leaders will continue.

Much work is ahead of the UCWBG in further detailing and developing the three programs and we are aware that this calls for a long-term commitment. Presently, to assess the level of interest, the UCWBG is contacting women identified by the GSB and the UCWBG's Advisory Board as potential collaborators and contributors.

In the coming year we are entering a cycle of great creativity, and there is room for your energies and ideas. So, I invite all of those who feel called to this task to step forth and let us know of your interest by contacting Susan Kane at 773-774-2454 or me at 847-729-2903. Soon, we will be forming committees to

spearhead the three programs and help move the UCWBG further towards advancing GSB women to leadership positions, creating new formulas for success which honor women's multidimensional needs and support them in integrating their values into the corporate world.

Today, as I gaze at the last fall leaves falling from the trees I am touched by the beauty of change and transformation and reminded of the inevitable cycles and letting go that creates room for new growth. I am also reminded of the transformation taking place within the team that has attended to the task of developing this proposal and aware of both feeling sad that Mary Lynn Faunda has recently relocated to South Carolina and happy that Kathy Flannigan is joining the team for another cycle of creation and transformation of this important UCWBG leadership initiative.

*Dubravka Deppen XP-60*

## Our Advisory Board Gives Us Advice

In October, members of the executive team of The University of Chicago Women's Business Group met with our advisory board to review several key issues. This meeting was geared toward focusing on some operational issues. Do you have an opinion on some of these issues? If so, please send us an email or contact either Christine Cantarino or Susan Kane to discuss. The topics that we reviewed with the board included the following:

### 1. Executive Advisory Council.

Assume that an Executive Advisory Council of senior level female executives is created to advise the GSB in development of a Women's Leadership program (as discussed in June). What leadership or administrative support is needed from the UCWBG? Who should select and recruit members of such a Council? Determine the format, location and frequency of meetings? The agenda? Required follow-up and appropriate monitoring of commitments?

**2. 2001 Leadership Programming.** How could development of leadership skills be incorporated into one or more UCWBG programs during 2001? Would you be willing to participate in a panel at an event to discuss your view of key attributes of leaders? Do you have other programming suggestions that would help develop awareness of leadership skills?

**3. Adopting a philanthropic cause.** UCWBG members often express an interest in "giving back" despite limited time to actually do so. What are ways that the UCWBG could support a "cause" in connection with current activities, making it "convenient and easy" for members to make a contribution. Ideally, the proposed activity



front (left to right): Andrea Meltzer, Dubravka Deppen, Marge Johnsson, Jocelyn Carter-Miller  
back (left to right): Christine Cantarino, Susan Kane, Jean Allard, Kathy Flanagan, and  
Melissa Giovagnoli

would enhance the UCWBG's leadership reputation and allow the UCWBG to gain visibility in the Chicago business community.

**4. The UCWBG as a philanthropic cause.** During the past year, a formal sponsorship program was developed for the UCWBG (copy attached). What recommendations do you have re: potential sponsors, whether it be in identifying targets, the "pitch", how to get a sponsor to actually write the check? Also, do you see the UCWBG's IRS status as a 501(c)(6) corporation (a business league), not a 501(c)(3) (traditional charitable organization), as a significant obstacle to corporate sponsorship?

*Christine Cantarino '92*

## UCWBG Board of Directors Strategic Planning Retreat

The setting for the second strategic planning meeting of the 2000 Board of Directors, held October 13th and 14th, was the Oscar Swan Country Inn, located in Geneva, Illinois. The eclectic "bed and breakfast" with eight guest rooms, nestled amid tall trees on eight acres of tranquil country, provided a refreshing backdrop for the second of two sessions during 2000 dedicated to strategic planning for the UCWBG. The weather cooperated wonderfully with a sunny, 70° weekend, allowing most of Saturday's meeting to be held outside on the mansion's grounds. The weekend also provided an opportunity for incoming board members to get acquainted with the existing board.



UCWBG Board of Directors for 2000 and 2001

The formal agenda included the following topics:

- Review of UCWBG vision statement
- Brainstorm of strategies to move the UCWBG from where it currently is as an organization to our vision for the future
- Discussion of internal and external obstacles to success
- Evaluation of the proposed President's theme for 2001.

Additionally, exercises were incorporated into the activities to allow board members to get to know each other better. Attendees received Forte Communication Survey reports, compliments of the OACCA at the UCWBG, which profiles individuals based on responses to a ten minute questionnaire. The accuracy of the profiles based on such a short test, combined with the results themselves, promoted lively conversation.

Using ideas generated over the weekend, the UCWBG's Strategic Plan, which was first adopted in 1997 to address a three year period, will be updated. It was gratifying to see that many of the issues identified three years ago had been addressed and resolved. Yet other topics will continue to require attention.

The feedback from those who attended the Strategic Planning Retreat was that it was a great opportunity to build the strength of the Board as a team and to generate ideas for future activities of the UCWBG.

*(Author's note: The costs associated with the retreat are paid for by the participating members of the UCWBG board and are not absorbed as an operating expense of the UCWBG. The updated strategic plan will be presented in future editions of The Exponent.)*

**Susan L. Kane '91**

## UCWBG Mementos Now Available

We have selected and personalized three unique gifts to commemorate our anniversary and our future potential. These gifts should appeal to a variety of audiences, and all feature our distinctive logo.

The Marquis by Waterford Crystal symbolizes the start of a new tradition with the blessing of the old. This beautiful Waterford Marquis crystal paperweight is a lovely addition to any desk. Titled 'Chelsey', it measures approximately 3 1/2" in diameter by 2" high. The UCWBG logo is etched at the base of the paperweight, beautifully magnified through the crystal.

Our second selection features an impressive brass-plated cardholder and clock, offering the perfect presentation for your business cards. Beside the clock, a delicate etching of the UCWBG adds a unique touch. Measuring 3-7/8"x 2-1/2", it is a timeless classic that will be striking for years to come.

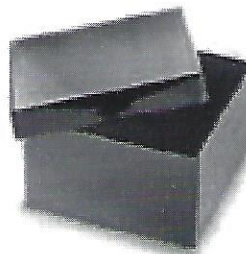
Our third selection is the Iittala Crystal Vase, clear crystal in an elongated oval shape, perfect for displaying favorite flowers. Standing 6" high, the UCWBG logo is etched into the glass, subtly reflecting the essence of women defining success on her own terms.

Our fourth and final gift is a pewter jewelry box. Measuring 5" x 5" and lined in red velvet, the box would be at home on a desk, dresser or nightstand. The UCWBG logo is etched on the lid.

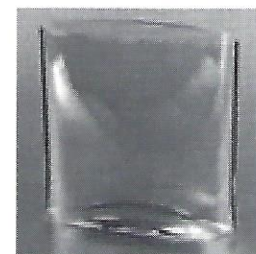
Borsheims, located in Omaha, is a leader in corporate gifts and exquisite jewelry as well as china and crystal. Founded 130 years ago, Warren Buffett purchased a majority interest in the firm in 1989. Borsheims is the exclusive provider of gifts and mementos for Berkshire Hathaway.

Borsheims web site, [www.borsheims.com](http://www.borsheims.com) allows point and click ordering for all of our mementos plus a host of other fine giftware. Check out our pages by following the link for UCWBG! You may also order the old fashioned way—via fax or phone. Orders will be taken directly by Borsheims and shipped to your home or office.

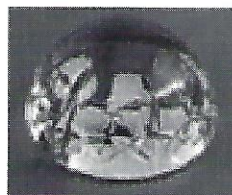
**Rose E. Brintlinger '89 and Pamela M. Peterson XP-66**



Pewter Box



Crystal Vase



Crystal Paper Weight



Business Card Holder

## Terry Savage: Pioneer in Finance

From Phi Beta Kappa key to... secretary? It is hard to believe in this age of women as partners in investment banks and presidents of Fortune 500 banking companies that women who wanted to make a career in finance had to start at the bottom... rock bottom. But Terry Savage took the thread of opportunity given to her in the mid-1960s and turned it into a "whole cloth" career by reading every financial report she could find at her company (a stock brokerage firm in Chicago where she was the secretary) to learn the nomenclature and minutiae of investment. Eventually, Ms. Savage, a University of Michigan graduate and Woodrow Wilson Fellowship winner in American History and Economics, convinced her boss that it would not cost her company anything to promote her to stockbroker... because she was willing to work for commission only... no salary!



(Second from right) Terry Savage joined by members of UCWBG

Having earned a reputation as a knowledgeable broker, Ms. Savage ventured into the burgeoning field of options and became a founding member and first woman trader on the Chicago Board Options Exchange. Additionally, she was co-editor of an investment letter, "Options Trading Strategies". Venturing off once again into new territory, Ms. Savage became a member of the Chicago Mercantile Exchange's International Monetary Market where she traded interest rate contracts and currency futures.

Ultimately, Terry Savage made the world take notice with her combined skills of finance and writing. Having caught the eye of the CBS television station in Chicago, Ms. Savage gave the daily business and financial news for over a decade as well as hosted "Money Talks", a daily financial interview program. She has won numerous awards for her television reporting, including the National Press Club Award for "Outstanding Consumer Journalism". Ms. Savage won an Emmy for her hour-long special "Money - It Doesn't Grow On Trees". And most Chicagoans know Ms. Savage as the personal finance columnist for the Chicago Sun-Times.

Her rather humble start in the investment world made Ms. Savage "career-agile"; she has taken the online financial world by storm with her own web site, TerrySavage.com, and with her regular columns in the websites Barron's Online and Microsoft's MoneyCentral.

At the Wolfgang Puck catered dinner (rave reviews for the salmon!) Terry Savage impressed us with her resilience and resourcefulness, but she charmed us as the proud mother of a GSB graduate (Rex Savage '98) and loving daughter of a Chicago

interior decorator, Paulette Markoff, both of whom surprised Ms. Savage with their presence at the event.

**Website Savvy:** Terry Savage's Advice on State-of-the-Art Internet Sites

**B4Utrade.com** is a customized stock screener with the ability to track any portfolio. More importantly, the site will give you real-time institutional information that is not available on most other sites: IPO's, audio access to conference calls, aftermarket activity, stock splits and buybacks.

**Gomez.com** is a web "scorecard" for feedback on the most popular sites on the web. It is useful as a tool to evaluate online brokerage houses... as well as travel sites, e-commerce sites, etc.

**Financialengines.com** is a "what-if" portfolio analysis tool to assess the financial viability of your portfolio. Using a "very cool" sliding stock/fund percentage of investment gauge, you can find the right balance of income and risk to meet your retirement/investment goals.

### *Kudos to the Programs Committee!*

The world-class dinner at the September 27th Terry Savage event was the culinary brainchild of Programs Committee member Michelle Smith '99. Working closely with the Wolfgang Puck chef, Martin, Michelle created a masterful blend of flavors and textures. The dinner received high praise from all who attended.

The Pulitzer-Prize-worthy prose of Joni Jackson '89 graced the Exponent article, the invitation and promotional e-mails for the event.

Many thanks to both of these Programs Committee members for a job well done.

*Tricia Rogers '82*



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## UCWBG Founding Board Celebrate the 20th Anniversary



back: Carol Shifrin Gruchala, Ingrid Sarapuu, and JoAnn Hinz  
front: Agnes Roach, Joan Sherman Glaeser, and Helene Bak Slowik

## UCWBG New Members – August, September & October 2000

**Ms. Emily Arean**  
*Banco Popular North America*

**Ms. Mira Barbir**  
**Ms. Melody Camp**  
*Melody Camp Group*

**Ms. Elissa Comsudi**  
*Andersen Consulting*

**Ms. Victoria Driver**  
*OAG Worldwide*

**Ms. Barbara Javorcic**  
*Pedersen & Houpt*

**Ms. Sharon M. Mandell**  
*Tribune Interactive*

**Ms. Michelle M. Mindala**  
*Motorola, Inc.*

**Barbara Stoldt**  
**Ms. Xizohong Longry Wang**  
*BP*

**Ms. Swathi Williams**  
*Andersen Consulting*



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