

THE EXPONENT

THE UNIVERSITY OF CHICAGO
WOMEN'S BUSINESS GROUP

S P R I N G 2 0 0 5

The Exponent Goes Digital!!

By JoEllyn Prouty McLaren '94

Maybe it's a very cold day in a very hot place, or maybe the economics finally make it impossible to ignore any longer. Whatever the reason, we are proud to announce *The Exponent* is going digital in 2005. In a few days you will receive your personal copy of our new Electronic Exponent, mailed directly to your email registered with UCWBG.

While many of our members have asked repeatedly for an online

version of *The Exponent*, we have been reluctant to move to the new electronic format because so many of us love it the way it is. Let's face it - sometimes it is nice to have a paper copy in this increasingly electronic era. And then, sometimes you can have both!

As part of our commitment to continue to deliver top value for your membership dollars, we are excited to introduce our new

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UCWBG Board of Directors at the Annual Meeting Back row (left to right) Kathy Flanagan, Irene Marquez, Carmen Heredia-Lopez, Teresa Seipel, Margaret McCoy, Belita Smith Front row (left to right) Anne Kohler, Merle Tresser, Barbara Flom

25th Anniversary Year Kick Off is a Success !!

By Anne M. Kohler '91

The 25th Anniversary year of the University of Chicago Women's Business Group (UCWBG) was kicked off at its Annual meeting on January 27th. The evening was magical as the guests mingled and networked at the top of the Gleacher Center in the beautiful Midway Club, overlooking Chicago's breathtaking skyline. The company was great, the food was great and the presenters were even better!!!

Kathy Flanagan, outgoing 2004 President of UCWBG, welcomed everyone and reflected on the value she has received from being involved with the amazing women that are part of UCWBG. Kathy talked about her role as Senior Vice President at Nuveen Funds where she was very often the only woman in the board room, on the Policy Committee, on the Executive Committee, etc. For Kathy, the UCWBG has been a place where professional women can gather to share experiences,

provide support for one another and have fun. She feels she has been truly blessed by having been part of such a group. Kathy thanked the 2004 Board of Directors she served with, particularly the members that concluded their board service in 2004, Sarah Danielson, Maura Mitchell, Danielle Palmer, Amy Rogowski and Nancy Scott. Kathy then introduced Teresa Seipel, 2005 President of UCWBG.

Teresa Seipel took the podium and thanked Kathy Flanagan for her exceptional service as President of UCWBG, saying "On a personal note, I want to express how grateful I am for your support in the past year, and I am sure, in the year ahead."

Teresa welcomed the new board members Janice Cain, Anne Kohler, Kristin Snowden Lerner, JoEllyn Prouty McLaren and Margaret McCoy. Directors who are

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THE EXPONENT IS PUBLISHED
4 TIMES A YEAR

CALL ANNE M. KOHLER AT
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URGENT - We need your E-mail address!!!!

By Irene Marquez '80

Have you been receiving UCWBG e-mails? Since last Spring, many of our communications to members have been through the Internet. Each month we e-mail to you the latest UCWBG news, brief descriptions about our upcoming events and other events in Chicago, and any other information that we think will be of interest to you. And starting this year, we will also be sending you a link to UCWBG newsletter, *The Exponent*.

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CALENDAR OF EVENTS

March

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		

April

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

May

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				

Wednesday, March 2, 2005

Job Leads Group

Friday, March 4, 2005

First Friday Lunch

Saturday, March 12, 2005

Board meeting

Thursday, March 17, 2005

Third Thursday Lunch

Thursday, March 17, 2005

Leadership Circle

Friday, April 1, 2005

First Friday Lunch

Saturday, April 2, 2005

West Networking Group

Wednesday, April 6, 2005

Job Leads Group

Thursday, April 7, 2005

Leadership Circle

Saturday, April 9, 2005

Board Meeting

Wednesday, April 13, 2005

PWCC Luncheon

Thursday, April 14, 2005

Women's Leadership Breakfast

Saturday, April 16, 2005

Resume Workshop

Sunday, April 17, 2005

North/Northwest Networking Group

Thursday, April 21, 2005

Third Thursday Lunch

Thursday, April 21, 2005

Leadership Circle

Sunday, May 1, 2005

Tea with UCWBG

Wednesday, May 4, 2005

Job Leads Group

Thursday, May 5, 2005

Leadership Circle

Friday, May 6, 2005

First Friday Lunch

Thursday, May 12, 2005

Leadership Circle

Saturday May 14, 2005

Board Meeting

Thursday, May 19, 2005

Third Thursday Lunch



President's Letter



Teresa Seipel '82

As many of us know, 2005 marks the 25th anniversary of our organization's existence! For those of us who were here in the beginning, this seems like a remarkable and amazing feat. It can't possibly be that long, can it? And yet it is.

Anniversaries by their nature tend to put us in a reflective mode. In many ways much as changed since 1980:

- The late 70's/early 80's marked the first time that women enrolled in the Chicago Graduate School of Business in significant numbers, or any graduate school of business for that matter.
- Women were entering the workforce with our newly minted degrees, and finding a workplace that was frequently unaccepting, if not outright hostile. The workplace was certainly not a welcoming place for most of us.
- In 1980, there were no other GSB alumni organizations.
- Alumni groups such as the GSB Club and the Roundtables had not yet come into existence. In addition, few if any services were provided by the University to alumni.

It was in this environment that the organization, which came to be called The University of Chicago Women's Business Group, was founded in 1980. The UCWBG was created by women as a place for mutual support and connection by women who recognized that if they were to have these things for themselves, they would need to provide them for each other. Happily, being innovative, creative individuals, they were well prepared to be successful in forming this group.

The UCWBG was also founded as a place where bright, educated women could get together with peers, have fun and enjoy themselves. Twenty-five years later, more than our floppy ties have changed.

- There has been a proliferation of alumni organizations to serve GSB graduates.
- The GSB recognizes the value of creating a strong alumni network, and is dedicating considerable resources to supporting us in many ways.
- Women continue to enter the GSB, and other professional schools in significant numbers.
- And most importantly, women are excelling in business and are benefiting from the rewards of success and accomplishment everyday.

And yet, I'm sure that I do not need to remind our membership that more, much more, needs to be done. In so many ways, as a group, women do not experience life in business as a game with a level playing field.

Last year, at the April Board Strategic Planning Session, I posed a rhetorical question for consideration: Should the UCWBG continue to exist? Why?

The answer was a resounding "YES".

The reasons that came out of our discussion were two-fold:

1. Women relate to each other differently, and frankly we like having events with each other.

A more serious reason is:

2. There remain many challenges and difficulties for women who want to be successful, however they individually define that term. The obstacles are not as blatant as 25 years ago, but they remain and in many ways they are just as effective in slowing our progress.

Interestingly, just as 25 years ago, we need a place for connection and mutual support. And we still want a place where like-minded women can meet and have fun together.

Since 1980, our members shared the common bond of gender and educational experience. By the nature of the societal changes that led to our being together, we were also mostly of a similar age and at a similar career level. And, even then, our differing backgrounds and life experiences added to the richness of the organization. One thing that has changed is that over the years the age and experience dispersion has increased. We now have members in or near retirement, and members that were not yet born when the organization started, as startling as that fact seems to some of us. Meeting the diverse needs of our membership is one of the major challenges facing us as we plan programs and membership benefits that are meaningful to all members. It is certainly my goal, and that of the entire Board's, to do so as very best we can.

Anniversaries are also a time to celebrate, and as we celebrate our 25th Anniversary, we will focus on the future, and where we will go in the next 25 years. In keeping with this focus, our theme for 2005 will be: **CONNECTING: WITH LEADERSHIP AND GROWTH.**

In keeping with our position as Chicago leaders, in this issue we are announcing some wonderful news. Starting with this issue of *The Exponent* we will now have electronic distribution for our newsletter! This will allow us to save significant costs, provide an archive of past issues, and communicate with our members using the best of today's technology. If you haven't already, please read the article on page 1 that discusses this improvement in greater detail.

This year we have a great line-up of events and opportunities for our members to meet and to learn and to explore the various facets of leadership. Information on upcoming programs can be found in the Calendar of Events and throughout this newsletter. As always, for the very latest updates, please go to the web site: www.ucwbg.org, and come join the women of the UCWBG as we continue to explore leadership, experience growth, and yes, have fun while doing it.

Best wishes,

A handwritten signature in cursive script that reads "Teresa".

Teresa M. Seipel
2005 President
The University of Chicago Women's Business Group

Board Member Bios

TERESA SEIPEL '82

2005 Board Position: President



Teresa's most recent corporate position was Market Manager for General American Transportation. She was responsible for product development, market segmentation and market research for a vast fleet of railcars serving the chemical, food, petroleum and minerals industries. Teresa led the acquisition analyses for the corporation culminating in \$200MM of purchases in Mexico, Canada and Germany. She developed marketing research for new services, managed EVA analyses and served as systems analyst for IT and Finance.

Teresa's previous experience included Financial Analysis and Risk Management analyses at FMC Corporation and Personal Financial Planning at River North Securities.

Teresa has served on the Board of the University of Chicago Women's Business Group since 2001. She is currently serving as President, having also served as Vice President - Finance, Vice President - Membership and President-Elect.

Teresa earned her BSIM in Industrial Management, with Honors, from Purdue University. She obtained her MBA in Finance from the University of Chicago.

Teresa is presently enjoying a mid-career sabbatical. She lives and gardens in Palatine with her husband, Bob Ehrhardt.

KATHLEEN (KATHY) FLANAGAN '82

2005 Board Position: Immediate Past President



Kathleen M. Flanagan is an executive consultant in leadership communication, specializing in shared leadership and decision making. She helps corporate executives, leadership teams and boards produce change, set direction, generate good decisions, inspire action and achieve success through powerful communication and interaction. In more than two decades of experience in corporate communication, most recently as Senior Vice President, Corporate Communication

for Nuveen Investments, she has worked with CEOs and presidents in aligning management, gaining commitment, and increasing innovation and empowerment in their organizations.

Through an MBA from the University of Chicago, and the Advanced Management Program at Harvard University, Kathleen Flanagan has gained a wide base of knowledge of organizational theory and design. She continued to research issues of leadership and organizational communication at the Loyola University Center for Organization Development.

Prior to Nuveen, Kathleen Flanagan worked at the First National Bank of Chicago as manager of creative services; and in communications positions at the executive search firm Heidrick and Struggles, U.S. Gypsum Corp., and St. Regis Paper. She has been active in the Securities Industry Association as a board mem-

ber, co-chair of the Diversity Committee and vice chairman of the Securities Industry Foundation for Economic Education. She currently serves on the conference planning committee of Loyola University's Gannon Center for Women and Leadership and the Board Appointments Committee of the National Association of Women Business Owners. She and her husband live in Burr Ridge, Illinois, a suburb of Chicago. Kathy enjoyed her year as President of the UCWBG in 2004 and is looking forward to serving as Immediate Past President in 2005.

BARBARA FLOM '02

2005 Board Position: President-Elect



Barbara Flom is a principal in the Corporate, Securities & Tax Group of Goldberg Kohn. She has extensive experience in advising clients on, negotiating and documenting a wide variety of transactions, including business formation and capitalization; equity and other compensation planning; offerings of debt, equity, derivatives and other unusual instruments; securitization transactions (MBS, ABS, REITs REMICs and FASITS); succession planning for closely held businesses;

and mergers, acquisitions and dispositions of business entities of every kind. Her practice also encompasses resolving the myriad issues that arise in forming, investing in and operating venture capital funds, hedge funds, exchange funds, family limited partnerships, and other types of domestic and foreign investment vehicles. She helps seed and early-stage businesses navigate successfully through the many complex tax and business issues they face.

She is currently vice-chair of the America-Israel Chamber of Commerce of Chicago, where she has counseled the organization on a variety of tax-exempt issues, including corporate sponsorship and event sponsorships. She was also outside general counsel for America's Second Harvest, the largest anti-hunger organization in the United States.

Barbara was lecturer at the University of Chicago Law School from 1991-2000, and she frequently speaks at conferences and in professional education seminars across the country. She completed her MBA at the University of Chicago in 2002. She received her law degree, with honors, in 1986 from the University of Chicago, where she was a member of the Order of the Coif and served as articles editor of The University of Chicago Law Review. She attended Northwestern University, majoring in English. She served as law clerk to the Honorable Frank H. Easterbrook, United States Court of Appeals for the Seventh Judicial Circuit. Barbara looks forward to serving as President Elect in 2005.

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Anne M. Kohler '91
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CARMEN A. HEREDIA-LOPEZ '97

2005 Board Position: VP - Membership



Carmen A. Heredia-Lopez is Associate Director at Fortaleza Asset Management in Chicago. She rejoined Fortaleza in 2003 after working for the firm from 1993 to 1995. During her ten-year tenure in asset management she has held roles in investment research, business development, client servicing and operations.

Prior to rejoining Fortaleza, Carmen worked for Hotchkiss Associates (Chicago), JP Morgan Investment Management (London,

New York) and ARCO Investment Management (Los Angeles). She has also worked for McDonald's Corporation in the Treasury Department.

Carmen was awarded her CFA charter in 2001 and is Chair of the C.F.A. Cultivating Female Ambition Advisory Group of the Investment Analyst Society of Chicago. Furthermore, she is on the Board of the National Society of Hispanic MBAs and is Midwest VP of the Robert A. Toigo Foundation Alumni Association. Both of these organizations promote graduate management study to minorities.

Carmen studied international management and marketing at Georgetown University (1991). She also studied at the London School of Economics and earned an International MBA from the University of Chicago in 1997.

Carmen and her husband, Juan, have lived in downtown Chicago since 2000. Carmen has enjoyed her position as VP membership and is looking forward to continuing her service in 2005.

ANNE KOHLER '91

2005 Board Position: VP – Internal Communications



Anne Kohler is a founding partner of The Mpower Group where she holds the title of Executive Vice President and Chief Operating Officer. The Mpower Group is a strategic consulting firm specializing in the areas of strategic sourcing, outsourcing and offshore outsourcing. Anne has led financial management organizations for over twenty years, and has extensive expertise in accounting, finance, strategy consulting, change management, organizational design and strategic sourcing.

Before founding TMG, Anne was the Senior Vice President of Strategic Sourcing and Initiatives for Bank One. In this role, Anne led a team of over 100 professionals, internal and external staff in developing and executing supply strategies for the entire bank's externally purchased goods and services. Over four years, this organization managed over \$3 billion in annual spending and contributed in excess of \$1.3 billion in savings. Prior to heading the sourcing organization, Anne led a major reengineering effort of the bank's finance function.

Before joining Bank One, Anne held CFO and controller positions for other financial services organizations and started her career at Ernst & Whinney as an audit manager.

Anne received her MBA at The University of Chicago in 1991 with a concentration in Finance. Anne is also a CPA. Anne lives in Park Ridge with her husband and three sons. Anne is excited about

her new role as VP Internal Communications and is looking forward to working with such a capable group of women in 2005.

KRISTIN SNOWDEN LERNER

2005 Board Position: VP-Administration



Kristin brings a blend of non-profit and for-profit business experience to the Board. She is the Finance Director at the Chicago Charter School Foundation, the largest charter school system in Illinois. In this position, she manages the day to day accounting and finance functions for the central office (similar to a superintendent's office), including managing external reporting for the organization's current \$16 million bond outstanding.

She has also worked as the Development Director at the Leukemia Research Foundation, where she completed a number of special projects in addition to development including leading the organization through strategic planning.

Before making the leap into non-profit, Kristin spent her career in consulting and auditing. She started her career working for several years at Price Waterhouse in the Silicon Valley office, where she earned her C.P.A. certificate. After business school, Kristin worked for three years at Tiber Group, a management consulting firm specializing in strategic planning for providers in the health-care sector. Her clients included large, national Catholic hospital and health systems as well as small community hospitals and physician groups. During this period, Kristin also took a six month sabbatical to be a tour guide and exhibit supervisor at the US Pavilion in the 1992 World's Fair, held in Seville, Spain.

Kristin has a B.A. in American Studies from Stanford University and an MBA with honors from the University of Chicago Graduate School of Business. She and her husband and daughter live in the suburbs of Chicago. She has been an active member of the UCWBG for ten years, and this is her first board position. Outside of work and family, Kristin is an avid reader, she swims on the Coho Masters Swim Team, and has completed one triathlon. She is also an Independent Beauty Consultant with Mary Kay. Kristin is excited about her new position as VP Administration for the UCWBG.

IRENE MARQUEZ '80

2005 Board Position: VP - Technology



Irene is President of her own consulting firm, Renmark Consulting, specializing in the analysis of marketing issues and sales and compensation reporting. Her clients have predominantly been in the pharmaceutical and manufacturing industries. Irene has more than twenty years of experience in applying technological solutions to business problems. Much of her career has been spent in project management and application development.

Irene holds an MBA from the University of Chicago with a concentration in Marketing and a BS in Mathematics from the University of Illinois at Urbana-Champaign.

Irene and her husband, Joe O'Brien, MBA '87, live in Glenview, Illinois where Irene is the Treasurer of her condominium associa-

tion. She has been a member of the UCWBG since the group's founding in 1980, serving on several board positions. Irene was awarded the Distinguished Service Award in 1987 and established the group's first Web site in 1994. She is delighted to be back on the board and is quite proud to see the professionalism with which the UCWBG has grown.

JOELLYN PROUTY MCLAREN '94

2005 Board Position: VP-Marketing



JoEllyn has a wide range of experience leading marketing strategy and business development efforts for international companies and start-ups. She has worked and lived on three continents and started seven companies in five countries.

JoEllyn is currently assisting the Chicago GSB Europe campus with its relocation to London and other international clients in market entry and go-to-market strategy development and execution. JoEllyn is also the former Director of Marketing for

The University of Chicago GSB Asia Campus and Executive M.B.A. Program. Her development and execution of a coordinated marketing and PR strategy secured a complete inaugural class and established a leadership position for the school's program during one of Asia's most difficult economic periods. After the GSB, JoEllyn joined Knowledge Platform as V.P. Business Development and Marketing to lead the design and development of a new product and marketing strategy for Knowledge Platform, Singapore's leading online learning provider. This experience proved beneficial in her role as Regional Director-Asia for UNext. At UNext JoEllyn leveraged her regional network to create innovative partnerships and high-profile events to establish the company's regional footprint and customer base.

JoEllyn's experience with international organizations started long before she moved to Singapore. She gained critical knowledge leading implementation projects for international media partners as Director of International Partnerships for CitySearch, managing multinational consulting projects in Europe and Latin America for Deloitte Consulting Group.

JoEllyn has also served as a guest lecturer at National University of Singapore, participated in Chicago GSB's Annual Management Conference as a panelist and presented to executives and trade shows in several countries. She holds an M.B.A. with specialization in International Business and Marketing from The University of Chicago Graduate School of Business and a B.A. in French and Foreign Service from Baylor University.

JoEllyn Prouty McLaren currently resides in Chicago with her husband Ian H. McLaren who is also a Chicago GSB graduate, class of 1994. JoEllyn is delighted to be serving as VP Marketing in 2005.

MARGARET MCCOY '83

2005 Board Position: VP – Programs



Maggie is a financial service professional with over 25 years of experience spanning finance, operations, strategy and technology. She is currently a Partner with McCoy, Scott and Company, a strategic management consulting firm. She is focused on operational and profit issues as well as risk management for small and mid-sized companies.

Prior to joining McCoy, Scott and Company, she was Vice President for Technology Strategy at Kemper Insurance Companies where she oversaw their technology invest-

ment portfolio and provided operating and financial guidance for their technology services organization. She served in several roles for CNA Insurance, including VP of Corporate Strategy, CFO for the \$ billion National Accounts Division, and VP and Regional Director of the Midwest Region National Accounts, handling all aspects of marketing, sales and service for the territory. Maggie has had extensive experience in financial and operational aspects of mergers, acquisitions and business start-up. She has earned CLU, CPCU and ARM insurance designations.

She holds an undergraduate degree in music from the University of Iowa, a master's degree in education from Northern Illinois University, and an MBA in Finance and Economics from the University of Chicago. She is a graduate of Leadership America Class of 1999, and has been a featured speaker nationally and internationally at technology and leadership conferences.

Maggie is the Treasurer for her Homeowners Association, and has been active in Chicago-based mentoring programs. She has also been a volunteer fund-raiser for children's charities. She and her husband live in Glen Ellyn. Maggie is excited about her new position as VP Programs.

BELITA L. SMITH XP-'69

2005 Board Position: Director at Large



Belita L. Smith is a management consultant focused on the delivery of health care in hospitals and large physician group practices. Belita works as a Practice Director with Cerner Corporation, a healthcare information technology company. In her role Belita works with hospitals and large physician group practices to improve performance through work processes enabled by information technologies.

Belita received her MBA from The University of Chicago in 2000.

She earned a BS and MS in Biological Sciences from Chicago State University.

Belita joined the UCWBG after completing the executive program (XP-69) to encourage women to build connections with one another across industries in the business community. She lives in Old Town with her husband Bertel. They have two adult children, a son who lives in Illinois and a daughter who lives in California. Belita is looking forward to serving as Director-at-Large for UCWBG in 2005.



MERLE TRESSER '81

2005 Board Position: Director at Large



Merle Tresser is an executive recruiter at Susan Rosenstein Executive Search Limited, which specializes in the recruitment of senior level executives in all areas of marketing and business communications. Her background includes both these areas. Merle began her 20-year career in consumer package goods marketing in brand management at the Sara Lee Bakery. In almost 10 years at Alberto Culver, she worked in new product development, was responsible for the VO5

brand business, and was Director of Marketing. At Scentex, Inc., a manufacturer of home fragrance products, she was Vice President of Marketing. She has also worked in consumer package goods consulting and was a partner in an educational marketing firm.

Before she began her marketing career, Merle worked in corporate communications. She joined McGraw Edison as it was about to purchase Studebaker Worthington, another large industrial company, and worked on the team that integrated that purchase into the restructured entity. At Blue Cross and Blue Shield of Illinois, she instituted and ran the internal communications department.

She holds an MBA from the University of Chicago, an MA in English Literature and Education from the University of Massachusetts and a BA in Liberal Arts from the University of Illinois.

Merle and her husband Tom live in Chicago in the Old Town neighborhood. Merle is the Vice President of her condominium association and also works with the Arts and Business Council, consulting with arts organizations on their marketing issues. Merle has been on the board since 2002 and is looking forward to serving as Director-at-Large in 2005.

NANCY WALL '01

2005 Board Position: VP-Programs



Nancy Wall is the North American Sales Manager for the Specialty Fluids division of Solutia, Inc. Solutia is a chemical company based in St. Louis with approximately \$3 billion in sales annually. Nancy has worked for Solutia (formerly Monsanto Chemical Company) since she graduated from The University of Texas at Austin with a degree in chemical engineering in 1990. Nancy has had a wide variety of opportunities working for Solutia, ranging from project engineering, production management, and direct sales. She began her current role as a sales manager in July of 2002 and she is responsible for managing a team of sales people with sales totaling more than \$40 million annually, as well as managing several key customer account relationships directly.

Nancy completed her MBA in the weekend program at The University of Chicago GSB in June, 2001. Nancy is excited to be continuing her service as VP Programs in 2005.

Nancy completed her MBA in the weekend program at The University of Chicago GSB in June, 2001. Nancy is excited to be continuing her service as VP Programs in 2005.

JANICE CAIN '98

2005 Board Position: VP – Personal and Professional Development



Janice Cain is group marketing manager focused on the financial services industry in the Midwest region at Sun Microsystems. Janice began her 15-year career in communications as a newspaper reporter before moving into public relations where she increased media relations coverage and earned national PR awards for work performed on behalf of companies including Sara Lee Corporation and Budget Rent a Car Corporation.

After earning her MBA degree at the University of Chicago in 1998, Janice joined the Chicago headquarters of Arthur Andersen LLP as a global marketing director and launched global marketing for two of Andersen's newest service lines (Business Process Outsourcing and International Accounting Standards 2005 in Europe). After the firm's collapse in 2002, she was recruited as Vice President of Marketing and Communications for a start-up financial services firm outside of Washington, D.C. before joining Sun Microsystems in 2004.

In addition to her MBA degree, Janice earned a BA degree in Communications from Michigan State University.

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25th Anniversary Year Kick Off is a Success !! (cont.)

continuing their services are Kathy Flanagan, Barbara Flom, Carmen Heredia-Lopez, Irene Marquez, Belita Smith, Merle Tresser and Nancy Wall.

Teresa noted that this year marks the 25th year of UCWBG's existence. Teresa talked about the many challenges women faced 25 years ago and how those challenges led to the formation of UCWBG. The group was formed by a small number of pioneering women who recognized the need for a place of mutual support and connection. Much has changed over the last 25 years BUT there is still much work to be done. That is why UCWBG continues to exist and grow in numbers every year.

As we celebrate our 25th Anniversary, we will focus on the future. Our theme for 2005 will be: **CONNECTING: WITH LEADERSHIP AND GROWTH.** There will be a number of exciting opportunities this year for our entire membership along with their colleagues and friends to help us celebrate both our past 25 years and our exciting future.

Teresa is looking forward to leading the UCWBG through this very important year.

Teresa then introduced our guest speaker, Susan Gallagher who spoke on "Leadership Connections: What Really Matters?" Susan is the former head of Client Relationship Development at the 250-partner Chicago office of Arthur Andersen LLP and the former partner in charge of the professional services and government services industry sector. Prior to that she served on the leadership team for the firm's complex claims and events practice and earned a national reputation in legal markets for her work.

Today Susan is the Managing Director in charge of the Strategic Development group at Huron Consulting Group where she also heads up the Chicago Office. She was one of the founding members of the organization and is on the Leadership Team. Among her many professional associations and contributions, we especially appreciate that she is a dedicated member of the UCWBG Advisory Council.

Ms. Gallagher was received with much applause as the audience hung onto every word. Ms. Gallagher shared her insights on some of the challenges women face in developing leadership connections. In many ways, women do not give enough credit to themselves or each other. We tend to shy away from recognition

and are willing to give it up to someone else too easily. She suggested we find opportunities to tell a woman we know who did a good job "You Are Awesome". She also suggested that you need to have a "Leadership Mindset" to be successful:

KNOW YOURSELF: Know what you want and what makes you happy, and how you choose to lead.

- Find your passion
- Find what drives your energy
- Don't fight yourself
- And set your own compass

FOCUS ON VALUE ADD: Expend your energy and resources where they count most.

- Aligning yourself with what drives value at your company
- Marketing yourself
- Not trying to be all and do all for everyone
- Not focusing on the roadblocks, but rather finding the path through
- And now, more than ever, executing!

STUDY ORGANIZATIONAL BEHAVIOR AND COMMUNICATE

- Speak up
- Be direct
- Deliver on promises
- Don't say too much or too little

SEEK OPPORTUNITIES TO LEAD: Look for them and take them!

- Take risks
- Seek opportunities
- Execute

Ms. Gallagher closed her presentation with a quote from an anonymous source – "Life should NOT be a journey to the grave with the intention of arriving safely in an attractive and well-preserved body. Rather one should skid in sideways, a glass of champagne in one hand, a chocolate bon bon in the other, body thoroughly used up and totally worn out, screaming, 'WOO HOO!' – What a Ride!"

Margaret McCoy, VP Programs who helped organize the event, closed by thanking Ms. Gallagher and saying "You are Awesome!"

The Annual Meeting was planned, organized and promoted under the direction of the VPs of Programs, Nancy Wall and Margaret McCoy.



Nancy Scott (far right) past President '03 UCWBG networks with other UCWBG members

Welcome 2005

By *Barbara Flom '02*

On Saturday, February 12th, the UCWBG held its annual Welcome event, designed to allow members to meet with the Board and learn about ways to become more involved with, and knowledgeable about, the UCWBG and its programs. Over a light repast of coffee, bagels and fruit, the Board and some 15 other members discussed upcoming programs -- including some of the exciting events planned as part of our 25th Anniversary celebration. The Board also briefly recapped last year's activities, pointing out that some of our new initiatives, like the First Friday and Third Thursday luncheons, came directly out of the feedback from members at last year's Welcome event. In addition to some unstructured time for networking, the event also featured opportunities for members to speak directly with individual Board members about opportunities for committee work, projects, and other activities such as the suburban groups and the Mother's Network. We were pleased that most who attended have been added to our Board committees and will be welcome members of our vibrant group.

If your schedule didn't permit you to join us on February 12th, there are still -- always! -- opportunities to become more involved with your UCWBG. Please contact any of the Board members (contact information is at www.ucwbg.org) and let us know you're interested. We promise you'll laugh a lot, make new friends, and contribute to the quality of life of our supportive and enriching community.

UCWBG Business Leads Group Can Help You Connect

By *Merle Tresser '81*

Need a contact at a specific company or in a particular industry? Someone in the UCWBG Leads Group can probably find a contact for you.

Whether you are conducting a job search, are a consultant looking for your next project, or just interested in making important business connections, the UCWBG Leads Group can help.

HERE'S WHAT A UCWBG LEADS GROUP IS ALL ABOUT.

Comprised of UCWBG members, GSB Club members, and their invited friends and associates, the Leads Group meets monthly to exchange networking search ideas and leads and can extend your reach far beyond your current network. Each participant presents her business networking interests and asks for specific leads within a company or industry. Then the group researches its contacts to supply that participant with the names he/she seeks.

Such structured networking opportunities have proven to work well. Since the beginning of the group, a number of participants have landed jobs and projects.

The group is free to all UCWBG members and their friends and colleagues and meets from 6:30-8 p.m. the first Wednesday of the month in the Boardroom of the Midway Club in the Gleacher Center.

Please contact Jane Kennedy, jkennedy@fhcg.follett.com, for more information on the group or with any questions.

Progressive Connections Networking Luncheon

A Networking Luncheon with the Professional Women's Club of Chicago (PWCC)

WEDNESDAY APRIL 13TH, 2005
UNIVERSITY CLUB, 76 E. MONROE
11:30 A.M. REGISTRATION · 11:45 A.M. LUNCH

Back by popular demand -- the Professional Women's Club of Chicago and the University of Chicago Women's Business Group are teaming up for a special luncheon. Get connected with other professional women during this fast-paced and exciting program which features a three-course meal during which attendees switch tables after each course. It is structured so that each participant will have an opportunity to introduce herself and explain her business, taking the stress and guesswork out of networking.

This fun and lively event is a great way to meet new people and make new business contacts. Don't forget to bring your business cards and marketing materials to pass out.

A sell-out crowd is expected so reserve your spot early! UCWBG Members \$38, Non-Members \$48. Please check the www.ucwbg.org for more details.

Hurry, registration deadline is Monday, April 11th at 12:00 PM! Questions? Contact Nancy Wall at 773-248-6520.

Celebrate Spring with Tea and UCWBG

By *Maggie McCoy '83*

On Sunday afternoon, May 1, we will have an opportunity to enjoy views of a lovely garden, network with fellow members and guests, and hear from Laurel Bellows, principal at Bellows and Bellows, P.C. Her expertise ranges from negotiating employment contracts and severance agreements to business startup. She provides creative guidance for women as they work on professional development and on reaching their personal goals.

Laurel was named one of Chicago's "100 Women of Influence" by Crain's Chicago Business. She has been officially recognized by the American Bar Association for her many accomplishments, including her role in paving the way to success for other women. She manages to balance family life with a vibrant career and numerous volunteer roles in and around Chicago and the nation.

Our event will be at the beautiful Rhapsody Restaurant, 65 East Adams in Chicago, at the Symphony Center. Space is limited in this venue, so mark your calendars and watch for registration details in the near future. You won't want to miss it!

The Exponent Goes Digital!! (cont.)

electronic version of *The Exponent* with its print-on-demand counterpart. In the next few days, you will receive our new electronically formatted issue of *The Exponent*. Beginning with our next issue, if you would like a printed copy, you may simply print this “.pdf” file at your home, office or wherever is most convenient for you. Simply click on the link provided in your electronic version and you will be linked directly to our website for a printable “.pdf” version of the issue. Yes, it will look exactly the same as it did in print.

In addition to issues delivered personally to your eMailbox, we will also be archiving each issue on www.ucwbg.org. If you would like to refer back to a previous issue or for some reason do not receive your email, simply visit *The Exponent* library on our website (www.ucwbg.org/Exponent) to access any issue you would like to reprint. Remember, for those of you who would like to refer to articles you have published in *The Exponent*, you can also provide links to your articles now that they will be archived electronically.

Although there are many advantages to moving *The Exponent* online, we realize that it might also be useful to understand some of the economics that led us to take action at this time. While our glossy printed newsletter has been praised for its professionalism and relevance to our members, we have been unable to justify the print cost in the digital age. Approximately, 40% of each member’s dues supported our Exponent printing costs. This means that we would be unable to add new services or improve traditional ones unless we raised membership dues or increased event fees to our members and non-member guests. As you can imagine, an increase of this sort could have potentially serious affects on our membership and the quality of our activities.

In addition to our ability to provide more benefits to you at our current rates, we have summarized the benefits for you personally and for UCWBG that you may find useful in helping us move into the digital era:

Individuals

- Choose a format that fits your lifestyle
- Minimize membership dues and ensure responsible use of dues contributed
- Access to all issues
- Personal reference library for members

UCWBG

- Supports our brand promise to remain relevant and provides value to our members throughout their life-stages
- Removes pressure to increase membership dues
- Increases the level of service to our membership
- Helps us reach members out of town and possibly even overseas

In the event that we haven’t convinced you to help us serve you better by switching to our new electronic format with “member-centered” printing, we will be able to mail a printed hard copy of the newsletter to you for a limited time. Although we are unsure how long we will be able to provide this service due to the relative cost per piece, we are trying to maintain the specialized services important to each one of our members.

If you decide you need to continue to receive a printed hardcopy of *The Exponent* by mail, please go to our website and register your current information at: www.ucwbg.org/z_forms/form_newsletter.asp or complete and mail in the form provided below. This will help us better understand the reason for your request and guarantee that your details are up-to-date.

I hope that you are as excited as we are about moving to the new electronic version of *The Exponent*. If you would like to share your comments about our move to the electronic version, please email Anne Kohler, our VP of Internal Communications at VPCommunications@ucwbg.org. We look forward to continually increasing the value of your membership in this and many other ways in the future.

Let us know why you would need a printed copy of our newsletter

You also can go to our website (www.ucwbg.org/z_forms/form_newsletter.asp) to complete the form below. The mailing of the newsletter is available to members of UCWBG only.

Select one and explain below on the lines provided:

Yes, I would need UCWBG to send me a printed newsletter and think it is worth the cost of printing and mailing.

No, I would not need UCWBG to send me a printed newsletter *but* would like to explain why I prefer the printed newsletter.

First Name: _____ Last Name: _____

Street Address: _____ City: _____

State: _____ Zip: _____ Preferred email address: _____

To help us understand the needs of our membership, please tell us why you need/prefer to have a printed copy of the newsletter.

Please cut out and mail this form to:

UCWBG Attention: Anne Kohler
5250 Grand Avenue – Suite 14 PMB # 288
Gurnee, IL 60031-1877

2005 UCWBG Leadership Circle Starts Soon!

By Merle Tresser '81

The fourth annual UCWBG Leadership Circle is an opportunity to connect with a small group of talented and interesting women to meet, discuss, analyze, and discover new insights about leadership and about yourself as a leader. It is an opportunity to explore the many aspects of leadership in a supportive and nurturing environment and to learn how to be a better leader at work, in community organizations, even at home.

The Leadership Circle uses an assessment tool and short readings to stimulate discussion each week, but the focus of the session is to investigate those leadership issues that are important in our own development. Past readings and discussions have included such subjects as understanding your personal leadership style, emotional intelligence, leading vs. managing, leadership and followership, and women as leaders.

You'll have a chance to assess your leadership style, to discuss your leadership practices, experiences, triumphs and setbacks, and to investigate leadership as women practice it with other UCWBG women.

The program will run for 5 sessions at the Gleacher Center from 6-8 p.m. beginning on Thursday, March 17, ending Thursday, May 12.

The fee for the program is \$30, which covers the assessment tool and reading materials.

The 2005 Leadership Circle will be led by UCWBG members Barbara Hornbach and Sue Matson.

Barbara Hornbach has three decades of R&D experience at AT&T, Bell Laboratories and Lucent Technologies. She has had leadership positions in all phases of the product development life cycle and in customer technical support. She has served as change agent and championed the use of new technology and process quality and management improvement (PQMI) in the development process. In addition, she has held strategic positions in building new business overseas in both Japan and Europe. Currently, she is

working for the Department of Homeland Security's Transportation Security Administration at O'Hare International Airport.


Sue Matson is a self-employed strategy consultant who has worked with a broad range of Fortune 100 companies, start-ups and not-for-profit organizations throughout her 25-year career. Formerly an executive of THE LAB, a subsidiary of Leo Burnett, Sue's particular passion lies in helping individuals align their own personal success with the organization's success. As a hands-on leader herself, Sue has been responsible throughout her career for hiring, developing and mentoring people. She is a highly experienced session leader and facilitator.

Enrollment for the Leadership Circle is limited, so reserve your place in the program now! Enroll on the UCWBG web site at <http://www.ucwbg.org>.

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