Three College of Business alumni were among the distinguished graduates receiving alumni awards March 31 in the Ballroom of Bone Student Center. One of those awardees came to campus a day early for a special luncheon with and presentation to COB students and faculty.

Finance graduate Jay Hoffman ’83 of Collinsville, who is state representative in the 112th District, received the Outstanding Young Alumni Award. Richard Manahan ’65, M.S. ’71, Ed.D. ’75, whose degrees are in accounting, business administration, and educational administration, received the Alumni Achievement Award. Manahan, of Johnson City, Tennessee, is vice president for university advancement at East Tennessee State University and executive vice president of the ETSU Foundation.

COB students and faculty were able to interact with the third award-winner, business administration graduate William B. Kirkendall ’75, president and chief executive officer of Orlimar Golf, Hayward, California, who also was honored with the Alumni Achievement Award.

Kirkendall spoke to a large audience about the management philosophy he has developed as a leader in successful mergers, acquisitions, and a corporate turnaround that have put him on a level of international prominence in his field.
As the campus readies for another academic year, we are happy to bring you this report on the College of Business. Just as your world must be one of rapid change and evolution, the college continues to progress. As you read about our latest accomplishments, I hope you realize that we are building on strong traditions to continue to enhance the value of your Illinois State University degree. Many of you have partnered with us in that effort, and we are most grateful. The University’s new strategic plan, Educating Illinois, provides a road map for continuing excellence and high aspirations, and is a timely step in conjunction with Illinois State’s first comprehensive fund-raising campaign.

New building
The plans for our new building are complete, and construction will be under way soon. The facility will be large, professional, and technologically sophisticated. It will allow us to welcome alumni and other professional guests more readily and will reflect the quality of our faculty, students, and programs.

Innovative “Enterprise” course
In the past year we have continued to introduce changes in the student experience that respond to the needs of our constituents. Building on the philosophy of the University’s new General Education program, we have given students new options for adding breadth to their business program and have also implemented a new course for freshmen business majors. Now, all our new students will be introduced to the opportunities of the business world in this new interdisciplinary course: “Enterprise.” With a focus on globalization, technology, and innovation, faculty from all disciplines in the college help students prepare to make the most of their college experience in preparation for a challenging professional career.

AACSB reaffirmation
In the coming year we will host a visitation team from the AACSB, the international accrediting body for schools of business. Having first achieved accreditation in 1981, we have completed an exhaustive analysis of our processes for continuous improvement and look forward to reporting a successful reaffirmation effort in our newsletter next year.

As you review the accomplishments of faculty, students, and staff, please know that much of our success would not be possible without the financial support provided by so many of you. From student scholarships and awards to technology innovations to faculty recruitment and development, the enhancements in the academic environment rely on your generosity. We are careful to use those gifts wisely and hope all alumni will be our partners in building students’ futures.

Seven alumni leaders representing many programs in the College of Business will return to campus October 24 and 25 for Business Week 2001, the theme of which is “Unlock Your Leadership Potential.” Alumni and friends are encouraged to attend Business Week activities.

Accounting graduate Donna Zarcone ’79 will give the keynote speech at 3 p.m. Wednesday, October 24, in Braden Auditorium, Bone Student Center. Zarcone’s speech will be followed by a reception in Old Main Room. Zarcone is president/chief operating officer of Harley-Davidson Financial Services, Inc., in Chicago, the wholly owned finance subsidiary of Harley-Davidson, Inc. She has been chosen by the American Institute of Certified Public Accountants to represent the industry in its national image enhancement advertising campaign. The AICPA also selected her as a Pathfinder in its CPA Vision Project.

Illinois State University honored her in 2000 with an Alumni Achievement Award. Zarcone, who earned an M.B.A. at the University of Chicago, has been featured in numerous publications, including the Journal of Accountancy and Insight.

The Alumni Panel presentation will take place at 2 p.m. Thursday, October 25, in Old Main Room, Bone Student Center, with a reception following. Alumni panelists:

- Ron South ’83, accounting, general auditor of Bristol-Myers Squibb, New York City.
- Chad Hancock ’97, finance, insurance and law, senior investment analyst, Caterpillar Investment Management, Ltd., Peoria.
- Brookie Nall ’95, international business, senior financial analyst in EMEA 3G in the Europe, Middle East, and Africa region, Motorola, London, England.
- Kevin Gold ’88, marketing, vice president and general manager–labeling, Diagraph Corporation, Earth City, Missouri.
- Gail Harrison Crookshank, M.B.A. ’96, vice president of marketing and development, Richland Community College, Decatur.
- Dave Smith ’90, management and quantitative methods, agent for State Farm Insurance, Clarkston, Michigan.
Christner fills new technology position

In November 2000, Scott Christner, who had been computer support technician for the College of Business since 1998, took the newly created position of assistant to the dean for facilities and technology planning in the College of Business.

In this new position, Christner has responsibility for coordinating, planning, and supervising technology efforts in support of the teaching mission of the college. Christner also coordinates facilities needs, including office moves, minor construction, and remodeling projects, and he interfaces with the University community on technology and facilities issues.

Christner received a bachelor’s degree in management in 1984 from Purdue University. For 10 years he served the U.S. Army as a military police officer. After leaving the Army with the rank of major, he tried his hand at several professions before joining the College of Business in 1998 as an employee and also an M.B.A. student. In May 2000 he received his M.B.A. with a 4.0 grade point average; and, at the same time, his wife, Deborah, received a bachelor’s degree in business administration with a BIS sequence from Illinois State. She works at State Farm Bank. The Christners recently moved into a new house with their three cats and one dog.

Krug retires; student fund established in her honor

Connie Duffy Krug, an integral part of the College of Business for more than 20 years, retired from Illinois State University in December 2000. She was responsible for many programs that honored students and alumni or welcomed distinguished guests. Through the planning and development of many of these events, she mentored and guided students as they learned about leadership, organization, and responsibility. Connie was known and loved by many years of Business Week officers and committee members, with whom she worked closely.

The college has named its Student Leadership Award for her and established a fund to include a stipend with the annual award. Financial contributions for that fund may be sent to Illinois State University, College of Business, Dean Dixie L. Mills, Campus Box 5500, Normal, IL 61790-5500.

In photo at top of page, Jim Doyle ’81, president of Business Week 1981, reminisced about Connie Duffy Krug at a special presentation to honor her at Business Week 2000, her last before retirement. Doyle, an alumni panelist at Business Week 2000, is president/chief executive officer of Retail Sports Marketing, Inc., a company he founded in Charlotte, North Carolina.

Longfellow named Marketing chair

Associate Professor Tim Longfellow, who had been serving as interim chairperson, was appointed chairperson of the Marketing Department in April.

Longfellow brings to the position a record of building successful relationships with external constituents, demonstrated success in teaching, and a promising research agenda, according to Dean Dixie L. Mills. He has earned the College of Business Outstanding Teaching Award and helped build the national reputation of the professional selling program. Before becoming interim chairperson, he served as director of the M.B.A. Program. He joined the Illinois State University faculty in 1988.

E-recruiting option for alumni

To learn about the E-recruiting service offered to Illinois State University alumni, find the link at www.jobs.ilstu.edu, or call Placement Services at (309) 438-2200.
State Farm gifts support programs

The State Farm Companies Foundation made two grants giving programmatic support to the College of Business for the fiscal year beginning July 1, 2001. The Department of Accounting was awarded $34,000, and the Katie Insurance School was awarded $210,000 for faculty and program development.

Meet the College of Business Advisory Council

The College of Business Advisory Council is a group of corporate and professional leaders who gather as a whole twice a year and more frequently in subcommittees for current affairs, development, membership, and partnerships to provide the dean of the college consultation on the mission, program, and other aspects of the College of Business.

The purpose of the Advisory Council is to assist the college, which members do in many ways. They serve as COB advocates in their organizations and assist the COB in building new relationships. Most of the changes the college has introduced in curriculum and other programs were improved through consultation with the council. New members are nominated and recruited each year by the membership committee.

Officers of the Advisory Council

President Vern McGinnis, vice president, strategic planning and corporate services, Growmark

Vice President Diane Fishering, director, regional health services, Carle Clinic

Secretary Mary Ann Webb ’78 Sulaski & Webb CPA’s

Other members

Bill Adams, Chicago

Jon Astroth ’77, president, Heartland Community College

Richard Barclay ’72, president, Firstar Bank, Springfield

Richard Beal, national bank coordinator, State Farm Insurance

Pete Borowski ’74, controller, COUNTRY Insurance and Financial Services

William Brady, BradyWeaver GMAC Real Estate

Brian Christensen ’87, vice president, David Vaughan Investments, Inc.

James G. Darby, director, human resources, Deere & Company

Gloria-Jeanne Davis ’86, director, opportunity programs and MLI, Mitsubishi Motor Manufacturing of America, Inc.

Lynn K. Diegel, assistant vice president, customer information centers, Allstate Insurance Co.

Patrick Dienslake ’81, president, National City Bank-Bloomington

Mary Feicke, manager, regional customer operations, Verizon

Joe Glawe ’76, member-in-charge, Clifton Gunderson LLC, Peoria

Ron Greene, president and chief operating officer, Anderson Financial Network, Inc.

Mike Harrison, regional manager, Illinois Power Co.

Michael Holzworth, president and general manager, Kathryn Beich fund-raising division of Nestlé USA

Connie Hoselton ’91, vice president, human resources, Heritage Enterprises

John Klemm ’69, president, Piper Glen Development

Bill Mason, vice president and controller, The Eureka Co.
Jack North, executive vice president for financial services, State Farm Insurance

Perry Rice ’82, vice president, publishing systems division, Multi-Ad Services, Inc.

Andrew Richards ’86, senior employment representative, ADM

Jon Scholl, executive assistant to the president, Illinois Farm Bureau

Herbert Stoller ’64, chairman/chief executive officer, Widmer Interiors

Dale Strassheim, president, BroMenn Healthcare

Donn Vucovich ’85, chief executive officer, Pro Village

Ken Zika ’69, ’70, corporate controller, Caterpillar Inc.

Ex officio members

Victor John Boschini Jr., president, Illinois State University

Al Goldfarb, vice president and provost, Illinois State University

Dixie L. Mills, dean, College of Business

Faculty member in national press

A study conducted by Assistant Professor Domingo Castelo Joaquin of the Finance, Insurance and Law Department was cited by the national media twice this year. Joaquin coauthored the research with Kirt C. Butler of Michigan State University.


In its April 9 issue, Time mentioned Joaquin’s research in a story headlined “Lots of Room to Grow.”

Both stories used Joaquin’s study to support the point that there is a strong positive correlation between the U.S. stock market and international markets that is even higher in down markets.

College welcomes new faculty

Yu-Luen Ma, Joel Strong, Thomas Schambach, and Daniel Goebel have joined the College of Business faculty this fall.

Ma, who will teach risk and insurance, and life and health insurance, comes to the Department of Finance, Insurance and Law from the University of New South Wales in Australia. She earned her Ph.D. in risk management and insurance in 1999 from the University of Wisconsin–Madison.

Strong, in the Department of Accounting, has been an assistant professor of accounting at St. Cloud State University. He earned his Ph.D. in accounting in 1999 from the University of Nebraska–Lincoln.

Schambach, also in the Department of Accounting, has been an assistant professor since 1994 in the Applied Computer Science Department at Illinois State. He received a Ph.D. in business administration with a major in information systems management in 1994 from the University of South Florida.

Daniel Goebel, who earned an M.B.A. from Illinois State in 1992, comes to the Marketing Department from the University of Southern Mississippi. Goebel earned his Ph.D. in business administration in 1998 from the University of South Florida.

Former faculty member dies

Thomas G. Secoy, 89, who taught accounting at Illinois State University from 1968-82, died June 22, 2001, in Normal. Secoy was a member of the American Institute of Certified Public Accountants, Sigma Nu fraternity, and Beta Gamma Sigma.

Newgren named assistant dean for curriculum

Professor Ken Newgren of the Department of Management and Quantitative Methods has accepted the new position of assistant dean for curriculum in the College of Business. In that role, which he took last fall, Newgren works closely with the curriculum team and other colleagues on initiatives that will strengthen interdisciplinary curricular areas.

Newgren brings a long record of involvement in academic issues to this position. He was part of the early development of the General Education program and served on the program’s Pilot Implementation Committee. He has participated in task forces focused on integration and interdisciplinary initiatives, and has been a team member for MBA 412, the College of Business’s first team-taught course. Newgren joined the faculty in 1984.
The four Kemper Scholars in the program coordinated by the College of Business attended a spring semester professional development conference hosted by Brigham Young University in Provo, Utah. This annual conference is hosted by one of the 17 colleges and universities in the Kemper Scholar Program, and brings together students who are Kemper Scholars to meet each other, enjoy social activities, and participate in professional workshops.

The Kemper Scholar Program, offered by the James S. Kemper Foundation, consists of an academic scholarship ranging in amount up to full tuition, summer internships, and professional development opportunities. There are 60 to 70 scholars nationwide in the competitive program.

Qualified candidates must have substantial academic potential and ability. A 3.0 grade point average each academic term is required to continue in the program. During the three summers until graduation, a Kemper Scholar becomes a full-time intern in one of Kemper’s offices around the country.

Illinois State’s Kemper Scholars, all of whom attended the conference, are Carrie White, a freshman business administration major; Bethany Streubing, a freshman accounting major; Melissa Fichter, a sophomore international business major; and Jessica Denny, a junior actuarial science major. Accompanying the students to Utah was Norris Porter, assistant to the dean for student services in the College of Business.

Two marketing majors and a finance major participated in the first year of the Bay & Wells Silicon Valley Internship Program sponsored by Chuck Bay, a 1979 management graduate, and his wife, Marlene Wells ’79, a Spanish major, at Kana Software in Menlo Park, California. Bay is president and chief executive officer of Kana, previously Broadbase Software before a merger earlier this year.

Tim Stoller, a finance/business administration/business information systems major, and marketing majors Briana Coleman and Sabrina McCarty were selected for the internships, which paid each student $3,333 per month plus $1,000 in stock options. The company also paid the students’ airfare to and from California, as well as their housing and automobile transportation for the summer. Each intern had two mentors in the company.

Bay was on campus April 18 to speak at the Beta Gamma Sigma induction program and also to interview finalist candidates for the internships.

In photo above, Chuck Bay ’79, president and chief executive officer of Kana Software, Menlo Park, California, spoke at the April 18 Beta Gamma Sigma induction ceremony and was the 2001 chapter honoree.
Three student organizations earn high honors

College of Business chapters of the American Marketing Association (AMA) and Society for Human Resource Management (SHRM), and the Delta Omega Chapter of Pi Sigma Epsilon (coed professional marketing/sales fraternity) earned regional and national honors this spring.

The Illinois State University chapter of AMA received the Gerald Koetting Memorial AMA Student Chapter of the Year Award and a check for $500 in February at the St. Louis collegiate AMA conference. Schools from six states are represented at that conference, which is sponsored by the St. Louis professional AMA chapter and many St. Louis firms. Professor James Cox is faculty advisor.

In addition, Anthony Leach, president of the Illinois State AMA chapter, received the Dik Tweddle Memorial Scholarship Outstanding Marketing Student Award and a check for $1,000.

In early March, a team of human resource students from SHRM took second place in the Midwest human resources collegiate competition at the Indiana University-Purdue University campus in Indianapolis. Students on the team were Heather Hewitt, Cory Croissant, Coleen O’Neill, Brett Walsh, and Cara Dougherty. The Illinois State team competed with 15 other teams, including those from the University of Illinois at Urbana-Champaign and the University of Wisconsin-Madison. Assistant Professor Jim Jawahar is faculty advisor.

Also in March, the Delta Omega Chapter of Pi Sigma Epsilon ranked 10th nationally at the PSE national convention. Delta Omega was nominated for the President’s Award and the Top Marketing Project Award at the national convention. Beth Neville was Delta Omega president, and Assistant Professor Douglas Vorhies is faculty advisor.

Eight graduating seniors received awards for outstanding department/program undergraduate achievement at the April 28 recognition program for faculty, scholars, and student leaders. From left, are Kari Ann Kessler, finance; Scott A. Lauer, business teacher education; Rebecca J. Holtz, international business; Dean Dixie L. Mills; Heather R. Hewitt, management and quantitative methods; Nathan L. Danner, business administration; Jeffery Andrew Chandler, insurance; and Matthew D. Cekander, accounting. Katherine M. Hill, marketing, was not present for the photo.

Al Goldfarb, vice president for academic affairs and provost, presented the College of Business Award of Recognition to graduating senior Kari Ann Kessler at the April 28 recognition program. The award recognizes academic excellence, character, leadership, and service.
Manager speaks on common pitfalls

Eric Hoss ’87, M.B.A. ’90, spoke on “Ten Common Pitfalls of New Managers” at the Sigma Iota Epsilon initiation on April 9. Hoss is a systems manager at State Farm Insurance.

COB launches new initiatives in international relationships

Scotland, Germany, and France will be on the map for the College of Business as the result of three developing international partnerships.

University of the Highlands & Islands (UHI) in Inverness, Scotland, is working with the College of Business through Charles McGuire, chairperson of the Finance, Insurance and Law Department, to set up an exchange program that is expected to be initiated by UHI students enrolling in Illinois State’s M.B.A. program. UHI’s business administration coordinator, Fiona Williams, visited the College of Business in July to work on plans.

Professor Iris Varner, COB international business coordinator, is working on an exchange program in which Illinois State international business students would go to the University of Paderborn, Germany, for the second semester of their junior year. Paderborn business students would come to Illinois State for either a semester or a year to take upper-level business courses.

The first Illinois State students can go to Germany next spring.

Varner also is developing a program with Ecole Superieure de Sciences Commerciales d’Angers (ESSCA), France, in which ESSCA would send fifth-year students to Illinois State to take M.B.A. courses, and Illinois State would send students to ESSCA for a semester or a summer program. Varner hopes the first Illinois State students will go to France next year.

Grant supports Lindberg’s research on auditor independence

The American Accounting Association’s Independence Education Grant Program awarded Assistant Professor Deborah Lindberg of Accounting and Assistant Professor Frank Beck of Sociology an $87,490 research grant for their project titled “An Examination of Auditor Independence Issues.” Lindberg is principal investigator.

In the grant proposal, the researchers referred to auditor independence as “the cornerstone of the auditing profession, since it is the foundation for the public’s trust…” The project will consist of qualitative research, including in-depth interviews of auditors, users, and potential users of financial statements. The three phases of the study are open-ended interviews, focus groups, and surveys. A number of members of advisory councils in the College of Business have agreed to assist Lindberg with her research.

MBA+ launched

The College of Business this spring launched MBA+, a program for graduates of AACSB-accredited M.B.A. programs who received their degrees three or more years ago. Illinois State faculty teach the series of evening workshops designed to bring M.B.A. graduates up to date on recent developments in fields relevant to today’s business environment. It is likely that this program will be offered again in spring 2003. Information may be obtained from the M.B.A. Web site: http://gilbreth.cob.ilstu.edu/MBA.
Continuous improvement
a College of Business focus

Faculty and staff of the College of Business are committed to asking questions about the college’s effectiveness, tapping into the expertise of alumni when possible. Several examples are a self-formed teaching excellence committee in the Finance, Insurance and Law Department, surveys and focus groups with graduating students, surveys of alumni, and educational benchmarking led by Associate Dean Edgar Norton.

Professor Joe Solberg, Associate Professor Joe Trefzger, and Assistant Professor David Russell formed a teaching excellence committee to create a forum for faculty to discuss teaching issues with the goal of improving what they do. One example of their work was a meeting this spring at which senior faculty talked with younger faculty about teaching philosophy and effective techniques.

The Accounting Department, the M.B.A. Program, the Finance, Insurance and Law Department, and the constituent-satisfaction team have carried out exit interviews with graduating students. The Accounting Department does an exit survey. The M.B.A. Program commissioned graduate students in a “Research Methodology” (MQM 497) class to develop an exit survey. For the second year, the FIL Department invited alumni who serve on the advisory boards of the Educational Investment Fund and the Katie Insurance School to conduct focus group/exit interviews with graduating finance and insurance seniors. Also, for the second year, faculty members of the constituent-satisfaction team of the College of Business conducted focus groups with graduating seniors representing all majors.

The College of Business has been participating in a benchmarking project with other AACSB-affiliated schools to compare the strengths and weaknesses of our programs against other colleges and schools of business, with surveys designed by Educational Benchmarking, Inc. Student-satisfaction surveys focus on issues such as teaching quality and student services. A faculty-satisfaction survey touches on issues such as teaching environment, support for teaching and research, and faculty input into issues that are important to the college. Faculty teams have used the results to identify strategies to meet the needs of students and faculty.

A message from the president

Dear Alumni of the College of Business:

Trying to verbally capture the essence of Illinois State University is indeed a challenge. It is difficult to give a definition that encompasses the experiences of graduates from all eras and areas of study, and yet reflects the energy and excellence of the campus community as it daily engages in teaching and learning.

The best answer I can give when I am asked to describe the University is to echo what so many alumni tell me they recall and appreciate about the institution: Illinois State provides a small-college experience with large-university opportunities.

Already a strength of the University, this attribute is the foundation upon which Illinois State has built an aggressive and exciting strategic plan that is now being implemented. Titled Educating Illinois, the plan provides 15 goals and nearly 80 specific actions that will be completed by the University’s sesquicentennial in 2007.

Premised on the core values that have always made Illinois State distinctive, Educating Illinois underscores the University’s long-standing commitment to individualized attention, public opportunity, active pursuit of learning, diversity, and creative response to change.

I encourage you to visit www.IllinoisState.edu/educatingillinois to carefully examine each of the goals and outcomes identified. Check back often to monitor our progress. Once accomplished, the initiatives tied to Educating Illinois will make Illinois State the first-choice public university in Illinois for high-achieving, motivated students who seek an individualized educational experience combined with the resources Illinois State provides.

By strengthening our traditional areas of excellence and redefining our message, Educating Illinois will allow Illinois State to fill a unique niche in the state. Equally important to me is the fact that Educating Illinois offers students a guarantee that Illinois State promises the same range of opportunity and personal attention alumni experienced and now recognize as Illinois State’s competitive advantage.

Victor John Boschini Jr.

Telefund will be calling soon

College of Business alumni will start receiving Telefund phone calls from current Illinois State University students August 20, the first day of the fall semester. Calls will continue through September. Those not reached by phone will receive letters. Last year saw a 19 percent increase in funds raised from alumni through the Telefund.
Managing change topic of discussion

Kevin Haynes ’89, M.B.A. ’93, an expert in change management for Motorola, talked to students of the “Enterprise” (Business 100) course and others in the Ballroom at Bone Student Center on April 3 about succeeding in a business world in which change is constant. He listed commitment, communication, ownership, knowledge, ability to change, planning, and momentum as factors that facilitate successful change.

In memoriam

Amy Hodel ’96, management, Morton, died November 9, 2000.


Accounting

Jennifer Pressley Bennett ’95
Mount Zion
Married: Bruce, April 2000.
Career: Senior accounting analyst for Archer Daniels Midland Company, Decatur.
Interests: Volunteering for community organizations and charitable foundations.

Jeffrey Butler ’73
Skokie
Career: President of the Niles Chamber of Commerce.

Kevin S. Johnson ’93
Chicago
Married: Kimberly Keller
Career: Graduated with distinction with an M.B.A. in June 2001 from Kellogg Northwestern Graduate School of Management. Will be starting new career in Sydney, Australia, with Bain Consulting’s Sydney office. Bain is a top global strategy-consulting firm that consults with senior executives of companies with a billion dollars or more in annual revenue.

Celestia Kenerley ’94
Bloomington
Career: Sales and marketing coordinator for Commercial Packaging, Normal, and fitness instructor at Gold’s Gym, Bloomington, specializing in pre- and postnatal fitness.

Robert A. Zmudka ’89
Wheeling
Married: Irene for nine years.
Career: Director of sales for GATXRail of GATX Corporation, Chicago, where he has been employed for 11 years.
M.B.A.: Dominican University, River Forest.

Business teacher education

Kenneth F. Huddleston ’65
Crossville, Tennessee
Married: Kay Thierbach ’64.
One child and three grandchildren.
Career: Earned M.Ed. at Northern Illinois University and Ed.D. at University of Illinois. Retired as business management professor at University of Wisconsin. Worked with owners of family businesses.
Interests: Spending more time at cabin in Upper Peninsula of Michigan and with grandchildren. Volunteering with Young Life, and helping students and faculty in collegiate business education and entrepreneur programs.

Connie Kozubek Smith ’72
Bourbonnais
Married: 26 years to Leonard ’72. Three children ages 22, 20, and 17.
Career: Director of religious education at St. Martin of Tours Parish, Kankakee.

Received master’s in pastoral studies in May 2001.
Interests: Music, shopping, directing children’s choir in church, and being high school youth group coordinator.

Finance, Insurance and Law

Cory M. Binstock ’87
Gurnee
Married: Randi. Two sons, 2 and 4.
Career: Employed for the past 12 years with W. W. Grainger, Inc., a national leader in MRC supplies, equipment, and information. Cory is the senior marketing analyst in the marketing analysis and information department, a post he has held four years.
Interests: Hockey, rock and blues music, family trips.

Marsha Ginson ’87
Lyon, France
Career: European product manager for Aventis Pasteur MSD. She has been with the company about two years and deals with hepatitis b and meningitis conjugate vaccines.

Brookie Nall ’95
London
Career: After graduation Nall moved to Chicago to work for Motorola and received her M.B.A. in accountancy from DePaul University in 2000. In May 2000 she moved to London to complete a two-year assignment for Motorola, working in EMEA 3G finance.

Jennifer A. Block Reina ’94
Chicago
Career: Second vice president at Northern Trust Company. Reina received a master’s in project management from Keller Northwestern Graduate School of Management.
She joined Northern Trust in 1995, was named an officer in September 1998 and a second vice president in September 2000.  

Robert L. Sulaski ’85  
Asheville, North Carolina  
Career: After graduation Sulaski worked for Arvida/Disney and Walt Disney Imagineering before accepting the position of vice president of residential and retail development for Biltmore Farms, a real estate development and hospitality company owned by George W. Vanderbilt II’s grandson that is developing a portion of Vanderbilt’s Biltmore Estates. Also, Sulaski is the managing member of the house-building company The Broadlands Company, LLC.

**International business**

Naoko Moore ’99  
Birmingham, Michigan  
Career: Client service specialist and office manager for a pension, investment, and insurance firm in the process of getting her Series 7. Interests: Tennis and kick-boxing.

**Marketing**

Eric Buchanan ’93  
Fishers, Indiana  
Married: Kay Patterson, 1994. Career: Senior account executive for Learfield Communications, handling sports marketing opportunities for Indiana and Purdue Universities.

Michael Scholl ’93  
Boulder, Colorado  
Career: Director of Sports Massage Therapy Team. Owner of Facilitated Wellness, a company that offers treatment and sports massage service. Interests: Snowshoe racing, hiking with dog, Otis, and “simply soaking in Colorado’s offerings.”

Craig Umphress ’85  
Vernon Hills  
Career: Recently accepted the position of regional vice president with ING Companies, the sixth largest life insurance company in the world.

**M.B.A. Program**

Florence Mazet Crespin ’88  
Caluire, France  
Career: She has been working on her own since January 2000 as a lecturer in business-to-business marketing and a consultant. She teaches business executive courses and entrepreneurs both at graduate business schools and engineering schools. The list of companies for which she has been a consultant includes Air Liquide, Cogema, Electricité de France, Gaz de France, Renault V.I., Thomson-CSF, Schneider-Electric, Sncema Motors, and Spx Batignolles.

Arnaud Marchais ’90  
Lyon, France  
Career: Marketing and sales director for ZOLPAN, a French manufacturer of paint for the construction business.

Gretchen Roetzler ’97  
Chicago  
Career: Assistant vice president (senior underwriter, marketer) in the corporate insurance lending division of Bank One. Interests: Traveling (especially to New York), running along Chicago’s lakefront, trying new restaurants, volunteering with Chicago Cares by reading to three- and four-year-olds who are victims of domestic abuse.

Alexandre Steiner ’90  
Grenoble, France  
Career: Vice president, Global Network Infrastructure Solutions, Cap Gemini Ernst & Young.

Daniel Tap ’94  
Iola, Wisconsin  

**Alumni: Did you ever think your picture could hang in the college’s hallowed halls?**

It could. Because students want to see you and know about you! The College of Business would like to profile alumni and their career paths in displays in the Williams Hall lobby. The college wants to feature a variety of alumni who have made significant progress in their careers.

Alumni interested in participating should send a photo along with the background requested below to Illinois State University, Elaine Graybill, Assistant to the Dean for Constituent Relations, Campus Box 5500, Normal, IL 61790-5500.

E-mail submissions may be made to ecgrayb@ilstu.edu.

Attach additional paper as needed.

**Career background**

Name  
Major - Year of graduation  
Mailing address  
City - State - Zip  
Telephone  
E-mail address  
Facsimile  
Company/Organization  
Position  
Career path  
How you reached your current position  

**Advice**

Trends/directions for students to be aware of  
Advice to students  

**Optional**

How your Illinois State business degree prepared you for the workplace  
A favorite College of Business memory or faculty member  

The college hopes to hear from many of you. All information will be verified, and alumni will be notified of their selection.
Thank you to all of our partners.
Alums, alums, alums...Calling all alums!

Tell us what you’re up to—jobwise, familywise, personal achievementwise...

Name: ___________________________ Major: ___________________________ Year of graduation: ___________________________

Mailing address: ___________________________ ___________________________ ___________________________

City: ___________________________ State: ___________________________ Zip: ___________________________ Telephone: ___________________________

Tell us about your job, life, interests:

________________________________________________________________________

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Return to Illinois State University, College of Business, Attn: Elaine Graybill, Campus Box 5500, Normal, IL 61790-5500 • Facsimile: (309) 438-5510 • E-mail: ecgrayb@ilstu.edu