

NEWS AND VIEWS

CONNECTIONS

Creating relevance
through real-world
experiences

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MESSAGE FROM THE DEAN

Transitions and connections.

We have come to a time of transition. Dean Dixie Mills will be leaving us. She takes with her our deepest gratitude for her leadership, vision, compassion, and commitment to the students and faculty of the College of Business at Illinois State University. I am humbled and honored by the opportunity to serve the college as interim dean for the next two years.

The College of Business at Illinois State has been on a continuing upward arc of excellence for many years. That momentum must be maintained and even accelerated during this time of transition. It is vital that we capitalize on the good work that has gone before us, even as we move through changes in leadership. With the help of our faculty and staff, our advisory boards, our alumni, and our students, we will continue on the path to even greater distinction. I look forward to the opportunity to help mold that future.

Perhaps the most important job I have over the next two years will be to build even stronger connections with our alumni and our friends in business and industry. Alumni involvement has always been critical to our success. Alumni serve on our advisory boards, act as mentors and role models and provide career networking for students. They also create real-world opportunities for students through collaborative projects and internships. As you read this issue you will see our alumni are generous with their time, their talents, and their expertise, willingly sharing it with the students who follow them through the College of Business. I encourage each of you to consider reconnecting with us as we continue our tradition of excellence.



Charles R. McGuire

CLASSROOM CONNECTIONS

Employers require quality workers who are able to make an immediate transition from the classroom to the conference room. Our graduates can. COB faculty and staff provide multiple avenues through which students gain essential real-world experiences before graduation. Internships, involvement

in professional organizations, and job shadowing are just a few of the possibilities. But most important are courses that allow students to complete projects in direct collaboration with real-world clients. Here are a few examples...



Veena Nerurkar, Joey Lane, Chris Koos, and Andre Conton consider an inventory system developed by the students allowing products to be tracked with a PDA.

Real-world results

At the first sign of spring, business gets hectic at Vitesse Cycle Shop in Normal. Although the employees know what bikes they have in stock, sometimes locating a specific model quickly can be difficult. Enter Rosie Hauck and the students in her Accounting 362 class—“Advanced Business Systems Analysis.”

Hauck’s goal was to challenge students to pull together and apply everything they had learned in

their previous courses to a real-world problem. There were no textbooks, no lectures, and no exams... just the project, and a living, breathing client—Chris Koos, owner of Vitesse Cycle Shop. Working in independent teams, students competed to create and implement an internal inventory system to locate specific bikes within the company’s facilities.

According to Vitesse manager Andre Conton, the company typically has around 400 bikes in inventory. “We definitely know what we have at any given time; the big question is where a specific bike is stored. Space is tight, so some bikes are in boxes, others are under assembly in the warehouse and we’re always working on several in the shop itself,” he explained. “Our current software lacks certain features that would resolve this challenge.” That is why he and shop owner Chris Koos connected with Hauck.

At the beginning of the semester students were given a list of deadlines and deliverables, “just like you would have when working on any software development project,” said Hauck. “But how they went about clarifying the client’s specific business problems, managing their work, gathering requirements, planning, scheduling, and designing the system—all of it was up to them,” she explained.

Students were required to use different modeling tools and techniques to analyze the business and document the client’s needs. Based on their findings, the teams developed the actual working system for

the client. Beyond applying technical expertise, Hauck stressed that quality communication and collaborative skills would be essential for their success.

“In business you must be able to effectively present and sell ideas to a client. You’ve also got to work productively with others. Understanding their individual strengths and weaknesses throughout different phases of the project and targeting specific areas for personal improvement offered some very powerful discoveries for the students,” said Hauck.

Business information systems major Greg Jopa definitely learned the importance of clear communication. “While conducting two fact-finding interviews with the client, my group had a hard time structuring our interview questions. Some were too broad, which caused the client to discuss things that were off topic.” Thanks to this project Jopa learned how to craft questions so clients can provide the exact information consultants need.

In September, Matt Swiatkowski begins working as a tax associate at RSM McGladrey in Chicago. For him, knowing other teams were tackling the same challenge was the most motivating aspect of the project. “I believe the competition of getting your system chosen by the client really improved every team’s system and made all of us think of better ways to get that extra edge.”

“I tell my students that this class attempts to mirror what they will experience in real life, including potential midstream changes in the project/business environment and technology. At this point these students know how to create pretty much any type of documentation that could be asked of them,” explained Hauck. They developed feasibility analyses, formal requirements documentation, process models, use cases, data flow diagrams, and upon delivery of the system, a user manual, implementation, and testing plan.

Hauck shared that over the course of the semester a number of students, including Swiatkowski, talked about the project during interviews with very successful outcomes. Greg Jopa was another. When he interviewed with online travel giant Orbitz, Jopa was able to discuss his team’s work in great detail.

“When the interviewer asked about other possible solutions I was able to defend my group’s solution and explain why we thought it was the most reasonable approach,” said Jopa. “This class definitely developed my problem-solving and troubleshooting skills, which are skills employers want.”

The recruiter was clearly impressed. Jopa is interning with Orbitz in Chicago this summer, in a pre-production environment working with Linux and troubleshooting hardware and software issues.

So how did the projects turn out? “I was definitely impressed with the teams’ creativity and system designs,” said Hauck.

Conton agreed. “Each team had very professional presentations, smart designs, and great supporting documentation. Now if I could just get a hybrid of all their systems, that would be the perfect ending!”

For Hauck, the reward is knowing her students have first-hand experience working on a real software development project as part of a team facing specific deadlines. “It doesn’t get much more relevant than that!”

Building layers of professional skills

Just because you’re an undergraduate doesn’t mean your career preparation has to focus on entry-level skills. That’s the central idea underlying Marketing 325, “Key Account Selling and Relationship Management.” This specialized course was specifically developed for students working toward completion of the professional sales sequence or recognition as certified sales students. Its availability to undergraduates exemplifies the depth and strength of the sales program at Illinois State and why it is considered among the top 10 undergraduate sales programs in the nation by peer institutions.

According to Mike Humphreys, associate director of the Professional Sales Institute (PSI), the course focuses on the type of selling and relationship management graduates will encounter as they begin to advance in their careers—managing fewer, but larger and more important, accounts for their firms. At one time, such a career move typically occurred 10 to 15 years after graduation. PSI faculty are now noticing that many Illinois State graduates are experiencing this transition much earlier in their careers.

“In response to this trend we created additional courses in the undergraduate sales sequence, like 325, to allow students to build layers of professional skills and concepts that reflect their total career in sales, rather than merely preparing them for entry-level positions,” explained Humphreys.

At the first sign of spring, business gets hectic at Vitesse Cycle Shop in Normal. Although the employees know what bikes they have in stock, sometimes locating a specific model quickly can be difficult. Enter Rosie Hauck and the students in her Accounting 362 class—“Advanced Business Systems Analysis.”

The centerpiece of the course is collaboration. Companies that volunteer to participate spend an entire semester working in tandem with a team of advanced sales students to develop a strategic account plan for a partnership between their firm and a key customer account. Unlike more basic “product-oriented” selling situations, a key account relationship is based on understanding and developing a broad, often unique, array of value for a key customer account.

“Key account partnerships are true ‘win-win’ long-term relationships based on helping the customer account solve complex problems and achieve its strategic goals,” explained Humphreys. “Therefore, strategic account plans provide thorough analysis of both supplier and customer firms. It concludes with goals and specific objectives for the partnership based on linking the supplier firm’s core competencies throughout the customer account where they can create the greatest value for both firms.”

Clearly the companies, students, and the PSI enjoy a win-win arrangement too. The firms can establish long-term, meaningful connections with top sales students and faculty. Their involvement helps shape a sales curriculum that is totally relevant in the current business environment. Sales students can apply their learning to real-world projects and enjoy the direct interaction with industry professionals.

Ryan Wilkinson '07 is now an account executive with LAMAR Advertising in Chicago. “This training is cutting edge and truly the future of business. I was learning strategic account management before the practice even happened in my future company. It let me bring that ‘Wow!’ factor to any interview I was on.”

Client firms who have partnered on strategic account plans include Chicago Office Technology Group, Enterprise Rent-A-Car Commercial Accounts Group, Fastenal, FedEx, Ryder Transportation, and Sherwin-Williams.

Service learning

Illinois State University has a strong record of commitment to the American Democracy Project, a cooperative effort by students, faculty, staff, and administration that promotes civic engagement through organized service activities. Students in Dale Fitzgibbons’ MQM 380 class, “Teams and Team Building,” were at the heart of the action with the Project Redbird Outreach Program.

A central belief behind the program is that service learning projects should be tightly integrated with the course curriculum, not an “add-on” activity such as conducting a food drive or having a car wash. “While these sorts of projects are wonderful volunteer efforts, they cannot accurately be called service learning,” said Fitzgibbons.

“True service learning requires a purposeful connection to the theories, content, and issues of the course—a blend of theory and practice applied in real-world settings.”

Senior Adam Dyer knows Fitzgibbons’ mission was accomplished. “This project definitely pushed us out of our comfort zones and we were able to get a much better understanding how things work in the business world.”

There were a variety of service learning options available to the MQM 380 students. One group created the Project Redbird Outreach Web site to foster campus and community connections. Local non-profit and social service agencies post their special needs on the Web site. At this time specific projects are listed for 15 non-profit organizations. Illinois State faculty members from all departments can review those listings and develop service learning projects that correlate with skills and content of courses they teach.

Two other MQM 380 teams partnered with staff from the Unity Center in Bloomington to design a series of short, employment-related seminars on interviewing, completing an employment application, writing a resume, and dinner/social etiquette.

In 2006 the Midwest Food Bank distributed \$13.2 million of food to churches, food pantries, and soup kitchens, aiding close to 100,000 individuals. Dave Kaiser, a successful family farmer who started the organization, devotes a significant portion of his time to operating the facility. “With just one paid



According to PSI director, Mike Williams, firms who have hired COB graduates with specialized sales coursework report spending 50% less time training them as compared to other new employees they've recruited for the same positions.

employee and a team of volunteers, Kaiser was very responsive to the idea of a service-learning project—especially one providing volunteers with business, accounting, and organizational expertise,” explained Fitzgibbons. Students helped the Midwest Food Bank streamline their operations and gain sharper insights through a client survey.

Service learning projects sound great in theory but some might question the quality of results. Not Fitzgibbons. “I have never been disappointed by the quality, thoroughness, and applicability of the real-world projects our students have completed. They are professionally designed, competently executed, and have a real impact on the success of non-profit organizations,” said Fitzgibbons.

Students are equally satisfied with their experiences. “This project gave me an amazing opportunity to work in a group that had true decision-making power and almost complete autonomy,” said Amber Darnall, a junior management major. “The results we achieved show my future employers that I can take a project into my own hands, work collaboratively, and accept responsibility without requiring step-by-step directions from my boss.”

Adam Meuser says his involvement definitely changed his opinion of service learning. “I used to view it as volunteer or charity work. It is far more than that. Our team provided specific business skills the client lacked, but helping the staff wasn’t the end of our achievements. Our contributions will be passed on to all the people they help on a daily basis, for a very long time.”

After his May graduation, Luis Balauag joined MetLife as a financial analyst in the national accounts office. Perhaps his comments best capture the sentiments of his classmates: “This class forced us to deal with ambiguity. We had to blaze our own trail, and even though I wanted to rip my hair out at times, our success in the end made it all worth it!”



Finding more efficient ways to track and distribute \$13.2 million of yearly food donations prompted Dave Kaiser of the Midwest Food Bank to partner with College of Business students.

E-mentorships

Peter Kaufman, a faculty member in the Marketing Department, is convinced students need help thinking strategically about their career development and the skills necessary to secure a job through which they will find both enjoyment and success. They also need to connect course content with real-world applications. To foster this sort of active reflection, Kaufman recruited a diverse team of COB alumni to serve as e-mentors for his section of “Strategic Marketing”—the capstone course for undergraduate marketing majors.

Kaufman was assisted in the search for mentors by Alumni Relations. Together they found COB graduates with a minimum of four years experience who were employed in sales and marketing by well-known companies. These individuals worked in the automotive industry, insurance, banking, real estate, technology, market research, advertising, and consumer products. Students were matched with mentors based on their shared career interests.

Kaufman had four main goals for the e-mentorship project:

1. To help students understand the importance of reflection and career planning
2. To promote networking between students and alumni
3. To allow students to connect what they learn in class with what alumni experience in the business world
4. To emphasize the benefits of having professional sales experiences in their background

Kaufman structured the class project around a series of structured e-mail conversations between students and mentors. About half the tasks related directly to course concepts such as new product

development, creating marketing plans, international competition, and how marketing interacts with sales. The other communications focused on career management competence.

One particular issue Kaufman wanted students and mentors to explore was the long-term benefit of sales experience. “I have found many students want to begin their careers in marketing and bypass sales. That may be a big mistake, because in most cases, having sales experience is critical to advancing a person’s career,” said Kaufman. He feels interacting with mentors gave students a sense for why building experience and knowledge in this and other areas is critical.

Tara Robbe is a senior sales executive for Coca-Cola North America and served as an e-mentor. “Coming out of college I was very focused on finding a traditional marketing position and avoided any opportunities that were sales related. What I have found through my career path is that I can be a marketer while existing in a traditional sales role—especially in business-to-business sales,” she explained.

Robbe was particularly impressed with the questions her student partner asked regarding her career path and recommendations for career success. “His questions were very insightful and exhibited his understanding of the real-world business environment,” said Robbe. She feels this reflective process is something that all undergraduate students should do before graduation and continue after entering the workforce. “I wish this program had been around when I was an undergrad!” she added.

Tom Crawford, director of partnership marketing at Motorola, is responsible for strategic planning, marketing, execution, and operation of a more-than \$50 million annual budget for sponsorship marketing programs, many of which involve professional sports. He mentored Jen Rinehart ’06 during

her final semester at Illinois State. She says Crawford went out of his way to provide important insights and suggested a variety of options for her to explore as she sought a position in sports marketing.

“The best insight Mr. Crawford gave me was that employers look for the desire and willingness to work hard and do whatever it takes to contribute to the success of their business. It is up to me to communicate the desire, commitment, assertiveness, positive attitude, and personal communication skills to the potential employer,” added Rinehart.

“Too often we see new employees just out of school who really don’t understand what it takes to be committed to the job and work hard in order to achieve success,” said Crawford. “It seems there is this feeling of entitlement... in other words, just showing up for work and wondering when the next promotion will come. You have to earn it!” he added.

Rinehart knows this message is something teachers try to stress during classes, but said it really hit home when she heard it from such a highly accomplished professional.

As a senior, Julie McCarthy found the most beneficial aspect of the mentoring project was the mental shift she made as a result of structured e-mentoring.

“Communicating with my mentor helped me make the transition from thinking like a student to thinking like a professional,” she explained. And that’s exactly the result Kaufman hoped for.

E-MENTORS FOR THE “STRATEGIC MARKETING” CLASS:

- Michael Williams, KIA Motors America Inc.
- Jim Graham and Chris Lamar, Ford Motor Company
- Michael Phares, Global Hyatt Corporation
- Linda Klouda, Maytag International
- Lori Janssen, Lava World International Inc.
- Brian Dudley and Chris Goulding, CDW Corporation
- Glen Gribac, Motorola Inc.
- Jackie Esker-Zerrusen, Tommy Hilfiger
- Thom Reed, Procter & Gamble
- Jamie Ericson, JB Ericson & Associates Inc.
- Jeff Zarseck, Nestle Purina
- Mike Olson, Procter & Gamble Distributing Company
- Beth Lenz, IRWIN Industrial Tools
(a division of Newell Rubbermaid)
- Kyle McCoy, Allied Waste Services
- Amy Posey, The Hamilton Collection
(a division of the Bradford Group)
- Jenna Wexler, Mirador Research, LLC
- Patrick Manning, Proman International
- Javelyn Ibarra, Mercedes Benz USA
- Adam Young, Byron Udell & Associates (AccuQuote)
- Michael Furstenberg,
Trustmark Life Insurance Company
- Sam Zangri, Toyota Motor Sales USA,
Chicago Regional Office
- David Daucanski, Lamar Advertising
- Dave Anthony, McDonald’s Corporation
- Tara Robbe, Coca-Cola North America
- Tom Crawford, Motorola



DEAN DIXIE L. MILLS RETIRES

Interesting colleagues, a supportive environment, and good opportunities for developing her academic career were the deciding factors for Dixie Mills when she accepted a faculty position in the Finance and Law Department at Illinois State University in 1980. And what an adventure the past 27 years have been.

According to Mills, business programs have changed a great deal in the last several decades; maintaining a cutting-edge perception offered her many opportunities. One highly memorable accomplishment was publishing a textbook co-authored with Mona Gardner, *Managing Financial Institutions: An Asset/Liability Approach*, adopted at hundreds of institutions.

Technology and the global business environment have impacted her research, teaching, and leadership; however, creating quality relationships with constituents has been a priority for Mills, which has led to her most notable successes as a leader.

"I've always admired her professionalism," said Interim Accounting Chairperson Gerry McKean. "She represented the College of Business with intelligence, dignity, and class. The cordiality and professionalism she projected earned respect and support from the business community."

As COB's director of development, Claranne Perkins witnessed Mills' success in gaining support for the college. "Dixie is a true visionary. She saw the value of building relationships with alums and business leaders to improve the environment and opportunities for students, faculty, and graduates."

During her tenure as dean, the dream of a new College of Business Building became a reality. While she believes the building provides an impressive home for the college, the most important thing is what occurs inside. "The faculty and staff have worked together to create a positive culture where we have identified our values and goals and developed a strong degree of consensus. That's what makes this college so very special."

Students also have responded positively to their learning environment. Mills notes, "I have always had the greatest respect for our students and have been privileged to know and teach so many of them and follow their successes."

Bill Scott, departing interim chairperson of FIL, credits Mills' leadership in achieving those changes. "Dixie was a role model who set a vision for what [the college] could become. She kept everything on course."

As Mills ends this chapter of her career, all who worked with her are certain she will maintain a great level of interest in the col-

lege she led so competently to national recognition. She encourages others to do likewise—talking with pride about their degree, their successes stories, and creating opportunities for today's students.

Mills also hopes alumni consider providing financial support that makes a positive difference in the educational experience of our students.

For readers interested in honoring Mills, her service to the University, and the COB's most deserving students, contributions are being accepted for the Dixie Mills Outstanding Scholars Fund. To make your gift, or for further information, contact Claranne Perkins at cperki@IllinoisState.edu (309) 438-2297.

Chuck McGuire named interim dean

The University's assistant provost, Chuck McGuire, was named interim dean of COB after an unsuccessful search for a permanent dean. McGuire was appointed by President Bowman to replace Dixie Mills, who retired in July.

Mills has known McGuire since her first days on campus. They worked together as faculty colleagues in the same department and as administrators. "Over the years I have recognized Chuck's ability to lead constructive change. I admire his commitment to the college and the University; his tireless efforts through the building planning process; and his genuine concern for students, faculty, alumni, and friends," said Mills. "I am confident that the college will prosper under Chuck's leadership."

Before becoming assistant provost in July 2005, McGuire served as chairperson of FIL for 17 years. He was instrumental in establishing the college's Katie School of Insurance and Financial Services and the Institute for Insurance Ethics, and also played a key role in the planning of the new College of Business Building.

A nationwide search for a permanent dean will begin in January 2008. McGuire said he will not be a candidate for the position.

THE POWER OF PARTNERING

One of the greatest strengths of the College of Business (COB) is its multiple connections to the real world of business. Each of the four departments within the college has programs, boards, and curricula that provide active, functioning links with outside institutions of commerce, many of which employ COB graduates.

Examples of additional activities fostering business connections appear here by department. This listing gives a generous sampling of the COB's business connections, but it is not exhaustive. See the college Web site for more examples at IllinoisState.edu/business.

Accounting Department

Providing input to the Public Company Accounting Oversight Board (PCAOB). This board, created in response to accounting scandals in firms such as WorldCom and Enron Corporation, invited about 40 professors from around the nation, including Associate Professor Jay Rich, to serve on its research advisory committee. In that role, Rich evaluates proposals for research for PCAOB dealing with public accounting issues.

Presenting KPMG auditing training seminars. Rich also was invited by accounting giant KPMG to conduct auditing training seminars for new hires.

Teaching GAAP in Germany. In the summer of 2007, Rich taught U.S. Generally Accepted Accounting Principles (GAAP) at a German university. Other countries are seeking to learn about GAAP in order to enhance global standardization.

Partnering with Microsoft to study fraud and internal auditing. Professors Linda Leinicke and Joyce Ostrosky are teaming with Microsoft on a field study and have co-authored publications relating to forensic accounting and other internal auditing issues in that corporation.



Golfing with business partners. The Accounting Department's annual golf outing is a successful fundraiser for student scholarships. Faculty and representatives of firms pay to play. The event nets about \$3,000 each year.

Seeking advice from businesses. More than 20 firms are represented on the Accounting Advisory Council, which meets three times a year. The advisory body offers consultation on AACSB accreditation issues, curriculum enhancements, faculty scholarship, and interaction with the profession.

Finance, Insurance, and Law (FIL) Department (including the Katie School of Insurance and Financial Services)

Updating student preparation with business partner consultation. Technology and mergers have significantly changed the financial world and redefined skills employees need, said Interim Chairperson Bill Scott. Industry friends on the Finance Advisory Board (FAB) and Educational Investment Fund (EIF) board saw a need for the department to shift direction in student preparation and collaborated to develop suggestions tailored to the new financial industry.

The result of their consultation is a recommendation for an investment advice and delivery track, highlighted by the aggressive pursuit of professional certifications as well as sales training and the development of interpersonal skills to enhance relationships with clients. Major banks and investment companies are represented on the two boards. "Sharing their expertise, these advisors completed a proactive strategic plan. Contributions like these from industry leaders are enormously valuable," said Scott.

Working hand-in-hand with the insurance industry. The thing that distinguishes the Katie School and makes it nationally known and respected is the close and mutually beneficial relationship it has with the insurance industry, both in the United States and abroad. Katie is a prime example of "how an academic institution works with industry and industry professionals," said Director Jim Jones. "The synergy flows from the connection and helps students and faculty."

An advisory board and university-sponsored professional development are part of the infrastructure supporting that connection. Opportunities and resources coming from industry relationships support student opportunities such as the London Market Seminar and the Bermuda Summer Intern Program. Those relationships also enhance faculty research and teaching.

Retiring Dean Dixie Mills feels that as a result of these many programs and projects, the business community has a much better understanding of and appreciation for the talents of the faculty, and views the College of Business as a resource for them and the community. These connections, though, have other benefits. "Our faculty have the opportunity to experience current challenges in the practice of their disciplines, so they learn at the same time they are serving organizations," added Mills.

For the College of Business, mutually beneficial partnerships will always play an important role in its future success.

Management and Quantitative Methods (MQM) Department

(including International Business, the Institute for Entrepreneurial Studies, the M.B.A. Program, and the Illinois Small Business Development Center [SBDC])

Grooming leaders for industry partners. Associate Professor Rick Ringer is partnering with GROWMARK and Afni to develop curriculum and conduct training programs to enhance their employees' leadership skills. Both firms seek to promote excellence by focusing on career development that enhances the individual's current performance and supports the organization's long-term goals.

Expanding M.B.A. opportunities. The Corporate M.B.A. Program, dating to the early 1990s, took programs onsite to AmerenIP (then Illinois Power), ADM, Caterpillar, and Bridgestone-Firestone. The onsite program has continued, and now employees of business partners also can attend an accelerated weekend M.B.A. program on campus instead of an onsite program. The college also offers a traditional program. "Our alumni of these programs are climbing nicely up the corporate ladder," said Associate Dean S.J. Chang.



Elizabeth Binning of the Illinois Small Business Development Center, consults with Julie Spalding, Service Manager at Brad Barker Honda in Bloomington.

Supporting small businesses. The Illinois Small Business Development Center (SBDC) at Illinois State University is housed in the Institute for Entrepreneurial Studies. A government agency, it supports small businesses in numerous ways. Local clients include Jimmy John's Gourmet Sandwich Shop, Specs Around Town, Bellas Landscaping, and many others. In 2006 the center

- Assisted 137 client companies
- Conducted 36 training seminars with 433 participants
- Helped entrepreneurs launch 11 new businesses and create 141 new jobs
- Helped clients retain 427 existing jobs
- Secured \$1,592,500 in debt financing and assisted clients in obtaining \$1,320,100 in equity



Through the PISA producer development program new agents learn how to initiate and develop mutually beneficial, long-term partnerships with customers.

Marketing Department

(including the Professional Sales Institute)

Training new agents through the Professional Insurance Sales Associate (PISA) Producer Development Program. In a program offered by the Katie School and taught by faculty in the Professional Sales Institute, independent insurance agents with less than two years' experience undergo one week of initial sales training on campus, followed by on-the-job training, ongoing mentoring, advanced courses on campus, and further mentoring until they meet their goals. The program was created in conjunction with the Professional Independent Insurance Agents of Illinois (PIIAI). The program's success was featured in the May issue of *Rough Notes* magazine, which is read by more than 40,000 insurance executives, agents, and brokers. According to Katie School Director Jim Jones, the training partnership has had outstanding results. "We have a 93 percent agent retention rate two years after completion of the program. The average retention rate after two years in the industry is less than 20 percent."

Teaching strategy to corporations. Professor Mike Williams and Associate Professors Mike Humphreys and Tim Longfellow conduct a Strategic Marketing Management Training Program for GROW-MARK and its FS division. Company employees come from as far as Canada for the program, which the company has requested numerous times. The faculty are able to use examples from the program to enhance instruction on campus.

Creating integrated marketing communications (IMC) programs. Marketing research and integrated marketing programs are the results of many client-based projects in the department. A few of the many IMC clients are the Bloomington-Normal Convention and Visitors' Bureau, State Farm, and Best Buy.

Running focus groups for clients. From major corporations like Electrolux to small businesses, marketing faculty utilize the Focus Group Room in the College of Business Building to help gather information significant to long-range planning and expansion efforts by companies.

Like in other departments, outside guidance is sought from industry experts. The Professional Sales Institute Advisory Board provides advice to guide the sales program and meets annually to review the initiatives of the institute.

BUSINESS WEEK 2007

Effective career preparation requires a blend of experiences. Since the mid-1970s, Business Week has offered an ideal venue through which students can apply classroom learning to produce an event that directly benefits thousands of individuals.

“Tomorrow’s World” was the theme chosen for Business Week 2007. The 10 student leaders who coordinated the week’s events were assisted by the dean’s staff, the Career Center, faculty advisors, and representatives from registered student organizations.

Jim Owens, chairman and CEO of Caterpillar Inc., gave the keynote address. More than 1,200 people gathered in Braden Auditorium for his remarks, which focused on leadership in a global economy.

Sara Molitor, president of Business Week 2007, found that the position allowed her to apply many strategies, skills, and concepts covered in her coursework. “Coordinating the

week’s events required tremendous teamwork from the committee members. We all learned just how important clear communication and organizational skills are to success.”

The highlight for Molitor was having lunch with Dr. Owens and his special guest State Farm CEO Ed Rust. “It was an unbelievable opportunity to have one-on-one conversations with two tremendously successful individuals,” Molitor said. She added that her Business Week involvement allowed her to meet many other industry leaders, polish her public speaking skills, and gain leadership experience.

“If you want meaningful opportunities that help you distinguish yourself from the crowd, you just have to step up and get

Jim Owens visits with Laura Meade '07 who served as Mock Interview Coordinator for Business Week.



involved. It is all possible right here in the College of Business,” said Molitor. She said her Business Week experiences were critical in securing a summer internship with Stepan Company, a leading manufacturer of chemicals used in cosmetics, soaps, and other consumer products made by clients including Proctor & Gamble. “The recruiters saw firsthand that I had the skills to produce effective marketing materials and conduct sales presentations.”

Recruiters from 15 companies offered their services to students during Business Week, conducting more than 125 mock interviews. Five alumni also returned to campus to share their special expertise with students. In addition to participating in a panel discussion, each graduate offered a special evening presentation.

BUSINESS WEEK ALUMNI PANELISTS



Jeffrey Cavanaugh '90
(business administration)
Chief of staff to the Under Secretary
for International Trade
United States Department of Commerce
Washington, D.C.



Brett Ellis '88 (finance)
Member, RE/MAX Hall of Fame
and partner in the Ellis Team
Ft. Myers, Florida



Greg Heerde '91 (finance),
M.S. '93 (accounting)
Senior vice president
Aon Re Global
Chicago



Greg Monigold '91
(organizational leadership)
Manager of information systems
Harris Alternatives
Chicago



Eileen Ni, M.A. '87 (English),
M.B.A. '91
Division marketing manager
and Asia-Pacific sales manager
Adalis Corporation
Vancouver, Washington

DEVELOPMENT OUTLOOK



FROM DEVELOPMENT DIRECTORS CLARANNE PERKINS '70 AND AMY SAJKO M.B.A. '05

“Business is all about relationships,”

said Donna Zarcone '79, former COO of Harley-Davidson Financial Services and now head of D.F. Zarcone & Associates LLC, an advisory services firm. “Over the years, staying connected with Illinois State University faculty, staff, and alumni—particularly within the College of Business—has proved invaluable to me in my career.”

“Donna has been extremely generous with her time and expertise,” said former Dean Dixie Mills. “She has been a keynote speaker for Business Week and for Beta Gamma Sigma. Donna also provided leadership during the University’s most recent fundraising campaign. She clearly recognizes how financial support enables us to attract top-quality students and offer valuable learning opportunities that enhance the programs within the college,” said Mills.

So why is a busy executive willing to maintain these long-term connections? “I am truly grateful to Illinois State University for the strong foundation it has given me upon which to build my career,” said Zarcone.

Brad Peterson '95 is a vice president at Northern Trust Company and another graduate who values maintaining strong connections with the college. “The relationships I established at Illinois State, both as a student in the Finance Department and in the Educational Investment Fund (EIF) program, and now as an alumni EIF board member, have truly been instrumental in my career,” said Peterson, who earned his degree in general finance.

“When interviewing for a job in the investment group at Northern Trust back in 1997, the bank employed a handful of EIF alumni. They were thriving. That connection definitely helped me secure the position,” Peterson explained.

The individuals Peterson met as a student and in the service of the College of Business have served as references and as sources of information for making career changes.

Peterson is now providing an important link between the college and the current business world by serving as a member of the EIF Advisory Board. “This network is a vital tool for keeping the curriculum fresh and relevant for students,” added Peterson, who is also a donor. “As someone who benefited greatly from my experience at Illinois State University and in the EIF program, I feel it is important to give back to current students so they can have the same positive experiences.”

Being a mentor, offering internships, recruiting our graduates, providing leadership on an advisory board, serving as a guest speaker, sharing your pride in the College of Business, and—of course—offering financial support are all ways to remain connected.

To help encourage more graduates to build and maintain strong ties, the college is proud to announce the addition of a second director of development, Amy Sajko, M.B.A. '05. Sajko, who previously served as director of development for Major Donor Relations, is very excited about the opportunities ahead. “I can’t wait to help my fellow alums make the College of Business an unmatched learning environment!”

If you’re already supporting the COB, Perkins and Sajko can help you take your connection to new levels. If you haven’t yet reached out, they’ll help you take that all-important first step. So please, stay in touch and help us sustain our tradition of excellence at Illinois State University.

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Amy Sajko
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COB NEWS

“It is significant that this recognition results from the positive opinions our students have expressed about the program, our faculty, and the new College of Business Building.”

BusinessWeek magazine ranking

How much value does a business degree from Illinois State University have? A lot. There are more than 3,000 undergraduate business programs in the United States. The AACSB-accredited program at Illinois State’s College of Business ranked 75th overall, and 41st

among public universities in the most recent *BusinessWeek* magazine survey.

“Although there are areas in which we want to improve, the overall results were exciting and illuminating,” said Norris Porter, assistant to the dean for stu-

dent relations. Porter, who coordinated the survey process with *BusinessWeek*, feels the employer ranking is especially noteworthy. “Recruiters were asked to rate schools on the quality of their graduates, the innovativeness and relevance of their curriculum, and the effectiveness of their career services. We scored well above several notable schools



including Purdue, Wisconsin, Minnesota, Louisiana, North Carolina, Auburn, Georgetown, Missouri, and Northern Illinois University,” he explained.

Positive student feedback also contributed to the strong *BusinessWeek* performance. One student wrote, “Often a vision does not match the experience. However, the College of Business vision that permeates the Web site is truly the experience I am having in my interaction with faculty and staff. Without exception, my coursework at Illinois State has been delivered by professional, dedicated, and highly talented professors who not only personally teach and share their knowledge, but who also make themselves available to students in a variety of levels.”

Princeton Review

Although approximately 1,450 institutions offer M.B.A. programs, all are not created equal. Illinois State University’s College of Business was named one of the nation’s best choices for earning an M.B.A. in the 2007 edition of *Best 282 Business Schools*, published by Princeton Review.

“It is significant that this recognition results from the positive opinions our students have expressed about the program, our faculty, and the new College of Business Building,” said Dixie Mills, former dean of the College of Business.

Princeton Review does not name a best business school overall or rank the schools selected for inclusion in the book. Instead, the book features two-page profiles of the recommended schools and includes overviews of their academics, student life, and admissions processes. The narrative sections and rankings are based on data provided by each school and on surveys of more than 18,000 students attending the institutions profiled.

Illinois State M.B.A. students cited their appreciation of the “big university resources with a small classroom focus” they find in the College of Business. Students also valued the personalized attention by faculty, strong networking with local and regional corporations, career placement services, and the new, state-of-the-art College of Business Building. There are typically 190 M.B.A. students at Illinois State, and approximately three-fourths are employed full-time, taking weekend or evening classes to complete their degree.

New faculty and staff

Gary Koppenhaver joins the COB as chairperson of the FIL Department. He held the rank of professor in the department of finance and economics at Iowa State University, where he has been on the faculty since 1988. Koppenhaver has an outstanding record as a teacher/scholar, as well as valuable administrative experience, having served two terms as associate dean of the College of Business at Iowa State. In 1999 Koppenhaver was recognized as the Best Professor at Iowa State by the *Iowa State Daily*. He has an extensive research record in areas including futures and options contracts, financial education, and financial intermediation and regulations, as well as significant professional service. Koppenhaver received his B.S. and Ph.D. degrees from the University of Iowa. He was on the faculty at Southern Methodist University and served as a senior economist in the research department of the Federal Reserve Bank of Chicago.

B.J. Newmister '99, M.B.A. '06, is the new associate director of the M.B.A. pro-



SHRM EARNS CHAPTER MERIT AWARD

For a second straight year, the Illinois State University chapter of the Society for Human Resource Management earned the Superior Merit Award. Management Professor Jim Jawahar serves as the group’s faculty advisor. “The members should be especially proud since just a small percentage of the 400 student chapters nationwide earn this distinction.”

gram. His responsibilities include student services, program marketing, alumni relations, and Web site management. Newmister worked at State Farm Insurance Companies for 10 years where he served as a property and casualty underwriter and a response center supervisor. Newmister succeeds Kathy Alexander, who was appointed director of stewardship for Illinois State University.

The Accounting Department has hired two new tenure-track assistant professors in the fall. Ronald Guidry will focus on financial accounting and Deborah Seifert will teach managerial and cost accounting. Bruce Seifert will join the department in a full-time, non-tenure-track position and teach Internet classes.

The Department of Marketing welcomes two new tenure-track assistant professors. Horace Melton will teach introductory marketing courses and Kathy Mountjoy will join the business teacher education faculty. Merlin Anderson, a part-time non-tenure track faculty member, will teach the introductory marketing course.

Management and Quantitative Methods has hired three new tenure-track assistant professors. Laura Erskine will teach organizational behavior, Terry Noel will focus on entrepreneurship, and Somnath Lahiri will teach international business and management.

Retirements

Don Robinson retired after 35 years of dedicated service to the College of Business. His teaching interests included statistics, management science, and quantitative methods. During his career Robinson's research focused on mathematical programming, distribution planning, scheduling, forecasting, statistical analysis, and the use of management science models for decision-making problems. His work was published in a variety of national and international academic journals. Robinson served as a consultant for several major companies in the areas of distributions planning, conference scheduling, production scheduling, and statistical analysis. He earned his B.B.A. and M.B.A. from the University of Texas at Austin, and his D.B.A. from Louisiana State University.

Lee Graf received his D.B.A. from Mississippi State University before joining the College of Business in 1978. He taught for many years in MQM, served as interim chair

for the Department of Accounting, and was director of the M.B.A. program at the time of his retirement. Graf's research program has focused on international management, innovative management practices, unionization in institutions of higher learning, and experiential learning/pedagogical innovation. More recently, however, his research has shifted to sexual harassment, issues related to entrepreneurship/small business management, and a myriad of topics related to terrorism and reduction of risk of terrorist attack. Graf was selected as a Fellow of the Association for Business Simulation and Experiential Learning in 1992. In 1995, Graf was awarded the Illinois State University designation of Outstanding University Researcher, and in 1998 received the Caterpillar Scholar designation.

Mark Slama joined the faculty at Illinois State University in August 1991. Previously, he served on the faculty at Utah State University where he began his academic career as an assistant professor in 1982 and was given early promotion to associate professor in 1985. Slama's teaching and research interests were in the areas of marketing strategy, marketing management, and buyer behavior. In 1997, Slama received an award for Most Outstanding Article in the *Journal of Consumer Marketing*. In spring 1995, he was named Outstanding Researcher in the College of Business at Illinois State University.

Faculty awards for 2006-2007

Gary Hunter (MKT) will be a visiting Fulbright Scholar at Paderborn University in Paderborn, Germany, in fall 2007. His teaching will focus on strategy, financial analysis, and issues of consumer behavior in a retail environment. In addition to teaching the retail course, Hunter will conduct research on German retail markets and consumer empowerment. He is one of approximately 800 U.S. faculty and professionals traveling abroad through the Fulbright Scholar Program.

Nat Pope (FIL) and Jim Jones (INS) received the Les Strickler Award for creativity in teaching insurance and sharing developments that improve the quality of risk and insurance education. They developed a one-week program, "Redbird Risk Management Challenge," for talented high school juniors interested in business or actuarial careers. The award was presented by the American

BONE SCHOLARS

Designation as a Bone Scholar is the highest honor an Illinois State undergraduate can receive. The College of Business is especially proud to report that five of this year's 14 honorees are business majors. Each has demonstrated academic excellence and outstanding leadership through extensive campus and community engagement. Congratulations, students!



Matthew Carlson
B.S./M.P.A.
Rockford



Amanda Hansen
Marketing and
Communication Studies
Northbrook



Steven Harms
Accounting
Roanoke



Audrey Karrick
Accounting
Springfield



Elizabeth Heeren
Finance
Westville

Risk and Insurance Association (ARIA), the premier organization for risk management and insurance scholars and marks the first time the international panel of judges has given the award for a program outside of undergraduate or graduate education.

- Mike Williams (MKT) received the Caterpillar Faculty Scholar Award
- Gary Hunter (MKT) was presented with the College of Business Research Award
- Debbie Lindberg (ACT) earned the College of Business Service Award
- Jeri Beggs (MKT) received the Manahan Family Award for Teaching Excellence in Business
- Elango Balasubramanian (MQM) won the Wilma Jean Alexander Technology Award
- Linda Miles (FIL) received the Beta Gamma Sigma Professor of the Year Award at Illinois State University
- Glen Bailey (BTE) was recognized with the first annual Illinois Business Education Association Outstanding Collegiate Teacher of the Year Award



Matea Simovic (IB), Lauren Kuzer (MKT) and Tim Gueldener (AG) interacted with several thousand industry professionals while demonstrating Franmar products in Las Vegas at the World of Concrete Trade Show in January.

Accounting success continues

The Department of Accounting continues to receive national attention for the success of its students sitting for the CPA examination. The program is listed as one of the top 25 accounting programs in the nation for student performance on the 2005 CPA exam, the results of which were just released. It is one of only two Illinois schools listed in the top 25 in the nation by the National Association of the State Boards of Accountancy (NASBA) and has been ranked 18th in the nation with respect to the pass rate for students with advanced accounting degrees.

“The Department of Accounting’s continued excellence on the national CPA examination is the result of two factors,” said Gerry McKean, interim chair of the department. “First, the department has intelligent and motivated students who are passionate about their chosen profession. Second, the department’s faculty adds significant value to each student’s professional growth and development.”

Caterpillar student scholars

Six outstanding College of Business students were awarded \$1,000 scholarships through the Caterpillar Excellence Fund. The honorees were selected from a field of 41 applicants who met the academic requirements and submitted an essay on how their performance inside and outside the classroom exemplified the characteristics of “excellence” and “leadership.” Caterpillar scholars are accounting/M.P.A. majors Ashley Brewer of Bloomington and Audrey Karrick of Springfield; accounting major Ryan Cullen of Champaign; and finance majors Elizabeth Heeren of Westville, Laura Meade of Canton, and Matt Weber of Lincoln.

AMA wins recognition

Jim Cox, faculty advisor, announced that the Illinois State University Student Chapter of the American Marketing Association was named the Gerald Koetting Collegiate Chapter of the Year for 2007. This regional award is sponsored by the American Marketing

U.S. Department of Education grant funds international internships

According to the U.S. International Trade Administration, 95 percent of the world’s consumers live outside the United States. Targeted efforts are underway at Illinois State University to prepare future graduates for success in the international marketplace. This summer, multidisciplinary teams of students went abroad on innovative internships to increase international economic opportunities for agriculture-based businesses AgVantage Inc. of Loves Park, and FranMar Chemical of Bloomington. Teams visited New Zealand and Germany. Students represented entrepreneurship, international business, and marketing in the College of Business, and agriculture and technology in the College of Applied Science and Technology.

In May Illinois State received a two-year grant totaling \$160,000 from the U.S. Department of Education to expand these efforts. “By linking all these disciplines in a team-based international internship, students gain essential hands-on experiences that also benefit Illinois businesses,” said Peter Kaufman (MKT). He and Iris Varner (MQM) are principal directors of the project. Mark Hoelscher (MQM), Aslihan Spaulding (AG), and Klaus Schmidt (TECH) are co-directors who collaborated on the grant proposal and internship opportunities.

BY THE NUMBERS

According to Norris Porter, assistant to the dean for student relations, very positive enrollment trends continue for 2007.

- Freshman enrollment is 658 students, around 4.5% more than the previous year.
- Increasing course and eligibility requirements have resulted in a stronger pool of transfer students. Approximately 189 have been accepted for fall semester.
- Of the new freshman business majors, 13.4% are students of color, up from 10% in 2006.
- The average ACT for enrolled new freshmen is 24.0.

Association of St. Louis. The Illinois State chapter has received the Koetting award three previous times—in 2001, 2003, and 2005. Brent Kane was also recognized as ISU–AMA’s outstanding marketing student. ISU–AMA also received an outstanding chapter award at the international leadership conference recently held in New Orleans.

Beta Gamma Sigma

Beta Gamma Sigma is an international honor society that provides the highest recognition a business student anywhere in the world can receive at a school accredited by AACSB International. The national organization supports a matching scholarship program for chapters that achieve at least a 70 percent membership acceptance rate in a given year. In 2006 the chapter at Illinois State qualified for the first time as an exemplary chapter and has earned the same distinction in 2007.

The first \$1,000 Beta Gamma Sigma scholarship was awarded in April to finance major Elizabeth Heeren. Re-qualifying as an exemplary chapter will allow Illinois State to award a second Beta Gamma Sigma scholarship in 2008. This year a permanent Beta Gamma Sigma Key Monument was added to the COB courtyard to provide a visible presence of the college’s commitment to academic excellence. A complete listing of 2007 inductees and COB faculty who are members of Beta Gamma Sigma is available on the College of Business Web site.

Sandra Reese ’80, of Reese Partners, was the guest speaker for the initiation ceremony. Her company is an international, boutique consulting firm and plays a pivotal role in developing and implementing cross-border business strategies between North American-based enterprises and companies located in India and China.

Jack North Leadership Award

The 2007 recipient of the Jack North Leadership Award is marketing and international business major Taren Windish of Pekin. Windish received \$1,000 and represented the graduating class by providing opening remarks at the May commencement ceremony. The award, created in

2006, honors Jack North, senior executive vice president at State Farm Insurance. North served on the College of Business Advisory Council and as chairperson for the first Illinois State University capital campaign that raised \$96 million for the University. He is a dedicated servant leader and supports this award as a way to honor a student who shows outstanding potential as a future business and civic leader.

Collegiate sales summit

Three Illinois State professional sales majors were recognized for their outstanding academic achievements combined with strong qualities in leadership, service, and professionalism through extracurricular activities. Lauren Caudell ’07, Steve O’Connor ’07, and junior Morgan Blair were selected to participate in this one-of-a-kind event bringing the top students from a select group of universities across the United States together with leading sales and sales management professionals to discuss current industry developments. The three-day summit was hosted in Orlando by Marriott Vacation Club International.

New graduate employment survey

- 57% of May graduates had already secured professional employment, with 86% of those positions being in Illinois. Last May just 49% had secured positions.
- 4% were attending graduate school
- 17% were employed part-time or not seeking employment
- Approximately 22% were still actively seeking full-time employment in their field
- Salaries for those professionally employed were right on target with averages reported by the National Association of Collegiate Employers: 21.4% were over \$50,000; 37.3% were between \$40,000 and \$50,000; 71% had salaries between \$30,000 and \$50,000; The average of the midpoints was \$42,460

2006 COB HALL OF FAME INDUCTEES



Paul Flessner '81
Issaquah, Washington
Senior Vice President,
Data and Storage Platforms
Microsoft Corporation



Richard Gillette '84
Elmhurst
Vice President
Accretive Health



Jack Hartung '79, M.B.A. '80
Naperville
Chief Financial and
Development Officer
Chipotle Mexican Grill



Herbert E. Stoller '64
Germantown Hills
Chairman of the Board
Widmer Interiors



Mary Ann Webb '78
Bloomington
Partner
Sulaski & Webb CPA

ALUMNI UPDATES

Timothy R. Brennan '70, of Glenmoore, Pennsylvania, recently retired from Dun & Bradstreet in business information sales and sales management after 36 years of service. He plans a new career in real estate sales. His wife, Susan (Lamkin) '70, is a special education teacher in the Coatesville, Pennsylvania, area school district. The Brennans enjoy photography, golf, and travel.

James Dixon '73 is director of purchasing for information technology and marketing services for Ford Motor Company in Dearborn, Michigan. He and his wife Sandra have four children and reside in Farmington Hills, Michigan.

John P. Marvin '74, of Raymond, Washington, became a CPA in 1978 and earned his M.B.A. from Wichita State in 1988. He has been president of Raymond Federal Bank since 1994 and served as the 2006–2007 chairman of the Washington Financial League.

Barbara (Wagoner) Morris '76 serves as manager of human resources at the corporate headquarters of Illinois Tool Works in Glenview. She resides in Elgin.

Dennis Berry '79, a native of Canton, was recently named president and CEO of Eberspaecher North America, a leading global supplier of exhaust technology for the automotive industry. Prior to joining the firm, Berry was president of SKD Automotive Group, an automotive supplier of metallic and plastic modular assemblies. He previously held key management positions in manufacturing and engineering for Siemens Energy & Automation Inc., Sundstrand Aerospace, and Caterpillar Inc., where he began his career in an apprenticeship program. Berry resides in Novi, Michigan.

Linda B. Walton-Todd '79 of Chicago is instructional leader for the Chicago Public Schools Office of High School Programs—Department of Education to Careers.

Jay Cardwell '81 has been involved in the entertainment industry for more than 19 years. His theatrical credits include the off-Broadway musical *Nunsense* and the critically acclaimed musicals *The Last Session* and *Monsoon Christmas*, as well as the new musical *HATS!* Jay was recently promoted from CFO to COO of Sibling Entertainment and purchased Dick Foster Productions, a major production company in Las Vegas. Previously, Cardwell was a senior CPA consultant with Arthur Andersen & Co. in St. Louis. He resides in New York City.

Kiyofumi Katsuki '81 of Tokyo, Japan, worked for Wilson Sporting Goods from 1981 to 1993 as sales manager, golf division, and marketing director. Currently he is the president/representative director of IAMS, and a board member of Proctor & Gamble, Japan. In his spare time, Katsuki enjoys golfing.

Cheng-Ming (James) Hsi, M.B.A. '82, serves as vice president of Zippy Technology Corporation, a publicly listed company in Taiwan. The firm specializes in the manufacturing of electronic key components.

William Brodt '83 is managing director of BMO Capital Markets in Chicago. He resides in Elmhurst.

Donald Ohl '85 is a civil defense lawyer in Madison County with Knapp, Ohl & Green. He and his wife reside in Edwardsville and are the parents of Ty, Jake, and Josh.

Chee Onn "John" Lim '87 returned to his home country of Singapore after receiving his degree from Illinois State. Two years later, he married Pauline Choo '87 of Malaysia. He recently transferred from Singapore to the Micron Technology Inc. headquarters in Boise, Idaho, where he works in the purchasing department.

Noor Faiza Ahammed '89, who lives in West Malaysia, worked at the Malaysian Bank in downtown Los Angeles from 1990 to 1991. After returning to her home country she joined ExxonMobil in their procurement department. Ahammed now works as a finance manager for Drexel Bakti, a local oil and gas company near her hometown. She is married to Zubaidi Rani; they have an eight-year-old son and a six-year-old daughter.

Mark Kennedy '89 of Plano, Texas, has been with Simpson Anchor Systems, a division of Simpson Strong-Tie Co., for eight years. He recently accepted the position of national accounts manager for his division.

James Van Houten, M.B.A. '89, of Minneapolis, Minnesota, is a college professor and insurance company CEO. Van Houten was recently appointed by the governor to a six-year term as trustee for the Minnesota State College and University System. The system includes 32 colleges and universities at 53 campus locations throughout the state.

Scott Wirtjes '90, '95, taught at Tri-Valley High School for four years before joining State Farm as a business analyst. He lives in Tremont and enjoys outdoor activities and coaching youth sports.

Evgeni Kanev, M.B.A. '94, left his position as director of corporate finance after nearly 12 years at KPMG to become the managing director, European operations, of the U.S. Tello Corporation, a venture capital company in the unified communications business. He resides in Bulgaria.

Olca Engin-Sarialtin '96 is a homemaker and the mother of a 5-year-old daughter and 3-year-old son. She resides in Germany.

Lawrence Minutillo '96 is assistant vice president of Harris Bank in Elk Grove. He and his wife, Genee, live in Harwood Heights and are the parents of Larry and Rebecca. Minutillo enjoys coaching little league football.

Matthew Schwerin, M.B.A. '96, moved back to the Chicago area after graduation, where he worked for nine years at W.W. Grainger Inc. in various financial capacities. In September 2005, Schwerin left Grainger to start his own fee-only investment advisory firm, CAPS Financial Group. He now has offices in Bloomington and Glen Ellyn. Schwerin serves on the board of directors for Flanagan State Bank.

Warren Gollop, M.B.A. '98, of St. Michael, Barbados, is senior marketing manager, North America and Europe, for marcus evans. The firm is one of the world's leading providers and promoters of strategic conferences, professional training, in-company training, business-to-business congresses, sports hospitality, and online information. Founded in 1983, marcus evans has more than 3,500 employees operating in 24 countries around the world.

Matt "Jay" Denning '99 is a transportation manager for C.H. Robinson of Madison, Wisconsin. The company has grown from a 10-person, \$900,000/year office to a 48-person, \$7 million/year branch since Jay began. The Madison branch is one of the top five in the company.

Ginny Gillotti '99, of Hermosa Beach, California, works in the Los Angeles office of Strategic Financial Group, a member of Northwestern Mutual, as the director of campus recruitment. Ginny manages the local recruiting efforts for the network and district offices for the nationally recognized undergraduate internship program. She is a member of Delta Zeta sorority and assists in advising the Loyola Marymont University chapter. Previously, Ginny worked as an event manager at the Beverly Hills Chamber of Commerce after working in Chicago as director of administration and operations at the Sigma Alpha Epsilon national headquarters.

Billy Taylor '99 of Bloomington began his State Farm career in 1997 and joined the southern zone human resources team in 2004, becoming one of the zone's first agency recruiters in 2006. He was most recently promoted to corporate HR manager, client services. Taylor has completed three parts of the CLU designation and is pursuing his M.B.A.

Amy (Komenda) Zelenka '99 is an event marketing manager for the American Marketing Association headquarters in Chicago. Happily married and living in Lisle, she enjoys hiking, canoeing, and fishing.

Tiffany Hoffman '01, who resides in Clarendon Hills, is a commercial property manager for Inland Mid-Atlantic Management Corporation in Oak Brook. She is working towards her real estate license.

Joe Deutsch, M.B.A. '01, of West Monroe, Louisiana, is chief operating officer of Community Financial Insurance Center LLC in Monroe, Louisiana.

Katherine (Walters) Rader '02 was recently promoted to branch manager and named an assistant vice president at Heartland Bank and Trust Company's Pekin office. She married Trent Rader in 2005 and built a home outside Danvers.

Michelle (Paul) Santucci '02 is an account manager for food broker PSI. She is married to Peter Santucci '02.

Peter Santucci '02 is the owner of Quality Cable Service Inc. in East Dundee. He married Michelle (Paul) '02 last summer and lives in Elgin.

Michelle Kelahan '03 is an account manager for Mintel Custom Solutions, an international marketing research company in Chicago. She is engaged to be married in October 2007.

Jason Smit '03 runs one of the largest tennis academies in Cape Town, South Africa.

Clark Kays '05 of Chicago works as an aviation insurance broker at Aon Risk Services, the world's largest broker and an industry leader in benefits compensation consulting. He has completed his Associate in Risk Management designation and is in the process of obtaining his CPCU designation. Kays recently wed his wife Kimberly, who teaches middle school music in the Chicago suburbs.

Miklos Konkoly '05 is an assistant brand manager for Unilever Company. He resides in Hungary.

Tara Stahl, B.S./M.P.A. '05, resides in Buffalo, New York. Tara attends law school at the State University of New York at Buffalo, and works at Neighborhood Legal Services in the public benefits unit, providing free legal services and advocacy to homeless individuals.

Scott Williams '05 works in the Baltimore/Washington, D.C., area as an implementation specialist for MICROS Systems, a hospitality point-of-sale company. He works in the leisure and entertainment division, which supports MICROS's major North American accounts in the hotel/resort, sports stadium, casino, and cruise ship markets. Williams travels upwards of 80 percent of his time to program databases, install software and hardware at the customer site, and train the end user on the product. Scott enjoys the opportunity to travel the United States and Canada through his work. He resides in Halethorpe, Maryland.

Amber Marie Pozzi '06 is a management trainee for The National Bank and resides in Rock Island.

Erik Thornton '06 lives in Chesterfield, Missouri. After graduation, Thornton started his own business as a financial representative with Northwestern Mutual near St. Louis.

Carrie White '06 of Chicago is a sales assistant for the Chicago Marriott Downtown Magnificent Mile.

Javier Jurado, M.B.A. '06, is a Sarbanes-Oxley administrator for Caterpillar Inc. Treasure Operations, where he is responsible for performing control activities for 53 key controls. He resides in Peoria.

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THANK YOU DONORS

The College of Business is grateful to the following alumni, friends, corporations, and foundations for their generous gifts and pledges received by the Illinois State University Foundation for the college between January 1, 2006, and December 31, 2006.

\$100,000+

Caterpillar Foundation
State Farm Foundation

\$50,000-\$99,999

Archer Daniels Midland Company
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Gary Gemberling
KPMG Foundation
National City Corporation
Nationwide Foundation
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John and Therese Rigas
St. Louis Chapter of RIMS
State Farm Companies Foundation
Surplus Line Association of Illinois

\$5,000-\$9,999

AIG American International Group
Allstate Insurance Co.
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Martha Means
Pekin Insurance—Farmers Auto Insurance Association
PricewaterhouseCoopers Foundation
Diane and Michael Richard
Risk Insurance Management Society Inc.
RLI Insurance Co.
Ryder Truck Rental Inc.

Sherwin-Williams Co.
State Farm Mutual Auto Insurance Co.
Herbert and Nancy Stoller
Wells Fargo Financial

\$1,000-\$4,999

AAA Chicago
ABN-AMRO—LaSalle National Bank
ACE American Insurance Co.
AFNI Insurance Services
All Risks LTD
Ameren Corporation
American Agency System Insurance
American Agricultural Insurance Co.
American Family Mutual Insurance Group
Amerisure Insurance
AptarGroup Inc.
Association of Lloyd's Brokers
Jill Attaway and Mitch Griffin
Sarah Attaway
Auto-Owners Insurance
Lucinda and David Baier
Gaye and Glenn Bailey
R. Lee and Linda Bailey
Bank of Illinois
Alan Bedell and Deanna Frautschi
Bituminous Casualty Corporation
Joyce and Gregory Brown
Willie Brown
Karin and Eric Burwell
Scott and Beth Carr
CEFCU
Chicago Office Technology
ChoicePoint Inc.
Rebecca and Brian Christensen
Commerce Bancshares Foundation
Community Foundation of Central Illinois Depository
Corn Belt Energy
Margaret and Peter Couch
Cozen O'Connor
Crain Communications Inc.
Crowe Chizek
Phillip Davidson
David and Kathleen Deneen
Kathy and Michael DeWalt
James Doyle and Susan Anfin-Doyle
Andrew and Ruth Drendel
Paula Eissfeldt
Employers Reinsurance Corporation
George and Carol Eovaldi
Fireman's Fund Insurance Co.
First State Bank of Bloomington
General Credit Forms Inc.
General Reinsurance Corporation
Global Impact—Robert Half International
Global Impact—UBS Foundation USA
Julie and Kevin Grace
Greater Saint Louis Community Foundation
Jean Grever
Harriet Griswold
Guy Carpenter & Co. Inc.
H & R Block Foundation
Stephen and Sharon Hagge
Douglas and Jenifer Hart

Hartford Steam Boiler Inspection & Insurance Co.
Heartland Bank & Trust Co.
Hilb Rogal & Hobbs of Chicago Inc.
Hortica Florists Mutual Insurance Co.
Evelyn and Kenneth Huddleston
Lea and James Hudson
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RECONNECT

As assistant to the dean for constituent relations in the College of Business, my role is to facilitate interaction with our alumni and external partners. This magazine, along with our e-newsletter published twice each fall and spring, allow me to communicate important information about the college. But beyond sharing news, my role also involves fostering connections. I collaborate with students, faculty, alumni, and our business partners on many special events like Business Week and the Alumni Hall of Fame.

After reading about the vital learning environment in the college, I hope you'll be inspired to reconnect and share your expertise with this generation of learners. If you are interested in serving as a guest speaker, a partner on a class project, a mentor, an internship sponsor, or on one of our advisory boards, let me know. I'll help you explore the possibilities for reconnecting with the COB.



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ALUMNI UPDATE

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Please complete this form and mail to Amy Humphreys, Illinois State University, College of Business, Campus Box 5500, Normal, IL 61790-5500; e-mail to alhumph@IllinoisState.edu; or fax to (309) 438-5510.