GLOBAL CONNECTIONS

College of Business students, graduates and faculty connect with the world

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GLOBAL CONNECTIONS

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WORLD CLOCK

Faculty members Iris and Carson Varner presented the College of Business with a hand-crafted sculpture and world clock for permanent display on the building’s main floor. They hope the gift will be a daily reminder of the global nature of business. COB Director of Technology Services, Scott Christner, was instrumental in finding the designer, Chicago-based artist Matt Binns, and guiding the project to completion. More of Binns’ works can be seen at www.giantglobes.com.
The world is your oyster

There is no such thing as a “local” business any longer. Every business—and indeed every businessperson—is affected by global events and participates in global markets. The price of oil, global warming, foreign competition, markets in the BRIC nations (the emerging markets such as Brazil, Russia, India and China), the impact of currency trading, jobs moving out of the country, international conglomerates, and a hundred other examples make it clear that our economy is woven tightly into the fabric of the world economy. Our students MUST understand how the global economy works and the impact of global events on their careers.

It has become increasingly obvious that Illinois State University’s College of Business is a major player in the global economy. Our international business programs have been in existence for nearly 25 years, but like the actor who is “discovered” after decades of hard work, those programs are now receiving the prominence and attention that they so richly deserve. Two developments deserve special mention. This year Illinois State’s College of Business became one of the very first signatories to “PRME,” the Principles of Responsible Management Education, a joint initiative of the United Nations and our accrediting organization, the AACSB International. Several members of our faculty are directly contributing to the mission of PRME and the College of Business will take part in a global forum regarding PRME at the United Nations in New York during December. In addition, our international programs received additional acclaim through accreditation by the Consortium for Undergraduate International Business Education (CUIBE). Illinois State is also one of the initial members of that organization.

We believe that just as each business must take account of the international economy, we must be a leader in international academic affairs. It is a vital part of our mission, and our students will reap the benefits. While building global relationships is vital, so is maintaining connections with our graduates. This annual magazine serves as the main vehicle through which we directly encourage graduates to reconnect with the COB. This can be done through service on one of our advisory councils, participation in events such as Business Week, via class projects, through internships, and recruiting. One new opportunity I hope you will consider is helping shape our new College of Business Alumni Network. The Alumni Network will be forming over the next year. Future activities will be shaped by the desires and interests of COB graduates. To begin gathering ideas and connecting with interested alumni we encourage you to join us at our Homecoming Tent on October 18.

Charles R. Mackie
Illinois State University’s College of Business is among the first business schools in the United States to be signatories to the United Nations-sponsored Principles for Responsible Management Education (PRME), a framework for academic institutions to advance socially responsible corporate behavior. The principles outline a commitment by academic institutions to educating students to be future leaders in a sustainable global economy, incorporating social responsibility into academic activities, researching the role of corporations in a sustainable future, partnering with corporations to help them meet social and environmental goals, and promoting an open, public dialog on critical issues of global social responsibility and sustainability.

“The UN Global Compact and PRME together are a recognition that business is truly global; that business can and must be a part of the solution to some of the world’s vexing problems; and that American business schools must play a leading role in developing a sustainable global business environment,” said Charles McGuire, interim dean of Illinois State’s College of Business. “Illinois State’s College of Business has historically had a core commitment to ethical business conduct, as evidenced by our Standards of Professional Behavior and Ethical Conduct. Our participation in PRME is a logical extension of that commitment and carries that commitment forward to a global level. I am proud that the College of Business at Illinois State will be in the forefront of the movement to sustainable and responsible business conduct.”

Illinois State University President Al Bowman strongly supported the move by the College. “Preparing students to be future leaders and engaged, ethical citizens has always been a key part of the University’s educational mission. I’m proud of the fact that Illinois State’s College of Business is among the first public universities in the United States to join this important global initiative.”

The Principles were developed by an international task force of sixty deans, university presidents, and official representatives of leading business schools and were launched at a summit meeting of U.N. Global Compact leaders in July 2007. For more information about the Global Compact and PRME, visit www.unglobalcompact.org.

In addition to being a signatory of PRME, the international business program at Illinois State was recently granted full membership status by the Consortium for Undergraduate International Business Education (CUIBE). According to Iris Varner, director of the international business program at Illinois State, the CUIBE is comprised of nationally recognized international business programs from across the United States. Together, they strive to improve the delivery of educational programs that will develop the appropriate skills and knowledge necessary for graduates to function effectively in a global business environment. Through research, publications, and seminars, the CUIBE distributes its wealth of knowledge to each other as well as the broader teaching community.

“The UN Global Compact and PRME together are a recognition that business is truly global; that business can and must be a part of the solution to some of the world’s vexing problems; and that American business schools must play a leading role in developing a sustainable global business environment.”

“Having the only IB major at a public university in Illinois puts us in a leadership position and signals that we take all aspects of globalization and international business seriously,” said Varner. “Through our membership in CUIBE and by being a signatory to the United Nations-sponsored Principles for Responsible Management Education (PRME), we impress upon our students and graduates, the future business leaders in the country, the importance of ethical behavior. Furthermore, we let the world know that we are committed to integrating social responsibility into all our teachings. We are fostering intercultural understanding through international exchange programs and the study of different business models.”
EXPORT PROJECT LEADS TO ARGENTINA

Students and faculty in our international business (IB) program continue to demonstrate that world-class opportunities are available to those willing to reach for them. Earlier this year, project leaders, Iris Varner (MQM) and Peter Kaufman (MKT) and associates, Mark Hoelscher (MQM), Aslihan Spaulding (AGR), and Klaus Schmidt (TEC), secured a two-year, $165,000 (total) federal grant from the U.S. Department of Education to support innovative, international business education opportunities. A select group of students was invited to apply for the Export Project and six were chosen.

Participants in the 2008 Summer Export Project to Argentina were Roseanna Fugate (IB/Spanish), Michelle Prinsloo (double major IB/org. leadership), Laura Kane (double major IB/marketing), Michael Kodat (marketing/economics), Tim Schmidgall (agribusiness/economics), and Natalie Drew (IB/marketing). The students, divided into two teams, spent the spring semester conducting research and writing export marketing plans for two Illinois-based companies aggressively expanding internationally. The teams investigated industry, logistics, legal, tax, and competitor issues, as well trade policy.

Maui Jim, based in Peoria, is a manufacturer of high-end sun wear. The company is interested in developing a market entry model that can be applied to all markets they plan to enter. They used Argentina as a case study or application of the model.

Carus Corporation, a water purification and treatment business based in Peru, is the largest manufacturer of permanganate in the world, a chemical that treats water. The firm is currently building a plant in China and recently purchased a plant in Spain. It was interested in learning how one of their existing products could be used in the agricultural sector in Argentina.

The students, along with Kaufman and Horace Melton, a new faculty member in the Department of Marketing, spent three weeks in Buenos Aires. The team’s field research included visits to the U.S. Commercial Service where they worked with retail and agricul-

Maui Jim team members Peter Kaufman, Michelle Prinsloo, Laura Kane, Michael Kodat, and Horace Melton.
Laura Kane ‘08 planned on spending her summer with designer sunglasses, not looking through them, but at them. As a student in the international business program at Illinois State, she participated in an internship that took her from the Great Plains of Illinois to the hot shores of Argentina.

She boasts an impressive list of international travel and study experiences, beginning with a 2006 study abroad in Madrid, Spain, where she took courses in Spanish. This helped prepare her for a one-month summer internship with Maui Jim in Buenos Aires, Argentina. Maui Jim, which features a popular line of designer sunglasses, is currently researching export and distribution on an international level. As a part of this project, Kane focused on cultural aspects, situations that could arise when opening a new line, and where the best location would be for Maui Jim.

She was invited to work for the company after a rigorous application process. Only students nominated by a professor could apply for the internship. Kane felt that her previous experience abroad made her a competitive candidate.

“When you go abroad without previous experience, it can be overwhelming. I really feel that my background in Spanish has been advantageous,” she said.

One of the ways Kane prepared for the internship was by taking the Marketing 350 course in international marketing, with coursework that focused on the company’s needs abroad.

Kane chose to enroll at Illinois State because it was the only Illinois public university to offer a program in international business. After her internship, she will work in Australia volunteering at a wildlife rehabilitation sanctuary where she will gain even more experience working within other cultures. She will then travel to South Korea to teach English for one year, after which she plans to join the Peace Corps.

Another student learning about business abroad, Vanessa Contreras, is a finance and insurance major who will graduate next May. She made the hop across the pond to Great Britain in May to experience the fast-paced environment of a major British insurance market.

Contreras was looking forward to experiencing the industry from an international perspective and life in a different culture. She interned at Lloyds of London, a major insurance broker. Insurance is handled differently in Britain. Rather than insurance companies courting clients, customers travel to the office and wait in a line to meet with the broker they prefer.

“We’ll be split within different brokers,” she said, before leaving campus. “It will allow us to see different aspects of the business.”

After completing her London internship, Contreras interned for the National Association of Professional Surplus Lines Offices (NAPSLO), spending four weeks in Deerfield and four weeks in Dallas.

Contreras will serve as the Business Week president during the 2008-2009 academic year, a role which Kane filled from 2007-2008. The Business Week committee is a by-application team of students that organizes and promotes an annual weeklong event to aid in the transition from student to professional. The week includes mock interviews, alumni lectures, and presentations by key players in the business world, such as Edward Rust, the CEO of State Farm.

The president’s role is considered to be one of the top student leadership positions in the COB because of the responsibilities involved in making Business Week a success.
For 25 years, the College of Business has been encouraging students to explore a world much bigger than the Midwestern campus. The reason is simple—it’ll make them more competitive, said Iris Varner, who heads the international studies program and study abroad internships and grew up in Dresden, Germany.

“It’s a global world and our students must have some exposure to international business to be competitive,” she said. “Most of our students have not traveled a lot and certainly not internationally where kids in the big schools have. You have to make up for that.”

And COB has, by offering three study-abroad options. What started off as a summer program in France in 1983 has expanded to include 10-week semester experiences and internships in countries that include Germany, Hungary, Spain, Mexico, Japan, Canada, and Thailand. The destinations are strategic as well as where Illinois State has faculty or alumni ties, and may expand to Korea, China, and Ireland. Countries have to offer safe passage, which eliminates places with political unrest, including Latin America.

Winter study abroad programs are four- or six-week classes that include lectures, company visits, and sightseeing field trips. Students this past summer traveled to Germany, Mexico, Spain, Hong Kong, and Italy.

There’s also the semester study abroad program, which provides six hours of credit but takes a little more schedule juggling since academic calendars vary. Germany, for instance, doesn’t start its fall semester until October so students can only sign up for spring semester.

Summer internships also take students to London, Bermuda and Zurich, Switzerland (see page 4). The Katie School of Insurance and Financial Services partners with the Association of Lloyd’s Brokers to offer two internships in London, England, in the Lloyd’s and London markets. The cost, including tuition, is covered through the partnership; interns receive six hours of credit.

“It’s a phenomenal piece on the resume,” said Deborah Babcock, associate director of the Katie School. “They actually shadow brokers at Lloyds and meet with clients and they’re building a network of contacts.”

And when they come back?

“They’re so much more confident, more mature professionally and personally,” she said. “For one student, it was their first time on a plane. You really do open their eyes.”

The Katie School also covers the expenses and tuition of two internships in Bermuda and two in Switzerland. Students receive scholarship funding to cover incidentals. When they return, they talk about their experiences in front of company executives at the fall meeting of the Katie School Advisory Board of Executives. They also speak to classes and select next year’s interns.

No one makes it very far into the college’s hallways without being exposed to international opportunities. Varner talks to freshman international business students and makes sure transfer students are aware of the programs. A graduate assistant staffs a lobby display. The Katie School also covers the expenses and tuition of two internships in Bermuda and two in Switzerland. Students receive scholarship funding to cover incidentals. When they return, they talk about their experiences in front of company executives at the fall meeting of the Katie School Advisory Board of Executives. They also speak to classes and select next year’s interns.

No one makes it very far into the college’s hallways without being exposed to international opportunities. Varner talks to freshman international business students and makes sure transfer students are aware of the programs. A graduate assistant staffs a lobby display. Cost, at $5,000 to $6,500 a semester, is always an issue. Students stay with host families and if they’re eligible for financial aid here, they’re eligible for the same aid while abroad. Alumni gifts also support the program that has benefitted hundreds of students.

“For many of them, it’s a life-changing experience,” Varner said. “If they can bring that mindset that the world is a much bigger place to their first job, they’ll look at things differently. They’ve experienced it, whether it’s riding the subway without understanding the language or trying to read over a menu or going to a factory where there are no hard hats and workers are wearing sandals. Often it’s the little things they notice. They see that you can do things differently and that’s the big thing. It’s just a start, but they start looking at themselves from the outside in, more detached. This is the way people connect, when they’re outside looking in.”
John Madera flew from Chicago to Baghdad, Iraq, for a two-hour business meeting.

The 27-year-old manager for BearingPoint has also traveled to Kuwait, Kosovo and Dubai to meet with clients and vacationed deep in the Amazon Rainforest with two armed Brazilian jungle soldiers as escorts. Carrying a machete is something the ’03 marketing graduate probably wouldn’t want to do on vacation again, but he’s not about to give up his sense of adventure.

When he came to Illinois State, Madera knew he wanted to travel internationally and visited Australia and New Zealand. Yet it wasn’t until he was sitting in an introduction to management class that he thought about working overseas.

“The instructor was a senior vice president of one of the bigger banks who did a lot of international business and told some wild stories of how it worked overseas, and that sparked my interest even more,” he said. “I wanted to have those stories. My goal in life is to have a story to leave behind.”

When Madera graduated, he joined Halliburton, signing up to move to Kuwait. While there, he met consultants from BearingPoint, a global consulting firm he later joined. Now he’s a manager on the energy team and was recently recognized by Consulting Magazine as one of its “30 under 30.”

Studying for the GMAT, Madera plans to apply to the nation’s top business schools, including Harvard University. He’d like to work for a private equity firm that turns companies around, making them profitable again. Maybe in the energy field, maybe not.

“Whatever keeps me excited,” Madera said. “Right now it’s energy, tomorrow it could be… who knows? You’ve got to go with the flow and stop when it’s not fun.”

Jeffrey Cavanaugh ’90 business administration was inspired in his career choice by a business law class taught by Dean Charles McGuire.

“His instructional style and the subject matter struck a chord,” Cavanaugh said. “I realized that semester how fortunate we were at ISU to have professors and instructors dedicated to preparing us for the world ahead.”

Professor Carson Varner’s international business law class also captured his interest.

“The idea of interacting with people of different countries in a common pursuit, to improve the quality of life through commercial transactions, was appealing,” he said.

While taking graduate courses in political science, Cavanaugh started to understand more clearly how domestic and international commercial and political interactions impact national and world events.

Toward the end of his graduate studies, he interned with then Illinois State Rep. Dan Rutherford, now an Illinois State senator. He found a job in his district office and learned how state and local policy is shaped.

That prepared him for his next move, to Washington, D.C., where he wound up as chief of staff for the International Trade Administration, working with staff committed to improving the U.S. economy and job creation. The ITA is a federal agency with a budget over $400 million and more than 1,800 employees in over 80 countries.

Currently, Cavanaugh is director of the Office of White House Liaison at the Department of Commerce, where he works to place professionals and new graduates in government service. His next career move will likely involve working for a private company or an association in the D.C. area or the Midwest.

“I plan to stay politically active to some degree to continue advancing common sense proposals that enable the U.S. economy to grow and meet the challenges of the global marketplace in the 21st century,” he said.

He credits Illinois State with strengthening his self-confidence, preparing him for the first steps in his career. Cavanaugh encourages recent COB graduates to take “calculated risks” when evaluating new opportunities.

“Have a career path mind but maintain some degree of flexibility in order to keep options open.”
At the age of 12, Alan Medina Jr. ’92 told his parents he was going to live in Chicago or New York City when he grew up. By 15, he changed that. He wanted to work in Europe and was already studying two languages.

Turns out, he was right. But what might seem strange is that he chose a college almost within sight of his Towanda home. Yet it was his experiences at Illinois State University that launched his international business career.

The senior commodities trader and logistics manager for Bunge in Mannheim, Germany, has traveled to more than 30 countries in Europe, Latin America, and Asia. Sometimes he travels to France, only two hours away, and he’s taken a five-hour flight to Egypt, where he’s gone diving in the Red Sea.

As an international business and French major, Medina took advantage of the University’s study abroad program, traveling to Grenoble, France, for a French language and culture course.

“Living overseas has given me the advantage of learning to be more tolerant of other people and cultures,” he said. “Everyone contributes to the global mix. I was born American and will always be American and am proud of this, I can, however, appreciate new and interesting cultures and countries.”

He’s fluent in French and German, and believes that integrating himself into the culture and speaking the language is the key to international understanding.

“It’s the same thing I would do if I moved to France, Russia or China. I am a legal guest here in Germany and I respect that. When people from different countries have the capability to talk to each other and understand each other, they can get along, despite the political atmosphere. They realize that even though they may come from a different country or speak a different language or mother tongue, that they do indeed have things in common and in many cases, more than they can imagine.”

And he takes his responsibility for promoting international understanding personally.

“What happens in Asia, Europe or Latin America, be it through trade politics or other influences, can and does have an effect on individuals, even in Bloomington-Normal, Illinois. This is why I believe that a sense of global commitment and awareness is necessary from every American citizen. Everything is connected. Americans must understand how global economics work, how dollar rates, among others, are connected to other currencies and how movements in these currencies affect not only the American, but the global economy. Only through this understanding and global awareness can Americans “protect” the American economy and make America strong. The days of isolationism are over.”

FACULTY EXCHANGES

Two years ago Gary Hunter became the first faculty member to participate in an international exchange program by visiting the University of Paderborn in Paderborn, Germany. Even though the associate professor of marketing knew no German, the experience was so rich, he knew he wanted to repeat it so he returned the next year and taught a summer class. Faculty there encouraged him to apply for a Fulbright Scholarship, the international exchange program established in 1946 by the U.S. Congress to increase understanding between United States citizens and those in other countries. He received the award, which led to a five-month stay in Germany.

“The international experience gives you a broader point of view,” he said. “It helps you see what’s going on in your own culture when you get away from it and look back. There are a lot of small differences but no real big differences.”

One of the lessons he learned was how an American’s direct approach is perceived in England. While browsing a book store, he asked a clerk for help and felt like he did something wrong. After noticing a similar reaction among other retailers, he mentioned it to a colleague who told him the British approach customer service a little differently.

“He told me a Brit would say, ‘I’m sorry to bother you, but when you have a moment, would you please help me out?’”

He tried it and immediately got the reaction he was looking for.

Hunter studied German with a group of international students there and is now enrolled in a German class at Illinois State, with the hopes of returning to that country next summer. He’s also co-authoring a publication with German faculty.

“I can’t say enough good things about the study abroad program,” he said. “It puts you into an environment where you have to learn to deal with things that normally you take for granted.”

That meant riding a bike, not driving, to work and learning to eat while holding a fork in the left hand and a knife in the right. Hunter also found out you’re not supposed to say, “It’s a pleasure to meet you,” right after meeting someone.

“That would be considered insincere,” he said. “It’s just a different point of view.”

Sometimes a faculty connection is fortuitous, like a meeting between a Waterford, Ireland, law professor and COB Dean Charles McGuire, who stayed at a guesthouse owned by the professor’s father. After meeting Professor Jason O’Riordan and being invited to tour his Waterford Institute of Technology campus, McGuire invited him to visit Illinois State. O’Riordan came here in April and spoke to business classes about life on his coastal campus, which holds classes from about 9:30 a.m. to 5:30 p.m., and has its own pub.
BUILDING A COMPETITIVE EDGE THROUGH BUSINESS WEEK

According to Interim Dean Chuck McGuire, “Business Week has become the focal point of our year, a time when students, faculty, alumni and friends of the College gather to celebrate our successes and accomplishments, to build bridges between academia and our corporate and business partners, and to renew our commitment to providing the best possible education to our students.”

Business Week was first offered over 35 years ago and the event has evolved and matured to meet the ever-changing needs of the students and employers. Input from members of our various advisory councils, our corporate partners, alumni and recruiters consistently tell us that students entering the work force must have soft skills that complement all they are mastering through coursework. They know our students are well-prepared academically, but have asked that we continue helping our graduates develop additional skills that truly differentiate them from other candidates competing for the same positions. They value students who:

• Can interact confidently in a variety of business settings
• Know how to make introductions, listen effectively and contribute to professional conversations
• Appreciate the need to look comfortable in business attire appropriate for a particular company’s culture
• Can “hit the ground running” by making a smooth transition from college to the professional world

The activities that comprise Business Week are designed specifically to build these vital competencies. A team of dedicated students develop essential leadership, project management, and communication skills as they plan and implement the various events. Altogether, more than 2600 students, industry partners, alumni, faculty and guests participated in:

• Etiquette and Networking Dinner
• Mock Interviews
• Keynote address by State Farm CEO, Ed Rust
• Transition Seminars
• Special evening presentations by five distinguished alumni

KEYNOTE PODCAST AND VIDEO AVAILABLE

Ed Rust’s keynote address: Risky Business: Possibles, Probables, and Unknowns was extremely well received by audience members. The presentation was recorded by WGLT, an NPR affiliate located on the ISU campus. The podcast is available on their web site: www.wglt.org (Air Date: 3/26/08, run time: 30:40).

Streaming video of Rust’s remarks can be viewed at www.cob.ilstu.edu/news/news009.shtml.

BUSINESS WEEK ALUMNI PRESENTERS

“Succeed by just showing up?”
James S. Cardwell ’81, Accounting
CFO/COO, Board Member
Sibling Entertainment Group Holdings, Inc.
New York, New York

“Leading through change”
Sakuntala Ganason, M.B.A. ’04
Organization Capability Consultant
Microsoft Corporation
Redmond, Washington

“Living, working and doing business in a global environment”
Alan J. Medina Jr. ’92, International Business and French
Senior Trader/Logistics Manager for Bunge Deutschland GmbH and Bunge Austria GmbH
Mannheim, Germany

“Building a finance or accounting career at a global company”
Scott R. Schumacher ’85, Accounting
Finance Director Flavor Manufacturing Group for The Coca-Cola Company
Atlanta, Georgia

“Entrepreneurship: Creating new businesses in large and small companies”
Keith A. Wakeman ’86 Marketing
President, Pilot Therapeutics
Winston-Salem, North Carolina
ALUMNI CONNECTIONS

New sessions introduced during Business Week 2008 were the Transitions Seminars. Students were able to participate in up to four sessions listed below, each of which was co-hosted by two alumni.

• How valuable are internships to future employment and how can I make the most of one?
• What steps should I take to conduct a truly successful job search?
• How can I excel and distinguish myself from the crowd during an interview?
• What are the five most important questions I should ask before accepting a job?
• What are five essential money management tips for new graduates?
• Creating success my first year on the job—what are the dos and don’ts?
• What do I need to know about successfully balancing my career and my personal life?
• Business travel—what should I know about a job that takes me on the road?

ALUMNI COACHING MADE ALL THE DIFFERENCE
BY TAREN WINDISH ’07

While I have always called Central Illinois my home, I wanted to relocate to Dallas-Fort Worth (DFW) after graduating in May of 2007. I knew finding a job in an unfamiliar place would be a challenge, but I was unprepared for how difficult it would be. Because I graduated with high marks and numerous leadership roles on my resume, I believed I would at least be invited for a few interviews. However, one month passed, then another… I completed dozens of applications, tweaked my resume into position-specific versions, and wrote many cover letters, but I did not get a single call. After three months, my spirits were down, and I was contemplating moving back home.

I contacted Linda Showers, Peter Kaufman, and Joe Trefzger, three former professors from whom I had sought advice in the past, and asked what I could do to make myself more marketable. They all recommended connecting with alumni in the area. I wasn’t sure who would want or be able to help me. Fortunately, Norris Porter, Amy Humphreys, and Claranne Perkins helped me connect with Dallas-Fort Worth alumni. Within days I received supportive messages and invitations to meet, discuss Illinois State, and review my resume. Backed by a handful of distinguished alumni, my resume was heavily circulated, and I knew it was actually being read and considered instead of registering as one tiny file in a vast database.

Kim Warmbier, a recent Alumni Hall of Fame inductee and chief personnel officer for PepsiCo Sales, helped position me as a candidate for temporary employment at Frito-Lay in the human resources department. Although I had little experience in HR, I had strong data analysis and technical Excel skills, making me a good fit for completing some important projects. Knowing that this was the spark I needed, I quickly accepted. Immediately after starting, I began to receive callbacks for interviews.

The insights and self-esteem boost I got from other alumni and individuals at the College of Business made all the difference. So thank you also to Michael Collins at American Airlines, Kerry Balch at Pegasus Solutions, Patrick Manning at Proman International, and Connie Oller-Heston from Verizon for their help and encouragement. I don’t think I could have ever gotten the confidence and momentum you have gained and elevate it to new levels.

Above: Taren Windish ’07 and Kim Warmbier ’84.

The College of Business is grateful for the support provided by the following Business Week 2008 sponsors: State Farm, Archer Daniels Midland Company, COUNTRY Financial, OSF Saint Francis Medical Center, Afni, Inc., Allstate, Caterpillar Inc., Clifton Gunderson L.L.C., David Vaughan Investments, Inc., Farmsworth Group, GROWMARK, John Deere, McDonald’s Corporation, National City Bank, Nicor Gas, Sikich L.L.P., U.S. Bank, and Widmer Interiors.
COB alumni frequently ask how they can connect with other graduates in their professional area of interest. Some are eager to see favorite professors or offer mentoring or career opportunities to students with similar career aspirations. The new COB Alumni Networks are the answer!

Numbering over 31,000 strong, COB graduates are located in every state in the nation and enjoy success as entrepreneurs, corporate leaders, innovators, and dedicated business professionals. Designed to be flexible, professionally relevant and volunteer-friendly opportunities through the College of Business Alumni Networks could include ways to help you:

• Establish connections with other graduates in your current profession or industry or with alumni in related fields.
• Access professional and social programs in your areas of interest.
• Meet fellow COB graduates living near you.
• Reconnect with a faculty member who made a difference in your life.
• Share your expertise with College of Business classes, programs, and student organizations.
• Recruit highly talented students as interns or employees.
• Support current students through scholarships and other initiatives.
• Maintain closer ties to your department, the COB, and Illinois State University.

The official launch of COB Alumni Network will take place during Homecoming 2008. Future networking events will be co-sponsored by the College of Business and Alumni Relations based on the input we receive from graduates like you!

HOW DO I GET INVOLVED?

1. Provide your current business contact information to Amy Humphreys, assistant to the dean for constituent relations in the COB. You can contact her by email at alhumph@ilstu.edu, or by submitting the form on the back cover of this magazine. If you are interested in co-chairing a COB Alumni Network, or have a future activity or gathering to suggest, let Amy know.

2. Enjoy great food and conversation with Dean McGuire, current and retired faculty, and fellow alumni at the COB Tailgate on Saturday, October 18 between 11 a.m.-2 p.m. This is a great opportunity to learn more about getting involved with the new COB Alumni Networks.
DEVELOPMENT OUTLOOK

By Norris Porter ’89, Director of Development, College of Business

BUILDING ON REDBIRD TRADITIONS

As the new Director of Development I am excited to serve the college and University in a different role and look forward to visiting with old friends and creating new relationships as well. In many ways the College of Business is who I am. For the last eighteen years it has been my privilege to work for the college. Most recently I have served as the Assistant to the Dean for Student Services.

While I’ve worked at Illinois State, over fifteen thousand students have graduated with business degrees. But for most, college is far more than just a sequence of classes. Consider the time you spent at Illinois State. Did you develop valuable life and career skills through participation in a registered student organization? Were you or a friend the recipient of a scholarship? How did events like Business Week, an internship, or interaction with guest speakers extend the learning experiences you enjoyed? These opportunities and more are made possible through the support of alumni and friends just like you.

State funding continues to decline in support of public higher education. Currently only 26 percent of the Illinois State budget comes from the state. As director of development I am looking forward to working with you to support the growth and excellence of the College of Business, also I look forward to visiting with many of you, learning more about your Illinois State experiences and exploring opportunities to connect and engage you with the College of Business.

In other parts of this magazine, we have shared the current activities of the college, the success of students and faculty, as well as new global initiatives that are helping to extend the “reach” of the COB, as well as broaden the development of our students. Taren Windish ’07 shared her experience in relocating to Dallas-Fort Worth after graduation and how alumni connections “made all the difference” in her success. You also learned about the new College of Business Alumni Network. The goal of this endeavor is to connect alumni with each other as well as with the COB.

As a first step in developing this network, the college now has a Linkedin group that business alumni can join as well as a presence on Facebook. Linkedin is an online professional network of more than 20 million experienced professionals from around the world. When you join, you create a profile that summarizes your professional accomplishments. Your profile helps you find and be found by former colleagues, clients, and partners. Our goal is to help business alumni connect with each other and with faculty and staff. There is no fee for the basic service. To join, visit my profile at www.linkedin.com/in/neporte and go to the Additional Information section and click on the College of Business icon for the Illinois State University College of Business Alumni Group.

Let’s build on our Redbird traditions and make it a goal to reconnect with fellow alumni and the College of Business during the upcoming year. With your involvement and support, we will continue on our path to greater distinction, and enhance the value and pride of your degree from the College of Business.

Norris Porter
neporte@ilstu.edu
(309) 438-2297
“All of these rankings are the result of the hard work and dedication of our faculty and staff and reflect the growing recognition... that the College of Business at Illinois State is quickly becoming one of the best in the nation.”

College of Business Programs Lauded

The value of your College of Business degree continues to rise! BusinessWeek has once again named Illinois State’s College of Business (COB) as one of the best undergraduate business schools in the nation. The college ranked 38th among public universities—up three positions from last year—and was 79th overall in the 2008 publication. The ranking places Illinois State as the 2nd best business school in Illinois and among the top 20 percent of accredited business schools in the country. It will come as no surprise to graduates that the COB received a teacher quality rating of “A.”

BusinessWeek takes into account the overall academic quality of schools and feedback from current students and employers. Comments reflected a high level of satisfaction with the dedication of faculty members and the quality of the college’s academic programs, praise for the state-of-the-art building and the sense of professionalism instilled by the dress code for marketing and business teacher education students.

Positive feedback also surrounds the M.B.A. program at Illinois State University. For the second year in a row Princeton Review named it as one of the nation’s Best 290 Business Schools. The publication does not name a best business school overall or rank programs selected for inclusion in the book. Inclusion in the Princeton Review demonstrates that Illinois State University’s M.B.A. has gained in both reputation and recognition in recent years. With dedicated faculty members and outstanding facilities, the program is truly preparing students to be cutting-edge business leaders in the 21st century.

The Professional Sales Institute has been recognized by several leading industry publications as one of the top sales programs in the nation. The Accounting Department’s tradition for excellence also continues. The CPA pass rate in 2006 was 46 percent. Illinois State accounting students enjoyed an impressive 75 percent pass rate. In addition, Illinois State ranked 7th in the nation on the audit section for first time candidates with advanced degrees.

“The College of Business at Illinois State University is an emerging jewel,” Interim Dean Charles McGuire said. “All of these rankings are the result of the hard work and dedication of our faculty and staff and reflect the growing recognition by students and by the business community that the College of Business at Illinois State is quickly becoming one of the best in the nation.”

Lust’s responsibilities include coordination and analysis of college operating and personnel budgets, oversight of technology planning and budgeting, leadership of the annual plan and priorities updates, AACSB re-accreditation, and oversight of the Faculty Resource Center.

“John is an experienced administrator who knows the college and its needs well,” said Interim Dean, Chuck McGuire. “I have the greatest confidence in his abilities.”

Jim Jawahar was recently appointed chairperson of the Department of Management and Quantitative Methods in the College of Business. He received his Ph.D. from Oklahoma State University and joined Illinois State University in the fall of 1998.

Jawahar is the editor of Career Development International, a premier journal in the careers area of management. In addition, he serves on the editorial boards of several other journals, has published over 35 articles and presented more than 40 research papers at national and international conferences. Jawahar has received several research awards including the Society for Human Resource Management Research Award. He has also received the College of Business Outstanding Researcher Award, College of Business Service Award, and has twice received the Caterpillar Faculty Scholar Award.

Professor Jawahar encourages you to email jimoham@ilstu.edu or call (309) 438-5701 to find out how you can get involved or reconnect with MQM.

Transitions

John Lust assumed the role of associate dean of the College of Business in January. Lust served as the chairperson for the Department of Management and Quantitative Methods from 1997-2007 and was acting director of research programs from 1995-1997. He has been a faculty member at Illinois State since 1988 and earned his D.B.A. from the University of Kentucky in 1989.
Retirements

After 14 years of service to the College of Business, Associate Dean Jim Moon retired. He joined Illinois State as chairperson of the Department of Accounting. Moon played an essential role in developing the integrated B.S./M.P.A. program and achieving the department’s separate accreditation standard from AACSB International. In 2005 he was promoted to associate dean of the College of Business.

Prior to joining Illinois State, Moon was associate director of the School of Accountancy at the University of South Florida. Moon’s research emphasis focused on the behavioral aspects of the accounting profession and SEC management discussion and analysis disclosure. He had numerous academic and professional publications in leading journals. Moon received his B.S., M.A., and Ph.D. from the University of Alabama and was head of the Department of Accounting and Finance at the University of Tennessee at Chattanooga.

Jim Munz joined the Department of Marketing faculty as a part-time lecturer in August 1998. He accepted a full-time appointment in January 2001. His teaching interests included integrated marketing communications and buyer behavior. In addition to teaching, Munz directed the department’s internship program for six years. He frequently served as a consultant for a number of businesses and organizations in the area of business and organizations in the area of business.

Khalid Razaki retired after 28 years of service in the COB. In recent years, he concentrated on teaching MBA and contract MBA courses, and served as a consultant in the areas of activity-based management and total quality management.

Razaki served on the Academic Senate and on numerous committees at the collegiate and departmental levels. He was the founding faculty member of Illinois State’s chapter of Beta Alpha Psi and served as a faculty mentor to minority accounting students and a few Presidential Scholars. Razaki was named Teacher of the Year by the Department of Accounting three times, was voted the Outstanding MBA Faculty Member in 2001, and received both the Departmental Research Award and the Exemplary Mentor Award for the Minority Professional Opportunities program. Razaki published proceedings and presentations in national and international conferences and authored numerous journal articles.

According to Raz “I am not hanging up my abacus and chalk sticks yet!” Upon retiring from Illinois State, he accepted a Professorship of Accounting at Dominican University in River Forest.

New Faculty and Staff

Two high potential tenure-track faculty members have joined management and quantitatitve methods. Joseph Goodman received his Ph.D. from the University of Mississippi in 2006. Since then, he has been teaching at James Madison University. Goodman will teach courses in human resource management. Rebecca Bull will teach courses in human resource management and organizational behavior. As of press time, Bull was completing the final aspects of her Ph.D. at Purdue University.

Tenure and Promotions

Aysen Bakir (MKT), Jeri Beggs (MKT), and Mark Hoelscher (MQM) were promoted to associate professors and tenured effective fall semester 2008. B. Elango (MQM) has been promoted to the rank of full professor.

FACULTY AWARDS

Jeri Beggs (MKT) offered a major presentation outlining the process the COB went through in integrating business ethics into the curriculum to participants at the 2008 Sustainability Conference (formerly the Ethics and Governance Conference) sponsored by AACSB International.

Peter Kaufman (MKT) received the Prentice Hall’s Solomon-Marshall Award for Innovative Excellence in Marketing Education. Kaufman was honored at the American Marketing Association’s Summer Educator’s Conference in August.

Steve Taylor (MKT) was recognized as the 2007 Best Reviewer for the Journal of Service Research, sponsored by the Center for Excellence in Service.

One-third of the faculty members in the MQM department had one or more papers accepted for presentation at the Annual Meetings of the Academy of Management, the top conference in the management field. The conference was held in Anaheim, California, August 8-13.

Nat Pope (FIL) and Jim Jones, director of the Katie School, received the Les B. Strickler Innovation in Instruction Award at the 2007 Annual Meeting of the American Risk and Insurance Association, Quebec City, Canada.

2008 COLLEGE OF BUSINESS FACULTY AWARDS

Caterpillar Faculty Scholar Award—Den Patten (ACC)
College of Business Research Award—Yu-Luen Ma (FIL)
College of Business Service Award—Iris Varner (MQM)
COUNTRY Financial Award—Elango Balasubramanian (MQM)
Manahan Family Award for Teaching Excellence in Business—Masoud Hemmasi (MQM)
Wilma Jean Alexander Technology Award—Peter Kaufman (MKT)
**Educational Investment Fund**

The Educational Investment Fund (EIF) is celebrating its 25th year of existence. An original loan of $50,000 was used to establish the program. The principle was returned after 10 years and the total assets have grown to more than $400,000 today.

The EIF is a real-money, student-run investment portfolio. Students in their senior year are selected for participation on the basis of merit. A board of directors consisting of industry professionals meets regularly with the students and provides individual mentorship as research is conducted. Recommendations are made regarding the fund. Proceeds are used for scholarships, awards, and other departmental and student needs.

**Student Organization Recognition**

Illinois State University’s student chapter of the American Marketing Association (AMA) received an Outstanding Chapter Award at the most recent International AMA Leadership conference in New Orleans. This means that the chapter was judged 9th to 16th place in the competition—a commendable achievement as 135 collegiate chapters attended the conference. There are approximately 300 AMA collegiate chapters around the world. Jim Cox (MKT) serves as the group’s faculty advisor.

Illinois State’s Society for Human Resource Management (SHRM) chapter has been awarded the Superior Merit Award for the 2007-2008 academic year. This award is the highest honor that a student chapter can receive and we are very proud of the fact that Illinois State’s SHRM chapter has achieved this recognition in each of the last seven years.

**Beta Gamma Sigma**

For the third consecutive year, the College of Business reached a 70 percent acceptance rate and will receive exemplary status from the National Beta Gamma Sigma (BGS) office. BGS is the honor society serving business programs accredited by AACSB International and is considered one of the highest recognitions that a business student anywhere in the world can receive. A student must rank in the upper 10 percent of all COB juniors or seniors, or the upper 20 percent of master’s graduates to qualify.

The 2008 induction ceremony speaker was COB Alumni Hall of Fame member, Bill England ’77. England is a partner and the U.S. market’s leader for assurance for PricewaterhouseCoopers, and has direct oversight responsibilities for the firm’s consumer and industrial products and services practice.

Ronnell Robinzine was awarded the $1000 Beta Gamma Sigma Scholarship for 2008.

**Ronnell Robinzine**

Finance major Ronnell Robinzine received a $4000 scholarship from Financial Executive Institute (FIL). During interviews with three representatives of the Chicago chapter of Financial Executives International, competitors were asked questions about how their strengths could be used as a corporate financial manager. Contenders were also required to provide solutions to hypothetical challenges, forcing students to apply classroom learning in a career situation.

“Ronnell is a hard-working and deserving young scholar,” said FIL Chair Gary Koppenhaver. “To earn this recognition in competition with students from the other strong universities in the Chicago area shows Robinzine’s character and reflects the strength of the programs in the Department of Finance, Insurance and Law.”

**Jack North Scholarship**

The Jack North Student Leadership Award was created last year to honor North, a retired senior executive vice president at State Farm Insurance. North, a dedicated servant leader, supports this thousand dollar annual award to honor an outstanding student who shows potential as a future business and civic leader. The 2008 winner was international business and marketing major Laura Kane ’08. After participating in the Export Project in Buenos Aires, Argentina this summer, Kane will travel to Australia to volunteer at a wildlife rehabilitation sanctuary and then move to Korea where she will spend a year teaching English.

**BUSINESS 100—SPECIAL EDITION!**

*BusinessWeek* magazine has created a special edition featuring the College of Business that will be used for recruitment, educational, and development purposes. This opportunity resulted from the adoption of the magazine as a teaching tool in all BUS 100 courses for freshmen and sophomore business students. Faculty will tie articles to topics being discussed in class through presentations, article summary journals, or in-class discussions. Students and faculty will also have access to a significant amount of additional content and helpful resources on the *BusinessWeek* website including *Standard and Poor’s*, an online version of *BusinessWeek* focused on the Chicago business community, MBA Insider as well as updates on technology and the market week ahead.

“The special cover and the accompanying PDF that will be available on our web site will enable the College to highlight its excellence and different programs with external constituencies in a different way,” explained Norris Porter, who coordinated the project.
Caterpillar Supports COB Excellence and Leadership

The Caterpillar Excellence Fund helps the College of Business recognize outstanding students and assist them financially during their college years. This year, 94 highly qualified students applied for scholarships by sending a cover letter, résumé, and essay on how their performance both in and out of the classroom exemplifies excellence and leadership. Awards of $2500 were given to:

**Sophomores**
- Ben Burke, marketing
- Mackenzie Lee, accountancy
- Danielle Varrassi, marketing
- Ashley Bell, marketing and accountancy
- Angelica Alday, accountancy

**Juniors**
- Vanessa Contreras, finance and insurance
- Ronnell Robinzine, finance
- Laura Mason, finance
- Kelli Pribel, marketing

**Seniors**
- Sarah Tristan, B.S./M.P.A.
- Elizabeth Heeren, finance and insurance
- Amber Armand, finance and insurance
- Laura Kane, international business and marketing
- Ryan Cekander, international business and marketing
- Alec Lance, finance

The COB recently launched its new Alumni Early Career Achievement Award to recognize younger graduates who have already experienced significant success or professional distinction. Honorees must have graduated in the past 15 years from an undergraduate program or in the past 10 years from a graduate program in the College Of Business. In May, current and retired faculty members and all COB graduates with current email addresses on file with the university received an invitation to complete an online nomination. Honorees were chosen by the departments with one person recognized from each major program. The recipients of this award will be honored during Homecoming celebrations in October.

**2008-2009 Early Career Achievement Award Winners**

**Accounting**
- Kristen Fitzpatrick '95 (BS), principal, Miller Cooper and Co., Ltd.
- Glen Steiner '02 (MSA), manager, LarsonAllen, LLP
- Joseph Lee '05 (BS/MSA), supervisor, audit services, McGladrey & Pullen, LLP

**Marketing**
- Nadine Friedman '05 (PS), account executive, Lemme Insurance Group, Inc.
- Jessica Thompson '03 (IMC), supervisor, McDonald’s Corporate Media Relations
- John Madera '03 (MKT), manager-consulting services, Bearing Point
- Michael Wesbecher '02 (BTE), business teacher, North Boone High School

**MBA**
- Venky Peruvemba '00, manager-financial analysis, Motorola, Inc.

**Management and Quantitative Methods**
- Alan Medina '92 (IB), senior trader/logistics manager, Bung Deutschland GmbH
- Andy Hobbs '02 (HR), lead systems analyst, Hewitt Associates
- Nicole Albertson '96 (BUA), HR manager, Heritage Enterprises
- Deborah Christner '00 (BIS), systems analyst, State Farm
- Kevin Earley '00 (MGMT/HR), associate pastor, Metropolitan Church of God

**Finance, Insurance and Law**
- Aaron Vaughn '95 (FIN), senior research analyst, Edward Jones & Company
- Alan Kubitz '94 (INS), director of risk management, The HAVI Group LP

Additional information and an online nomination for the College of Business Alumni Hall of Fame can be found at: http://forms.cob.ilstu.edu/alumni/hof-nomination.asp. To learn more about the Early Career Achievement process, or to submit a nomination visit http://forms.cob.ilstu.edu/alumni/aecaa-nomination.asp.
James Ensign ’65 served in the Navy upon graduating from Illinois State, ironically starting at the rank of Ensign! He served in Vietnam, earned his law degree at John Marshall in Chicago, married, and raised three children: Cindy, Erin, and Michael ’00. Ensign recently retired from litigation law after 33 years of practice. He is currently working as a part-time reporter, covering local stories for the Pantagraph.

Fred Triefenbach ’65 is the chairperson of the Computer Science Department at Barker School, a private K-12 school in San Jose, California. He was appointed assistant director of Instructional Technology for the 2007-2008 school year.

Bruce Nelson ’72 of Belvidere gives motivational speeches to industry groups. He recently completed his 35th year with COUNTRY Financial and was inducted into the company’s hall of fame.

Jeffrey Day ’73 of Palatine worked in the credit analysis and consulting industry for a number of years. Day is currently working part-time as a financial services sales representative.

Kenneth Glover ’73 has held various positions of increasing responsibility with Mobil and ExxonMobil. He is currently the president and CEO of Univation Technologies, a global technology licensing company and joint venture between ExxonMobil Chemical Company and Union Carbide Corporation. Glover recently accepted a position serving on the College of Business Advisory Council at Illinois State. He and his wife Deborah (Hypke) ’73 have three children and reside in Houston.

Michael Sherman ’74 of Springfield retired as a state bank examiner in 2006.

D. Keith Bell ’75 was promoted to senior vice president of finance for the Travelers Companies, Inc. He resides in North Kingstown, Rhode Island.

Calvin Ward ’77 lives in Atlanta where he works for Wachovia Bank & Trust.

Scott Sprague ’78 is senior vice president of Global Sales for SES New Skies at its business unit headquarters in The Hague, Netherlands. He previously held executive positions with AT&T, Infonet, and KPNQwest. Sprague has been married to his wife Diane for 26 years. They have three children: Wes, Hunter, and Sierra.

Brian Berg ’80 has achieved the highest certifications in the field of accounting, recently earning the CMA designation in addition to his CPA. Berg is an accounting manager at Diversified CPC International, Inc. in Channahon. He and his wife Jeannette (Spleve) ’81 live in Crest Hill.

After graduating from Illinois State and earning his CPA and CMA certifications, Paul Koch ’80 worked in the accounting field in Illinois for 17 years, the last 10 of which he served as vice president of finance for Dental Arts Laboratory in Peoria. Since 1997, Koch has been COO for Curtis Engine & Equipment in Baltimore, Maryland. He and his wife Wendy have three grown children.

J. Gregory Turner ’82 is vice president and portfolio manager for Key Private Bank Investments & Trust in South Bend, Indiana.

Jane (Brumfield) Koenig ’84 of Crown Point, Indiana is the vice president of CONTACT/CHICAGO, a corporate meeting planning company. Koenig also recently started a real estate staging company, Stage2Sell LLC, and home inspections company, HDHI LLC.

Lori (Dewees) Peterson Erickson ’85 is controller for Delish Brands in Westchester. She and her husband Dave have two children and reside in Aurora.

Marc Levin ’85 of Buffalo Grove is a producer/account executive and independent insurance agent of personal and commercial property and casualty insurance with Service Insurance Agency, Inc. Levin and his wife Bari (Caplan) ’87 have a 13-year-old son, Joshua.

Jeffrey Wilson ’88 has relocated within the U.S. and internationally nine times with his employer, UPS. With more than 21 years at the company, he is currently the international compensation and benefits manager. Jeff lives and works in Atlanta, home of UPS’s corporate headquarters.

Stacey Hart ’89 is a senior communications consultant for Motorola’s supply chain operation, which spans 16 manufacturing and distribution centers in 11 countries. Hart is based in Arlington Heights at the company’s headquarters, and recently led the global team that created and implemented phase one of the company’s first-ever communications strategy for Motorola’s 20,000-person direct-labor workforce. Hart resides in Buffalo Grove.

Robert Zmudka ’89 of Wheeling joined GATX upon graduating from Illinois State. He has served in a variety of commercial and asset management positions, most recently as vice president for Midwest regional sales, where he led GATX’s growth in the biofuels market.

Jeffrey Cavanaugh ’90 of Springfield, Virginia is the director of the Office of White House Liaison, for the U.S. Department of Commerce.

Eric Hoss M.B.A. ’90, is a financial services portfolio manager with State Farm Corporate in Bloomington. His wife Theresa M.B.A. ’90, is a marketing analyst with State Farm.

Karen Huber M.B.A. ’90, retired from Verizon in December 2007 as state manager of industry relations. Her career started as a part-time telephone operator while she was a full-time undergraduate student at Illinois State.

Nicole Behary ’92 resides in Nolensville, Tennessee, where she works as a consultant.

Stephanie (Hammit) Calahan ’95 is a productivity and organization consultant, coach, author, and speaker. Stephanie is the founder and CEO of Calahan Solutions, Inc., and lives in Bloomington.

Stephen J. Rice ’95 is CFO for Triumph Companies, Inc., of Newport Beach, California. He has international experience in a variety of industries, including real estate investment, management consulting, non-profits, and technology. One of his earliest endeavors was developing hands-on training for database and systems management solutions used on six continents. Through CFO roles for multiple companies, Rice has used his strategy, analysis, negotiation, and accounting skills to help others. He was active in the creation of Illinois State’s Greater Denver Area Alumni Chapter and was honored by the University as an outstanding young alumni earlier this year.

Shane Merritt ’97 is the principal of Merritt Capital Management. He and his wife Christina (Aydt) ’96 live in Gloucester, Massachusetts.

Cindy Smith, M.S.A. ’98, is 6-Sigma Black Belt for Caterpillar, focusing on financial reporting process improvements. She recently earned CMA and CFM designations.

Jay Conforti ’99 of Chicago is the senior manager of payroll and tax operations for HSBC North America.
Joanne (Prince) Minton '99 is currently taking a break from the insurance world and enjoying her two children, Logan who is 3 years old and Ella who is 3 months.

Scott Christner M.B.A. '00, is director of technology services for the College of Business at Illinois State University.

Rhonda Milburn '00 is a realtor with Jim Maloof Realtor in Peoria and has proven to be a multi-million dollar producer. She is a President's Circle member as well as a member of the corporate relocation team.

Kelly Orrick '01 is a litigation specialist for Mercury Insurance, where she has worked for six years. She resides in Lindenhurst.

Colleen Wheeling '01 of Chicago is a sales professional for Tiffany & Co.

Danielle (Romani) Cokyndall '02 and her husband, Scott, moved back to the Peoria area to be closer to family after two years in Mt. Vernon. After spending five wonderful years with Auto-Owners, she is now working in her father’s State Farm Agency.


John Madera '03 of Chicago is a senior consultant in BearingPoint’s energy practice. His 164 percent utilization rate in 2007 set a firm record. Madera was recently named one of Consulting Magazine’s “30 Under 30” award winners. “It’s quite the honor to be named to this list and I owe much of my success to Illinois State University and in particular the College of Business. Every day in my job I find myself leveraging the education and tools I received from the College of Business to help global multi-billion dollar organizations resolve some of their most pressing issues,” said Madera. Read about Madera at www.consultingmag.com/articles/641/1/30-under-Thirty/30-under-Thirty.html.

Angie (Knapp) Schrock ’03 started at Auto-Owners Insurance in the underwriting department after graduation and is still there and loving it! She and her husband Jason welcomed their first child—Addison Grace in February.

Jenna (Pozniak) Wojciechowski ’03 is the marketing director at Wilber & Associates, P.C. in Bloomington. She is pursuing a master’s degree and is a certified marketing executive. Jenna belongs to the National Association of Subrogation Professionals and the Central Illinois Chapter of the American Marketing Association. She serves on the Central Illinois Chapter Board for the Organization of Chinese Americans as secretary/VP of communications.

Jim Bowen ’04 has been working at Lockton Chicago for the past 2 years in the construction/real estate practice. He participated in Lockton’s account manager trainee program in the home office in Kansas City from July-October of 2007 and was promoted to account manager in December 2007. He is pursuing his CPCU designation.

Erica Carone ’04 worked briefly for an e-commerce company as a marketing coordinator before a former employer recruited her as marketing assistant of IPCS wireless, a Sprint PCS Affiliate. Within a year, she was promoted to marketing specialist. Carone recently earned a master’s degree in integrated marketing communications.

Kristin (Noonan) Coffey ‘04 works at COUNTRY Financial as a Personal Lines underwriter and lives in Normal.

Divyesh Jevtani ’04 is the global intranet operations coordinator for Deloitte’s headquarters in New York City. His job has taken him to South Africa, India, London, and Hong Kong. He aspires to one day expand the family wine store.

Melissa (Moretti) Moran ’04 of Bloomington, Illinois is a financial analyst with State Farm Insurance. She wed her husband Dan in July 2007.

Robin Marthaler ’04 is a commercial business underwriter with Hartford and handles Property/Casualty, worker’s compensation, and business auto along with umbrella. She has been with Hartford since graduation and enjoys living and working in downtown Chicago.

Julie (Ruchniewicz) Schmitt B.S. /M.P.A ’04, recently passed the CPA exam and works for Ernst & Young in Chicago. She married David Schmitt ’03 in August 2007. They reside in Downers Grove.

Steven Carlisle ’05 is a claims adjuster at Illinois Central College in East Peoria and aspires to become a business professor.

Amber (Pellum) Duncan ’05 is a benefits coordinator at Carle Clinic Association in Urbana. She is currently pursuing a master’s degree in human resources and industrial relations at the University of Illinois. She and her husband Justin were married in June 2007.

Mike Ludy ’05 has been at Arlington/Roe & Co., Inc. (Managing General Agents/Wholesale Insurance Brokers) in Geneva for almost three years. He is an associate broker for the casualty lines accounts. Target areas for him in the commercial lines area include Environmental Liability, Umbrella/Excess, Liability, Monoline Products Liability, General Liability, Ocean Cargo, and Large Package Policies.

Kevin Halteman ’06 is an enterprise project manager at Zurich North America in Schaumburg. He recently moved to the Strategy and Operational Planning & Execution group where his work includes competitive intelligence, market research, project manager of top 400 managers meeting, Zurich Classic golf tournament in New Orleans, and leading various other strategic initiatives throughout the organization for the office of the CEO.

James Sutter ’06 is a claims adjuster for Amica Insurance Company and lives in northern New Jersey. He was at the spring career fair and plans to return for the fall fair.

Derek Meiss B.S. /M.P.A ’07, is an assurance associate for PricewaterhouseCoopers in San Jose, California. He and his wife Sarah enjoy experiencing the food, culture, and weather the Bay area has to offer.

Steve Dubiel ’07 started the professional associate program at AIG in July 2007 and now works in the construction division in Chicago. At press time he was on track to graduate from the program in July and become a full-time underwriter in the construction division.

Stephanie (Buckner) Miller ’07 is in Naperville with Travelers Bond and has been active with recruiting at Illinois State for Travelers. She has visited campus several times for functions including mock interviews. She was married in February 2008 and passed the AFSA 151.

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Joel Sabin ’08 recently obtained his real estate sales license. He is a member of the Re/Max Choice team in Bloomington-Normal.
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, 2007, and December 31, 2007.

$100,000+
State Farm Foundation

$50,000 - $99,999
Archer Daniels Midland Company

$10,000 - $49,999
Allstate Insurance Company
Caterpillar Foundation
Country Insurance & Financial Services
Robert and Dee Crowell
Michael and Janice Emmert
William and Nancy England
Farmers Insurance Group
Franmar Chemical
Gary R. Gemberling
General Reinsurance Corporation
Harco National Insurance Company
Hobart and Marian Hinderliter
Thomas and Ellen Howe
Marsh USA Inc
National City Corporation
Saint Louis Chapter-Risk & Ins. Management Society
Surplus Line Association of Illinois
$5,000 - $9,999
AIG American International Group
Arthur J. Gallagher & Co.
Auto Club Group
Busey Bank
Chubb Group of Insurance Companies
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Community Foundation of Central IL Depository
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Risk Management Society Inc.
Risk Management Solutions Inc.
RLI Insurance Company
Sherwin-Williams Company
State Farm Mutual Auto Insurance Company
Travelers Insurance
James and Eve Tyree
Vector Marketing Corp
Kimberly and Ken Warmbier
Wells Fargo Financial
Donna and Phillip Zarcone

$1,000 - $4,999
ACE American Insurance Company
All Risks LTD
American Agricultural Insurance Co
American Family Mutual Insurance Group
Amerisure Companies
Amerisure Insurance
Argonaut Great Central Insurance Company
Association of Lloyd's Brokers Assurance Agency LTD
Jill Attaway and Mitch Griffin
Auto-Owners Insurance
Lucinda and David Baier
R. Lee and Linda Bailey
Bank of Illinois
Ann and Thomas Baugham
Bituminous Casualty Corp
Brian W. McClure District Agency
Gregory and Joyce Brown
Eric and Karin Burwell
Scott and Beth Carr
CC Services Inc
Chicago Office Technology
Brian and Rebecca Christensen
CNA Foundation
Corn Belt Energy
Peter and Margaret Couch
Country Ins & Financial Svcs
Cozen & O'Connor
Crowe Chizik
David and Margaret Currie
Duane and Diana Debs
Gerald Donath
Teresa and James Dooley
James Doyle and Susan Anfin-Doyle
John and Valerie Doyle
Kevin and Christine Doyle
Andrew Drendel
Dubuque Breitweiser &Co
James and Suzanne Edmondson
Edmondson Family Trust
Paula and Theodore Essfeldt
James Ekdahl
Entreprise Rent-A-Car
George and Carol Eovaidi
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“As a young alumnus, I feel it’s important to annually support the College of Business because my ISU degree provided me many opportunities for a good life. I want to invest in ISU so others have the same opportunity.” Nathan Wight ’00

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IllinoisState.edu/business
“One of the things I’ve always felt is important is giving back to those that help you succeed, to give someone else the opportunity to get that degree and maybe do something they want to do but wouldn’t be able to afford to do otherwise.” Bob Crowell M.B.A. ’95
I am very thankful. I am proud to see that many more students can take away as many benefits as I did.”

Drew Leman ’00

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The new Illinois State University Alumni Center at 1101 N. Main in Normal provides an official gateway to campus and state-of-the-art meeting facilities for alumni and members of the University community. Alumni will find the center inviting, as its design incorporates space for everything from group meetings to casual conversation around the fireplace. Please stop by for the red carpet unveiling of the new facility Saturday, October 18. Use of the Alumni Center is managed by the conference services unit. Additional information on how to reserve a room is available by calling (309) 438-2403.

All members of the Illinois State University family are also entitled to use our facilities at 150 N. Michigan Avenue, Suite 1590 in Chicago. The sophisticated office setting also includes a lounge and conference rooms—the perfect backdrop for meetings and small social gatherings. Use by alumni, students, faculty, and staff during business hours is complimentary. There is a nominal charge for evening and weekend use. Call (312) 251-3500 to learn more.
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Are you interested in more frequent updates about the people and events in the college? Sign up for our e-newsletter, What's New in the COB. It is published twice a semester during the academic year. Go to www.cob.ilstu.edu/cobnews to subscribe.

RECONNECT

Whether you are interested in sharing your expertise with current students, reconnecting with the college, or building relationships with other COB graduates, I can help. As assistant to the dean for constituent relations in the College of Business, my role is to facilitate interaction, communication, and collaboration.

Throughout the year, I work with students, faculty, alumni, and our business partners on special events like Business Week, the Alumni Hall of Fame, Early Career Achievement Awards, and the COB Alumni Networks. After reading about the vital learning environment we're building in the college, I hope you'll be inspired to reconnect. Whether you're early in your career or at a more senior level, you have unique insights to offer as a guest speaker, a partner on a class project, a mentor, an internship sponsor, or member on one of our advisory boards. Contact me and I'll help you explore the possibilities.

Amy Humphreys
Assistant to the Dean for Constituent Relations
403 College of Business Building
Campus Box 5500
Normal, IL 61790-5500
(309) 438-2251
alhumph@IllinoisState.edu

ALUMNI UPDATE

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MAJOR ____________________________ GRADUATION YEAR ____________________________

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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.