

ECCLES

EXCHANGE

DAVID ECCLES SCHOOL OF BUSINESS ALUMNI MAGAZINE

WINTER 2014

LEVERAGING YOUR NETWORK: PAGE 4
Norm Wesley outlines his keys to success

A PASSIONATE UTE: PAGE 5
Paul Beck helps bring students to campus

FINDING THE CONNECTIONS: PAGE 7
Greg Goff shares how relationships assist in building careers



Dean Taylor Randall

Though the first snow has already fallen, campus is full of life this time of year. Accounting students have been through internship interviews, community leaders are coming to campus to share their insight, and our clubs are preparing to compete in regional activities. We are in the thick of the academic year while preparing the class of 2015 to launch their careers.

Our focus in this edition of the Eccles Exchange is the robust network the David Eccles School of Business has developed over the past seven decades. Believe it or not, there are over 35,000 alumni throughout the world. We are grateful to our alumni, friends, and donors for helping us raise awareness of the elite education we provide while networking with their peers and engaging with the current student body. From mentoring students on campus to opening their boardrooms for company visits to making an investment through scholarship funding to helping hire students, the network strengthens us today and for our future.

Inside you'll read about Master of Real Estate Development students who had a life-changing opportunity to take a trip around the world, and from accounting student Deanna Drollinger, whose world has been opened up because of travel and company visits. You'll also get a sneak peek at the new Lassonde Studios, which will provide an innovative space for entrepreneurs across campus to live, learn, and launch their ideas.

We're on a growth trajectory unlike we've seen before and we invite you to leverage your network and maximize your brand while continuing to be a part of ours.

Sincerely,

Dean Taylor Randall



FEATURES

4 Leveraging Your Network:
Norm Wesley Outlines His Keys To Success

5 A Passionate Ute:
Paul Beck Helps Bring Students To Campus

7 Finding The Connections:
Greg Goff Shares How Relationships Assist in Building Careers

8 Opening Doors:
Brian Webber Shares Insights Into Investment Banking

10 Building A Network Anywhere:
Tim Kenny Leveraged His Ute Pride To Build A Network In Washington D.C.

13 Lightening The Load:
Mbe Agbor Gives Back To Students

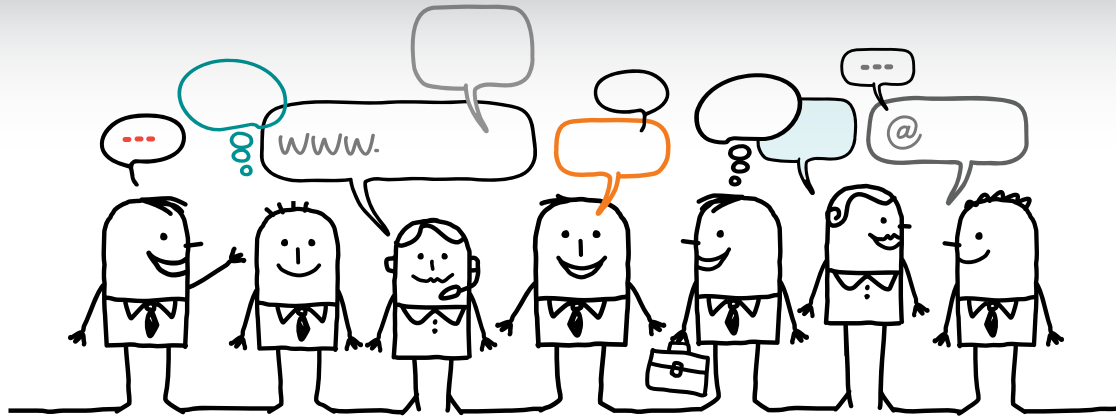
14 Stay Connected:
Ways To Be Involved

DEPARTMENTS

21 Awards & Honors

24 Alumni on the Move

26 Were You There?



Leverage Your Network



Networking takes much more than simply passing around a handful of business cards to be effective. And if you are looking to utilize your network immediately

to make a career change, you need to put in the time necessary to cultivate trusting relationships — just asking for a job right off the bat isn't going to cut it.

Norm Wesley (BS'72 MBA'73), chairman of the board and former CEO for Fortune Brands, knows these fundamentals better than most. He has formed his career around the relationships he has built and offers the following advice to those seeking to better leverage their network:

DO THE WORK

Wesley explains the best thing that people can do is put in the time upfront when looking for a new job or career shift. Utilizing your network will offer you a better chance at success in moving your career path forward.

"You have to think broadly to use your network efficiently," said Wesley. "Put together a list of people across all facets of your life, from school to church to friends' parents to fellow alumni. Then identify companies you'd like to work for and find some connection, whether it be an assistant or the head of marketing."

Just saying the word "networking" fills many a person with sighs; but ask anyone in business and they will likely tell you that networking is the single most powerful marketing tactic to help you find a new job, pivot careers or locate new talent.

Using that existing relationship is often the only way to get your resumé pulled out from a huge stack and tagged for an interview.

BE PATIENT

As people move forward actively looking for jobs, they can feel a sense of panic at not landing their dream job within a few weeks. They see what others are doing and getting and, because they're naturally competitive, they can lose patience.

"The rest of your life is a very long time," said Wesley. "Sometimes it just takes a little longer to find the right thing. It may take six months to find a job — and that's OK."

Wesley continues that sometimes it may be necessary to take a less desirable job

while you spend time finding the job that you really want. Make sure you are able to put yourself in the best position possible for your career.

DITCH THE EGO

Wesley worked in a warehouse driving a forklift while he was working on his MBA. He never thought that forklift gig would put him on a career path.

"I saw my friends getting these amazing job offers and there I was with a low-paying offer," said Wesley. "My boss said that if I trusted him, I could get promoted and get more experience than I could imagine. Trusting him was the smartest thing I ever did. My boss was my first real mentor and an incredible man. I'm so glad I didn't let my ego get in the way."

FIND A MENTOR

From his time working this first job after graduate school, Wesley learned the value of obtaining a mentor. His mentor gave him invaluable advice and guidance that influenced the trajectory of the rest of his career path.

As a result of this commendable example, Wesley has made mentorship a part of his outreach to the university. Each year, he also mentors two or three high school students from his area.

"I make it a point to sit down with students each year to help them with their career plans and job placement," said Wesley. "I know that having a mentor has made all the difference for me, so I try to give back to the local community to help young people find success and satisfaction in their careers." **EE**

“Aside from a hands-on education, students have the ability to immerse themselves in an unmatched outdoor experience as they explore the Wasatch Mountains.”

Alumni Involvement

HELPING TO GIVE BACK



Paul Beck (BS'75 MBA'76), like many Utah natives, was not originally set on the idea of attending a university in the same state where he had grown up. Now, he credits his business success to the excellent education he received at the David Eccles School of Business.



In addition to learning leadership skills, business strategy and methods for decisive problem solving, Beck experienced what some Utahns take for granted: the outdoor activities that Utah's landscape provides. Beck's time was divided evenly between skiing, studying, golfing, hiking and dating his soon-to-be wife, Debbie, whom he met on campus.

Before graduation, Beck was recruited by Procter & Gamble (P&G) and spent more than 31 years there, eventually becoming vice president of global pharmaceuticals and global capacity. He currently serves as a partner at Kalypto and resides in Cincinnati, Ohio, with his wife, living close to his five children – four of whom

also attended school at the University of Utah.

Thirty-five years and 141 countries later, Beck has not forgotten the value of his college education. Driven by his commitment to the school, Beck has decided to give back to the University of Utah in a variety of ways. He serves as a member of

the National Advisory Board for the David Eccles School of Business and has begun a separate recruitment process on his own time. His focus while recruiting is to attract a diverse group of high-achieving high school juniors and seniors. To do so, Beck visits local high schools with the top-scoring ACT and SAT students and then gives a brief presentation about the college.

“There is such a close proximity to outdoor sports and recreation, and in the middle of that is a jewel called the David Eccles School of Business,” Beck said. “Aside from a hands-on education, students have the ability to immerse themselves in an unmatched outdoor experience as they explore the Wasatch Mountains.”

Beck's dedication to the recruitment process is intrinsically linked to his commitment to diversity. Beck states that each time P&G would test performance levels, diverse groups would outperform non-diverse groups. He believes this same principle can be applied to many different circumstances, such as business school.

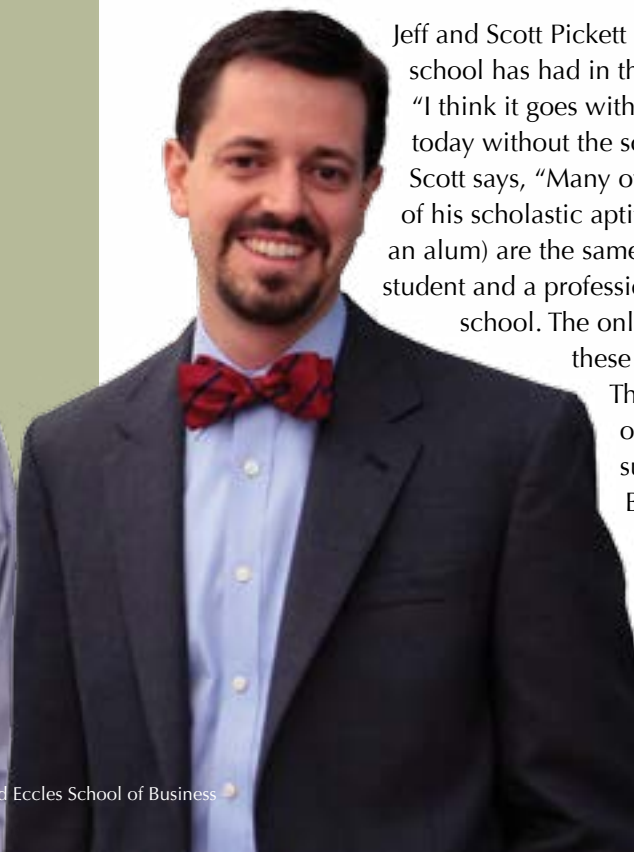
“I started in a white, male dominated culture where everybody fit a certain mold,” says Beck. “Once the university made a conscious decision to bring people together from different backgrounds, it improved the quality of the experience for everyone.”

This is the crux of why Beck believes that fellow alumni need to begin to actively engage with their alma mater and recruit diverse, high-achieving students on their own time.

“It only takes a few hours of my time per year to be involved in recruiting, sharing what I gained inside and outside of the classroom,” Beck said. “I think all alumni are capable of this and the benefits of doing so are immeasurable, yet clearly felt within the university.” **EE**

All In The Family

“I knew from a young age that I was going to study accounting and I had always planned on going to the U. That’s where my dad had gone; I had seen his successful career and knew I wanted the same thing.”



Growing up in the shadow of the University of Utah, there was never a discussion as to where Scott Pickett (BA’79 MAcc’80) would go to school. An accomplished jazz pianist, he originally considered a career in Music Theory, but decided the best course for his future would be public accounting. After earning a B.A. in Accounting, he continued at the David Eccles School of Business to earn a Master of Accounting degree.

In 1999, while serving as chair of the Accounting Advisory Board he received the opportunity to teach Partnership Taxation as an adjunct professor at the school. This contributed to his long developing interest in eventually returning to campus as an instructor. After a successful career with PwC, Scott took advantage of an early retirement option and took a full-time teaching position at the school. He says of the experience, “One of the joys of teaching is that I had the opportunity to have my son Jeff in one of my classes. I think it stressed both of us to a certain degree (probably him more than me) but in the end it was a great experience.” Jeff described the experience as “The hardest class I have ever taken. Partially because the subject is complex, but also because I did not want to disappoint my dad!”

Jeff Pickett (BA’05 MAcc’06) could accurately be described as a carbon copy of his father. He shares Scott’s love of music as a jazz pianist, enjoys biking, gives back to the school in various capacities and has developed a successful career in accounting. Jeff says, “I knew from a young age that I was going to study accounting and I had always planned on going to the U. That’s where my dad had gone and I had seen his successful career and knew I wanted the same thing.”

The Picketts agree the David Eccles School of Business was instrumental in their preparation for successful careers in accounting. Both were involved with Beta Alpha Psi as students and both have actively served the school as alumni. Jeff has spent several years on the University of Utah Business Alumni Association Board and as a Smart Start mentor. In addition to his current role as a full-time instructor, Scott has spent many years on campus recruiting students into the world of accounting and serving on the Accounting Advisory Board.

Jeff and Scott Pickett speak fondly of the influence the school has had in their careers and families. Jeff says, “I think it goes without saying I couldn’t be where I am today without the school.” When asked about his son, Scott says, “Many of the things that drive him (in terms of his scholastic aptitude and his desire to be involved as an alum) are the same things that drove me when I was a student and a professional not affiliated directly with the school. The only difference is that he does each of these things at a higher and better level.”

The Picketts are a fantastic example of a legacy of involvement and success at the David Eccles School of Business. **EE**

Finding The Connections:

Greg Goff Shares How Relationships Help Build Careers

Greg Goff (BS'78 MBA'81) has spent the last few decades developing lasting business connections. Having worked in the oil industry for the entirety of his career, Goff has built enduring relationships with government and business leaders all over the world.

Through his numerous years of experience working for Conoco Phillips and now serving as the CEO of Tesoro, Goff has honed his relationship development skills in delicate situations. Here is some of his advice on how to build a mutually beneficial partnership:

BE STRATEGIC

Goff advises people to be deliberate in their approach when they are seeking to develop contacts in a particular sector or country.

To be successful working with the Venezuelan government, Goff developed a sophisticated relationship map to understand the complexities of the connections in the national oil company there. With this map, he could pinpoint who he wanted to reach and whose influence he needed to win to move



Greg Goff (far right) with David Eccles School of Business Interns at Tesoro last summer

his projects forward.

"We spent years developing this map and our relationships there," said Goff. "We could see who was important and what the dynamics were between different people so we didn't get blindsided. This map dealt with so many subjective factors that were critical, so we understood what affiliations we didn't want. It's been years since I've reached out to my contacts in

Venezuela. But if I wanted to, I could pick up a phone and be on the next flight to meet with them today."

BE HONEST

Goff also explained the importance of being straightforward and transparent. As in any relationship, building a network depends on trust and respect.

Three years ago Goff started working with the Chinese government on

certain opportunities. Although those opportunities didn't yield the result he wanted, the Chinese government didn't want the connection to end. Though Goff's desire to pursue a relationship with them isn't as strong as theirs, he continues to invest time.

"We make sure we aren't brushing them off," said Goff. "I think we're very straightforward in saying we don't see something today. We're

developing trust and respect with them so they see a high degree of confidence. Although there isn't something like that at this point in time, they want to keep the dialogue open. We're aware of what they're trying to do and we'll try to maintain the association."

When approaching a situation like this, Goff advises, "Just be honest with them and let them know where you stand. If you string them along, your relationship is at stake."

BE TRUE TO YOUR PRINCIPLES

Before making a decision regarding any type of business enterprise, Goff emphasized the need for being well grounded in your principles.

"At the end of the day, the foundation for your leadership has to be principle based," said Goff. "Your principles go to the root of the most fundamental qualities of trust and respect. You should be clear about the principles you stand for if you're making a decision that impacts the business. At the heart of all you do, your work needs to be based in what you firmly believe." **EE**

“Don’t be afraid to reach out. People want to help and give advice to support your goals as you begin your career.”



When Brian Webber (BA '89) sits in his office at Moelis & Company in Los Angeles, his alma mater back in Utah isn't far away from his heart. Webber has played a vital role in enriching the David Eccles School of Business network.

For several years Webber has supported students by funding scholarships at the school to provide students opportunity to reach their academic goals. When asked why he decided to give back, Webber explains, “I had a great experience at the University. It was very helpful as I began my career pursuits and I wanted to do the same for students today.”

His generosity hasn't stopped there. Last fall Webber graciously hosted Business Scholars students and staff at his California office to give a glimpse at the investment banking world. “Brian made a tremendous impact on our students when he hosted us at his firm,” says Buzz Welch, Business Scholars director. “He involved several professional colleagues as well, which helped students engage in a deep and meaningful discussion.” Welch continues, “While classroom lectures may be necessary to learn the basics, getting students out of the classroom and into the boardroom is essential. In an effort to provide quality professional experiences, we rely heavily on generous and dedicated alumni who understand the vital role they can have as mentors to our students.”

Webber understands firsthand how alumni can help careers grow. As he began his own career in

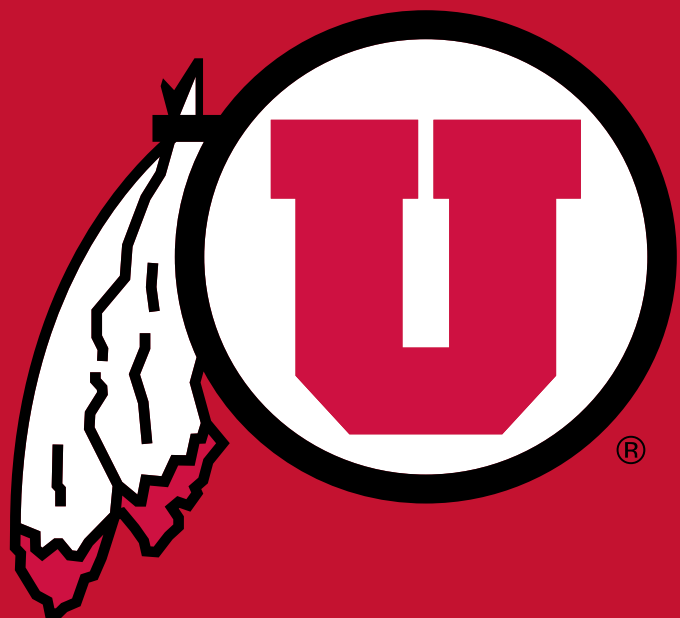
investment banking, he reached out to alumni to get advice. Webber explains, “They were helpful in sharing their experience and willing to help me navigate the field.”

Not only did Webber open the boardroom, he and his wife Megan also opened their home to the group. “Brian changed lives that day (and night!) as he provided prospective and understanding that simply can't be taught in the classroom,” Welch says. “Webber's contribution to the school will always be appreciated.”

Webber recommends current students utilize the alumni network. “Don't be afraid to reach out. People want to help and give advice to support your goals as you begin your career,” says Webber. “The key to successful networking is to develop a relationship by staying in touch and not to have just one conversation.” He explains, “Maintain dialogue through occasional email, text, or phone calls. If you only contact them once, the person can feel it wasn't a meaningful connection. Of course you want to be mindful of their time, but touching base will help them know they're important to you as you develop your career.”

Whether it's an investment of his time or resources, the David Eccles School of Business alumni network has benefited greatly from Webber's willingness to help build the school today, tomorrow and for generations to come is an invaluable asset for us all. **EE**

THE LONESTAR CONNECTION



Despite working together for years, neither Jennifer Foster (MBA '99) nor Rob Cross (BS '88) knew they had a connection as David Eccles School of Business alumni. The Austin-based Dell employees made the connection one day when Cross wore a dress shirt with the drum and feather logo to a meeting. Now they are both engaged with their alma mater and building the school's community in Austin while helping students make inroads at Dell.

JENNIFER SANDERSON FOSTER

Foster was recruited as a Group VP to work for American Investment Bank (AIB) after she received her MBA in 1999. After a three year stint with AIB, Foster accepted a position with Dell Financial Services (DFS) in Austin. Since joining DFS, she has held numerous management and executive positions including national sales manager, Director of Latin American Business Development and Director of Global Business Development. After almost 10 years in international roles she has been asked to lead the US Indirect Strategy for DFS.

"I will be forever grateful to the business school," said Foster. "When I finished my MBA I planned to stay with my current employer, but the placement office encouraged me to interview for a new role. That change took my career in a new and exciting direction,

which ultimately lead me to Dell. Furthermore, if it wasn't for the overseas class the U of U offered at the MBA program, I am not sure I would have pushed myself as hard to attain a global role."

Foster, along with fellow alum Rob Cross, hosted a group of about 15 students at Dell, providing opportunities for them to tour the facilities and meet with global executives. Perhaps most impressive is Foster's commitment to the students who expressed an interest in working with Dell after the visit. She worked closely with them on their resumés, preparing them for interviews, and making connections across the company.

"After seeing the kind of passion Dean Randall has for the school and his unique vision on driving the MBA program, I wanted to align and help those goals to further elevate our school." Foster said. "I am a proud Ute and delighted to continue



supporting the business school!"

ROBERT CROSS

Cross has been at DFS since 1998 working in various roles in sales and business development. Currently he's managing the collaboration between DFS and its IT outsourcing business.

Recently, Cross spearheaded the efforts to hold an inaugural networking event with the David Eccles School of Business that brought together over 30 Central Texas alumni. Since meeting, this group has formed an e-mail list, a "University

of Utah in Austin" Facebook group, and gathers for football watching parties.

Additionally, Cross has offered to help students interested in corporate finance to prepare them for interviews and provide networking opportunities.

"I have always been proud to be a Ute and to be from Utah," said Cross. "As 'remote' Utes we can provide a powerful extension of the U's brand to Austin and prospective students, and also represent Texas & Austin to current U of U students. I think everyone wins when we get involved."

Both Cross and Foster have a strong commitment to the David Eccles School of Business, its alumni and their students. The work they do helps build a stronger student body, more prepared graduates, and builds the alumni network throughout the nation, all leading to a stronger university. **EE**

Building a Network Anywhere

Tim Kenny (BS'85) had no intention of leaving Utah when he finished his Master of Accounting at the University of Utah. The Utah native wanted to stay close to family, but concluded there was a lack of opportunity in the market at the time. Following in the footsteps of his brothers, he moved to Washington, D.C., where he has lived and worked for the past 30 years.

Utilizing his network, Kenny soon landed four offers in the D.C. area. He accepted a job with KPMG, where he worked his way up to become an audit partner in 1997. He continued serving in that role until 2007, when he left to work as a senior vice president at Freddie Mac.

Born into a University of Utah family with both of his parents and a sister having graduated from Utah, along with another sister who will soon receive her Master of Public Administration from the school, Kenny is a Ute through and through.

"I think I had Utah sweatshirts from the time I was a little guy," said Kenny. "While I was at school, I lived on campus, worked in the athletic ticket office and played intramural sports. I never missed a home football game or basketball game. My Utah ties run deep."

When Kenny got to D.C., one of his colleagues set up the first-ever Utah alumni chapter in the area which now has a 25-year history. It was there he got involved in that initial alumni chapter, staying abreast of all things pertaining to his alma mater. He also made sure to catch a home game whenever he visited Utah.

Three years ago, Kenny joined the Accounting Board at the request of Dean Taylor Randall, seeing this as a way to give back and be more involved in what the school is doing. He also began taking a more active role in recruiting Utah alumni to the D.C. area. Through this, he has been able to help place several students and recent

graduates at accounting firms in the area.

One of those graduates, Yijing Cai, was a top student in the Master of Accounting program. Due to her connections with Kenny, along with her own exemplary academic and professional record, she earned a job at Freddie Mac as an Internal Audit Professional.

"It's gratifying to be able to help someone who's achieved tremendous academic success overcome the difficulty of sponsorship and begin her career," said Kenny. "It's so meaningful to be able to be involved in this process. It's fun to have fellow Utah alumni at my office."

For Kenny, his experiences at the university have helped shape his life and give him unparalleled opportunities.

"I've achieved a level of success in my career that is anchored in my experience at the U," said Kenny. "It wasn't just the degree I received, but the education that I got combined with the broader experience of attending this university and the people I met and competed with in sports. All of this has contributed to the person I am and the place that I have now in my career." **EE**



Tim Kenny (center) with Yijing Cai (BS'13 MAcc'14) (left) and Caitlin Arnett (intern) (right)

“MENTORING IS SO VALUABLE TO ME, I CAN’T EVEN BEGIN TO PUT INTO WORDS THE IMPORTANCE OF THIS EXPERIENCE.”



Guiding

the Next Generation into the

WORKFORCE

Lianna Ostler is one of a handful of alumni mentors who participates in both the Smart Start and ConnectU student mentoring programs, which are run through the University of Utah Business Alumni Association. The programs pair students with alumni mentors in the business fields they are planning on pursuing, or pair undecided business students with a mentor to help guide their path.

“It’s a tremendous help,” said Carrie Decker, MS Information Systems student. “I came into a degree program and field that I had no background in, and Lianna, through her connections, has helped pair me with the right people. She’s helped me to hopefully be able to find a job once I’m done with school.”

Ostler says that mentoring started as a way she knew she could give back, especially when she was in the beginning stages of her career, and not in a position to make a financial contribution. “Working with students has been one of the greatest decisions

LIANNA OSTLER KNEW THAT AFTER HER EXPERIENCES AT THE DAVID ECCLES SCHOOL OF BUSINESS AS A STUDENT, SHE WANTED TO DO SOMETHING MORE ONCE SHE GRADUATED. “THE EXPERIENCES I HAD WITH THE PROFESSORS AND THE ALUMNI REALLY HELPED INSPIRE ME TO WANT TO GIVE BACK.” LIANNA STATED. “I WAS THE FIRST IN MY FAMILY TO PURSUE A BUSINESS DEGREE, AND I DIDN’T WANT ANY STUDENT TO HAVE TO GO THROUGH THAT ALONE.”

I’ve made. I would challenge all alumni to get involved and make a difference in a student’s life because you never know what you can do for them.”

Smart Start focuses on undergraduate students to guide them through all stages of their academic study. Students who are undecided Pre-Business majors up to students who have declared majors and looking for jobs are encouraged to participate. ConnectU focuses on graduate students and helps promote one-on-one relationships with professionals, as well as networking in

groups at socials. Ostler has worked primarily with Smart Start, but helps to mentor students of all business majors across the board.

“Mentoring is so valuable to me, I can’t even begin to put into words the importance of this experience. Not only have I helped a student to build their network, but I’ve begun to build and expand mine as well. After all, these students are going to be working with us when they graduate.” **EE**

Teaching By Example

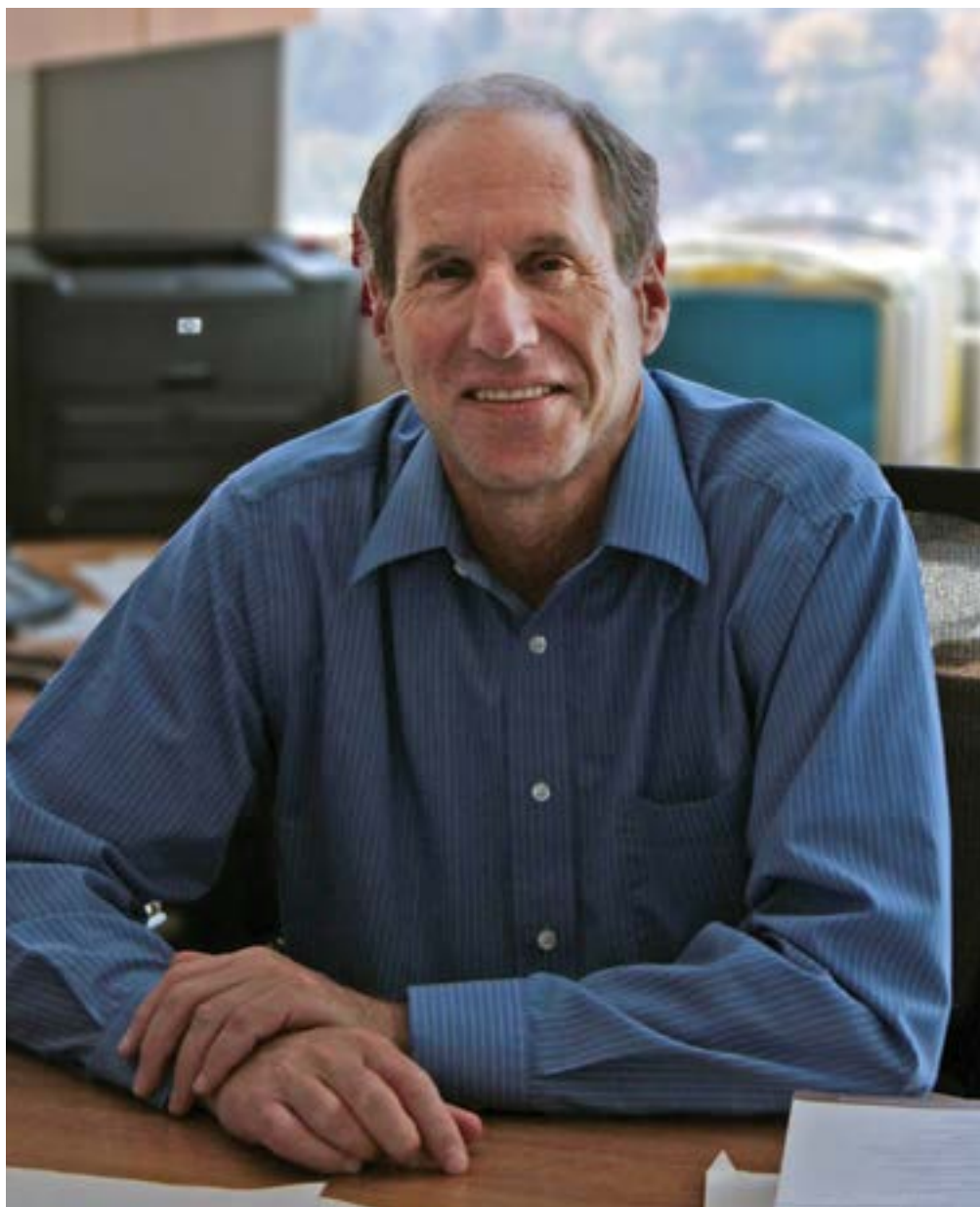
Having been a part of the Utah and David Eccles School of Business community for 34 years, Jim Schallheim, Finance Professor, generously gives a scholarship for students seeking a Master of Science in Finance because he wants to support the community that's been so good to him.

"Scholarships helped me as I pursued my higher education. Now that I am in a position to help others, I do. I also wanted to honor my grandparents, Leo and Rhea Schallheim, who had a high regard for education and helped to instill that in me. Even though they did not have an opportunity to go to college, they were always seeking knowledge and had an entrepreneurial spirit. Finally, I wanted to help a program that I helped start here at the University of Utah, the Master of Science in Finance," says Schallheim.

Schallheim also sees the impact scholarships have on students, hearing from them and working with them daily.

"As a professor, I am in a position to see the direct impact on students," says Schallheim. "First, we are able to attract students to our programs who otherwise would be unable to attend the U. Second, I see the difference it makes in the lives of students as they learn and as they apply their knowledge to real world problems."

The Master of Science in Finance program at the David Eccles School of Business



"Scholarships helped me as I pursued my higher education. Now that I am in a position to help others, I do."

has 112 students, 5% of whom are on scholarship. The success of the program is directly impacted by the network and the people who give both financially and with other resources.

"At the end of their time at the U, students are seeking jobs and careers, of course," Schallheim says. "Many stay in Utah but others leave the state. The opportunities that are provided by our networks, both in and out of the state of Utah, are invaluable to placing students in good jobs. Many of our students are capable of competing with the best if given the opportunity." **EE**

Mbe Agbor (BS'00 MBA'01) invests in students at the David Eccles School of Business through the Veronica Igra Agbor Memorial Scholarship he set up in 2003 to honor his mother, who passed away from cancer in 1998. Agbor says there was no question he would name the scholarship after his mother. "She was a phenomenal support to her children," he explains. "She was full of life and energy and went against the odds to succeed." Agbor emigrated from Nigeria to the U.S. in 1982. His parents wanted more for their four kids, so they took advantage of a scholarship at the University of Utah and moved the entire family across the ocean in pursuit of education.

Over the past 10 years, Agbor has been able to provide financial assistance to 15 students in the Opportunity Scholars program. These recipients are among a group at the school that would not have had the chance to reach their academic dreams without the help of donors like Agbor. Current accounting student Jehovana Pierre, an Agbor scholarship recipient, says, "The road was tough and I am close to the end and extremely grateful for people like Agbor, contributing to my success." Grace Tanyi, another recipient who emigrated from Cameroon, agrees, "The scholarship will make my studies easier. It is a great motivation for me to achieve my goals."

Agbor learned hard work at an early age in Nigeria where he had to walk miles to fetch water before he attended school. His parents instilled the value of higher education. "It was extremely important to my parents. There wasn't a question that we would attend college. It wasn't 'if', but 'when' we went to the university," Agbor says. "I applied to several schools, but decided on the David Eccles School of Business when University of Utah Business Alumni Board member Bill Lloyd set up an appointment for me to sit down personally with the dean." It was then he and his brother, Agbor Agbor, made up their minds to study business at the U.

He knows firsthand the importance of

community support. "I received the Jack Elizondo scholarship, which made such a difference." Agbor passionately tells, "That scholarship allowed me to have a broader college experience, network, and be a football player. I'm forever grateful." He goes on to say, "If I can help another student's life be easier, allow them to focus more on studies and have less financial stress then I'm rewarded. I know how important it is not to worry about having the gas to get to school or decide between having food or pay for tuition in order to get a degree."

His MBA has served him well as his career progressed within Unilever, taking on more and more responsibility, to his current position of Trade Marketing Manager at RB (Reckitt Benckiser) where he is in charge of strategic marketing on Finish dishwasher detergent for all grocery stores across the country. "Working in teams prepared me for the workforce. In the business world it isn't just one person who makes a mistake or succeeds, everyone has to deliver and pitch in. The exercises of teamwork do not end when you graduate." He adds, "Having leaders from the community speak in classes about their real-world experiences including mistakes and how to move forward in your career was invaluable."

It didn't take Agbor long to begin his philanthropic endeavors. The seed was planted upon meeting Elizondo at the annual scholarship luncheon. "I talked to him and realized he was an ordinary guy." Agbor challenges others to get involved too. "Sometimes we think it has to be the rich who give back, but it's something everyone can do. I started giving back when I was hired at Unilever right after receiving my MBA." He reflects back on hearing Jon Huntsman Sr., speak on campus, "He told us that if we didn't give now, then we'd never give because there's never a convenient time and it would always be a sacrifice." For that reason Agbor says there's no need to wait, but start now to invest in tomorrow's business leaders. **EE**

Lightening the Load

"If I can help another student's life be easier, allow them to focus more on studies and have less financial stress, then I'm rewarded."



HIRE

The David Eccles School of Business Graduate and Undergraduate Career Management Centers connect employers with competitive students for internships and jobs. Companies have the opportunity to be part of information sessions, career fairs, and on-campus interviews. For Graduate Career Management, contact director Sarah Johnston at sarah.johnston@business.utah.edu or (801) 585-9385. For Undergraduate Career Management, contact director Dana Sowby at dana.sowby@business.utah.edu or (801) 585-5061.

LEARN

Our top-ranked Executive Education Program provides companies and individuals from every industry the tools and frameworks to identify, address, and resolve the issues of today and the challenges of tomorrow. Our professors understand that business professionals need solutions, which can be implemented immediately. To facilitate this, their trainings address specific company needs through cutting edge theory, engaging instruction and latest business practice. You can choose from a custom, certificate, or open enrollment programs to create the best learning plan to meet your needs. Find out more at execed.business.utah.edu or call (801) 587-7273.

LEAD

Be a part of an affinity advisory board and assist in developing their strategic direction. Each board has a specific focus and is designed to gather and disseminate current industry trends. For information about specific boards contact:

- **School of Accounting
Master of Real Estate Development**
TJ McMullin - (801) 585-9992
travis.mcmullin@business.utah.edu

STAY CONNECTED: Ways To Be Involved

- **Opportunity Scholars
Business Scholars**
Katie Amundsen – (801) 585-5416
katie.amundsen@business.utah.edu
- **Masters of Information Systems**
Gail Ellison – (801) 585-6475
gail.ellison@business.utah.edu
- **University of Utah Business
Alumni Association**
Cory Nelson – (801) 587-8886
cory.nelson@business.utah.edu

SHARE

Be a mentor, speak in the dean's leadership class, sit on an expert panel or speak to student groups and clubs to share your industry experience and the valuable lessons you've learned along the way. As an alum, you have a great opportunity to help the students better prepare for their future careers through imparting your real-life insights, which can help them be more flexible, competitive, and job ready from day one.

INVEST

Individuals and corporations can play a vital role at the David Eccles School of Business through a variety of

sponsorship and giving opportunities. Donations support scholarships, educational programs, faculty research, and infrastructure needs to provide the best learning environment for the student body. A few of our ongoing opportunities include:

- Scholarships and endowments
- Sponsorship of premier events such as the Dean's Executive Chef Showcase and the University of Utah Business Open Golf Tournament
- Sponsorship of student competitions, which includes the Utah Real Estate Challenge, the Utah Entrepreneur Challenge or Games4Health

NETWORK AT REGIONAL EVENTS

Networking socials are held in a variety of cities to help you connect with the latest happenings at the school. Find out about the next planned event in your area:

- Austin
- Bay Area
- Chicago
- Cincinnati
- Dallas
- Denver
- Florida
- Houston
- Las Vegas
- Los Angeles
- New York
- Norway
- Ogden
- Orange County
- Park City
- Phoenix
- Portland
- San Diego
- Seattle
- St. George
- Washington, D.C.

For information, contact Cory Nelson at cory.nelson@business.utah.edu or (801) 587-8886. **EE**

IDA MAE HANKS

A Lifetime of Learning

When Ida Mae Hanks began her studies at the University of Utah in 1925, she could scarcely have known the impact that her love of learning would have on hundreds of students for generations to come.

When Hanks graduated from Nampa High School in 1921, she began training as a teacher and taught primary school in Teton, Idaho. However, Hanks “always had the desire to go to school at the University of Utah,” said her brother, Lincoln Hanks. “She loved that University.” Her dream of a college education was achieved when she graduated from the U with high honors in 1929, and she would later earn a Master’s Degree from the University of Idaho.

Hanks dedicated her life to education, teaching English, French, and Journalism for students in the Boise and Nampa, Idaho areas for more than 40 years. During that time, she inspired many students and shared with them her love of France, her interest in the events of World War I, and her inventive approach to journalism.

After a lifetime of teaching, Hanks ensured she could continue helping students attain an education. At the time of her passing in 1999, Hanks gifted her estate, worth approximately \$1.3 million, to the University of Utah. By doing so, she established scholarship endowments for nine campus areas. With the David Eccles School of Business, Hanks established the David Capener Hanks Scholarship Endowment in memory of her father. Now, in the fifteen years since her passing, many students have benefitted from her generosity through annual scholarship awards.

This year’s scholarship recipient, Tucker Rickard, says, “The scholarship has lightened my financial burden, which allows me to focus on the most important aspect of school, learning. When I graduate, I hope to make a difference in people’s lives, the same way that this scholarship has made a difference in mine.”

Ida Mae Hanks dedicated her life to teaching, and her legacy of learning continues. **EE**

LEAVE A LEGACY: PLANNED GIVING

Remember the experiences you had while attending the David Eccles School of Business and the doors that were opened because of your education. Investing your financial support back into the school is a great way to ensure the legacy of excellent education continues. Your gift will ensure expanded offerings of degrees, provide new opportunities for travel and study, and help us recruit award-winning faculty.

We know not everyone is able to give back at this time, but there is always a way to be a part of changing lives in our community. Planned giving provides you the flexibility to create designated gifts which play a vital role in sustaining the level of education you expect. There are a variety of ways to get involved, including:

- **Gifts of Stocks and Bonds.** By making a gift of your appreciated securities, you can avoid paying capital gains tax that would otherwise be due if you sold these assets.
- **Gifts of Real Estate.** Your property (home, vacation property, vacant land, ranch or commercial property) can make an excellent gift. When you donate your appreciated real estate property, you can avoid paying capital gains tax.
- **Gifts of Retirement Assets.** A gift from your IRA, 401k, 403b, pension or other tax deferred plan can help us further our work in the academic arena.
- **Gifts of Insurance.** If your life insurance policy is no longer needed or will no longer benefit your survivors, consider making a gift to the David Eccles School of Business.
- **Make a Bequest.** This is one of the easiest gifts to make. With the help of an advisor, you can include language in your will or trust specifying a gift to the school which will lessen the burden of taxes on your family, provide an estate tax charitable deduction, and leave your legacy for generations.

For more information about making a planned gift, please contact Heidi Woodbury at heidi.woodbury@business.utah.edu or (801) 581-5526. **EE**

ALUMNI - WHE

WHERE ALUMNI LIVE		RECENT GRADUATES 2004-2014	
33	AE	6	AE
59	AK	9	AK
56	AL	4	AL
9	AP	5	AP
52	AR	6	AR
722	AZ	89	AZ
2,170	CA	341	CA
734	CO	74	CO
79	CT	10	CT
2,120	DC	5	DC
20	DE	1	DE
429	FL	51	FL
260	GA	24	GA
3	GU	0	GU
56	HI	7	HI
45	IA	14	IA
535	ID	73	ID
210	IL	39	IL
74	IN	11	IN
85	KS	10	KS
50	KY	6	KY
34	LA	3	LA
138	MA	16	MA
127	MD	20	MD
25	ME	4	ME
148	MI	27	MI
146	MN	27	MN
103	MO	10	MO
18	MS	2	MS
100	MT	15	MT
225	NC	30	NC
16	ND	2	ND
56	NE	7	NE
39	NH	5	NH
130	NJ	23	NJ
122	NM	15	NM
442	NV	62	NV
225	NY	62	NY
199	OH	21	OH
81	OK	9	OK
382	OR	57	OR
189	PA	40	PA
4	PR	1	PR
11	RI	3	RI
97	SC	6	SC
18	SD	4	SD
97	TN	15	TN
895	TX	150	TX
21,983	UT	7,432	UT
432	VA	52	VA
1	VI	0	VI
20	VT	0	VT
748	WA	107	WA
83	WI	21	WI
25	WV	4	WV
102	WY	20	WY



Top 5 States Where Alumni Live
UT CA DC TX WA

Top 5 States Where Accounting Alumni Live
UT CA TX AZ CO

Top 5 States Where Finance Alumni Live
UT CA WA AZ TX

RE ARE THEY?

TOTAL NUMBER
OF LIVING ALUMNI
OF GRADUATES

35,475

TOTAL NUMBER
OF GRADUATES
ALUMNI

9,216

TOTAL NUMBER
OF UNDERGRADUATES

23,112



**Top 5 States Where
Marketing Alumni Live**
UT CA CO AZ WA

**Top 5 States Where
Info Systems Alumni Live**
UT CO WA IL TX

**Top 5 States Where
Bus Admin Alumni Live**
UT CA TX WA AZ

LOCATIONS OF INTERNATIONAL ALUMNI

1	Australia	
1	Belgium	
1	Bolivia	
1	Bosnia-Herzegovina	
3	Brazil	1 Brazil
24	Canada	3 Canada
12	China	9 China
1	Dominican Republic	
2	France	1 France
1	Georgia	1 Georgia
10	Germany	1 Germany
1	Greece	
6	Hong Kong	4 Hong Kong
6	India	4 India
1	Ireland	1 Ireland
1	Italy	
13	Japan	5 Japan
2	Kiribati	
2	Malaysia	
1	Mariana Islands	
6	Mexico	
1	Mongolia	1 Mongolia
1	Netherlands	1 Netherlands
2	New Zealand	
1	North Korea	1 North Korea
58	Norway	2 Norway
1	Qatar	1 Qatar
1	Russia	1 Russia
2	Saudi Arabia	1 Saudi Arabia
3	Singapore	
23	South Korea	22 South Korea
2	Spain	1 Spain
1	Sweden	
2	Switzerland	
12	Taiwan	7 Taiwan
3	Thailand	
4	United Kingdom	1 United Kingdom

RECENT GRADUATES 2004-2014



University of Utah Business Alumni Association



Association members plan events, mentor students, and give back.

One of the ways alumni stay involved with the David Eccles School of Business is by participating as a member of the University of Utah Business Alumni Association Board Of Directors (UUBAA). The board is comprised of 60-65 alumni who have applied, been accepted and committed to serving the school for 3 years via time, talents or financial support.

UUBAA has four committees: Smart Start, ConnectU, Alumni Outreach and Involvement, and Golf. The design of the board allows alumni to self-select the committee which best fits their skills and interest while building their network and leadership.

Smart Start committee members meet throughout the year to plan the programs and engage undergraduate students. Through one-on-one relationships, mentors provide valuable industry insight and guide students as they begin to decide on a career path. Students, who have applied to be part of the program, are then paired to alumni who will best prepare the student for their upcoming launch into the business community.

ConnectU is another mentor program focused on working with graduate students at the school. The graduate students who have applied to the program have the opportunity to polish their professional networking and interviewing skills through events which are attended by dozens of alumni. In addition to the group socials, mentors schedule individual lunches with the students which give them a chance to go in-depth into industry trends and provide tips on becoming more marketable after graduation.

Alumni Outreach and Involvement committee members plan and develop strategies to bring alumni back to the David Eccles School of Business through alumni club socials, sports activities and the Alumni Speaker Series. The series has featured prominent alumni such as LDS Hospital CEO Jim Sheets, former Senator Bob Bennett, Natalie Gochnour, and Greg Miller.

The Golf Committee takes a lead role in planning the University of Utah Business Open. The committee helps secure auction items, invites teams to sponsor the tournament and various other activities. Each year the tournament raises over \$50,000 for scholarships within the school.

The commitment of the UUBAA Board members is unparalleled. They provide great value to the school and the students. If interested in applying for the University Of Utah Business Alumni Association Board of Directors, contact Cory Nelson at cory.nelson@business.utah.edu.

EE

AWARDS AND HONORS



Dr. Debra Scammon

Dr. Debra Scammon, director of the Master of Healthcare Administration (MHA) program, was named a Lifetime Achievement Award winner for the American Marketing Association's Marketing and Society Special Interest Group, becoming the first woman recipient of the AMA honor given to acknowledge outstanding contributions in the field of marketing and social issues.

Associate professor of accounting **Marci Butterfield** was named an Outstanding Faculty Advisor award winner by Beta Alpha Psi, the national accounting honor society for students and professionals. Butterfield is one of only four winners of the honor from across the country.

Dr. Christine Botosan, professor of accounting and associate dean of graduate affairs, was elected president of the American Accounting Associations (AAA) board of directors. The AAA is an exceptional organization of more than 7,500 members worldwide



Marci Butterfield

striving to achieve excellence in accounting education, research, and practice.

Dr. Martha Eining, director of accounting programs, was one of two recipients of the American Accounting Association 2014 Outstanding Service Award. The Board of Directors says this honor recognizes her willingness to extend involvement and understanding of scholarly publishing beyond that of a passionate researcher and to lead the Intellectual Property Task Force.

Finance professor **Dr. Michael Cooper** published new research that shows CEOs who receive higher incentive pay often lead their companies to decreased financial performance. Cooper, along with co-authors Huseyin Gulen of Purdue University and P. Raghu Vendra Rau of the University of Cambridge, shows that CEOs with average compensation of more than \$20 million are linked to an average yearly loss of \$1.4 billion for their organizations. Using sophisticated statistical analysis, the study creates



Dr. Christine Botosan



Dr. Scott Schaefer

a deeper understanding of the link between executive pay and financial performance and reveals that the more executives are paid, the more they exhibit over confidence in their decision-making. This over confidence leads to increased risk-taking behaviors, such as aggressive mergers and acquisitions, investments in bad projects, and wasteful spending. "It has become well established in academic research that businesses are racing to pay their executives more and more," says Cooper. "They want to have a glamorous, highly paid CEO, however, this runs counterintuitive to what is actually smart business. Businesses should be careful to control overzealous investment



Dr. Martha Eining

and takeover activities of highly paid CEOs if they want to ensure the best financial future for their business."

It's an intriguing premise for a book: Pack three economist buddies into a car for a cross-country road trip to explore how small businesses function in far-flung locales, and extract some lessons valuable to all manner of executives and entrepreneurs in the process.

That's exactly what **Dr. Scott Schaefer**, an economics and strategy professor, did with a couple of friends—Michael Mazzeo of Northwestern and Paul Oyer from Stanford—when he took the wheel and guided the trio to the creation of *Roadside MBA: Back Road Lessons for Entrepreneurs, Executives and Small Business Owners*, published this past summer.

The book includes visits to all manner of businesses, from a compost company in Montana to a windsock manufacturer in Oklahoma, a doggie



Dr. Michael Cooper

daycare in Georgia to a funeral home in Tennessee. In exploring a variety of businesses, the three authors find ample material for discussing the complexities of modern business, and in the process discovering there are several different avenues for business to find "success."

"We immediately saw that small businesses can compete effectively with the big boys, and they do so by being smart about what larger firms can and can't do well," Schaefer said. "Scale has its advantages, of course—big marketing budgets, global reach, etc.—but it has its disadvantages as well." He goes on to say, "The road trips gave us a great opportunity to see that what we talk about in the MBA classroom is going on all over the business world every day. We saw dozens of entrepreneurs making use of strategies involving differentiation, scale economies, barriers to entry, branding and more—in exactly the way we'd coach our MBA students." **EE**

University of Utah Breaks Ground on Lassonde Studios Building

The University of Utah's Lassonde Entrepreneur Institute is one step closer to becoming an international destination for student entrepreneurs, innovators and "makers." after it broke ground on Lassonde Studios on October 10, 2014. The five-floor, 160,000-square-foot building will merge more than 400 student residences with a 20,000-square-foot "garage" open for any student to attend events, build prototypes, launch companies and more.

"This is a new type of building focused on experiential learning," said Troy D'Ambrosio, executive director of the Lassonde Entrepreneur Institute, an interdisciplinary division of the David Eccles School of Business. "Lassonde Studios is the culmination of more than a decade of growth and achievement."

Lassonde Studios will open in

fall 2016. It is designed to be as innovative as the students and activities that will be inside. The Lassonde Entrepreneur Institute is

working with an internationally-recognized architectural and design team to create a space that will define a new type of

university environment and inspire entrepreneurs for decades to come.

"Everything about this building has been unique and different, even our design process," said Mehrdad Yazdani, of Yazdani Studio of Cannon Design and the lead designer for Lassonde Studios.

The heart of Lassonde Studios will be the "garage" on the first floor. It will be a mostly open space with moveable furniture to accommodate a wide range of activities. It will feature co-working space, private offices for startup companies, café, lounge space, and a prototyping area with 3D printers, sewing machines, hand tools, laser cutter and more. Any student at the University of Utah will be welcome to use the "garage." It will function like a student union for entrepreneurs and innovators. "We want to accelerate the time it takes for students to see their



One-of-a-kind facility for student entrepreneurs and innovators will merge more than 400 residences with a 20,000-square-foot 'garage' open to all students across campus



Lassonde Studios ground breaking October 10, 2014



Moveable "living pods"

ideas become a reality, and we want to give them a place where they can meet and form interdisciplinary teams," said Taylor Randall, Dean of the David Eccles School of Business.

The four floors above the "garage" will provide three types of housing as well as additional co-working, study and "maker" space. The living options include moveable "living pods" designed exclusively for Lassonde Studios, lofts, and traditional single and double rooms.

Lassonde Studios is made possible through the vision and support of Pierre Lassonde, a successful entrepreneur and MBA alumnus of the David Eccles School of Business. In addition to founding what is now the Lassonde Entrepreneur Institute with a \$13 million donation, he gave \$12 million more to build Lassonde Studios and support the activities inside.

"Pierre Lassonde has a vision to make the University of Utah the best place in the country to study entrepreneurship," D'Ambrosio said, "and Lassonde Studios is helping make that dream come true."

Learn more about Lassonde Studios at www.lassonde.utah.edu/studios. **EE**



Architectural renderings – Lassonde Studios garage space

CONNECTING STUDENTS

Opening DOORS EXPANDING HORIZONS

The focus at the David Eccles School of Business is to provide life-changing educational and professional opportunities. The school has invested in building a network of alumni, companies, staff, and faculty who tirelessly work to expose students to experiences beyond the textbooks that enrich the classroom.

This is what senior accounting major Deanna Drollinger epitomizes. Drollinger once thought she'd never move out of Logan, attend college, or be looking at positions in corporate America.

Looking at Drollinger's beginning will help explain her incredible transformation. At a young age, Drollinger took on the responsibility of caring for her two younger brothers to make sure they were fed, got cleaned up, and into bed. During her freshman year in high school, she decided to move in with her aunt to help relieve the financial burden at home.

It was a concurrent enrollment course in accounting through Utah State University that sparked the idea she might want to do more than a retail job in her hometown. Drollinger fell in love with accounting instantly. Though she eagerly worked ahead of her classmates on assignments, she faced financial troubles at home and considered dropping out of high school in order to help. Her cousin,



DEANNA DROLLINGER

Darren, however, who saw her potential, wouldn't allow her to cut her academic pursuits short. Together they found the Opportunity Scholars program, which provides financial assistance to first-generation students.

Upon entering the university, Drollinger vowed to make the most of her education. Unfortunately, her social anxiety kept her isolated from other students. Being very self-driven, however, she refused to waste her opportunities. At the end of her sophomore year, Drollinger pushed herself to attend networking and social events that would broaden her experiences. She says, "It took a lot of practice, but eventually it got better." As she became more comfortable opening up, she decided to take on a leadership role in Beta Alpha Psi (BAP) as the VITA officer, which allows her to

assist national and international students to prepare and file their taxes. Her next hurdle was an accounting trip to Dallas, TX. "Up to that point, I hadn't considered a career outside of Utah. But Martha (Eining) encouraged me to expand my opportunities." The trip was a pivotal point in her career aspirations.

This past summer, Drollinger was invited to PwC's prestigious national Summer Leadership program in Atlanta, GA to represent the North Texas office. "Everyone was so open," she says about the program, "We'd come together, all 500 of us, share our personal stories and insights, and grow as one team." Her confidence flourished as she continued to open herself up to new possibilities. She says, "I'm a completely different person going out than I was coming into college." Following the program, she attended the national BAP meeting where she was able to build her network, attend compelling breakout sessions, and bond with her peers. Today, she's accepted an internship offer from PwC in Dallas for Spring 2016. Drollinger says, "Pushing myself has helped me build a strong, supportive network." However, she admits she didn't do it alone, "I wouldn't be where I am today without the mentorship of Martha Eining, director of accounting, Marci Butterfield, BAP Advisor, and professors like Michael Lewis and Shannon Charles who believed in me and challenged me to go further." **EE**

At the David Eccles School of Business, we are committed to changing lives.

The Master of Real Estate Development (MRED) program at the David Eccles School of Business has always been a unique entity in higher education offering students hands-on real estate development practice. The program teams with the College of Architecture + Planning to incorporate disciplines ranging from development and urban planning to finance, transactions and capital markets. It's one of the only programs of its kind in the world preparing students to enter the workforce uniquely prepared to succeed.

The program recently added Real Estate Around the World, a class which takes students on two weeks of company visits and networking opportunities from Asia to the Middle East to Europe.

"The trip broadened my perception of how the world looks at real estate," MRED student Evan Hyde said of the experience. "Utah is not the rest of the world, and it was refreshing to get an inside look at how other countries handle things."

The MRED Around the World class was modeled on a real estate partnership with instructor Jim Hill acting as managing partner, and the students in the role of junior partners. The students all helped plan, research and execute the trip. Among firms visited were international companies like Hines, Adobe and Costco, as well as country-specific developments in Seoul, Shanghai, Hong Kong,

STUDENTS REFLECT ON Real Estate Around the World CLASS



Bangalore, Dubai and Paris. Student Joseph Powell said, "The caliber of the contacts and companies that we were able to meet, and the time we spent with them, were once-in-a-lifetime learning experiences."






Powell said a development in Hong Kong, 'Shui on land,' was a personal highlight. "We were given a wonderful presentation then a tour of their master plan community which took older, existing French concession homes that were renovated into a mall surrounded by tall, modern skyscrapers," Powell said. "This created an amazing atmosphere and preserved the old architecture."

Several of the students said the class inspired a reassessment of their career possibilities to include options they had not considered before boarding the plane and following the sun westward.

"I learned how small the market is in Utah compared to what is going on around the world," said student Christian Traeden. "The trip opened up my eyes to the possibilities available in international development." Student Michael Glauser agreed, "For the first time, I really felt that I could do international development and be happy. After this trip, if I wanted to work internationally, I'd have a list of five or 10 people I could contact to get started." He says, "It's a once-in-a-lifetime experience where you have the full attention of some of the biggest and best developers in the world." **EE**

Alumni on the Move

Keep up to date on all the activities in and around your area. Follow us at:

- facebook.com/davideccleschoolbusiness 
- @DESBalumni 
- David Eccles School of Business 
- ubusiness 
- alumni.business.utah.edu/blog 

Stay Connected:
alumni.business.utah.edu/alumni-updates

60s



Richard Maycock (BS'61 MBA'64) is the Senior Vice President at Logan & Fisher and was recently elected the National Forest Homeowners Association Board of Directors

Michael Taylor (MBA'68) is enjoying the links now that he's retired

70s

Ben James (BA'71 MA'72 MBA'78) has settled into retirement



C. Bryan Ethington (BS'75) is happily retired

Michael Mooney (MBA'75) is easing into retirement from MJM Management & Consulting, Inc.

David Haedt (BS'78, MBA'79) continues to grow his entrepreneurial ideas with his latest venture founding ASPEX which involves a green chemistry innovation that is applied to recycling use.



Robert McDonald (MBA'78) has been appointed the Veteran Administrations Secretary of the United States

80s

Bret Dandoy (BS'87) is the Deputy President and COO of Deutsche Securities in Toyko, Japan

Yoshio Kito (BS'88) is the President of Kito Corporation in Japan

90s

John Ricciardi (BS'96) started his own company, Altapure, which won the 2014 Edison Awards in the area of Applied Technology-Safety



Richard Murray (BS'99) is the President/CEO of CarrierSales and became the company's sole owner in 2013

00s

Brad Brusckhe (BA'01 BA'01 MPR'03) is now the Vice President of Private Client Advisor at JPMorgan Chase

John Gillings (BS'01 MPR'03) is the Vice President of Equity Research at JMP Securities

Rinehart Peshell (BA'03 MPR'04) works at the Office of the United States Trustee as the Bankruptcy Auditor/Analyst

Thamina Sbai (BA'03 BS'03) works as the Senior Brand Manager at L'Oreal USA



Feng Wan (MBA'03) is the Risk Manager at China Minsheng Bank in Beijing



Simon Brewer (BA'04 MAcc'05) is the Vice President of Finance at Wilson Electronics, LLC

Matt Chowning (MBA'04) is the Focus Factory Manager at Haemonetics

Jonathan Durrant (BS'04) is pursuing his Ph.D. in accounting at Texas Tech University

Jordan Fuller (BS'04 MAcc'05) works at Deseret Mutual Benefit Administrators as the Assistant Corporate Controller

Riley Spargen (BS'04) works at Varilease Finance, Inc. as the Vice President of Finance

Bryan Dowie (MBA'05) is working at a Finance Analyst at Husky Energy

Daniell Mattiussi (MBA'06) is the Vice President of Operations at Maverick, Inc.

Josh Cameron (BS'07 BS'07 MS'09) is the CFO at Crest Financial

ALUMNI NEWS



Lauren Farnsworth (BS'07 MAcc'09) is the Financial Reporting Manager for American Express and will have her book "Keeping Kate" published in early 2015

Kurt Allen (BS'08 MAcc'09) works at Quartzdyne, Inc. as their Controller

Eric Callister (BS'08 MAcc'09) works as a Manager at KPMG

Nathan Cowley (BS'08, MAcc'09) is an Audit Senior at Ernst & Young

Jacob Jones (BS'08 MAcc'09) works for CDAA as their Senior Auditor

Garrett Best (BS '09) works as the Manager of Financial Planning and Analysis at Verisk Health

Sarah Choi (MAcc'09) is the Fixed Asset and Intercompany Accountant at Safran Morpho

Michael Downs (BS'09 MAcc'10) working at Smith Frozen Foods, Inc. as their Treasurer

Sarah Dubek (BS'09 MAcc'10) works as the Financial Institution Examiner at the FDIC

Melanie Henderson (BS'09, MAcc'10) is the Audit Supervisor at the Office of the Utah State Auditor

Garry Hrechkosy (HBS'09 MAcc'10) is a Senior Associate at PwC

Daniel Hurst (BS'09 MAcc'10) is the Accounting Manager at HealthEquity, Inc.

Eric Jensen (MAcc'09) is now an Accountant at Stayner Bates and Jensen

David Johnson (BS'09) moved back to Utah to take the Controller position with ASEA, LLC

Elaine Lu (MAcc'09) is working at Health Line International Corporation as a Controller

Laura Lund (BS'09 MAcc'11) is the Internal Auditor at Sinclair Oil Corporation

William Park (BA'09 MAcc'10) is an Audit Senior at Deloitte & Touche

Seth Satterfield (BS'09 MAcc'10) is the Supervising Senior at Connor Group

Heather Sells (MBA'09) works as the Senior Business Analyst at Blue Chip Group and also got married last March

Jessica Watson (BS'09 MAcc'11) works as the AR & Credit Manager for Wintersteiger, Inc.

10s

Michael Whipple (HBA'09 MAcc'10) is an Assurance Professional at WSRP

Benjamin Clegg (MBA'10) is the Vice President at SigmaPMG

Wesley Matern (BS'10) is a Credit Analyst/Portfolio Manager at Zions Bancorp

Jonathan Bowen (HBS'11) is an Associate of Venture Capital Coverage at Bank of America Merrill Lynch

Clint Hugie (HBS'11) is at the University of Iowa studying Health Law

Austin Whitaker (BS'11) is the Marketing Manager for Winder Farms

Nidarat Urailetprasert (MBA'11) works with Walt Disney Company in Customer Insights and Business Intelligence

Guillermo Sacriste (BS'12 BS'12, MBA'13) has joined IBM Corporation as a Financial Analyst

Stuart Woolley (MBA'13) is the Product Development Engineer FCG at Ford Motor Company where he managed the build and completion of 2015 Mustangs used in various media campaigns and auto shows and won a lunch with Bill Ford

Josh Ariotti (BS'14) is the Procurement Assistant at Management Training Corporation

Greg Auxier (BS '14) works as the Hosted Solutions Sales Rep at Spillman Technologies

David McNeill (MBA'14) is the Business Strategist at Open Legal Services, which is a non-profit legal team providing services to low-income families

Daniel Velazquez (MBA'14) is the Business Development Manager at Layton Construction

IN MEMORY

Sylvester DeLamar (Del) Low

— 1920 -2014 —

Our devoted alumnus, Sylvester DeLamar (Del) Low, passed away peacefully at age 94 on November 4, 2014 at his home in Roanoke, Virginia.



Del was born and raised in Canada. In 1943, he graduated from the U's business school in accounting and began his career in Calgary, Alberta. Business opportunities took him back to Salt Lake City and then Boise, Idaho where, in 1947, he established a successful accounting practice, which later merged with Touche Ross, one of the then 'Big 8' accounting firms. That action provided opportunities for Del to hold leadership positions at the upper management level of the firm, including sitting on the firm's Board of Directors.

A true pioneer in the practice of public accounting, Del became the 153rd CPA ever licensed in the state of Utah and the 75th in Idaho. Del was one of the founding members of the business school's National Advisory Board and served for 25 years. Additionally, he served as President of the Idaho Society of CPAs, was heavily involved in the operation of the Mountain States Institute of CPAs, and held a position on the board of directors of the American Institute of CPAs. He was an active member of Rotary International and served on numerous civic, charitable, artistic, and advisory boards.

Del established the S. Del and LaRee W. Low Endowed Scholarship Fund in Accounting and contributed to the new Spencer Fox Eccles Business Building. One of the largest classrooms in the new building bears his and his wife's names. Del's financial, leadership, and volunteer efforts created significant opportunities for students and the business school. His scholarship fund has helped 18 students receive their Master of Accounting degree. Created as a permanent endowment, this fund will continue awarding two scholarships annually in perpetuity.

Both inside and outside of the business school, Del helped countless people obtain employment through his vast network of friends and colleagues. Many of his scholarship students developed long lasting relationships with him, relying on his wisdom and mentorship.

His impact was felt deeply by all who knew him. We will miss his wit, wisdom, and friendship. We are extremely grateful for Del's service and generosity. His legacy lives on through his scholarship and classroom where hundreds of students are educated daily. **EE**



University of Utah Business Open



24th Annual Spencer Fox Eccles Convocation featuring Billy Campbell, former CEO of Discovery Networks



ConnectU Networking Social

Were
U
There?

PHOTOS FROM ALUMNI EVENTS



MBA student trip to Japan



Alumni night at the Salt Lake Bees



Alumni night at the Salt Lake Bees



Were **U** There?

PHOTOS FROM ALUMNI EVENTS

2014 Dean's Executive
Chef Showcase



Smart Start
Speed
Networking



2014 Dean's Executive Chef Showcase



63rd Annual Scholarship Luncheon



MBA student trip to Japan



63rd Annual Scholarship Luncheon



24th Annual
Spencer Fox Eccles Convocation
featuring Billy Campbell, former CEO of Discovery Networks



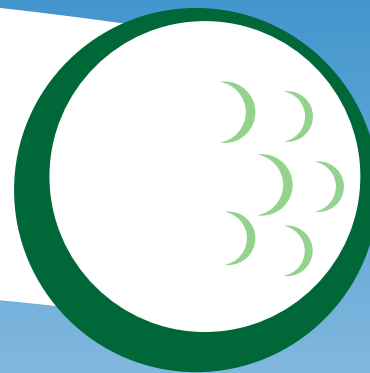
**David Eccles
School of Business**
THE UNIVERSITY OF UTAH

1655 E. Campus Center Drive
Spencer Fox Eccles Business Building, Room 1113
Salt Lake City, UT 84112-9301

NON PROFIT ORG
U.S. POSTAGE
PAID
SALT LAKE CITY, UT
PERMIT NO. 287

MAKE A BIRDIE. MAKE A DIFFERENCE.

Morgan Stanley
**University of Utah
Business Open**



MONDAY, AUGUST 10, 2015
HIDDEN VALLEY COUNTRY CLUB

8:00 a.m. shotgun start

Includes breakfast, lunch, tee prizes,
on-course contests and much more!

Contact Kris Bosman at (801) 581-6075
for sponsorship information



**100% OF PROCEEDS
FUND SCHOLARSHIPS
FOR STUDENTS AT THE**

**David Eccles
School of Business**
THE UNIVERSITY OF UTAH

