



"HOTCHKISS HAPPENINGS"

LFGSM Hotchkiss Scholar E-Newsletter

February 2009

From "Market Bubble to Bubble Bath" 2008 Hotchkiss Scholars Recognition Dinner



Sandy Lincoln addresses the crowd during the presentation.

The **25th Anniversary Hotchkiss Scholar Recognition Dinner** held on November 13, was a great success. Attendees were greeted by special 25th anniversary decor and keepsakes and were treated to a presentation by our special guest, **Sandy Lincoln, Senior Investment Strategist for M&I Wealth Management & LFGSM Faculty Member**. Sandy spoke about the phenomenon of "market bubbles" and how there have been occurrences of "market bubbles" turning to "bubble baths" for hundreds of years and predicts our current economic downturn will eventually improve. The 2008 Hotchkiss Scholars were recognized and presented with a Hotchkiss Scholar certificate and clock. We also had the opportunity to hear from current Hotchkiss Scholar Scholarship recipient Ernest Jones. He expressed his thanks to those who have afforded him the opportunity to receive the scholarship and noted how honored he was to be considered part of a stellar group of LFGSM constituents.

Attendees had the opportunity to network with other fellow Hotchkiss Scholars and, along with Dr. Eugene Hotchkiss, were able to welcome the newest members of the group. Joan Steltmann, Vice President, Enterprise Advancement, shared key LFGSM news, and a special table-networking activity ensured interesting dinner discussion. A great time was had by all at this great event.

Coming Soon

The LFGSM "Have a Heart" Scholarship Online Auction! Our goal is to raise \$15,000 for emergency scholarship needs for current students. For more information and to check out auction items.

[Click Here!](#)

Save the Date

2009 Scholarship Golf Outing: June 25th at the historic Chevy Chase Golf Course in Wheeling. Join us for golf and dinner or just for dinner! Watch for your invitation in May.

Get ready to answer the call!

Fellow Hotchkiss Scholars will be calling in **early April** to ask for your help in building the Hotchkiss Scholar Scholarship Fund.

We hope we can count on your support!



Fred Barrett and guest chat over dessert.

Treading on Global Ground: Joe Luna, Class of 2008

A Day in the Life of a Hotchkiss Scholar

By: Mike Raffety, Class of 2000



HH: Please describe your current role and responsibilities. How long have you worked there and in what position?

I've been working for JP Morgan Chase for 18 years, and am currently Senior Vice President of Commercial Banking. I manage commercial relationships with mid-market companies in the Chicagoland area.

HH: Why do you do what you do? What is most meaningful about your job?

I love the exposure to different industries, capital and global markets and the diversity of my clientele. My assimilation into a client's objectives and strategic direction allows me to be positioned as a value-added resource for the company.

HH: In twenty words or less, how would you describe a typical day at work?

I leverage the Bank's global resources in conjunction with my understanding of clients' business to assess market risk and better position them to meet objectives.

HH: What do you find most challenging?

Working in the financial markets today. I, along with my client base, am facing unprecedented times and economic headwinds. It is truly a life and career experience that cannot be fully taught or prepared for. The lessons I've learned from past economic recessions and the skill set I derived from my education at LFGSM are strong tools at my disposal.

HH: Where do you hope to be in five years?

Living on a fishing boat off the Florida Keys with an infinite supply of a frosty cold beverage! Well, not quite, but definitely engaged in what I'm doing now, but on a global basis, working with multinational corporations, expanding their footprint and business plan in different regions of the world.

HH: Why did you choose to pursue an MBA at that point in your career, and why did you pick LFGSM?

I wanted a better understanding of how to collectively leverage the skill sets of those around me to benefit my organization and clients. I found LFGSM offered a unique learning experience absent in other MBA programs throughout Chicago. The curriculum draws from the experiences of the faculty and student base, each with relevant business backgrounds. I found that this combination creates a learning environment with valuable depth and diversity.

HH: What is your most memorable classroom or group experience?

Several come to mind, but of particular fondness was the consulting work done in Asia and Brazil. It was cultural and global business eye-opener and a life experience that will shape my outlook on the world for the rest of my life. For a week or so, we were submersed into a different business culture which required the development of skill sets previously not used. I'm still in contact with some of the individuals I worked with in those countries.

**Do you know an
outstanding LFGSM alum to nominate for
LFGSM's Distinguished Alumni Awards?**

Go to www.LakeForestMBA.edu/AlumniAward
Nominations are due
April 30, 2009.

HH: What did you learn that is most useful today – what was your biggest 'aha' moment?

The international perspective revealed how we're just a small piece of this global marketplace, and what we do is influenced by what's going on in established and emerging markets. We learned that we can interpret and react to stimuli, but we don't really know what to expect until we've actually experienced it. "Walking in the shoes of another"...I believe is how it's best phrased.

HH: How has your degree from LFGSM helped you excel in your current position and how will it help you achieve your future career goals?

The group projects and interaction were critical. From day one, I noticed that I could draw from my classroom experiences to engage my colleagues at work. It made me look for core competencies of both myself and my company. I feel comfortable recommending change and not just for change's sake, but for the advancement of my organization. I have an arsenal of new communication, negotiation, and risk management skills, to assist clients in better managing their resources.

HH: What do you miss most about your LFGSM experience?

All those late nights consolidating group projects and the competitive fire raging within the Shoe Industry. All kidding aside, it's really the group dynamic, building camaraderie with what develops into your business network for life. I loved the interaction and brainstorming sessions. It's a bonding, learning experience, a major part of your life for a while, and then it comes to an end. There's the networking, the development of relationships in a business environment, and being part of the LFGSM family. But, the alumni program enables me to remain engaged.

HH: What advice would you give to other grads about how to make the most of their MBA experience?

Don't forget to practice what you we have absorbed in this unique environment. You have to practice it regularly and employ those fundamental skills. LFGSM teaches it step by step, and the steps build on each other for a reason. Use it through your interactions with coworkers and clients, engage in networking, never stop learning, and keep challenging yourself. We are in a historic and challenging time. Take comfort in knowing that the LFGSM community and its extensive networking resources will prove to be a valued ally.

Volunteers Needed to help make Hotchkiss Happenings happen!

If you are interested in being a contributing author please email **Bea Emanuel-Sims** at bemanuel-sims@lfgsm.edu.

Special Thanks to Mike Raffety, this edition's guest author. Thanks for making Hotchkiss Happenings happen!

Look for your next Edition of Hotchkiss Happenings in July 2009!

"SCHOLAR SCOOPS"

Rose Limberis (2006) was promoted to Division Sales Manager for Sony Electronics AVIT Sales, leading the team of Key Account Executives calling on CDW.

Peter DeRobertis (2001) and wife Marina welcomed little Ricardo to the family on October 26th, 2008. He weighed in at 7lbs and was 20 inches long!

Tyson Salewske (2007) recently accepted the position of Commercial Buildings Market Manager with Schweitzer Engineering Laboratories, Inc.

Michael Wells (2006) has accepted a new position as Vice President, Consulting Services at Tom Zosel Associates in Long Grove, Illinois.

Kevin Leman (1999) has been named Director, Information Technology Planning and Strategy, Abbott International Division.

Joe Luna (2008) has been promoted to Senior Vice President at JPMorgan Chase and has been elected to the LFGSM Business Advisory Council (BAC).

Charu Jain (2006) has been selected as one of Computerworld's Premier 100 IT Leaders for 2009. Computerworld's annual list of the men and women shaping the IT industry showcases the best talent in the industry.