

HUWIB Spring Conference in New York Introduces Members to Wide Array of Business Fields

BY SARA PADUA

On Thursday, April 17th, 31 members of HUWIB left Harvard for the club's annual Spring conference in New York City. The trip aims to present members with an eclectic assortment of business opportunities available to them after graduation. Not only is the New York trip intended to provide extensive information regarding various leading firms in New York City, but it also serves to give members a sense of the daily lifestyles and concerns of women in the business world.

Jen Ringel, the Corporate Outreach Subcommittee Chair of HUWIB, was the coordinator and driving influence behind the trip, her thorough arrangements making it a success. The Corporate Outreach Committee as well as Fundraising Committee made the trip possible by obtaining the sponsorship of HUWIB's gold sponsors—UBS Warburg and Wachovia—as well as bronze sponsor—JP Morgan.

The New York trip commenced at UBS Warburg, one of the world's leading financial firms. At Warburg, company directors spoke about their career paths and diverse decision-making responsibilities for the company, and gave invaluable advice to HUWIB members for the near future. Afterwards, UBS Warburg presented a panel of six younger investment bankers, many of whom

currently serve in a two-year analyst program. The panelists explained why they chose investment banking as a career, the demands of the job, and the challenging lifestyle that accompanies this rewarding occupation. After the panel, a delicious lunch was served during which HUWIB members had the opportunity to get to know the speakers and ask further questions.

From UBS Warburg, the Harvard Undergraduate Women In Business members left for the New York Stock Exchange, where they heard a well-rounded presentation by Joan Sherwood, director of educational programs at the NYSE. She not only gave an overview of the process of the stock exchange, but also a personal perspective

on working in the NYSE for the past 27 years. Her presentation was inspirational and filled with experience; her message was one of the need to

stay focused and balanced in mind, body, and soul without losing sight of the periphery. After answering questions, Joan Sherwood led the girls to a location overlooking the trading floors, where they could observe the traders in action.

Next, the HUWIB members arrived at Sotheby's, where they first listened to guest speaker Jane Smith who was cofounder of Harris Smith Design, a versatile firm providing architectural, interior design, consulting, and project management services. Ms. Smith gave HUWIB a unique outlook on working in a male-dominated industry, on balancing career and home, and on the differences between working hands-on and working at the management level. After viewing Jane Smith's portfolios, the students were able to hear from Susan Barrett of Sotheby's. Susan Barrett gave a brief presentation on the company before leading a tour of the 10th floor, where an exhibition of 19th century European Art had been installed.

HUWIB's final event of the evening was a mixer with representatives from Wachovia, a financial services company specializing in banking, asset management, wealth management, and



HUWIB would like to thank its NY Trip Gold Sponsors UBS Warburg and Wachovia Securities, and its Bronze Sponsor JP Morgan.

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BUSINESS ROUNDTABLE TAKES OFF

BY KAITLIN HOWRIGAN

As the new Administrative Committee came together for the first time, Secretary Anne Doyle '04 presented the board's vision for a new WIB initiative to the members of her committee. Up until that point, not even the appointed Co-Chairs of the new project, Peggy Hsu '05 and Kaitlin Howrigan '05, were exactly sure what the Business Roundtable would be. Through collaboration with the members of the Administrative Committee and based upon the board's vision, the Business Roundtable now meets on a weekly basis to discuss issues pertinent to the business world.

The objective of the Business Roundtable is twofold: to offer an open forum for WIB members that provides them with support in interview preparation, and to raise awareness of contemporary issues relating to the business world. Triggered by the frequent complaint that recruiters passed on to OCS that Harvard students aren't well versed in current business news, the concept for the roundtable came into being.

The first Business Roundtable was held Wednesday, April 2, in Adams Upper

Common room. The focus topic for the first week was the effects of the war in Iraq on the business world. The roundtable was a great success, and will be a great resource in helping to keep WIB members and Harvard community members up to speed on current business events. It will also serve as a great forum for members to come together to share their business knowledge and insight.

The business roundtable was held every Wednesday from 7-8pm in the Adams House Small dining room through the end of April, and will start back up next semester in time for fall recruiting. Each week, different members will present on issues or events from the past week to summarize and discuss at the roundtable. Members interested in summarizing an article or event for the roundtable in order to fulfill one of their mandatory administrative tasks, or those interested in hearing more about the roundtable, should contact Peggy Hsu (phsu@fas) or Kaitlin Howrigan (howrigan@fas) for more information.

Hope to see you at the next Business Roundtable!

FUNDRAISING COMMITTEE PLANS TO EXPAND CONTACTS

The Fundraising Committee has accomplished a great deal since the beginning of the spring semester. Eight members strong, the committee recently organized Women in Business' second annual New York trip, which took place April 17th and 18th. An extremely diverse schedule geared towards career exploration for HUWIB's members was assembled. The fundraising goal for this year is \$25,000, and the Fundraising Committee is currently exploring venues for acquiring funds. A new and exciting development that has been instituted by the Fundraising Committee is that this year, the outreach program is expanding its contacts to Boston in Fall 2003 and California in Winter 2004, and partnering with firms in those areas to provide HUWIB members with visits to company headquarters.

SUMMER JOB AND RESUME INFO SESSION HELPS HARVARD STUDENTS FIGURE OUT SUMMER PLANS

With summer rapidly approaching, many students have begun or resumed efforts to find summer jobs and internships. Armed with the realization that many students have little or no experience in researching and applying for summer job opportunities, the Special Events Committee organized the Summer Job and Resume Info Session to provide students with information on finding summer jobs and details regarding various application processes.

The event was held on Tuesday, March 18 in the Adams House Conservatory, and included a panel of speakers made up of students with relevant work experiences. The panel presented information on general internship research methods and provided specific information regarding the entertainment industry, non-profit internships, international opportunities, the advertising industry, and the financial services industry. Afterwards, there was a general discussion regarding resume and cover letter writing techniques focused on tailoring them to specific industries. The info session was followed by a resume workshop, where speakers offered one-on-one resume assistance for the event's attendees. The event was open to all undergraduate students, and drew a large crowd of both men and women.

M&T BANKING EVENT INTRODUCES WIB MEMBERS AND HARVARD COMMUNITY TO COMMERCIAL BANKING

BY STEFANIE PLANT

On Tuesday, March 11, three representatives from M&T Bank, ranked third among U.S. Banks in stock performance for the past two years, presented the world of commercial banking to WIB members and other students from among the Harvard community. At a school where most students are aware only of opportunities available in the investment

Development in the Organizational Development (HR) department, sought to introduce Harvard students to the diverse functions and job openings offered by a commercial bank such as M&T.

During the presentation, Jishi, King, and Persofsky discussed that the unique aspect of commercial banks are lies in the combination of services they provide, including investments and brokerage, insurance, and basic banking to their customers, which include businesses, the government, and individuals. While individual customers tend to use banks primarily for teller and investment services, business and commercial customers require cash management, merchant services, and corporate trust and asset management from their commercial bank partners.



banking or consulting arena, Mo Jishi, Vice President of Corporate Strategy in the Financial Performance Measurement department; Darren King, Senior Vice President over Retail Distribution and Telephone Banking; and Benjamin Persofsky, Manager of New Employee

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HUWIB: FROM COMPER TO MEMBER

BY CHRISTINA MCCALLA

Sampling a host of mouth-watering desserts while conversing with representatives from Goldman Sachs and UBS Warburg at HUWIB's fall conference at the Charles Hotel seemed too good to be true for a freshman "comper" like me. This was my first taste of the exciting opportunities HUWIB provides for its active constituency, and this was before I had even become a member.

The "comp" or competitive process towards becoming a member has many elements. Compers learn about various aspects of business in panels organized by HUWIB which consist of leading women professionals within different areas of business presenting on their current positions and decision-making paths. This is an extremely valuable experience because many compers are unsure of their particular business interest as well as even what the different areas of business consist of. Sophomore Neeta Lal is interested in the

sciences and now recognizes its relation to the business world after attending one such panel.

"Having panels like the one on the biotechnology industry opens your eyes to other areas of business," Lal said.

HUWIB also introduces compers to each of its committees so that compers can begin to assess which one they will want to apply to in the spring when they are made full members. Compers are encouraged to attend HUWIB events such as the impressive Fall Conference and to participate in the mentorship program. Finally, compers complete a final project under the stewardship of one of the committees. Lal notes that "the project solidifies your view of a committee or helps you choose another."

With an in-depth project under their belt and an idea of what aspect of business they want to explore through an HUWIB committee, the compers apply for one of the

many committees including Fundraising, Finance, Special Events, Mentorship, Public Relations, and Administrative. After final interviews, successful compers become members of a HUWIB committee, or a Board member if they hold the position of committee leader. The remaining compers become a part of the HUWIB constituency.

"As a comper I was a learner drawing on the resources HUWIB has to offer, and as a member, I help put together projects that add to HUWIB's wealth of opportunities," explained new member Elena Lalli.

Compers explore business and HUWIB, but members provide forums for this education.

Not only do HUWIB members give more, but they get more with their membership. Freshman Namrata Patel values the career exploration trip to New

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corporate and investment banking products and services. WIB members enjoyed casual conversations with investment bankers from the firm at the mixer, and they learned more about the hectic lifestyle involved in investment banking.

On Friday, the exploration continued with a visit to the NYU Medical Center, where HUWIB members benefited from an introduction to the diverse opportunities available in Health Administration. Maria Corbo, director of international services; Amy Horrocks, Vice President of Hospital Operations; and Susan Yee, Administrative Resident, all placed great emphasis on the community aspect of working at the NYU Medical Center. They believed that they had found the perfect balance between business and a more altruistic undertaking—not only are they responsible for making daily business decisions, they also carry out the larger mission of bringing health care to people all over the world. Moreover, they all underlined the fact that Health Administration is a wonderful industry for women to enter because it creates a strong sense of community and allows women to balance home life and work.

Afterwards, HUWIB members headed to Fleishman-Hillard, a prominent international communications consulting firm, where they listened to Pat Davis, Vice President for the firm's Health Care Group, as well as two guest speakers. Ms. Davis spoke about the differences between Public Relations and Advertising, emphasizing the key roles played by the Internet and grass roots outreach in PR. She also discussed the place of women in the PR business, highlighting the fact that there are many prominent women in the industry, especially in health care, although there are fewer women at the head of distinguished firms. WIB members enjoyed learning about the "I Love Smoke-free NYC" campaign that the Health Care Group of Fleishman-Hillard launched, and especially enjoyed a video of the news coverage that it received, and hearing about its effects on instituting a change in Congress.

The first guest speaker at the event was Ann Buckley, the Director of Public Relations for Poly Prep Country Day School. She spoke about her career choices, and then gave significant advice on how to access the media. She underlined that it is vital to know your audiences, develop personal relations, and to reveal statistics.

HUWIB was fortunate to have Tory Johnson, the founder and CEO of Women for Hire, as a summation speaker. A dynamic leader, Tory verbalized her career path, her experiences as a recent graduate, her decision and progress in becoming an entrepreneur, and her successes as both a CEO and a mother of two children. She motivated HUWIB members both as an entrepreneurial role model who founded her own company, as well as an adviser on how to excel as women in realizing our career dreams. Ms. Johnson emphasized self-promotion and networking as the two main issues in pursuing a desired career.

The second annual HUWIB New York Trip was an astounding success. Karin Shieh, Fundraising Chair, and the members of the Fundraising Committee—Cristin Chinn, Chi Chi Hsieh, Neeta Lal, Samita Mannapperuma, Christina McCalla, Rajae Merzoug, Anne Osmun, and Namrata did a wonderful job in assisting Jen Ringel with the organization and realization of the trip. The WIB members on the trip, composed of mostly underclassmen and juniors, not only received a better understanding of the various opportunities available after graduation as a result of their attendance, but also were able to strengthen friendships among members.

COMP REVAMPED

BY KARIN SHIEH, COMP DIRECTOR

One of the areas of Women in Business that has experienced the most growth has been the comp process. After examining the first comp process in the spring of 2002, the Special Events committee decided to restructure the Women in Business comp procedure so that it would not only introduce prospective members to the organization, but also expose them to a broad range of business areas.

In February of 2002, WIB held its first comp; requirements included attending a specific number of board and committee meetings as well as completing a final project. This year, the comp process was expanded in fall of 2002 to a full year comp, and requirements to become a WIB member were increased. Currently, comp members attend meetings every Thursday evening, each meeting led by a different committee which presents how their committee operates, the different positions involved in their committee, and an activity involving an interactive brainstorming with other comp members. In addition, compers are required to attend other events that WIB holds, such as the Investment Banking Panel, the Consulting Panel, and the annual fall conference at the Charles Hotel. Compers are also required to bring a piece of business-related news to share in groups so that all members are updated on events occurring in the business world.

M&T . . .

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Persofsky emphasized the role M&T plays in the community; it provides loans and contributes equity investment to community projects, facilitates homeownership for low income populations, and organizes financial literacy programs for youth and adults.

The types of opportunities available in commercial banking include those positions in which one manages customer relationships, such as a commercial lender or financial consultant, manages employees, such as a branch manager, and manages processes and specialties, such as a financial or product analyst. All positions require effective communication skills, analytic thinking, and working well as a team player.

Midpoint interviews mark the end of committee presentations and occur during the last two weeks of December. During interviews, compers are asked what they think about the comp process, which aspects they have most enjoyed, which aspects they would change, what projects they would like to work on, as well as their visions of WIB in the future. Finally, in January and February, the comp members are separated into smaller groups to work on mini-projects for the various committees of WIB. For example, one committee developed a newsletter, while another brainstormed new fundraising plans. This year, some of the final projects included creating an online facebook, organizing a panel, implementing a marketing product, researching private donor campaigns, and researching how other college campuses do their recruiting. The comp process concludes at the end of February when compers give a final presentation and are subsequently inducted into the organization and invited to apply for positions on the WIB committees.

This year, WIB has accepted forty-three new members from all three classes of freshmen, sophomores, and juniors. Women in Business is looking forward to continuing expansion of their organization, and of the comp process.

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York City that departed April 17th, noting that "the New York trip is a firsthand opportunity to interact with women leaders in business and experience what the working environment is really like." Not only do members enjoy more focused events and involvement, but they learn new skills with this involvement in areas such as finance, public relations, and fundraising. The process of growing from a comper to a member is truly fulfilling and well worth the effort spent.

MENTORSHIP UPDATE

This semester, the Mentorship Committee has faced and responded to many new challenges.

The fall semester concluded with mid-year program evaluations for all HUWIB mentors and mentees. A large majority of mentors and mentees were pleased with their individual one-on-one pairings, and for those who weren't, new pairings were made. The evaluations provided valuable feedback regarding the events that were rated by participants as most enjoyable and productive.

This spring, the more popular events from the fall were repeated and new events were introduced to allow mentees to gain valuable guidance from their mentors. This semester, the committee organized a one-to-one gift certificate event for mentors and mentees to Herell's Ice Cream shop, and the Mentorship End-of-Year Dinner at Border Cafe.

The area of the Mentorship program focusing on the Harvard Business School has been investigating various new avenues of Mentorship involving HBS students. The long-term goal of the Mentorship Committee remains as the establishment of one-to-one relationships between upperclass HUWIB members and HBS students modeled on the successful relationships between freshman and sophomore mentees and upperclass mentors, which have been so successfully engineered by the committee.

This newsletter has been designed by Stefanie Plant '05, HUWIB Design Editor, and the articles have been compiled and edited by Sara Padua '06, Administrative Liaison on the PR Committee, and Ran Li '05, Editor on the PR Committee.



Make it Happen.