



Beta Gamma Sigma International EXCHANGE

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A Marketplace of Ideas for BGS Members Around the World

Volume 1, No. 2 - Summer 2003

A New Style of Leadership



Joe W. Forehand, Chairman and CEO of Accenture, speaks April 25, 2003 at the Beta Gamma Sigma International Honoree Luncheon. Forehand was recognized as the 2003 International Honoree at the event.

Beta Gamma Sigma presents the International Honoree Award annually to individuals who have furthered the ideals of the Society through outstanding business and managerial leadership.

"Looking ahead, over the next three-to-five years, business leaders are going to have to get a lot more things right. Skepticism – of capital markets, media and regulators – not optimism, will rule for a while. Companies are going to need to do more to become high-performing businesses based on real economic top-line revenue and bottom-line earnings and returns on invested capital."

Joe Forehand, Chairman and CEO of Accenture, knows what it takes to be an effective leader, and he shared his thoughts on "A New Style of Leadership" to a group of more than 1,000 business school deans, other educators and guests at the 2003 Beta Gamma Sigma International Honoree Luncheon. Held April 25, 2003 in New Orleans, the event was an occasion for Beta Gamma Sigma to honor Forehand for his outstanding business and managerial leadership by presenting him with the 2003 International Honoree Award.

Stating that "there is a lot that higher education and business can do together to ensure we shape the successful leaders of tomorrow," Forehand said that both sides must do their part. At Accenture, he said they created the position of Chief Leadership Officer so the company could "continue to develop and attract the best talent, and do that around a set of core values and teamwork in serving our clients every day." While he acknowledged the position of "CLO" might not exist at other organizations, he said to Accenture it was extremely important because 80 percent
(see Leadership on page 2)

BGS CareerCentral Opportunity Knocks for Members

Responding to hundreds of requests over the past several years, Beta Gamma Sigma has developed BGS CareerCentral, a job board designed to connect those that graduated as "the best in business" with those companies that would like to hire the best (see the related story on page 8). While the job market has certainly slowed, human resource professionals indicate they are always looking for the best candidates with the most attractive skills for their organizations. BGS CareerCentral offers companies a list of great candidates, and offers members the opportunity to put their resumes in the hands of hiring professionals who know the significance of Beta Gamma Sigma membership.

Sure to be one of the Society's most valuable and useful benefit programs, BGS CareerCentral has elicited early praise from members who have posted resumes on the site.

"This is indeed a welcome addition to the family (of member benefits)," wrote one satisfied member. "Good job and kudos to the innovative team."

Bruce Morrow, a member of Beta Gamma Sigma from the University of Notre Dame, wrote: "Good job with the online resume builder. Very comprehensive...A really good start, Gang! Thanks for providing this service."

Another member wrote, "I think the job board is a great thing! I have recently used it and am impressed."

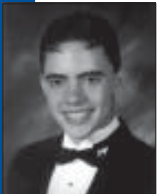
It seems like an eternity, but in reality only a few short years have passed since jobs were plentiful and job seekers – both entry-level and experienced – held all the high cards in career negotiations. Signing bonuses, flexible

(see CareerCentral on page 4)

**2003-04 BGS
Scholarship Recipients**
(those not pictured will
be included in the next
issue of the BGS
International Exchange)



April M. Justice
University of
Alabama at
Huntsville



Mark Weavil
Appalachian State
University



**Zhanna
Sharpanova**
University
of Arkansas



Dana C. Hensley
Ball State
University



Steven J. Ryan
SUNY at
Binghamton



Robin R. Fuller
Coastal Carolina
University



Andrew Mondy
University of
Colorado at
Colorado Springs



Michael W. Chase
Creighton
University

Leadership (cont. from page 1)

of their employees work on their clients' premises. "We deliver our brand and our reputation every day to our customers' offices," he said. "It is extremely important for us to have people who are not only competent in what they do, but also have the strength of how to lead a client and how to lead teams of people."

As Accenture considered a company view of what makes an effective leader, Forehand said his management team centered their discussions on three broad areas: **Trust**

"First and foremost, leaders have to be trusted. Trust is something that is hard to gain and easy to lose if you are a leader today." Forehand said two very important aspects in gaining the trust of others are the ability to both accept and deliver bad news. He said a person could not lead effectively if he or she could only communicate good results.

Teachers

"Our most effective leaders are teachers. They understand the importance of being able to pass down their knowledge, experience and wisdom, not only being effective at the task at hand, but also recognizing their stewardship responsibility to make the enterprise stronger and better for the future."

Building a Winning Attitude in the Organization – Being Optimistic

"All of us know that the mark of an effective leader is how one deals with tough times and adversity. So, we talk a lot about principles of resilience, how to create a way to inject hope and create optimism even when there are tough issues."

Forehand joined Accenture in 1972, becoming a partner 10 years later. Prior to becoming CEO in 1999, he was managing partner of the organization's Communications & High Tech operating group. In that role, he managed key components of Accenture's eCommerce efforts. His education includes a B.S. from Auburn University and an M.S. degree in industrial management from the Krannert School of Management at Purdue University.

Beta Gamma Sigma's top award, the International Honoree, has been given to outstanding corporate individuals since 1963. Forehand certainly deserved this year's honor, and other entities have recognized his leadership skills as well. In January 2001, *InformationWeek* magazine selected Forehand as one of the 15 most inspirational figures in the information technology industry. In June 2001, *Consulting* magazine named him the most influential consultant for 2001 and credited him with leading Accenture "to the

outer edges of consulting's frontier." In November 2001, *VARBusiness* magazine chose him one of its top visionaries.

Forehand recalled one of the world's most recent tragic events and how, through effective leadership, lives were positively effected.

"I had a remarkable opportunity after the tragic events of Sept. 11 to get to know former New York Mayor Rudy Giuliani," he said. "We had 300 Accenture consultants in New York – some of our best and brightest – who volunteered their time over a 48-hour period to take an empty building and establish the Family Assistance Center for the victims' families, working around-the-clock

to establish the computer networks, phone systems, help desks, day care center – all the things it took to get operational the capabilities to support the families of that tragedy.

"During that time, Giuliani and I talked about how you work through something like that. He said he had been taught by his mother to be a 'trained optimist,' which is the ability to work through the worst of times and not see only challenges and problems, but rather how to get through it. What he did during that period is a great symbol of how one can use optimism and hope to lead.

"Resilient leaders are the ones who fill people with dreams and help them achieve them. They inspire. At Accenture, we look for what we call momentum creators, people with a powerful, can-do spirit. That is a lot of what leadership is about."

How can we develop leaders who have the sharpness of communication skills, the sharpness of being able to lead an organization, that human dimension?

B-Zine Email Newsletter

Are you receiving the BGS email newsletter, the **B-Zine**? If not, it only takes a moment to join the 60,000 members who get the newsletter each month. Just send your full name, the school where you were inducted into Beta Gamma Sigma, email address and mailing address to bgshonors@betagamma.org.

What kinds of issues are covered in the **B-Zine**? In one issue, valuable advice about 529 plans – the tax-free college savings plans that have exploded in popularity – was given by several well-respected sources. Still another issue examined the National Association of Colleges and Employers' (NACE's) *Job Outlook 2002* survey. Anything business related that is important to business professionals is a potential topic for the **B-Zine**.

Each month BGS selects a current business topic and develops an original article or two about it. In addition, we comb the Internet looking for the most up-to-date news about the topic and provide links to that information.

(see Notes on page 3)

Message from the President

I am extremely fortunate to be working with an extraordinarily talented and dedicated group of people on the Beta Gamma Sigma Board of Governors. Complementing the Board of Governors we have a superb management team and staff with many years of experience. In recent years, the board and the management team has been focusing on how we could most effectively meet the needs of Beta Gamma Sigma members, especially now, in our demanding global and competitive environment.

For quite some time we have discussed the need for a career center outreach that would benefit our members who were seeking challenging positions; our members who were looking to fill vacancies in their organizations; and large corporate partners who have always identified members of Beta Gamma Sigma as valuable job candidates. With the new BGS CareerCentral we believe that these goals may become realities.

I encourage each of you to examine the site to see what aspects may be valuable for you. If you're currently searching for a job, simply register on the site, post your resume and examine the list of jobs available. Even if you are comfortable in your current position, you may wish to know what other opportunities are available. Equally important – and this is where you can help not only your employer but your fellow Beta Gamma Sigma members – contact the human resource department at your company and encourage them to consider taking advantage of the site. Take the initiative to educate people about Beta Gamma Sigma and why hiring “the best in business” can benefit your organization. Your colleagues will be impressed when they see the quality of the Society’s membership, which includes you!



The BGS CareerCentral is just another in an ever-growing list of member benefits offered by Beta Gamma Sigma. The publication you are currently reading, the *BGS International Exchange*, keeps members abreast of what’s happening in their Society. The Scholarship Program will this year assist a record number of student members as they continue their academic careers. The Student Leadership Forum, scheduled for this fall in Baltimore, Md., will once again provide some of our very best student members the opportunity to identify and strengthen their leadership skills. In fact, just recently a former Student Leadership Forum participant volunteered to join the leadership group of one of our alumni chapters, which is part of another member benefit – the Alumni Network Program.

I hope you are as enthusiastic about Beta Gamma Sigma’s unlimited future as I am. The Board has approved the development of each of these programs as a way to increase the value of your lifetime membership. It’s now up to you. Check the website to find out the entire list of what’s available on the “Member Benefits” page. Post your resume at the new BGS CareerCentral. Contact your local alumni chapter and become involved. Consider giving a contribution to support Beta Gamma Sigma scholarships or the Student Leadership Forum.

Much more is on the way. I hope you take part in our successful future by becoming a more active member today. Beta Gamma Sigma – committed to honoring “the best in business” – just keeps getting better.

Notes (cont. from page 2)

One member wrote: “The format of this email pub is terrific! I like the quick transition to the topics, the brief ‘headline’ about content of each piece, the no-frills publication style, and I like that they are on a current and relevant topic.”

If you would like to submit an idea for the *B-Zine*, your input is welcome and appreciated. If you would like to be among the more than 60,000 members who receive timely information on current business subjects, send your email address to the Central Office at bgshonors@betagammasigma.org.

Avis Discount

Beta Gamma Sigma members receive special Avis car rental rates by using Avis Worldwide Discount Number **L492070**.

Not only do members receive a discount on their car rental, but the Society benefits as well. Every time members use the number on their Avis contracts, regardless of other over-the-counter promo rates or discount agreement rates, Beta Gamma Sigma accrues benefits.

BGS LogoLine

Would you like to display your pride in Beta Gamma Sigma at the office? How about a gift for that special BGS member? The BGS LogoLine has what you need.

Check out the latest selection of BGS apparel and gift items at:

www.betagammasigma.org/regalia.htm

or call or email the Central Office to receive the full-color LogoLine catalogue.

Andrew J. Harbour
University of
Detroit Mercy



Meredith Hardison
East Carolina
University



Kelsey D. Lading
Eastern Illinois
University



Jennifer A.
Campbell
Georgia Southern
University



Christopher L.
Moore
Indiana University-
Purdue University
at Fort Wayne



Ashley M. Troncin
Indiana University
Southeast



Shane B. Galie
James Madison
University



Melika
Suljkanovic
Lamar University



James McElwee
Louisiana State
University,
Shreveport





Lisa Mobley
Loyola University
New Orleans



Kristen A. Child
University
of Maine



Alan Anderson
Michigan
Technological
University



**Nathaniel
Saunders**
Morehouse College



Erik R. Daly
New York
University



Mindy Blanchard
Nicholls State
University



Patrick Parsons
University of
North Carolina
at Greensboro



Cory Kaufman
The University
of North Dakota



**Lindsay A.
Howard**
University
of Pittsburgh

CareerCentral (cont. from page 1)

schedules, attractive perks and generous starting salaries were the norm. Valuable workers left promising positions after short tenures to enthusiastically test the “grass is always greener” theory.

Time has a way of changing things, and the job market in 2003 is a perfect example. While veteran employees look for ways to make themselves more valuable to their current companies – or worse, look for a position to replace the one they held before they were laid off – recent graduates find it increasingly difficult to find a meaningful first job. For those that do find openings, the signing bonuses and fat starting salaries of the ‘90s are distant memories.

Marisa Ciardi, a senior marketing major at Montclair State University, said that with the current job market, her friends that have recently graduated are finding it very difficult to find employment. While currently searching for an internship, she’s glad BGS is trying to help student members like her get ahead.

“After reading about the service I instantly found it to be a terrific opportunity,” Ciardi said. “To have the opportunity to place your resume under the title of BGS helps set you apart from other candidates for the employment position.”

The recent Manpower Employment Outlook Survey, conducted quarterly by Manpower Inc., indicated that hiring in the third quarter of 2003 would be stagnant at best. In fact, the report says that the outlook may be the worst in the last 12 years. Nearly two-thirds of all companies indicated that they expected no change in hiring, while 9 percent expect a decrease in job prospects.

Additionally, many recent articles have cast a gloomy shadow over the placement prospects of MBA graduates, the same group that until recently could assume an almost “automatic” good job. A recent Duke University survey of 10 universities

BGS CareerCentral Very Special Offer for Members and Employers

As a special introductory offer to Beta Gamma Sigma members – and the companies they work for – the Society is offering one free job posting on the new **BGS CareerCentral** job board. Whether you personally do your company’s hiring or someone else does, this offer is good for one free job posting per company.

To take advantage of this free offer, please have someone in human resources contact the Central Office by August 29, 2003. This special offer entitles your company to one free 30-day job posting, a \$60 value. Posting a position on this job board is an easy way to find BGS members for job openings.

If your company would rather not post a job but would still like to “test drive” the site, let us know and we will work to find something that helps your company meet its personnel needs.

Make sure your human resource staff knows how valuable it is to hire “the best in business” – members of Beta Gamma Sigma. Tell them to try BGS CareerCentral for free by sending an email by August 29 to:

careercentral@betagammasigma.org

found that only 60 percent of MBAs in their last semester had jobs by mid-March. This compared with 86 percent who had jobs by the same time in 1998.

So what’s the good news? Well, Beta Gamma Sigma is trying to help position its members to take advantage of the coming rebound, which is being predicted by many experts. In a recent Wall Street Journal article, human resource professionals said that smart companies – those looking past the immediate situation – are already looking at what their hiring needs will be down the road. They emphasize that the job market may be on the verge of a substantial recovery, paving the way for companies to once again recruit heavily for openings.

More recovery evidence was cited in a recent *American Way* magazine article, which quoted human resource professionals who said the next decade could bring the largest worker shortage in history.

Roger Herman, author of *Impending Crisis: Too*

Many Jobs, Too Few People, says that by 2010 there will be 167 million jobs in America with only 157 million workers to fill them. Management personnel are expected to be in very high demand, with “bilingual” and “international experience” very important for the future manager’s resume.

In the meantime, BGS CareerCentral makes it very easy to create a career profile (on-line resume) and begin the job search process. The site has proven popular with those actively seeking a job and those passively looking – they currently have a job but would like to be notified of additional opportunities. This comes from the system’s unique “anonymous” feature, which keeps the job seeker unidentifiable to companies searching the system. The job seeker is secure knowing that if their company’s HR professionals happen to utilize the site, they cannot identify the member as looking for another job.

(see CareerCentral on page 5)

Beta Gamma Sigma asked several former Student Leadership Forum participants the following question:

Being a recent business school graduate, how has the unsteady job market affected the early stages of your career?

Megan Young, 2001 Forum Participant - University of Colorado at Boulder

Sometimes I wonder what it would have been like to graduate just a couple years earlier and have 10 job offers to compare. During this economic downturn, I just feel lucky to have found a job, unlike many of my friends coming out of school. I see myself continuing with this job for 3-5 years due to the fact that there really are not many other opportunities out there. However, I am learning many new skills and developing my confidence in sales. Hopefully, I will be able to translate these skills into another career in the future.



Jacob Goldman
University
of Rhode Island



Virginia Weitz
St. Joseph's
University



Tennille Lopez
St. John's
University



Nicole Papin, 2002-03 Forum Participant - La Salle University

Fortunately, I was able to secure a position with a public accounting firm after completing an internship in the summer of my junior year. However, I remember during my summer internship at the public accounting firm the haunting words of one of the instructors during training: "You are not irreplaceable," he said to our internship class. "You may be the best of the best, but we can find others like you who are dying to have this opportunity." That really opened my eyes, given the current job market.

John Bly, 2001 Forum Participant - Bryant College

The unsteady job market has not really had an affect on my career. The thing that is important is to make sure you keep the contacts you had before hand, so that if anything happens you have some options. I am in the accounting profession and with the new laws and decrease in accounting majors over the last 5 to 10 years, there is a high level of job security in public accounting.



Catherine C.
Odasz
Sam Houston
State University



Kina Beale, 2002-03 Forum Participant - Loyola College in Maryland

To be honest, I am not quite sure that the unsteady job market has affected the early stages of my career. I say this because I was one of those students fortunate enough to have a job lined up in the fall semester of my senior year. Both the pay and the benefits far exceeded my expectations. There are plenty of opportunities for traveling with this company...(and) great training programs that are offered very frequently to encourage continued professional education. I feel that my career is off to a great start with Protiviti Inc. and I enjoy being classified as a young professional.



John T. Richie
Samford
University



Jared Takeshita
Seattle University



CareerCentral (cont. from page 4)

The site also links members to dozens of job search resources that can assist both the active and passive job seekers. From building a resume to writing an attractive cover letter, from proven interview techniques to professional networking advice, members can find valuable information on BGS CareerCentral. If you have any suggestions, please forward email them to the Central Office at careercentral@betagammasigma.org.

BGS CareerCentral is also very flexible. In today's job market, companies are not making as many job offers, but there are many skilled members who are job seekers. When the job market picks up, companies will need to add more good people and job seekers will once again have their choice of a variety of good positions. With either example, BGS CareerCentral will continue to offer good value and opportunities to both the job seeker and the companies wishing to hire members. In other words, though the job market may continue to fluctuate,

this new program will continue to provide valuable benefits to both its members and its corporate partners.

Milestones (cont. from page 6)

Finally, Beta Gamma Sigma is very proud to announce the debut of BGS CareerCentral, the new on-line job board designed to connect "the best in business" – Beta Gamma Sigma members – with those organizations wishing to hire them (see the complete story on the front page). This exciting new member benefit should prove valuable for thousands of members as they progress in their professional careers.

Plans are in place for the fourth annual Student Leadership Forum later this year. The Society is building its next-generation BetaLink On-Line Community that will better handle member needs. Beta Gamma Sigma is working hard to install additional collegiate chapters outside the United States, and plans are progressing toward the Society's first alumni chapter outside the U.S.

Elizabeth
Chatagnier
Southeastern
Louisiana
University



Jan M. Falmer
Southwest
Missouri State
University



Kristin Pinkston
Stephen F. Austin
State University



Meet the BGS Board

Robert D. Reid is the Dean of the College of Business at James Madison University. As the leader of a team consisting of more than 150 faculty and staff and more than 3,200 students, the College of Business has shown tremendous growth during Reid's tenure.



Robert D. Reid

Business faculty members have been recognized for excellence in curriculum innovation and experiential learning.

Prior to becoming dean in July 1996, he was

the Department Head of Marketing and Hospitality Management at JMU. He was selected as the first recipient of the J. Willard Marriott Professorship in Hospitality and Tourism Management. Before joining the faculty at James Madison University, he taught at Virginia Polytechnic Institute and State University.

Dr. Reid has conducted numerous professional workshops and seminars for both public and private organizations. He has consulted with such organizations as: The Colonial Williamsburg Foundation; ARAMARK; ITT-Sheraton; R.R. Donnelley; West Virginia University; Volvo-White Celanese; and the National Restaurant Association.

He has written two books, *Hospitality Marketing Management* and *Foodservice and Restaurant Marketing*. He was a contributing author of two other books, *The Practice of Hospitality Management* and *Introduction to Hotel and Restaurant Management*. Dr. Reid has written or coauthored over 40 journal and professional articles and was a recipient of an "Article of the Year" award presented by *The Cornell Hotel and Restaurant Administration Quarterly*.

Reid has served as a member of the Beta Gamma Sigma Board of Governors since his election in 2002.



P. John Lymberopoulos

P. John Lymberopoulos retired in May 2003 from the University of Colorado at Boulder as professor of international business and finance. He is

currently an emeriti professor of finance at the Leeds School of Business at Colorado. He has served Beta Gamma Sigma on the Board of Governors since being elected in 2000.

First arriving at the University of Colorado in 1964, Lymberopoulos has served in a wide variety of teaching and administrative positions. Some of these include: Associate Dean of the College of Business and Administration; Dean of the Division of Continuing Education; Dean of the Summer Session; and Assistant Dean and Director of Undergraduate Studies. He has held the position of Professor of International Business and Finance since 1971, when he was promoted from Associate Professor of Business Statistics.

Lymberopoulos has been the long-time faculty advisor of the University of Colorado's Beta Gamma Sigma chapter, and he will continue in that role even after retirement. He is dedicated to the cause of helping students.

A Fulbright Scholar from Athens College (Greece), Lymberopoulos earned a B.S. in Economics at Ohio University; an MBA in International Trade/Economics from The University of Texas at Austin; and a Ph.D. in International Finance, also from The University of Texas at Austin. In addition to his membership in Beta Gamma Sigma, he is a member of Omicron Delta Kappa, a national leadership honor society, and Golden Key International Honour Society. He has served as a consultant for numerous companies and organizations, including the United States Chamber of Commerce, U.S. Department of Labor, the Pepsi-Cola Company, IBM and the Anheuser-Busch Companies.

AFC Enterprises, Inc., and Juan Rodriguez, Chairman and Chief Technologist of Exabyte Corporation. Belatti and Rodriguez will be featured in an upcoming issue of the *BGS International Exchange*.

Beta Gamma Sigma congratulates each of its international award recipients.

Milestones in Beta Gamma Sigma's 90th Anniversary Year

As Beta Gamma Sigma members continue celebrating this 90th anniversary year, members should know about some of the other significant milestones that the Society has accomplished (or will shortly accomplish) in 2003. An anniversary year is the appropriate time to look back at past accomplishments while at the same time planning for an even more successful future.

On Thursday, June 26, 2003, the Society inducted its 500,000th member. This is a truly remarkable accomplishment, and Beta Gamma Sigma would like to congratulate **Marie-Pier Lavallée**, a new member from Concordia University. She became the Society's half-millionth member! Congratulations to all 500,000+ outstanding members of BGS, who reside in all 50 states in the U.S. and more than 170 countries around the world.

For historical perspective, the Society inducted its 400,000th member in 1998; its 300,000th in 1991; its 200,000th in 1984; and its 100,000th in 1975.

A similarly impressive statistic this year is that Beta Gamma Sigma inducted slightly fewer than 20,000 new members in 2002-03. This all-time record is the result of the hard work and dedication of our faculty advisors and representatives, as well as the increased recognition of the value of membership by invited business students.

Another exciting development during this 90th anniversary year has been the record number of business programs that have qualified for and installed new collegiate chapters. A total of 20 new chapters were installed in 2002-03, once again indicating an increased awareness of the value of Beta Gamma Sigma. The Society welcomes each of its new chapters and wishes them well as they begin offering honor society recognition to their most outstanding students of business and management.

(see Milestones on page 5)

Awards (cont. from page 8)

and CEO of Accenture (see story on page 1). The Medallion for Entrepreneurship recognizes individuals who combine innovative business achievement with service to humanity. The 2003 recipients include Frank J. Belatti, Chairman, CEO and Founder of

Beta Gamma Sigma Contributors

March 16 - June 15, 2003

Contributors to Beta Gamma Sigma are recognized in club categories and named in each issue of the *BGS International Exchange*. Members of the President's Club have given \$1,000 or more; the Key Club - \$500 or more; and the Century Club - \$100 or more. Gifts at the President's Club and Key Club levels are recognized on page 8.

CENTURY CLUB

University of Alabama

James F. Barger
Nick F. Noriea, Jr.

University of Arizona

Jack D. Billingsley
James F. Clevenger
Bruce C. McAlister

University of Arkansas

Norma L. Beasley
Ward N. Marianos
George W. Vest
Anne C. Whiteside
Doyle Z. Williams

Babson College

Timothy G. Healey

Baruch College-CUNY

Anthony K. Adjei
Peter Gonedes
William E. Oakley
Joseph M. O'Neil
Dominic R. Vignola

Baylor University

Tim D. Brewer
David M. Jacobs

Boston University

Richard A. Scheid

Bowling Green State University

Christine A. Spencer

California State University, Long Beach

Russell E. Walker

College of Charleston

Guy E. Beatty

University of Chicago

Mark S. Hoplamazian

Clarkson University

Mark J. Stevens

Cleveland State University

Russell Wooten

Colorado State University

Richard L. Robinson

University of Colorado

P. John Lymberopoulos+

Columbia University

Carl E. Favelukes+
Earle W. Kazis
Marilyn L. Quittmeyer
Washington Sycip*

University of Connecticut

Stephen R. Wyman

University of Denver

Allan Gemmel
Howard W. Grimes

Emory University

John W. McIntyre
Jeffrey H. Taylor
William L. Westbrook

Fairleigh Dickinson

University-Teaneck

Norman Sohn

Florida State University

Robert A. Gilliam
Robert C. Salisbury
Hilmar S. Skagfield

University of Florida

John C. Appel
Liu Pang-Yu

George Mason University

Thomas I. Smythe

George Washington University

John M. Cibinic
Orlando E. Ferreira
Eric M. Schaufert

Georgia Southern University

Ralph M. Andrews
Lewis M. Stewart

Georgia State University

W. Daniel Barker

University of Hawaii at Manoa

Christopher B. Drake

University of Illinois

Clifford R. Buys

Indiana University

John W. Argo
Irving D. Berger
Donald C. Danielson
David E. Greene
Deborah L. Weinswig
Warren S. Widing
Christopher T. Winkler

University of Iowa

Jeffrey B. Warner

University of Kansas

Howard A. Schlundt

Kent State University

Richard A. Ferguson

University of Kentucky

Paul W. Chellgren
Richard L. Hooker+
Charles C. Hughes

University of Louisiana at Monroe

Joseph P. Farr
Saul A. Mintz

Loyola College in Maryland

I.H. Hammerman, II

Marquette University

Keith O. Hanson
Theodore C. Rogers*
Craig I. Zirbel

University of Maryland

Margaret Hicks+
Curtis L. Scribner

Miami University

Ashley M. Taylor

Michigan State University

Rex Chong
Steven J. Frisbie
James T. Morton
Ronald J. Patten

University of Michigan

A.P. Bartholomew, Jr.
Philip L. Smith*

University of Missouri-Columbia

Duncan L. Matteson
Carl S. Quinn

University of Missouri- Kansas City

Joan L. Hartung

University of Nevada, Las Vegas

Lawrence Dandurand

University of Nevada, Reno

Gene R. Sheldon

New Mexico State University

Michael J. Lagana

New York University

Alice R. Buedden
Richard A. Leibner
Lester H. Lieberman
Gregory S. Patrick

New York University Graduate School of Business

Donald J. Armstrong
Clare Hamilton Bohnett
Dorothy W. Sprague
Andrew V. Vindigni
Barry N. Winograd

University of North Carolina at Chapel Hill

Goldston F. Harris

Northeastern University

Charles D. Baker
Richard C. Cloran
Dennis R. Shaughnessy
Nancy E. Shipes

Northwestern University

William F. Babcock
Carol S. Wanzek

Oakland University

Patricia J. O'Donnell

The Ohio State University

Richard J. Beebe
Norman S. Crystal
John R. Ervin
Samuel Laderman
Charles W. Plum

University of Oklahoma

Sterling L. Sawyer

Old Dominion University

Christopher M. Lloyd

Pennsylvania State University

Paul H. Yeagle

University of Pennsylvania

Robert C. Nevin
Arthur F. Weinbach

University of Pittsburgh

Richard S. Pizzedaz
Robert R. Zahm

University of Rhode Island

Margo L. Cook
Thomas P. Fay

University of Rochester

Paul H. McAfee

Rollins College

Sandeep Singh

Roosevelt University

Robert A. Sperl

Rutgers-The State U of New Jersey Camden

Debra A. Purfield

San Diego State University

Monty W. Dickinson

University of San Diego

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2003 BGS Business Achievement Awards

R. Chad Dreier

serves as Chairman, President and CEO of The Ryland Group. He was elected CEO in 1993 and Chairman in 1994. Under his leadership, Ryland has achieved a turnaround like no other in the home-building industry.



With headquarters in Southern California, Ryland is one of the nation's largest homebuilders and a leading mortgage-finance company. The company currently operates in 21 markets across the country and has built more than 185,000 homes and financed over 165,000 mortgages since its founding in 1967.

Dreier was nominated by the Loyola Marymount University Chapter for the Business Achievement Award.



Roger L. Kessler

retired as the Vice President and Controller of the Dow Chemical Company in May 1997. He served as Controller of Dow from 1981 and was elected a Vice President of the

company in 1984. Kessler served on the Corporate Finance Committee and Corporate Management Board and as Chairman of the Records Management Committee.

Currently, Kessler is a member of the Mid Michigan Regional Health Systems Inc., Midland Area Community Foundation, and the Institute of Management Accountants.

Kessler was successfully nominated for the Business Achievement Award by the Central Michigan University Chapter of BGS.

Lloyd G. Trotter is President and CEO of GE Industrial Systems and Trustee of the GE Fund. GE Industrial Systems is a \$6 billion global business with an employment base of over 40,000 people. It is one of the major businesses of the GE Company, the world's largest diversified manufacturing, technology and services company.



Trotter represents GE for America's Promise, an organization whose aim is to increase volunteerism in support of youth led by U.S. Secretary of State Colin Powell. He is a trustee of the GE Fund, the principle vehicle for the company's philanthropy that supports a wide range of education, social service, arts, environmental and other charitable organizations, and is the founder and active member of GE's African American Forum.

Trotter was successfully nominated for the Business Achievement Award by the North Carolina A&T State University Chapter of Beta Gamma Sigma.

BGS Presents 2003 International Awards

Beta Gamma Sigma recently honored three outstanding business leaders with Business Achievement Awards (*profiles to the left*). R. Chad Dreier (Ryland Group), Roger L. Kessler (Dow Chemical Company) and Lloyd G. Trotter (GE Industrial Systems and the GE Fund) have achieved tremendous career success, working their way up through traditional corporate routes. Each of these men have served their organizations well, while at the same time contributed heavily to the advancement of their communities and society as a whole.

The Business Achievement Award is but one of the Society's international awards. The International Honoree Award was presented to Joe Forehand, Chairman
(see Awards on page 6)

Special thanks to the BGS President's Club and Key Club Contributors

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