



# "HOTCHKISS HAPPENINGS"

LFGSM Hotchkiss Scholar E-Newsletter

JANUARY 2007

## Hotchkiss Networking: Another Success Story

By: Anthony L. Santone, Hotchkiss Scholar, Class of 2004

Most of us understand the benefits of career networking: making new contacts, uncovering new opportunities, generating new business. This story shows how networking can positively impact personal lives as well.

### Save the Date - Answer the Call

In 2006, Frank Pospisil, Hotchkiss Scholar Scholarship Recipient, walked across the graduation stage as a Valedictorian.

He says, "Receiving this scholarship allowed me to excel, and you can bet I'll be giving back this year to make sure others get the same opportunity."

The 2007 Hotchkiss Phone-a-Thon Committee will be conducting our yearly phone-a-thon to raise funds for the Hotchkiss Scholar Scholarship  
**April 9<sup>th</sup> - 19<sup>th</sup>.**

Please show your support of future Hotchkiss Scholars!



#### Players:

Rosemarie Limberis: Key Account Executive of Sony Electronics Inc. Hotchkiss Scholar, Class of 2006.

David Proctor: Co-Founder & Executive VP of Next Wave Logistics Inc. ([www.nwline.com](http://www.nwline.com))  
Current LFGSM Student.

#### Situation:

In 2004, Dave and Rose were in the same cohort for part of the program. Rose knew Dave was a small business owner whose software business was growing. One of Rose's clients, CDW, caters to small business owners. In fact, Dave was a CDW customer. Rose knew that CDW produced and distributed a magazine, called BizTech, targeted at small business customers.

#### Action:

Rose thought that the editors of BizTech might be interested in Dave and his company. She connected the editorial team with Dave.

#### Result:

The editors agreed and did a profile on Next Wave. The write-up was the featured article in the June 2005 inaugural edition of BizTech. Being featured in the magazine, which has a circulation of over 20,000 readers, provided excellent exposure for Dave and his company. The BizTech article also triggered additional stories about Next Wave, most recently a lead feature in the business section of Chicago Sun-Times.

## DID YOU KNOW...

- ? ... Your LFGSM Alumni peers now number over 7,000.
- ? ...Hotchkiss Scholars make up 3.2% of the total LFGSM Alumni population.
- ? ...The date for our annual LFGSM Scholarship Golf Outing & Dinner has been set - mark your calendars for June 21<sup>st</sup>!
- ? ...Your generosity has funded 13 Hotchkiss Scholar Scholarships and helped build the endowment for the future – we're currently at 23% of our endowment goal.

But this networking story did not end with the publication of the feature article. In October of 2006, Rose and her husband ran in the Chicago Marathon, using their participation in the race as a fund raising vehicle for the St. Jude Children's Research Hospital. Dave and his wife Laurie made a "very generous" contribution toward their fundraising goal. So, by reaching out and connecting the BizTech editors with Next Wave, Rose was able to help her client, CDW, her colleague, Dave, in beginning a string of publicity, and her own philanthropic endeavor.

## Jammin' with Roger Janczak, Class of 2004

A day in the life of a Hotchkiss Scholar

By: Joni Kripal, Hotchkiss Scholar, Class of 1997

HH: How long have you worked at your company and what positions have you held?

Roger has been with Abbott for 24 years so he has held a wide variety of positions...mostly in the medical products arena both in operations and new product development. When he started at LFGSM he was involved in strategic planning at the business unit level. Since completing the program, he has taken on increasing levels of strategic planning responsibility and he is now a Director of Continuous Improvement in the Corporate Quality Office.

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

It is impossible to capture even the essence of Roger's diverse day in twenty words or less! He has four direct reports and provides frequent program reviews and direction to Abbott's quality programs. He works daily to build coalitions among the various businesses at Abbott. Of course, there is the daily crisis management as well! It is a priority for Roger to set aside some quiet time each day to synthesize all these various inputs and stay focused on longer term quality strategy.

HH: What is the most meaningful aspect of your job?

Working for a health care company where patient's lives are impacted, he derives great satisfaction in knowing that what he does makes a difference.

HH: What do you find to be the most challenging?

Corporate strategy requires building coalitions among the various business units. This often needs to happen from the "top down", so it means engaging support for proposed programs at all levels of the organization. This is a time consuming process.

## "SCHOLAR SCOOPS"

- Ed Carney (2001) has agreed to serve on LFGSM's Business Advisory Council.
- Chris Geissler (2005) was promoted to Manager at Deloitte Consulting, and was married to Natalie Wichman on New Year's Eve.
- Charu Jain (2006) was promoted to Managing Director, Information Services at United Airlines.
- Robin Jurkowski (2003) was promoted to Director of Member Service at Baxter Credit Union.
- Sergeant First Class Mark Regensburger (1992) was recently reassigned to the 82nd Airborne Division. He returns to previous duties as Senior Clarinetist and Administration Manager for the 82nd Airborne Division Band.
- Chris Schultz, Class of 2002 has agreed to serve on the Lake Forest Corporate Education IT Certificate Program Advisory Group.

**CONGRATULATIONS TO ALL!!**

**GIVE US SCOOPS FOR THE NEXT ISSUE OF "HOTCHKISS HAPPENINGS" AT (847) 574-5246 OR [ALUMNIRELATIONS@LFGSM.EDU](mailto:ALUMNIRELATIONS@LFGSM.EDU).**

HH: How did you get to where you are today?

Roger has a wealth of experience in diverse areas. Some of the more interesting included International assignments, as well as, challenging “turn around” situations. He clearly seeks out new opportunities and uses each to build upon his strong management foundation. He is “not done doing things yet” and is on the lookout for the next challenge!

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?

LFGSM enabled him to look at the big picture and work outside of his comfort zone. The program has given him the skills to move beyond leading projects focused on organizational change to leading people who are change agents as well.

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

Of course it's the people and the group projects! But it's also the challenge of immersing yourself in a subject or a project and bringing it to fruition in the time frame of a single quarter.

## A Great Time was Had by All: The 2006 Hotchkiss Scholars Recognition Dinner

On October 24, 2006, we celebrated the achievement of our 2006 Hotchkiss Scholars at the Hotchkiss Scholars Recognition Dinner. We met, mingled, networked, heard insights from Dr. Hotchkiss and Len Walter, Business and Financial Editor for WBBM NewsRadio 780, and gave the 2006 Hotchkiss Scholars a warm LFGSM welcome.



Left: Len Walter, Business & Financial Editor for WBBM NewsRadio 780; Dr. Eugene Hotchkiss, President Emeritus of Lake Forest College & Former LFGSM Board Member; John Popoli, President & CEO of LFGSM; and George Lowman, Class of '88

Below: Hotchkiss Scholars make good use of networking time before the dinner.



### 2006 LFGSM Hotchkiss Scholars:

Erik Brown  
Alex Carrillo  
Brian Clark  
Rebecca Dobrzynski  
Kevin Flood  
Amanda Hines  
Charu Jain  
Stanislav Kleyman  
Rosemarie Limberis  
John Pirog\*  
Frank Pospisil\*  
Lisa Quello  
Scott Shaffer\*  
Michael Sobel\*  
Michael Wells  
Ruth Wollan

\* Valedictorians

Special Thanks to our  
Hotchkiss Scholar  
Contributing Authors, **Tony Santone** and **Joni Kripal** – we truly appreciate your help in making Hotchkiss Happenings Happen!