



At William & Mary
2016



THANK YOU

TO OUR 2016 WOMEN'S LEADERSHIP SUMMIT AND STOCK PITCH COMPETITION SPONSORS



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SATURDAY, MARCH 19

08:00AM - 08:30AM

Stock pitch teams and judges arrive, light breakfast provided

08:30AM - 08:50AM

Stock pitch introduction meeting

09:00AM - 10:30AM

Round 1 of competition

10:30AM - 10:50AM

Judges deliberate and select four finalist teams

10:50AM - 11:00AM

Judges announce finalists, teams prepare for final round

10:30AM - 12:00PM

Women's Leadership Summit check-in and open networking

11:00AM - 12:00PM

Stock Pitch Competition Final Round; if observing the final round, please be seated before 10:50am

12:00PM - 01:15PM

Lunch and WLS Kickoff Keynote speech by *Janice Min, President/Chief Creative Officer of The Hollywood Reporter-Billboard Media Group*

01:15PM - 01:30PM

Stock Pitch Competition winner announced

01:30PM - 02:15PM

Opening panel: *"Discovering Your Strengths"*

02:15PM - 02:30PM

Break and open networking

02:30PM - 03:30PM

Concurrent panels: Round 1

03:30PM - 03:45PM

Break and open networking

03:45PM - 04:45PM

Concurrent panels: Round 2

04:45PM - 05:00PM

Break and open networking

05:00PM - 06:00PM

Concluding panel: *"Communicating Your Personal Brand"*

06:00PM - 07:30PM

Dinner and Closing Keynote speech by *Karen Griffith Gryga '87, Managing Partner and Chief Investment Officer for DreamIt*

SPECIAL THANKS



Leading Women,

Hello and welcome to the inaugural William & Mary Women's Leadership Summit and Stock Pitch Competition. We are absolutely thrilled to host each of you on campus today in our beautiful Alan B. Miller Hall, home to the Raymond A. Mason School of Business. We hope to provide an environment for significant personal growth, exploration, and engagement. To our students, we encourage you take advantage of the day's unrivaled opportunities. To all of our invited professionals, thank you for your generosity and willingness to engage with the exceptional group of students we have gathered here today.

This event would not have been possible without the support of dozens of amazing individuals. Most of them can be found within the pages of this book. Among those who have been invaluable to the organization and implementation of the summit, we would like to highlight a few who deserve additional recognition.

Foremost, we would like to thank **Alice Davison**, who is not only donating her time to be here today, but also provided the seed funding and the inspiration to start building this event. We would also like to thank **Todd and Katie Boehly**, who founded the Boehly Center for Excellence in Finance in January 2014. The Boehly Center and its staff have been the leading force behind the design and implementation of this event, which would not have been possible without the Boehlys' financial support and encouragement. We must also commend our **Women in Business** and **Smart Woman Securities** student officers. They are responsible for building the content of the panels and the structure of the stock pitch competition.

We are indebted to our Advisory Board, comprised of **Dawn Arnall, Alice Davison, Rhian Horgan, John Leone, and Lisa Roday**. We cannot adequately express our gratitude for their work and support behind the scenes. In addition, our William & Mary working committee, comprised of both professionals and students, made the planning process a wonderful experience. This dynamic team included **Kristyn Allred, Valerie Cushman, Christina Devon, Abbey Doski, Caitlin Hedgepeth, Rita Murphy, Lynn Nakamura, Brittany Peck, Kathleen Powell, Stacey Summerfield, and Shelby Trinca**. The energy and the enthusiasm they put into fulfilling the event's mission was nothing short of inspiring. Others integral to the execution of this event include **Dean Larry Pulley, Dana Hall, Julie Davenport and Sodexo Catering, Daniel Norton, Laura Doherty, Renee Davis, Brenda Duncan, W&M Creative Services, Sue Warner, Jodie Allen, Marilyn Midyette, Mitch VanderVorst, Cynthia Jarboe, Lee Foster, Earl Granger, Matthew Lambert, Mark Begly, and William & Mary faculty and staff**.

To our sponsors, **Alice Davison, Todd and Katie Boehly, Dawn Arnall, Howard and Mary Busbee, Rhian Horgan and Garrett Camporine, J.P. Morgan, Capital Group, UBS, EY, Bats Global Markets, and Capital One**, your financial support and encouragement made today a reality. We have enjoyed



working with you and thank you for the time you have devoted to the summit. A thank you is also due to **Rick and Susan Stanley** and **David and Karen Braun**, whose recent support of our future women's initiatives will create tremendous opportunities for our students going forward. In addition, we thank **Darla Jade, the Executive Director of Smart Woman Securities, the Forté Foundation, and 100 Women in Hedge Funds** for their support.

Finally, five people deserve very special mention. First, **Abbey Doski**, our Boehly Center Post-Baccalaureate Fellow and WLS Program Co-Director, has put her heart and soul into this event. Most of you should recognize her name from the multiple communications you have received from her. Her organizational and logistical talents are unparalleled. **Kristyn Allred's** positive attitude has propelled us forward as she organized and managed sponsorships, speakers, the budget, and many other aspects of the summit. As the WLS Program Co-Director, she has also made sure everyone felt appreciated and well fed. **Lynn Nakamura**, the Boehly Center Post-Baccalaureate Marketing Fellow, was responsible for all the marketing, logos, and website design. She amazed us every day with her creations. **Caitlin Hedgepeth** has worked tirelessly for us expertly organizing the Stock Pitch Competition and editing everything for the summit. Her work ethic astounds us. **Peden Gardner** was indispensable on the "She Is" video competition. It was through her enthusiasm and leadership that we were able to provide a creative outlet for our students.

Without the support of each of these individuals and organizations we would not be here today. To each of you, thank you. You are helping to grow the next generation of leaders.

Sincerely,

Dr. Julie Agnew '91 and Dr. Katherine Guthrie
The Boehly Center for Excellence in Finance
Raymond A. Mason School of Business
William & Mary

JANICE MIN

President/Chief Creative Officer of The Hollywood Reporter-Billboard Media Group

As co-president and chief creative officer of The Hollywood Reporter-Billboard Media Group, Janice Min leads two of the most powerful and prestigious news brands in entertainment media.

Ms. Min rose to prominence as the top editor of *Us Weekly* and subsequently made waves in the entertainment and media industries when she took the helm of The Hollywood Reporter in 2010. Under Ms. Min's leadership, The Hollywood Reporter has won a series of awards, including a 2015 ASME National



KEYNOTE SPEAKERS

Karen Griffith Gryga is an experienced venture capitalist, investor and entrepreneur with over 20 years of startup and emerging growth company experience. Ms. Gryga is Chief Investment Officer for DreamIt. Ms. Gryga is also founder of the DreamIt Athena program which focuses on female founders. DreamIt is a leading technology accelerator for entrepreneurs which has worked with and launched over 220 companies since 2008, including SeatGeek, Meerkat, LevelUp, Notehall (acquired by Chegg), Biomeme, Biobots, Parsely, MindSnacks and Adaptly. DreamIt runs accelerators in Philadelphia, New York City, Texas, and Baltimore and attracts entrepreneurs from all over the world in to those programs. DreamIt has also launched specific initiatives in educational technology, healthcare IT (with Penn Medicine, IBC, and Johns Hopkins), and female founders (DreamIt Athena in partnership with PA DCED). The DreamIt Fund focuses primarily on

the follow on investments of DreamIt companies exhibiting strong growth and traction. DreamIt Fund has been recently named as one of the Top 30 venture capital firms in the United States. They are also the 4th most active seed fund in the country.

Ms. Gryga was Co-Founder and CEO of FashInvest, an initiative focused on emerging growth entrepreneurs within Branded Goods, Fashion, Fashion Tech and Retail. The goal of FashInvest is to create a business platform focused on bringing together entrepreneurs, investors and industry executives to foster the growth and development of emerging growth enterprises within Branded Goods, Fashion and Retail. FashInvest is a media, events and advisory entity. Ms. Gryga was also Co-Founder of Lipstick Wisdom whose focus was on practical, actionable video-based day-to-day advice for moms with children with neurological challenges. Prior to her entrepreneurial experience, Ms. Gryga was a Founder and Partner of

Liberty Venture Partners, a Philadelphia based venture fund established in 1997 with \$150 million under management. Prior to Liberty, Ms. Gryga was a Managing Director of Philadelphia Ventures Inc., a privately held venture capital management firm with a family of corporate and institutional limited partnerships exceeding \$100 million of committed capital. Notable transactions included Synchronoss (Nasdaq: SNCR), InSoft, (acquired by ape), Liveprint.com (acquired by Kinkos), Cadis (acquired by Aspect Development) and WiseBear (acquired by Michael Milken).

Ms. Gryga has also been Executive Director of MAG, The Mid-Atlantic Angel Group as well as an Entrepreneur in Residence at Context Capital Partners. Ms. Gryga is well known throughout the entrepreneurial community and was previously on the board of the Greater Philadelphia Venture Group for seven years and was Chairman of the group for the 1999-2000 term. Ms. Gryga also serves on the board of the Ben

Magazine Award for General Excellence in the Special Interest category, as well as more than 50 National Arts & Entertainment Journalism awards, including Best Publication and Best Website. In July 2014, Ms. Min, along with her team, won an Emmy for executive producing the televised roundtable of the making of "Wolf of Wall Street." In September 2015, she was presented a Daily Front Row Fashion Media Award for The Hollywood Reporter's annual stylists issue.

Within three months of taking over Billboard in January of 2014, Ms. Min oversaw the revamp of the website and weekly print publication. Today, Billboard and The Hollywood Reporter collectively reach a staggering 26.42 million consumers a month online globally, with a social footprint of 13.9 million, putting both brands among the largest entertainment destinations online. Ms. Min has also spearheaded the brands' move into star-studded live events in both Los Angeles and New York. "Before Ms. Min arrived, The Hollywood Reporter held two events a year," the New York Times noted. "Some people here now refer to the revamped Reporter, with its social-scene pages

and power-lunch tidbits mixed with exposés and frothy celebrity features, as the 'new' Vanity Fair."

She has also led an unprecedented move of the brands into television, overseeing the airing of The Hollywood Reporter's vaunted roundtable series on A+E and SundanceTV, featuring an array of on- and off-screen talent including Amy Schumer, Cate Blanchett, Viola Davis, Ben Affleck, Oprah Winfrey, and Lee Daniels. Ms. Min recently announced a deal with Lifetime to air Billboard's annual flagship Women in Music program in December for the first time. The event will feature Lady Gaga as Billboard's 2015 Woman of the Year.

Ms. Min's decision in 2015 to no longer rank The Hollywood Reporter's storied Women in Entertainment Power 100 list or Billboard's Power 50 made headlines for its feminist stance amid the growing conversation around gender parity, with outlets from NPR to The Atlantic discussing its impact.

Ms. Min also is passionate about the Women in Entertainment Mentorship Program, a partnership between The Hollywood Reporter and Big Brothers, Big Sisters of Greater Los Angeles.

The program pairs high-level female executives with underserved, at-risk high school juniors. The program so far has helped send 88 girls to four-year colleges, with \$2.6 million in scholarship money raised.

Ms. Min, a graduate of Columbia College and Columbia's Graduate School of Journalism, has been named Adweek's Editor of the Year; one of New York Observer's "L.A. Power 25" 2015; one of the Most Powerful Women in New York City by the New York Post; and one of the 40 Under 40, as well as one of New York's Rising Stars, by Crain's New York Business. She has been profiled in numerous outlets, including the New York Times, ABC's "Nightline," L.A. Weekly and Elle. Ms. Min has also has received the NEJ Luminary Award for Career Achievement and Columbia Journalism School's Alumni Award.

Ms. Min lives in Los Angeles with her husband and three children.

Franklin Technology Partners of Southeastern Pennsylvania.

Ms. Gryga began her career at TRW Inc., a multi-billion dollar conglomerate, in their Federal Systems Division as a software developer. Ms. Gryga is a frequent speaker on the subject of venture capital and entrepreneurialism in both professional and academic communities. Ms. Gryga holds a MBA in decision analysis from the Wharton School of Business at the University of Pennsylvania (with Distinction). At the same time as Wharton, Ms. Gryga obtained a Masters in Computer Science from the Moore School of Engineering at the University of Pennsylvania. Ms. Gryga earned her Bachelor of Science degree in computer science (Phi Beta Kappa) from The College of William & Mary in Williamsburg, Virginia.

KAREN GRIFFITH GRYGA` 87

*Managing Partner and
Chief Investment Officer for DreamIt*



ADVISORY BOARD



DAWN ARNALL '80, M.B.A. '82

ADVISORY BOARD

CHAIR

SBP CAPITAL CORPORATION

Dawn Arnall is a private investor, businesswoman and philanthropist. She currently serves as Chair of SBP Capital Corporation. A seasoned executive with more than two decades of professional experience in the financial services and real estate industries, Ms. Arnall is an active investor in energy, insurance and technology sectors. Ms. Arnall is a Director on the Board of Conservation International, a member of the Smithsonian National Zoological Advisory Board, a Trustee of The College of William & Mary Foundation Board and former Chair of National Geographic's International Council of Advisors. She also is a member of the George W. Bush Institute's Woman's Advisory Board, serves on the executive committee of the Simon Wiesenthal Center and is a supporter of Shalva, a therapy center for mentally and physically challenged children. Ms. Arnall obtained her Bachelor of Arts and Master of Business Administration from The College of William & Mary in Williamsburg, Virginia.



ALICE T. DAVISON

ADVISORY BOARD, PANELIST & COACH

VICE PRESIDENT GLOBAL BUSINESS SERVICES

CAPITAL GROUP

Alice Davison is a Vice President at Capital Group in New York where she manages global recruiting for investment roles in the equity and fixed-income groups. Ms. Davison started her career at Capital in LA as a participant in The Associates Program (TAP), a rotational program for liberal arts students. She managed TAP for over a decade and has had several roles in Human Resources. Ms. Davison holds an AB in economics from Bowdoin College and earned an MBA with distinction from NYU's Stern School of Business. Ms. Davison is a Board member of Forte Foundation and an active volunteer for NJ SEEDS, Grameen Foundation, and William & Mary's Parent and Family Council. Her son is member of the Class of 2016 at the College.



RHIAN HORGAN '99

ADVISORY BOARD, PANELIST, JUDGE & COACH

SENIOR FINANCIAL SERVICES EXECUTIVE

Rhian Horgan is a 17 year veteran of the financial services industry where she has lead efforts in wealth management, financial technology and alternative investments. She most recently was a Managing Director of J.P. Morgan Asset Management and Global Head of Alternative Strategies, a \$120B hedge fund, private equity, credit and real assets franchise. Ms. Horgan joined JP Morgan Global Wealth Management in 1999 where she lead a series of businesses including EMEA Structured Products, Global Equity Derivatives and the International Alternative Investments business. Ms. Horgan is a graduate of The College of William & Mary in Virginia, where she is a member of the William & Mary Foundation Board of Trustees and the founder of the William & Mary Wall Street Program. Ms Horgan resides in New York with her husband, son and daughter. She is a US, Irish and British citizen.



JOHN LEONE '91

ADVISORY BOARD

MANAGER OF EQUITY EXECUTION
STEVENS CAPITAL MANAGEMENT

John Leone is primarily responsible for Stevens Capital Management's direct access to global stock exchanges, equity finance, and management of counterparty relationships. Mr. Leone has over twenty five years' experience in global trading and has spent his entire career with either Stevens Capital or its associated companies and predecessors. Mr. Leone has additional experience trading energy products and foreign exchange. Current professional associations include: The New York Stock Exchange Institutional Traders Advisory Committee, College of William & Mary Finance Academy, BATS Global Stock Exchange Institutional Advisory Committee, The NASDAQ Stock Exchange Quality of Markets Committee and Investment Company Institute Working Group Market Structure and Investor Confidence. Mr. Leone holds a bachelor's degree in economics from The College of William & Mary, is a CFA Institute Charterholder and recipient of the Howard J Busbee Finance Academy Alumni Award.



LISA RODAY

ADVISORY BOARD

CHIEF OPERATING OFFICER
FIREICE SOLUTIONS, LLC

Lisa Roday graduated from the State University of New York at Binghamton in 1979. She earned her J.D. in 1982 from Brooklyn Law School, and has been a member of the New York State Bar ever since. Ms. Roday began her legal career in New York City where her practice was limited to sophisticated matrimonial cases. She served on the Board of the American Academy of Matrimonial Lawyers (New York Chapter) and was a founder of the Network for Women's Services, an organization that mentored young lawyers who represented victims of domestic violence on a pro bono basis. Ms. Roday was an adjunct professor at the T.C. Williams School of Law and a substitute teacher at The Collegiate School. Ms. Roday was the March of Dimes NICU Family Support Specialist at Henrico Doctors' Hospital in Richmond, Virginia. She was responsible for establishing that program, which was the first of its kind in the Virginia Chapter. In 2011 she was the recipient of the National Leading Practice of the Year award for the March of Dimes Close to Me Module, a program that promotes early and frequent skin to skin contact between premature infants and their parents. Currently, Ms. Roday is the Chief Operating Officer of Firelce Solutions, LLC, the exclusive distributor of Firelce®, a fire suppression gel, to first responders. She has been a self-employed consultant for twenty years, providing legal expertise to a variety of individuals and business areas. She is very involved in her community and serves on the Boards of Collegiate School in Richmond, Virginia and Congregation Or Atid in Henrico, Virginia where she also Chairs the Board of Trustees. Ms. Roday serves on the Board of Visitors for The College of William & Mary and is the Chair of the Committee on Student Affairs. She and her husband are the proud parents of two William & Mary alumni.

JUDGES

Our judges have been carefully selected due to their professional and personal achievements. These women and men are supremely qualified to critique and offer advice to our stock pitch competitors.



AMY DINE

JUDGE & COACH

DIRECTOR OF ADVOCACY
TERRA ALPHA INVESTMENTS

Amy Dine is Director of Advocacy at Terra Alpha Investments LLC, a global equity fund that invests in the most environmentally productive publicly-listed companies worldwide. Ms. Dine was previously with Capital Group Companies for over a decade as an economist focused on OECD economies, industry-specific analysis, and portfolio asset allocation, and then the initial ESG investment specialist overseeing research and engagement for \$15 billion in institutional assets. She joined the firm as part of The Associates Program, a select, in-house MBA-equivalent rotational program. Prior to Capital, she was at the US Department of State. Ms. Dine holds a BA from Harvard University where she graduated with honors. She is a member of the US SIF Advisory Committee for the 2016 report on US Sustainable, Responsible, and Impact Investing Trends.



JENNIFER B. GASIOR '06

JUDGE

EXECUTIVE DIRECTOR
J.P. MORGAN

Jennifer Gasior, CFA, is an Executive Director and Investment Specialist at the J.P. Morgan Private Bank in New York. In this role, she formulates and implements investment portfolios for private clients, endowments and foundations, providing them with advice across asset classes and global markets. For two years, Ms. Gasior also managed her team's twelve analysts, who provide support on banking, investment, credit and estate planning matters. Prior to this role, Ms. Gasior spent over three years as an equity specialist at the J.P. Morgan Private Bank in New York. She advised clients with single stock concentrations on hedging, divestiture and monetization strategies with positions ranging from \$2 million to over \$100 million in size. She also worked with executives of public companies on transactions in company stock and stock options through the use of over-the-counter derivatives as well as 10b5-1 trading programs. Ms. Gasior holds a Bachelor of Business Administration from The College of William & Mary in Virginia, where she graduated Summa Cum Laude. Ms. Gasior is a CFA Charter Holder, and has attained Series 7 and Series 63 licenses from the National Association of Securities Dealers.



ELIZABETH JENNINGS '85

JUDGE & COACH

INDEPENDENT CONSULTANT

Elizabeth Jennings, CFA, CAIA, completed twenty-eight years as the Director of High Net Worth and Regional Institutional at Thompson, Siegel and Walmsley in March of 2015 and began studying for her graduate degree in the Brown University/IE Institute Executive MBA program shortly thereafter. Her professional background is in Investment Management and Equity Research. Graduating from St. Catherine's School in 1981, Ms. Jennings received her Bachelor of Arts in Economics from The College of William & Mary in 1985. During her college years at William & Mary, she was active with her sorority Phi Mu. In 1989 she received the designation of Chartered Financial Analyst. Ms. Jennings has been involved with many philanthropic organizations that include serving on the board of the Robert G. Cabell III and Maude Morgan Cabell Foundation, Westminster Canterbury Foundation, the Richmond Symphony, the American Civil War Museum, Virginia Theological Seminary and as a trustee with the Church Schools in the Diocese of Virginia. In addition, she served as Chair of the St. Catherine's School Board of Governors and was recently President of the St. Catherine's School Foundation. Married to Joseph A. "Jay" Jennings III, together they have three daughters aged 21, 18 and 13, with her eldest being a member of the William & Mary Class of 2017.



LAURA MARKLEY '07 M.Acc '08

JUDGE & COACH

DIRECTOR OF INVESTMENTS

NEW RICHMOND VENTURES

Laura Markley's career includes six years in the financial services industry in New York City, including investment banking at Deutsche Bank and audit/valuation services for PricewaterhouseCoopers. She also worked at private wealth firm Ziff Brothers Investments, both in the investment accounting space and running the firm's multi-million dollar philanthropy programs and family foundation giving. Ms. Markley is a Richmond native who earned a Master of Accounting at William & Mary and an MBA at Columbia University, graduating at the top of her class in both degrees. At NRV, Ms. Markley assesses prospective investment due diligence, evaluates & negotiates investment deal terms, serves on portfolio company boards, and engages with company CEOs to provide a variety of growth and financial consulting.



JOE MCCANN '06

JUDGE

CEO AND CO-FOUNDER

SLINGSHOT INSIGHTS

Joe McCann is the CEO and Co-Founder of Slingshot Insights, a NYC based startup that provides investors with affordable access to expert research through crowdfunding. Prior to starting Slingshot Insights, Mr. McCann was an analyst at a CR Intrinsic (a division of SAC capital) for many years where he specialized in Healthcare, specifically pharmaceuticals. As a member of a two person investment team managing +\$500mm, he focused on creating investment theses driven by primary research. He previously worked as an analyst at Deutsche Bank after graduating from William & Mary with a BBA in Finance in 2006. He is a frequent author on Seeking Alpha and remains a very active investor in a variety of stocks.



LEILA PECK

JUDGE & COACH

VICE PRESIDENT, FINANCIAL ADVISOR
MORGAN STANLEY

Leila Mathur Peck, a Vice President and Financial Advisor, has been with Morgan Stanley in Bethesda, Maryland for over 25 years. She received her BS from the University of Maryland College of Journalism, with a specialty in Science and Technical Communication. The training she received provided a foundation for research, analysis, synthesizing and applying technical concepts to client's investment portfolios. She is responsible and accountable for managing over \$96 million of client's assets as of July 29, 2015. She holds Series 7, 63, 65 and 3 licenses from the National Association of Security Dealers, and Life and Health Insurance Licenses. Throughout her career, Ms. Peck has provided personal attention and caring that she devotes to the families with whom she works. She is now starting to work with the adult children of her first clients, guiding them through their own financial planning and designing their financial path towards the future. "When I work with clients, I focus on common sense, easy to understand and down to earth advice. I don't get caught up in financial jargon. Among the things my clients like about how I work with them is that I'm always accessible to help."



ALLISON TURNER

JUDGE & COACH

MANAGING DIRECTOR AND CO-HEAD OF CAPITAL INTRODUCTIONS TEAM IN THE AMERICAS
UBS

Allison Turner is a Managing Director and Co-Head of the Capital Introductions Team in the Americas. Ms. Turner and her team actively work with hundreds of investors and hedge funds, providing consulting services and developing funds' capital raising strategies. Prior to joining UBS in 2010, Ms. Turner was a Director at BNP Paribas (legacy Bank of America) on the Capital Introduction team; most recently she was based in London (2007-2010), where she was responsible for building out the hedge fund and investor coverage across Europe and prior to that she was based in Dallas (2003-2007), where she lead the Southwest efforts. Ms. Turner graduated with a BA in Finance from SMU.



RON VANDER WEELE

JUDGE

SENIOR CONSULTANT
GUGGENHEIM PARTNERS

Ronald P. Vander Weele is a Senior Consultant to Guggenheim Partners and its principals where he focuses on developing creative strategies to address complex, high-impact financial issues. He began his career at Price Waterhouse where he served as a Senior Tax Accountant. He then spent the next 14 years at LaSalle Partners, which is the predecessor firm to Jones Lang LaSalle, the largest real estate services firm in the world. He progressed from Senior Vice President, Tax to the Chief Financial and Administrative Officer. He additionally served as a member of the Board of Directors and on the four-person Strategic Committee. During his tenure, he completed and integrated several complicated mergers and acquisitions substantially increasing the market value of the firm. He was recruited by Guggenheim Partners to be in the same capacity and build out the initial infrastructure of the firm. In his current role, he focuses on developing sophisticated tax planning and acquisition strategies. Mr. Vander Weele holds a BBA from the University of Wisconsin and is a CPA. He has lectured on tax issues at the Booth School of Business at the University of Chicago.



PANEL TOPICS

Opening Panel

DISCOVERING YOUR STRENGTHS

Priscilla Shumway, co-author of *Real Women*, *Real Leaders* and DISC Personal Styles Survey facilitator, will lead all attendees through the DISC self-assessment and guide a discussion on understanding and leveraging your behavioral style.

Concurrent Panels

CAN WOMEN HAVE IT ALL

Goal: Discover strategies for creating a work-life balance or making peace with the imbalance

Topics:

- Involvement outside of work such as volunteering, writing, or other hobbies
- Personal (self-care) management
- Juggling responsibilities for relationships with children, parents, relatives, and non-work friends

PERSONAL BRAND MANAGEMENT

Goal: Learn how to capitalize on your authentic self

Topics:

- Selling your story: showcasing your work, skills, strengths, and leadership style
- Self-presentation: conveying confidence, do's and don'ts, and combating stereotypes
- Maintaining composure: handling failure and rejection-Handling Failure, Rejection

Concluding Panel

COMMUNICATING YOUR PERSONAL BRAND

Panelists and coaches will work with students in a workshop setting to recapitulate what they have learned in the preceding panels and explore how to best communicate their unique selves to the rest of the world.

NEGOTIATION: BEING YOUR OWN ADVOCATE

Goal: Understand how our panelists have found their own voice in negotiation

Topics:

- Negotiation one-on-one: promotions, salary, benefits, job flexibility, and car and home purchase
- Negotiation in group settings: divvying up work on a team project, blame, and recognition

MOVING UP THE LADDER

Goal: Determine how and when to take the next step in your career while overcoming any obstacles

Topics:

- Navigating fields dominated by men, particularly science, finance, and the military
- Networking with mentors and sponsors to help yourself and others get ahead
- Communicating and collaborating across gender, race, and culture

PANEL LEADS



PRISCILLA SHUMWAY

PANEL LEAD, DISCOVERING YOUR STRENGTHS

PRESIDENT AND PRINCIPAL

NEW LEARNING PRESENTATION SYSTEMS

Priscilla Shumway is president and principal of New Learning Presentation Systems, a consulting company specializing in learning and development. As a senior national trainer for The Bob Pike Group since 1996, she has trained thousands of people nationally and internationally. An award-winning presenter, Ms. Shumway has worked in a number of industries and has had numerous opportunities to observe the challenges and opportunities facing women in business. A former public school teacher and corporate trainer, Ms. Shumway has specialized in staff development and training in the education, publishing and software industries since 1991. She has also consulted on sales training, meeting facilitation, marketing initiatives, project management, and business development.



LAURA KEEHNER RIGAS '01

PANEL LEAD, COMMUNICATING YOUR PERSONAL BRAND

COMMUNICATIONS DIRECTOR

MASSACHUSETTS SECRETARY OF EDUCATION

Laura Keehner Rigas is the Communications Director for the Massachusetts Secretary of Education, responsible for early education, K-12, and higher education in Massachusetts. In 2014, Ms. Rigas joined Wise Public Affairs as the Vice President of Strategic Communications. As National Communications Director of the American Conservative Union and its Conservative Political Action Conference, Ms. Rigas oversaw all communications and marketing efforts. As the former Press Secretary for the U.S. Department of Homeland Security (DHS), Ms. Rigas served as the chief spokesperson for Secretary Michael Chertoff, managing all media and press contacts for the department. Formerly she was Vice President for Communications at Business Executives for National Security, helping with several statewide Republican campaigns in Massachusetts. Prior to her position at DHS, she served as Deputy Associate Director at the White House and senior advisor at the U.S. Department of Justice. Before spending over six years in the George W. Bush administration, Ms. Rigas was the first Government Liaison at the American Enterprise Institute for Public Policy Research. Ms. Rigas earned her BA in public policy from William & Mary and her Master's degree in public administration at the Harvard Kennedy School. She is a current member at the Junior League of Boston and an instructor at the Leadership Institute.

MODERATORS



KRISTYN ALLRED
CAN WOMEN HAVE IT ALL?
WLS Program Co-Director,
Boehly Center for Excellence in Finance



DR. KATHERINE GUTHRIE
NEGOTIATION: BEING YOUR OWN ADVOCATE
Mansfield Associate Professor of Business,
William & Mary



CAITLIN HEDGEPEETH '16
PERSONAL BRAND MANAGEMENT
Intern,
Boehly Center for Excellence in Finance



CHRISTINA DEVON '16
MOVING UP THE LADDER
Intern,
Boehly Center for Excellence in Finance

CAN WOMEN HAVE IT ALL?



CYNTHIA SEIDEL DUGAN '80

PANELIST & COACH

SENIOR VICE PRESIDENT, RESEARCH
POTENZA THERAPEUTICS

Cynthia Seidel-Dugan, Ph.D., is a drug discovery professional with over 20 years of industry experience in top pharmaceutical companies as well as biotech start-ups. She has led multiple teams to develop novel small molecule and antibody therapeutics for oncology indications. Dr. Seidel-Dugan is currently Senior Vice President at Potenza Therapeutics in Cambridge, MA, a start-up focusing on the discovery and pre-clinical development of new therapeutics targeting immune checkpoints for the treatment of patients with cancer. This class of drugs is demonstrating transformative anti-tumor activity in clinical use, and additional immune regulatory pathways are emerging which are anticipated to have broad clinical utility. In her role as head of research, she is responsible for advancing a portfolio of new drugs into clinical trials. She has co-authored over 15 peer-reviewed publications and is an inventor on 7 issued and pending patents. Dr. Seidel-Dugan completed her post-doctoral studies at the University of Pennsylvania in the laboratory of Dr. Joan Brugge, received her Ph.D. in Molecular Biology from the University of Pennsylvania, and a BS in Biology from The College of William & Mary.



MEHER S. KHAN

PANELIST & COACH

PHYSICIAN

MEHER S. KHAN, M.D. ALLERGY, ASTHMA & IMMUNOLOGY INC.

Meher Khan, M.D. is a medical practitioner, health care advocate, girls education activist, inter- and intra-faith counselor, wife, and mother in Philadelphia. Dr. Khan prescribes health care and life style changes for patients of allergic and immune-related disease and helps in overcoming socio-economic barriers directly related to their health. Dr. Khan is also a Community Advocate with Partners In Health in Boston. She served in the Internally Displaced Persons camps in the Federally Administered Tribal Areas in Northern Pakistan under the jurisdiction of Hillary Clinton, Department of State, in 2009. Dr. Khan also spent 6+ years as a girls education and human rights advocate with Girls Learn International, connecting schools in PA and DE to girls schools in Uganda and Pakistan. She worked with executives of NGOs, Rotary Clubs, schools, and private business owners, facilitating awareness and advocacy. Dr. Khan holds a post-graduate medical fellowship from Thomas Jefferson University in Philadelphia and a medicine-pediatrics dual residency from Albert Einstein Medical Center, graduating with honors. Dr. Khan is a Board Certified allergist-immunologist, served on the Board of Trustees of Rosemont College, the American-Muslim Society of the Tri-State Area of PA, DE, & NJ, and is on the Parent and Family Council of William & Mary.

Discover strategies for creating a work-life balance or making peace with the imbalance



MARIA SOPHIA LONG

PANELIST & COACH

COLONEL (RETIRED)

VETERANS PRIME, INC. (USMC RESERVES, RETIRED)

Maria Sophia Long served 24 years as an active and reserve officer in the United States Marine Corps, retiring as a Colonel in September, 2015. Her primary focus in the Corps was intelligence, while also fulfilling assignments overseeing the training of new Marines, developing assistance programs for Marines and their families dealing with transfer back to civilian life, and developing and executing training programs for high level staff integration. While a reserve officer, she also worked as a pharmaceutical sales representative with Merck, and continues to work now as an administrator for her husband's recruiting firm, Corporate Leads, Inc/Veteran's Prime, Inc. Ms. Long serves on the board of a local USA Swimming Club, 757swim, where her two children, Sam and Sofia, both 14, are year-round swimmers. She has been engaged in the local community as a substitute teacher in the elementary schools and as a volunteer in the school system. Ms. Long graduated from the U.S. Naval Academy with a Bachelor of Science in English in 1989, where she was commissioned a Second Lieutenant in the U.S. Marine Corps. She earned a Master of Science in Business from Boston University in 2003, and a Master of Science in Education from ODU in 2009. She lives with her family in Williamsburg, Virginia.



JULIE VANDER WEELE

PANELIST & COACH

CHIEF ADMINISTRATIVE OFFICER

RMB CAPITAL MANAGEMENT

Julie Vander Weele is the Chief Administrative Officer and an Executive Committee member at RMB Capital Management, a position she has held since 2014. RMB is an independent wealth and investment management boutique with approximately \$4.5 billion in assets under management. Ms. Vander Weele focuses on enterprise-wide initiatives that drive the growth of the firm. For the previous 25 years, Ms. Vander Weele was a Senior Managing Director at Mesirow Financial, a financial services firm with approximately \$90 billion in assets under management. She led the Private Client Services, Retirement Plan Services and Investment Strategies Divisions and also served on the firm's Executive Committee and Board of Directors. Ms. Vander Weele is immediate past President of Friends of Prentice at Northwestern Memorial Hospital and a member of The Chicago Network, an invitation-only organization of Chicago's most senior women business executives. She formerly served on the Board of Governors for the Investment Adviser Association, as a trustee for the Illinois Council on Economic Education, as a member of the FINRA District Committee, on the board of Girl Scouts of Chicago and as Chairperson for the Rush Neurobehavioral Center. Ms. Vander Weele earned a Masters of Management degree from the Kellogg School of Management at Northwestern University.

NEGOTIATION: BEING YOUR OWN ADVOCATE



CAROLYN CHRISMAN '78

PANELIST & COACH
SVP, REVENUE CYCLE
CARILION CLINIC

Carolyn Chrisman has more than 30 years of experience creating, leading, and improving healthcare and insurance operations. She has been with Carilion for 20 years, serving in various operations and quality improvement roles. Previously with Carilion Health Plans, Ms. Chrisman boosted membership from 15,000 to 40,000 members in two years. For ten years, she was responsible for quality, patient safety and risk management, the Carilion Center for Innovation, daily case management/social work support at Carilion Medical Center, and clinical documentation improvement. In 2014, Ms. Chrisman became responsible for Revenue Cycle Services including patient registration, coding, billing and collections. When time permits, she can be found riding her bike on the Roanoke River Greenway. Ms. Chrisman serves on the Boards of Directors of Virginia Health Network, Doctors Connected and the Roanoke Chapter of the William & Mary Alumni Association.



MICHELLE HORN '89

PANELIST & COACH
PARTNER
MCKINSEY SOLUTIONS AT MCKINSEY & CO.

Michelle Horn is a Partner at McKinsey and Company, currently serving as Chief of Staff to the Firm's Global Managing Director. In her 16 years with the Firm she has served both clients and the Firm itself on topics of leadership, organization, and strategy. Ms. Horn's client service focused on a range of service-based industries with the majority of her time in consumer, retail, and transportation companies. In 2004, Ms. Horn took on the role of Director of Personnel for the Firm's consulting staff globally, responsible for development, evaluation, compensation, and retention of the Firm's consulting staff. In 2009, Ms. Horn moved to her current role. She works on priorities and direction-setting, aligning those with key governance bodies, leadership, mobilizing initiatives, and communications strategy. She also plays a role in navigating reputational events. Ms. Horn holds an MBA from the Darden Graduate School of Business in Virginia. She graduated Phi Beta Kappa from The College of William & Mary in Virginia. Beyond the Firm, Ms. Horn is passionate about education and youth. She is on the Development board of the Paideia School in Atlanta, and Get Grounded, an innovative organization for teens in Atlanta.

Understand how our panelists have found their own voice in negotiation



ELIZABETH S. LARSON

PANELIST, JUDGE & COACH

SENIOR WEALTH ADVISOR & PRINCIPAL
EVERMAY WEALTH MANAGEMENT

Elizabeth Larson has an uncanny eye for emerging trends and a keen interest in women's issues. In her current position as a Senior Wealth Advisor, Ms. Larson provides guidance and thoughtful advice to many of Evermay's clients. She is a recipient of the Women's Choice Award that honors advisors who provide a high level of quality service to their female clients. Before joining Evermay, Ms. Larson co-founded Ayrshire Associates, a Washington, D.C.-based investment counseling firm. Prior to that, Ms. Larson was an investment advisor with Davidge & Co. and with First American Bank. She began her career in the financial services industry over 30 years ago at Virginia National Bank, shortly after graduating from Virginia Tech with a BA in Economics. She holds an MBA in Finance from American University and has earned the Chartered Financial Analyst (CFA) designation. She serves on the Board of Visitors of the Children's National Medical Center, and on the Parent and Family Council for The College of William & Mary. Ms. Larson lives in McLean, Virginia with her husband. She is also the proud mother of three successful adult children.



KRISTINE I. SIMMONS

PANELIST, JUDGE & COACH

VICE PRESIDENT FOR GOVERNMENT AFFAIRS
PARTNERSHIP FOR PUBLIC SERVICE

Kristine Simmons serves as the Vice President of Government Affairs for the Partnership for Public Service, a nonpartisan, nonprofit organization dedicated to improving government effectiveness. In her role at the Partnership, she oversees congressional relations and the Center for Presidential Transition, and serves as a member of the Partnership's senior leadership team. Prior to her work at the Partnership, she served as a Special Assistant for Domestic Policy to President George W. Bush. Ms. Simmons began her career on Capitol Hill, where she served on the staff of House and Senate committees and was the Staff Director of the Senate Subcommittee on the Oversight of Government Management. She also owns a small business, Rose Communication & Coaching LLC, that works with companies and students to improve their written materials. Ms. Simmons and her husband are the parents of a daughter who is a freshman at The College of William & Mary, and a son in high school who hopes to join the Tribe in a couple of years.

PERSONAL BRAND MANAGEMENT



JANET ROLLINS ATWATER '84

PANELIST & COACH

PRESIDENT

SECOND ACT COACHING & CONSULTING

Janet Atwater has enjoyed a multi-faceted career encompassing the performing arts, higher education, leadership development and non-profit management. She worked several years as an actress, singer and arts administrator. She then worked at Rensselaer Polytechnic Institute's satellite school overseeing continuing education courses and serving as an Executive Leadership and Behavioral Feedback Specialist for the Center for Creative Leadership. Ms. Atwater has coached numerous Fortune 500 executives and has assisted various non-profit organizations in leadership development, governance and strategic planning. Currently, she is President of Second Act Coaching and Consulting in Chadds Ford, PA, working with individuals in the midst of personal and/or professional transition. She has chaired several leadership boards at William & Mary, including the Alumni Association and Fund for William & Mary, chaired several of her class reunions and is currently on the Capital Campaign Steering Committee and Parent & Family Council. In addition, she is Chair of the Board of Directors for Food Allergy Research and Education (FARE). Ms. Atwater holds a BA from The College of William & Mary and an MBA from Rensselaer Polytechnic Institute.



PATRICIA BROWN '82

PANELIST & COACH

CHAIR, FASHION (MERCHANDISING AND DESIGN)

VIRGINIA COMMONWEALTH UNIVERSITY

Patricia Brown is the Chair and an Associate Professor for the Department of Fashion (Merchandising and Design) at Virginia Commonwealth University. In this role, Ms. Brown is the administrator for the faculty of the 2-track fashion program within the School of the Arts. She is responsible for curriculum and budget, for faculty evaluations and hiring of adjunct faculty, for programs, scholarships, internships, research and support of faculty research, etc. She serves on the Undergraduate Curriculum Committee and The Branch Museum Branch+VCUarts Partnership Committee. Prior to this role, Ms. Brown was a Designer and Consultant, as well as a designer/business owner of her own brand, Patricia Brown Designs. She designed and/or directed design over the years for well-known companies such as Geoffrey Beene, Calvin Klein Collection, Ralph Lauren, Adrienne Vittadini, Banana Republic, Ann Taylor, and Lord & Taylor. Ms. Brown holds a Bachelor of Arts from The College of William & Mary in Virginia, and a Bachelor of Fine Arts from Parsons School of Design, where she graduated with honors and a Gold Thimble Award.

Showcasing your authentic self



MAJORIE DANNENFELSER

PANELIST & COACH

PRESIDENT

SUSAN B. ANTHONY LIST

Marjorie Dannenfelser is the President and an original organizer of the Susan B. Anthony List (SBA List), a national pro-life group of more than 385,000 members dedicated to pursuing policies and electing candidates to reduce and ultimately end abortion. Since its founding, the SBA List has helped elect more than 100 pro-life candidates to the U.S. House of Representatives, 20 to the U.S. Senate, and 16 to other statewide offices. Along with its partners, the SBA List spent \$17 million to counterstrike the “war on women” in the last election cycle. By election day, more than 700 pro-life activists had made more than 1 million voter contacts in races critical to building a Senate majority, by knocking on more than half a million doors. In addition to ending taxpayer funding of abortion and abortion businesses, the SBA List’s top legislative priority is the Pain-Capable Unborn Child Protection Act, which would save more than 18,000 lives a year. Thanks to the SBA List, the five-month abortion ban has been endorsed by every 2016 Republican presidential candidate and received a majority vote in the U.S. Senate. Ms. Dannenfelser was recently named one of *The Washington Examiner’s* top ten “Political Women on the Move,” one of *Newsmax’s* top 25 Most Influential Republican Women and among *Newsweek’s* top ten “Leaders of the Christian Right.”



ALICE T. DAVISON

ADVISORY BOARD, PANELIST & COACH

VICE PRESIDENT GLOBAL BUSINESS SERVICES

CAPITAL GROUP

Alice Davison is a Vice President at Capital Group in New York where she manages global recruiting for investment roles in the equity and fixed-income groups. Ms. Davison started her career at Capital in LA as a participant in The Associates Program (TAP), a rotational program for liberal arts students. She managed TAP for over a decade and has had several roles in Human Resources. Ms. Davison holds an A.B. in economics from Bowdoin College and earned an MBA with distinction from NYU’s Stern School of Business. Ms. Davison is a Board member of Forte Foundation and an active volunteer for NJ SEEDS, Grameen Foundation, and William & Mary’s Parent and Family Council. Her son is member of the Class of 2016 at the College.

MOVING UP THE LADDER



JANET BROWN STRAFER '71 M.A.Ed. '77

PANELIST & COACH

SENIOR POLICY ANALYST

DEPARTMENT OF THE ARMY (RETIRED)

Janet Strafer is a retired Department of the Army Civilian with 35 years of federal service and 22 years of concurrent service in the Army National Guard. Prior to retirement, she was a policy analyst at the Pentagon having worked as branch chief, combating weapons of mass destruction (WMD) specialist, and focal point for policy review and oversight of Army implementation of defense policies for combating WMD. She has worked as director for the Army Strategic Leader Development Program, setting policy and guidelines, advising senior Army leaders on program needs, and negotiating agreements with notable academic institutions and think tanks. As a management analyst, she wrote policies and procedures for reporting the combat readiness of Army units, analyzed data, and reported findings to Army leaders. Early in her career, Ms. Strafer was an education specialist at the Army Engineer School and education counselor for soldiers in Germany. Prior to federal service, she was a teacher and elementary school guidance counselor in Williamsburg, VA. She holds a Bachelor of Arts Degree in Elementary Education and a Master of Arts Degree in Education, both from The College of William & Mary. She is also a graduate of the U.S. Army War College.



RHIAN HORGAN '99

ADVISORY BOARD, PANELIST, JUDGE & COACH

SENIOR FINANCIAL SERVICES EXECUTIVE

Rhian Horgan is a 17 year veteran of the financial services industry where she has lead efforts in wealth management, financial technology and alternative investments. She most recently was a Managing Director of J.P. Morgan Asset Management and Global Head of Alternative Strategies, a \$120B hedge fund, private equity, credit and real assets franchise. Ms. Horgan joined JP Morgan Global Wealth Management in 1999 where she lead a series of businesses including EMEA Structured Products, Global Equity Derivatives and the International Alternative Investments business. Ms. Horgan is a graduate of The College of William & Mary in Virginia, where she is a member of the William & Mary Foundation Board of Trustees and the founder of the William & Mary Wall Street Program. Ms Horgan resides in New York with her husband, son and daughter. She is a US, Irish and British citizen

Determine how and when to take the next step in your career while overcoming obstacles



LISA PETRELLI

PANELIST, JUDGE & COACH
MANAGING DIRECTOR
UBS

Lisa Petrelli, MA, CFA, ICD.D, is Managing Director, Head of Equities, for UBS Securities in Canada. In her role, she is responsible for all equity product to Canadian clients for global platform and represents the country in UBS' global equity franchise. Ms. Petrelli oversees all risk management in the region, and is senior lead for operating and regulatory oversight with Canadian regulators. With over 20 years of experience, Ms. Petrelli has worked within the Wall Street community – Goldman Sachs, Credit Suisse, and Morgan Stanley – building out the infrastructure of international trading to the Canadian institutional community. Ms. Petrelli is an active participant within the UBS community supporting and promoting gender initiatives. As advisory member of UBS' All Bar None, and committee member of both Women in Equities, and UBS' Diversity and Inclusion committee, Ms. Petrelli remains dynamic to programming and recruitment of women for the firm. Ms. Petrelli currently serves on the Global Advisory Board for 100 Women in Hedge Funds, and is a Director for the UBS Securities Canada Inc. Board. Ms. Petrelli holds a Master's degree from Wilfrid Laurier University, is a graduate from the University of Toronto, and has been a CFA Charterholder since 2000.



SUE STOFFER

PANELIST & COACH
PARTNER/DIVERSITY COMMITTEE CHAIR
NELSON MULLINS RILEY & SCARBOROUGH LLP

Sue Stoffer is a partner of Nelson Mullins Riley & Scarborough LLP's Atlanta office practicing in executive compensation and employee benefits law. Ms. Stoffer has spent more than 25 years, including many years with a large international law firm based in New York, counseling employers, both public and private, on equity and non-equity incentive plans and complex retirement plan and health and welfare plan issues. Ms. Stoffer also served as the in-house employee benefits counsel for Time Warner Inc., assisting the company with challenging merger and acquisition issues as they related to a multitude of compensation and benefits arrangements covering a wide-spectrum of employee classifications. Ms. Stoffer is the current Chair of the NMRS Diversity Committee, the Lean-In Project team leader and the Women's Affinity Groups coordinator. Ms. Stoffer received her J.D. from Fordham University School of Law and her undergraduate degree from the University of Illinois. Ms. Stoffer's son attends The College of William & Mary ('19).

COACHES

All of our coaches are women who have excelled in their fields and contributed greatly to their communities. We are pleased and honored that they have chosen to donate their time to help the next generation of strong women craft their stories.



JULIE AGNEW '91

COACH

ASSOCIATE PROFESSOR OF FINANCE AND ECONOMICS
WILLIAM & MARY

Dr. Julie Agnew is the Class of 2018 Associate Professor of Finance and the Director of the Boehly Center for Excellence in Finance. A Phi Beta Kappa graduate of William & Mary, she started her finance career on Wall Street as an Analyst for Salomon Brothers and as an Equity Research Associate for Vector Securities International. After completing her Ph.D. in Finance from Boston College in 2001, she returned to her alma mater to create new experiential learning opportunities designed to bridge the gap between academia and practice. She is the architect of the Singapore Study Abroad Program, the *Distinguish* Finance program, the Risk Management Certificate Class, and the student-led Howard J. Busbee Finance Academy. Dr. Agnew's research focuses on financial literacy, retirement plan investing and behavioral finance. She frequently speaks on these topics around the world and is a recognized thought leader. She has testified to the Senate and recently joined the *Wall Street Journal's* Expert Panelist group. A TIAA-CREF Institute Fellow, Dr. Agnew also has extensive international experience. A former Fulbright Scholar to Singapore, Dr. Agnew co-authored a book examining business opportunities in Asia. She spent 2012 as a Senior Visiting Fellow in Australia studying the country's superannuation system.



KRISTYN ALLRED

MODERATOR & COACH

WLS PROGRAM CO-DIRECTOR
BOEHLY CENTER FOR EXCELLENCE IN FINANCE

Kristyn Allred serves as the Co-Director of the Women's Leadership Summit at William & Mary. In this role, Ms. Allred has coordinated sponsorship and keynote speakers as well as overseeing finance and marketing for the summit. Prior to this role, Ms. Allred served as a contract consultant for the Office of Community Engagement assessing student engagement in public schools. Ms. Allred has spent 20 years fund-raising, developing and supporting youth programs in K-12 education. She has traveled to 100 countries and has done humanitarian work on four different continents. Ms. Allred holds a Bachelor of Political Science and a Master of International Relations from Brigham Young University, where she graduated Summa Cum Laude. She is the proud parent of five children and married to Professor Brent Allred who is on the business faculty at William & Mary.



BARBARA ARENZ

COACH

COMMUNITY VOLUNTEER

SELF-EMPLOYED

Barbara Arenz has had a varied corporate and entrepreneurial career in the advertising, design and food industries. As a media planner at Young & Rubicam, she developed media budgets for corporate clients including Procter & Gamble, AT&T, and Kodak. She was an advertising sales account manager for Country Living magazine, American Heritage, and Bloomberg Markets, where she managed luxury brands and wine & spirits advertising. While at Bloomberg, she created a popular program where guest winemakers or distillers led tasting events for Bloomberg subscribers. In addition, as a designer at Smallbone, she sold bespoke kitchens, bedrooms, and bathrooms. An entrepreneur, Ms. Arenz started a free-lance kitchen design business, and after winning a baking competition, she launched a successful baked goods business, in which she created custom-decorated cakes and cookies. Ms. Arenz holds a degree in Advertising from the Pennsylvania State University. She and her husband, Tom, have three daughters. She has served on the boards of the Greenwich Center for Hope & Renewal and the Greenwich Teen Center. She currently serves on the boards of Green Fingers Garden Club and the Belle Haven Club in Greenwich, CT.



ANNE ARSENEAU '89, M.A.Ed. '92

COACH

DIRECTOR OF STUDENT LEADERSHIP DEVELOPMENT

WILLIAM & MARY

Anne Arseneau spends her days supporting students in the practice field of leadership. She is especially motivated about any opportunity where young adults learn more about themselves, how to work with others, and how to create positive change for the initiatives and causes they care about. Formally, she spends her days as the Director of Student Leadership Development at The College of William & Mary. In her volunteer time, she works with LeaderShape, Inc., Kappa Alpha Theta, and HazingPrevention.org. Informally, she appreciates any group environment that allows her to learn, grow, contribute, and be creative. Ms. Arseneau is a two-time graduate of William & Mary (BA '89 and MA.Ed '92).



JENNIFER BRACKEN

COACH

ENGINEER

NASA GODDARD SPACE FLIGHT CENTER

Jennifer Medlin Bracken leads the Integrated Design Center (IDC) within the Applied Engineering and Technology Directorate at the NASA Goddard Space Flight Center in Greenbelt, MD. The IDC is a unique laboratory environment that performs multi-disciplinary, collaborative, space system engineering design and analysis studies that enable rapid development of science instrumentation and mission concepts. In her role, Ms. Bracken works closely with the NASA earth and space science communities to develop future instrument and mission architecture concepts, evaluate the feasibility of existing concepts, as well as vet new technologies. She supported the Hubble Space Telescope (HST), Tropical Rainfall Measuring Mission (TRMM), and well over 140 studies within the IDC. Ms. Bracken has 30 years of aerospace engineering experience at NASA. She has a Bachelor of Science degree in Applied Mathematics from the University of Florida.



RENE CABRAL-DANIELS

COACH

CHIEF EXECUTIVE OFFICER

COMMUNITY CARE NETWORK OF VIRGINIA

Rene Cabral-Daniels, JD, MPH is the CEO of Community Care Network of Virginia (CCNV). CCNV is the Commonwealth's only health centered controlled network. CCNV provides a myriad of services, including but not limited to credentialing, billing, IT operations, electronic health record training and health plan contract negotiations. It provides services to its customers in 23 states. Ms. Cabral-Daniels formerly served as an HHS attorney where she provided counsel to CMS leadership. Ms. Cabral-Daniels holds a Masters in Public Health from Yale School of Medicine and a Juris Doctor from the University of Virginia. She is the proud mother of three daughters.



LYNN BRILEY '71

COACH

ADJUNCT PROFESSOR

TIDEWATER COMMUNITY COLLEGE

Lynn Briley is an adjunct instructor at Tidewater Community College, Portsmouth Campus. Prior to this role, Ms. Briley, had a 41 year career in the Portsmouth Public School System, serving as an English teacher, high school assistant principal and middle and high school principal. Ms. Briley holds a Bachelor of Arts degree in English from The College of William & Mary (1971), a Master of Arts degree in Communications from Norfolk State University (1977), and a Certificate of Advanced Studies (CAS) in Educational Administration from Old Dominion University (1987).



GIANNA DARBIN '12

COACH

INVESTMENT ASSOCIATE

PARTNERS CAPITAL LLP

Gianna Darbin is an associate at Partners Capital in Boston, MA. In this role, Ms. Darbin evaluates and invests in private equity funds on behalf of Partners Capital's client base of endowments, foundations, and family offices. Prior to this role, Ms. Darbin worked as an investment banking analyst in the consumer group at BB&T Capital Markets in Boston, MA. Ms. Darbin holds a Bachelor of Business Administration degree in Finance with a minor in Economics from The College of William & Mary in Virginia, where she graduated Cum Laude.



WENDY DICKINSON

COACH

LIFE COACH

SELF-EMPLOYED

Wendy B. Dickinson, M.Ed., is an iPEC trained Coach working with clients throughout the United States. In her coaching practice, Ms. Dickinson uses the Core Energy Process to help clients connect their inner purpose and passions with their outer goals and strategies. Through coaching and life experiences Ms. Dickinson has had the opportunity to help many women ignite their passions and explore their potential. Her focus today is "Be your Brand". Ms. Dickinson graduated from the University of Mary Washington in 1983 and the University of Virginia School of Education in 1987. She began her career as an outpatient therapist working in community mental health. She and her husband of 31 years, John, have navigated challenges in careers, entrepreneurial endeavors, health, and parenting. They are the very proud parents of two young daughters with close ties to William & Mary: Hillary, William & Mary Class of '15 and Anne-Marie, Class of '18.



KAREN O. ELY '72

COACH

HEALTH PHYSICIST

NAVY AND MARINE CORPS PUBLIC HEALTH CENTER

Karen Ely is currently a health physicist at Navy and Marine Corps Public Health Center, Portsmouth, VA, responsible for regulating the use of radioactive materials for naval medical and research facilities through the Navy's Master Materials License issued by the Nuclear Regulatory Commission. She is a qualified license/permit reviewer and inspector with the Radiation Health Team responsible for all permitting and inspecting of broad scope and specific permits for the medical and research use of radioactive material worldwide since 2003. Ms. Ely has worked in the radiation protection field for over 27 years including 14 years in the Radiological Control Office (RADCON) at Norfolk Naval Shipyard for various departments. She is a registered Radiation Protection Technologist and holds a Bachelor of Science degree in Biology from The College of William & Mary and a Master of Science in Science Education from Old Dominion University. Previously Ms. Ely served as a middle school science teacher for life science, physical science and earth science for eight years at Wadleigh Secondary school in New York City (District 3). She has a permanent New York State teacher's license and a permanent New York City teacher's license, both for biology and general science grades 7-12. She was recognized by District 3 for perfect teacher attendance for seven of eight years. Ms. Ely is the mother of two adult daughters and the grandmother of five.



BECCA GILDEA '12

COACH

SENIOR 2

EY

Rebecca Gildea, CPA, is a Senior Financial Risk Management Consultant in Ernst & Young's Financial Services Office. After earning her BBA from The College of William & Mary in 2012 with a major in accounting and a concentration in finance, she joined EY's Business Advisor Program based out of New York City. During that three year semi-rotational program, Ms. Gildea worked on varying risk management engagements, including CMBS transaction issuance, a regulatory liquidity risk management report implementation, a reporting target operating model and an entity liquidity management framework encompassing a firm's global liquidity stress test and reorganization of the firm's governance/ funding model. Most recently, she has aligned out of the BAP program into EY's Treasury and Liquidity Risk Management practice. Throughout Ms. Gildea's experience, she has experienced various components of a bank's approach to risk management through the lens of both globally systemic banks and regional banks.



KATHERINE GUTHRIE

MODERATOR & COACH
PROFESSOR
WILLIAM & MARY

Dr. Katherine Guthrie brings a wealth of research and teaching experience to the Mason School of Business. She earned her Ph.D. in Economics from the University of Michigan, and received a dual BA in Economics and International Relations from UC Davis. Dr. Guthrie has published her research in peer-reviewed finance, accounting, and economics journals, including the *Journal of Finance*. Using theory and cutting-edge empirical methods, she has studied the effectiveness of board independence, CEO incentive pay, ownership by sophisticated institutional investors and blockholders, as well as regulatory reforms in corporate governance. Currently, she is exploring household financial decision making and the role of obesity in financial markets. At William & Mary, Dr. Guthrie has taught corporate finance and debt markets & securitization in both the Undergraduate Business Program and the Master of Accounting Program. Most recently, she spearheaded efforts to design and implement a *Distinguish Finance* program for undergraduate finance majors as well as a course on Diversity in the Workplace for freshmen and sophomores. Dr. Guthrie has received the Faculty Excellence Award, the Alfred N. Page Undergraduate Teaching Award, the Geary Faculty Fellowship, and the Mansfield Professorship. She is married and the mother to four children. She enjoys spending time with her family, teaching yoga and competing in triathlons and marathons.



ANN MARIE HIGGINS '06

COACH
SENIOR MANAGER
EY

Ann Marie Higgins (class of '06) is a Senior Manager in the Banking Capital Markets practice of the Financial Services Office of Ernst & Young LLP. She has over nine years of industry experience providing services to a variety of financial services clients including multi-banks, broker-dealer organizations, and exchanges. She began her career in New York City, spent two years in Zurich, Switzerland as part of EY's global exchange program, and currently works in the Atlanta office. In her various roles at EY, she has coordinated some of the company's largest and most complex global financial services audits including UBS, Intercontinental Exchange, Inc. (ICE) and the New York Stock Exchange (NYSE) where she helped complete an \$11 billion acquisition – a highlight of her career. She has extensive knowledge in business combinations, consolidation, debt refinancing, derivatives, hedging and IPO preparation. Away from work, Ms. Higgins is happily married to a fellow William & Mary alumnus (class of '05). She is a passionate world traveler, avid book reader, and enjoys spending time with family and friends.



LISA MAUS '07

COACH
SENIOR MANAGER
EY

Lisa Maus is a Senior Manager in the Treasury and Liquidity Risk Advisory group of EY's Financial Services Office in New York. In this role, Ms. Maus advises financial services clients in various capacities including liquidity risk modeling and analytics, cash and collateral management, and evolving regulations. She works primarily with large investment banks, specializing in their secured funding and prime brokerage businesses. Recently, she led a global initiative to develop enhanced entity and intercompany liquidity risk management including developing risk controls and business forecasting. Prior to joining EY, Ms. Maus spent over six years at JPMorgan Chase in liquidity risk management roles in both Corporate Treasury and in the Investment Bank. Ms. Maus graduated from The College of William & Mary in 2007, with a BBA in Finance.



MARISKA MORSE

COACH

VICE PRESIDENT, MARKETING & OPERATIONS
FORTE FOUNDATION

Mariska Morse has 23 years of experience in marketing, management, program creation, and business development with for-profit and non-profit organizations. Since 2001, Ms. Morse has played a key role in the start-up and significant growth of the Forté Foundation, a nonprofit designed to support the advancement of women in business. Starting in 2003, Ms. Morse led Forté's marketing efforts, creating and growing the organization's brand equity. From there she shifted her attention to managing Forté Foundation's corporate accounts, serving as the first Corporate Relations Director, directing programs that would help recruit and retain top female talent. From 2010-2014, Ms. Morse worked as a marketing consultant for various clients including Zehno Cross Media Communications, the Graduate Management Admissions Council, Tulane University as well as Forté. Two years ago Ms. Morse returned to Forté full time and is currently the Vice President of Operations & Marketing. Recent projects include Forté re-branding, the Rising Stars Initiative and a Take the Test Advertising Campaign for college students. Prior to Forté, Ms. Morse led the Women in Business Initiative at Michigan's Ross School of Business and worked at two different direct marketing agencies for 5 years. Ms. Morse earned her BA degree from Boston College and lives in New Orleans with her husband and three children.



KELLIE MURPHY '85

COACH

AUTHOR

Kellie L. Murphy is a freelance writer and mystery novelist. She is the author of *A Guilty Mind*, *Stay of Execution*, and *The Last Sin* (the Detective Cancini Mystery Series) to be published by Harper Collins/Witness Impulse in 2015 and 2016. She is represented by The Jane Rotrosen Agency (New York). As a freelance writer, she has penned articles for several regional publications on family issues, dining and regional events, as well as Cal Ripken, Jr. and philanthropy. Prior to pursuing a career as a writer, she worked for several banks including Crestar (now Suntrust), Riggs National Bank, and the National Bank of Washington. As Vice President of Finance, she specialized in budgeting, forecasting, and acquisitions. She holds a Bachelor of Business Administration degree in Management from The College of William & Mary.



CAROLYN OFFUTT '07

COACH

SENIOR MANAGER
EY

Carolyn Offutt is a Senior Manager in EY's Transaction Advisory Services – Transaction Support. She has been with EY since 2007. Prior to joining TS, Ms. Offutt spent eight years with the Firm's Core Assurance practice. Ms. Offutt has focused primarily on Technology clients and Aerospace & Defense and Government Contracting clients. Her audit clients included Neustar, Inc., CoStar Group, NCI, Inc. and VSE Corporation as well as several private technology and government contracting companies. She has been involved in several transactions completed by these Companies: Targus Information Corporation (Neustar), Apartments.com (CoStar), AdvanceMed (NCI), Wheeler Bros. (VSE). Ms. Offutt earned a B.B.A. in Accounting and Mathematics, Summa Cum Laude, from The College of William & Mary. Carolyn is a Certified Public Accountant in Virginia and a member of the AICPA.



ELENA PAINTER '14

COACH

INVESTMENT BANKING ANALYST
GOLDMAN SACHS

Elena Painter is an analyst in the Investment Banking Division at Goldman Sachs in San Francisco, focusing on technology companies. In this role, Ms. Painter helps perform financial modeling and valuation analysis to evaluate potential mergers, acquisitions, IPOs, and issuances. She has completed transactions with LinkedIn, PayPal, Zendesk, and 2U, as well as worked extensively with pre-IPO clients such as Snapchat and Pinterest. Ms. Painter holds a Bachelor of Business Administration degree from The College of William & Mary in Virginia, where she graduated Summa Cum Laude.



BETH PEREZ

JUDGE & COACH

EXECUTIVE DIRECTOR, RELATIONSHIP EXECUTIVE; METRO NEW YORK
JP MORGAN CHASE & CO.

Beth Perez started her career with heritage Chase Manhattan Bank in 1979. A native New Yorker, Ms. Perez has spent the last 15 years in Metro Middle Market covering a diversified group of companies as well as spearheading the creation and development of the Northeast segments art gallery and auction house specialty. She has been a liaison for this segment across the country for Middle Market and Private bankers. The specialty makes a significant contribution to revenue and primary loan exposure. Ms. Perez is now focusing on building new relationships in high growth, disruptive industry sectors. She is one of the key drivers on the Prospecting Initiative Team. Ms. Perez has had a multi-faceted career as a banker, holding management positions in International Institutional, Corporate Bank and the Not For Profit Group, prior to joining Middle Market. Leadership, strategic thinking and ensuring an excellent client experience have been common themes throughout her tenure at the Bank. Ms. Perez earned a BA in Political Science from Barnard College (Dean's List) and an MIA from Columbia University, School of International Affairs. She speaks French and has a working knowledge of Spanish. She resides in Manhattan and has two accomplished daughters, ages 18 and 23.



KATHLEEN POWELL

COACH

ASSISTANT VICE PRESIDENT FOR STUDENT AFFAIRS; EXECUTIVE DIRECTOR OF CAREER DEVELOPMENT
WILLIAM & MARY

Kathleen Powell has more than twenty-five years of progressive experience in career services in higher education. Ms. Powell holds a Master of Science in Student Personnel Services from Miami University of Ohio and a Bachelor of Arts degree in Psychology from the University of Akron. Her career services work includes positions at Ashland College (now Ashland University), Knox College, Marietta College, Grinnell College, and University of Akron. Prior to William & Mary, she served as the director of career exploration and development at Denison University. Ms. Powell has authored chapters in several publications and served as an academic advisor and adjunct faculty member at Marietta College. Most recently, Ms. Powell was named as a Faculty Lead for the Strategic Planning for the Emerging Leader session at the Management Leadership Institute. Currently President-Elect for the National Association of Colleges and Employers, she has also served as President of the Midwest Association of Colleges and Employers and President of the Illinois Small College Placement Association. Ms. Powell is the recipient of the J.W. Paquette Award for Superior Leadership Award, Midwest ACE; Charles Sumner Harrison Award, Marietta College; March High Five Award, Midwest Association of Colleges and Employers; Teacher Appreciation Award, Sigma Kappa, Marietta College; and holds a Management Leadership Certificate for Career Services Professionals.



COLLEEN TEPE '05, M.B.A. '07

COACH

COO AND CO-FOUNDER
SLINGSHOT INSIGHTS

Colleen Tepe is the COO and Co-Founder of Slingshot Insights, a NYC based startup that provides investors with affordable access to expert research through crowdfunding. After many years as a Management Consultant, she decided to part with her frequent flier miles and enter the startup realm. Her expertise includes Operational Strategy and Business Process Reengineering for Fortune 500 clients in the healthcare, manufacturing/logistics, and professional services industries. Ms. Tepe holds a BA in History and a MBA from The College of William & Mary.



SANDY TURNAGE, Ed.D. '15

COACH

ASSOCIATE DIRECTOR OF EMPLOYER RELATIONS
UNIVERSITY OF RICHMOND

Dr. Sandy Turnage is the Associate Director of Employer Relationships in the Office of Alumni and Career Services at the University of Richmond. In her role, she focuses on the retention and expansion of employer relationships, manages on-campus recruitment, and cultivates new business specifically with hiring consulting firms. Most recently, Dr. Turnage earned her Ed.D. in Higher Education Administration from The College of William & Mary. Her dissertation focused on first-generation college students' cultural habitus within the larger context of social field, with a special emphasis on career aspirations and ceilings. Her study illuminates first-generation college students' success strategies and mechanisms of support, lending implications for future research and practice. Dr. Turnage has 15 years of experience in career services at various liberal arts universities. Previously, she was the associate director of professional development at The College of William & Mary School of Business. She was also an assistant director at The College of William & Mary Career Center and a career counselor at Randolph-Macon College. Dr. Turnage also holds a Bachelor of Science in psychology and a Master of Science in counseling psychology, both from Radford University.



HEATHER YOUNG '00

COACH

SENIOR MANAGER, PROCESS MANAGEMENT FOR PAYMENT AND TRAVEL SOLUTIONS
CAPITAL ONE

Heather Young graduated from William & Mary in 2000 with a degree in Psychology and began her career at Capital One as part of a rotation program for college hires. She now leads Capital One's Payment and Travel Solutions team, which covers everything related to employees' travel, from the global travel program to the accounts payable process. Her first role at Capital One introduced her to two things that have been a huge part of her career: accounting and people management. Through people management, she realized that it's not about what you know - it's about being a continuous learner and recognizing that people are always a leader's greatest asset. Inside of Capital One, Ms. Young is involved with recruiting for the Finance Campus Hire Programs. In the industry, she is involved with The Accounts Payable Network, the Get There Advisory Board, Business Travel News, and the Global Business Travel Association. She met her husband at William & Mary in 1999, and their two boys, ages 6 and 10, love William & Mary football games!



ABBEY DOSKI '16

WLS PROGRAM CO-DIRECTOR, POST-BACCALAUREATE FELLOW
INCOMING ASSOCIATE CONSULTANT, BAIN & CO.

Abbey Doski graduated Cum Laude from The College of William & Mary in January with a BBA in Finance. She currently serves as a Post-Baccalaureate Fellow in the Boehly Center for Excellence in Finance. In this capacity, Ms. Doski serves as Co-Director of the inaugural William & Mary Women's Leadership Summit and Stock Pitch Competition, where she plays an integral role in the organization, communication, and implementation of the event. In July, Ms. Doski will join Bain & Co. as an Associate Consultant in their Atlanta, GA office. Previously, Ms. Doski was a Management Consulting Intern at Accenture in Charlotte, NC and a Relationship Management and Operations Intern with Diamond Hill Capital Management in Columbus, OH.



DARLA JADE

EXECUTIVE DIRECTOR
SMART WOMAN SECURITIES

Darla Jade seeks to empower a new generation of women investors with greater investment knowledge and financial influence. She has seamlessly merged her two passions for education and finance through Smart Woman Securities, which unites undergraduate students, faculty, administrators and successful industry executives on a mission to create a movement that brings financial responsibility and influence into the hands of women everywhere. Ms. Jade was appointed to lead the organization as the Executive Director in 2012 and is committed to accomplishing the mission of SWS through education, mentorship and exposure to successful businesses and individuals. She is a graduate of Brown University.



PLANNING COMMITTEE



DR. JULIE AGNEW '91
Class of 2018 Associate
Professor of Finance
Director of the Boehly
Center for Excellence in
Finance



KRISTYN ALLRED
WLS Program Co-
Director,
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Women In Business

REAL WOMEN, REAL LEADERS

Surviving and Succeeding in the Business World

Edited by
KATHY HURLEY
PRISCILLA SHUMWAY

WILEY



PRISCILLA SHUMWAY

Real Women, Real Leaders profiles women thought leaders who provide personal, useful insights into their leadership journeys. Using the 16 leadership competencies developed by Jack Zenger and Joe Folkman, the women leaders describe their own experiences and offer guidance on topics such as building alliances, mentoring other women, balancing family and career, and overcoming obstacles in a man's world.

Priscilla Shumway is president and principal of New Learning Presentation Systems, a consulting company specializing in learning and development. As a senior national trainer for The Bob Pike Group since 1996, she has trained thousands of people nationally and internationally.

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Investing in the Next Generation initiatives will include:

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- Access to internships/shadowing opportunities through our 100WHF online platform (coming for 2017)
- Opportunity for young women to interact with 100WHF industry role models on campus and via 100WHF global education events



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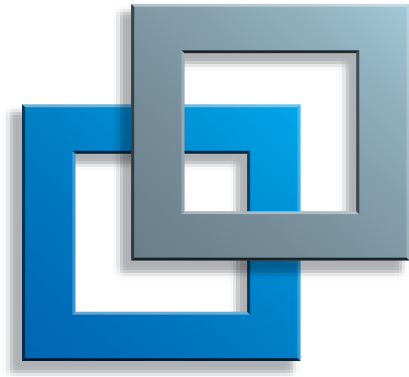
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