Calendar 1997

University Events

OCTOBER 21
The Future of Advertising: Will the Agency Survive?
The SSOM Marketing Advisory Council presents a panel discussion on advertising featuring guest speakers Bruce Nelson, McCann Erickson Worldwide; Robert Reitzfeld and Alan Beaver, Beaver Reitzfeld; and Tom Scott and Tom First, Nantucket Nectars.
11:30am - 2pm
Boston Harbor Hotel
For more information, contact Jennifer A. Raymond at (617) 573-8651.

OCTOBER 21
Keith Lockhart, conductor of the Boston Pops
The Education and Human Services Fall Symposium welcomes guest speaker Keith Lockhart to discuss creativity, leadership and youth outreach. The event is free and open to the public.
1 - 2:30pm
C. Walsh Theatre
For more information, contact Dr. Carol Zulauf at (617) 573-8089 or Professor Allan Tow at (617) 573-8228

NOVEMBER 10-21
Stilwell Photographic Exhibition
Doric Hall, State House, Boston
Suffolk University will sponsor an exhibit of dramatic photographs by Lt. Warren Boecklein and David Quaid of Merrill’s Marauders. The photographs portray the courage and fortitude of a regiment of 3,000 volunteer soldiers commanded by US General Joseph Stilwell, led by Major General Frank Merrill, and infamously dubbed "Merrill’s Marauders."
Opening Reception
Monday, November 10, 7 - 9pm
Nurses Hall, State House, Boston
For more information, contact the Office of Public Affairs at (617) 573-8443.

The New England School of Art & Design at Suffolk University

OCTOBER 1 - OCTOBER 30
Poetic License: A Tribute to the Beat Generation
Opening Reception
Friday, October 3, 5 - 7:30pm
Gallery 28, The New England School of Art & Design at Suffolk (NESADSU)
81 Arlington Street, Boston
In cooperation with Lowell Celebrates Kerouac, Inc., this special exhibition will focus primarily on documentary photographs with a representation of work in other media. It will feature works by Gordon Ball, Harry Bartnick, John Cage, Lawrence Ferlinghetti, Allen Ginsberg, Gerard Malanga, Fred W. McDarrah, William Saroyan and Kelly Wise.
For more information, contact NESADSU at (617) 536-0383.

NOVEMBER 3 - DECEMBER 8
NESAD Alumni Awards: Graphic Design in Television
This exhibition, in cooperation with WHDH-TV, Channel 7, celebrates award winning NESAD alumni designers, particularly those who have been pioneers in electronic design for television and broadcasting. The exhibit is interactive.
Opening Reception
November 5, 5 - 7pm
Gallery 28, The New England School of Art & Design at Suffolk (NESADSU)
81 Arlington Street, Boston
For more information, contact NESADSU at (617) 536-0383.

C. Walsh Theatre

OCTOBER 24
Fallfest
In conjunction with Family Weekend, Suffolk University students and staff strut their stuff in this annual variety show directed by Professor Vicki Karns.

OCTOBER 26
Student Convocation
In conjunction with Family Weekend, the Student Convocation will feature guest speaker Coretta Scott King.
11am
Faneuil Hall, Boston

OCTOBER 26
Emmanuel Music
Music Director Craig Smith opens the second year of a seven-year series presenting the chamber works of Franz Schubert.

NOVEMBER 2
Emmanuel Music
The chamber works of Schubert.

NOVEMBER 20-21
Suffolk Student Theatre, Student-Directed One-Act Play Festival

NOVEMBER 23
Collage New Music Concert
Music Director David Hoose opens the three concert series with the best of 20th century classical composers.

DECEMBER 6-7, 13-14, 20-21, 27-30
A Christmas Carol
Boston Children’s Theatre. Tis the season for Dickens as the BCT presents a delightful musical version of the classic.
For further information (including time of event), call the C. Walsh Theatre at (617) 573-8282 closer to the date of each performance.

Sawyer School Celebrates 60th Anniversary

There’s a birthday party coming up, and you’re all invited. It is a special birthday celebration—the 60th Anniversary of the Frank Sawyer School of Management. This yearlong celebration will be filled with cultural, musical, social, academic and athletic events—enough variety for every alumnus to find something of interest. Look for your copy of the 60th Anniversary Calendar of Events in the upcoming weeks.
10 Commencement 1997 at the FleetCenter

12 Seven Common Mistakes Entrepreneurs Make
by Robert Grier Ralston, MBA '73
If you run your own business or are thinking about launching one, read this practical advice from an expert business insurance adviser.

14 2001: A College Odyssey
What are the myths and realities about the class of 2001—the first graduating class of the new millennium?

22 Navigating Your Career in 1998 and Beyond
by Paul S. Tanlight
Hot tips for the career-conscious from Suffolk's director of career services.
I am delighted to welcome the class of 2001 to the University this fall. As they look forward to being the first graduating class of the new millennium, these students are experiencing a strong economy and growing job market. Their goals and expectations have expanded to follow these trends. It is an excellent time to be a college student at Suffolk.

At freshman orientation this summer, I took the opportunity to meet some of our new students. Although their outward appearances were somewhat different from my own when I was a freshman, I saw in them the same hopeful excitement that I had as a beginning college student. In this issue of Suffolk magazine, we feature the class of 2001. Read on to determine if this group of Suffolk students is any different from your graduating class.

You will notice that this magazine, for the most part, is devoted to the College of Liberal Arts and Sciences and the Frank Sawyer School of Management. With the increase in news and information we have to share with you about Suffolk, it made sense to further develop our publications by offering two magazines—the Suffolk magazine and the new Suffolk Law magazine. Suffolk magazine is now dedicated to CLAS and SSOM. If you have a degree from Suffolk Law, keep your eye on the mailbox this fall for the first issue of the Law School alumni magazine.

From the interests and trends of our incoming class to the experiences and pursuits of our alumni, you’ll find an array of stories and interviews in this issue dedicated to the dreams and endeavors of our current and past students. We hope you enjoy reading about their dynamic energy and varied accomplishments.

David J. Sargent
President
Counseling Center
Internships in Demand

Suffolk's counseling center internship program in professional psychology is one of only three accredited college programs in New England. Recognized by the prestigious Association of Psychology and Postdoctoral and Internship Centers (APPIC) and American Psychological Association (APA), the center attracted 112 national applicants for its three internship positions. This is a five-fold increase over last year.

The new interns, doctoral students, began working in the center September 1, 1997. Much of their work will involve continuing the training and outreach begun last year with Suffolk's residence hall staff. Programs are designed to train the staff to educate resident students about such issues as crisis resolution, time management, assertiveness, eating disorders and alcohol education.

The APA commended the counseling center for its "leadership in fostering greater sensitivity to issues of cultural diversity throughout the University, as well as in the training of psychology interns." The center also received accreditation from the International Association of Counseling Centers (IACS) which praised the center for "its long-standing tradition of outstanding services to students." The recognition of these professional associations clearly indicates that the mental health services and training provided at Suffolk's center are of the highest quality.

Retiring Mary Hefron Honored

Suffolk University bade a fond farewell to one of its most inspirational and beloved administrators at a June 25 gathering at the Harvard Club in downtown Boston. Nearly 400 friends and colleagues crowded the facility to honor College Registrar Mary A. Hefron, retiring after 34 years of dedicated service to the institution.

She joined Suffolk in April 1963 as a recorder in the College Registrar's Office and two years later succeeded the late Dean Donald Goodrich as registrar. "I loved to come to work every day," remembered Hefron, who had held the post until retirement.

"Mary Hefron has been a vital part in the tremendous growth of Suffolk for more than three decades," said President David J. Sargent. "She has been an inspiration to thousands of students, a highly respected colleague to faculty and staff and as unselfish and dedicated an administrator as you could find. We will miss her and wish her the best in well-earned retirement."

Under Hefron's leadership, the registrar's office functioned smoothly, with a responsive staff that proved helpful to students and faculty. And her day didn't end at 5pm. If it wasn't office detail keeping her late, she could often be found at a Suffolk event such as a hockey game or other student activity. She was dedicated to the students.

"I will miss the people," said Hefron.

Hefron is a member of Summa and long-time associate with the New England Association of College Registrars and Admissions Officers. She is looking forward to retirement, hoping to steadily improve her golf and tennis games. (see related story on p.9)
Dukakis Guest Speaker at MPA Student Forum

Former Governor Michael S. Dukakis addressed Suffolk University’s Frank Sawyer School of Management students and guests at a forum held in May 1997. Dukakis was introduced by SSOM Dean John F. Brennan, who first met the former governor during his bid for lieutenant governor during former Boston Mayor Kevin White’s gubernatorial campaign. Speaking to a capacity crowd, Dukakis commented on the problems facing the United States today. He stated that one of the biggest issues is “what has been happening to working people in the last 20 years” and that while there have been increases in work wages, “every dime has gone to the wealthy.”

Dukakis presented some statistics on the rising costs of higher education and the number of uninsured working people in the country. “Responsible insurers end up paying for those employers who do not insure,” he stated.

The forum, which was sponsored by Suffolk’s Student MPA Association, also featured predictions about the next election by a panel of MPA students. All four students have political backgrounds, ranging from former staff for former Congressman Gerry Studds to state representative. The students predicted that Joseph Kennedy would succeed William Weld as the next elected governor of Massachusetts. They also anticipated that Patricia McGovern, BA ’62, JD ’66, LLD ’88, would be elected treasurer; Senator Marc Pacheco, MPA ’89, would be the next auditor; and William F. Galvin, JD ’75, would be re-elected secretary of state. Stay tuned!


The Department of Contract Training and Education at Suffolk University is launching a new corporate certificate program, Management Challenge 2000: Strategic Competencies for Emerging Managers. It is an innovative, non-credit management development program that may include the following modules: Dynamic Leadership, Project Management into the 21st century, Influence through Communication, Finance and the Bottom Line, Strategic Human Resources, Change Management, Customer-Focused Marketing and Legal Issues in the Workplace.

The learning format of the certificate program offers competency-based skills development, resolution of current business problems in class and interactive group learning with highly experienced trainers. The program, offered to corporations, can be taught on-site at their places of business or on Suffolk’s campus.

Based on intensive market research, Management Challenge 2000 was designed in response to requests of top executives and human resource professionals. The development of this program is the first cooperative venture between Suffolk University and Linkage, Inc., based in Lexington, MA. Linkage is an international leader in the field of corporate and college/university consulting and education. It has an excellent track record at other leading colleges in creating successful corporate education programs. Contract training and education clients include Gillette, Addison Wesley, GTE-Government Systems, COMEnergy, The Army Corps of Engineers and non-profits such as the New England Aquarium and the Museum of Science in Boston.

Please contact the Office of Contract Training and Education at (617)573-8784, for more information.
Participants of this year's Kids to College (K2C) program

Sixth Graders Attend College

Sixth grade students from Fletcher Elementary School in Cambridge, MA, received a taste of college when they visited Suffolk University in April. The students came to Suffolk as part of the annual Kids to College (K2C) program, which emphasizes to youngsters the importance of a college education.

The students arrived at Suffolk University's Frank Sawyer School of Management, where they were met by Professor Sarah Carroll, who was the Suffolk University representative for this year's K2C program. They toured the Suffolk campus and received educational information and advice from members of the University.

Their day at college concluded with lunch in the Suffolk cafeteria, where they received Kids to College T-shirts and Suffolk University pens and notebooks.

Suffolk Makes Top Ten in Technology

In a survey of 25 Boston-area colleges, Suffolk University was ranked ninth in computer technology and information services. The study, recently released by the Peterson's college guide book company, analyzed 24 categories, primarily examining campus computer labs, Internet access from residence halls and off campus, and computer support services. Schools in the top 10 were MIT (1), Boston University (2), Brandeis University (3), University of Massachusetts at Dartmouth (4), Northeastern University and Wentworth Institute of Technology (tied for 5), Babson College (6), Bentley College (7), Harvard University (8), Suffolk University (9) and Wellesley College (10).

SSOM Debuts New Technology

The Frank Sawyer School of Management has brought pioneering new technology to Suffolk's campus with a video-conferencing system installed in the former CMD Conference Room at One Beacon that allows for two-way interface between parties. According to Dean John Brennan, "the interactivity captures the real essence of the classroom."

This system, designed by ImageTel International, is the culmination of several years' work by the SSOM Distance Learning Committee, comprised of Brennan; Warren Briggs, professor/chair of CIS; Nancy Croll, director of academic computing for SSOM; David Lambert, professor/chair of marketing; Mawdudur Rahman, professor of accounting; and Alberto Zanzi, associate professor of management. Brennan organized the committee two years ago to explore the academic possibilities provided by video conferencing. Consequently, the committee began to develop and design an MBA curriculum appropriate for the new technology.

The SSOM faculty had its first exposure to the system's capabilities during a faculty meeting in May. Lambert delivered his report from Brussels via video conferencing. During the March break, Zanzi taught the first truly international MBA class, conducting his Saturday morning class from Milan, Italy, while his students were gathered in the conference room at One Beacon.

Brennan hopes that this new technology will allow for significant expansion in the number of international courses offered by SSOM and for the development of corporate and international satellite programs.

The system was featured recently at a breakfast meeting titled "Multimedia Learning Systems" hosted by the American Society for Training and Development. Given the rarity of this technology, especially in the Boston area, it already has proved to be a successful venture.
Suffolk Video and Magazine Take the Gold

This summer the University received a gold medal from the Council for the Advancement and Support of Education (CASE) for the best campaign fundraising video. Suffolk beat out 31 other entries from around the country. The video, "The Gift of Opportunity," focuses on Suffolk's rich, 90-year tradition of providing opportunities to students seeking advancement through higher education. The entire production was produced in-house by Suffolk’s media services department.

"Everyone who participated in this production deserves recognition for this award," said Midge Wilcke, the video's executive producer and director of University Media Services.

Also under Wilcke's direction, Suffolk Magazine, produced by the Department of Creative Services, received a gold medal from the Admissions Marketing Report.

Six New Trustees Named

Six new trustees, bringing a wide variety of backgrounds and perspectives, have been elected to the University's Board of Trustees. Alumni Trustee Stanley Dennis, BSBA '57, MBA '60, was a professor of accounting at the Frank Sawyer School of Management for 24 years. He is currently a principal in his own CPA firm. Alumni who didn't know Dennis at SSOM may recognize him from his hosting stints on WRKO-radio's "Talking Taxes" show or from his appearances on the Jerry Williams television program.

As a member of the American Institute of CPAs, the Massachusetts Society of CPAs and the Massachusetts Association of Public Accountants, Dennis has been a frequent panelist and lecturer on tax issues. He has been actively involved on the board of the Finance Committee of Quincy Hospital and the Quincy Visiting Nurses.

Trustee Gerard F. Doherty, JD '60, through his law firm, has been involved with real estate development for more than 20 years in 18 states. Doherty is a former member of the

Massachusetts House of Representatives who has been politically active on the local and national levels, having been involved in campaigns for President Bill Clinton and former President Jimmy Carter and Sen. Edward Kennedy.

Doherty is a director of the Park Street Corporation and the Pioneer Institute, a trustee of Malden Catholic High School and the John F. Kennedy Library Foundation, and a member of the Charlestown Catholic School Board of Directors and the Boston Public Library Foundation.

Trustee Dennis M. Duggan, JD '78, is a partner at Peabody & Brown, where his general litigation practice concentrates on tort and insurance law. Duggan is a former three-term president of the Suffolk University Law School Alumni Association. He had served a three-year term as alumni trustee before his election to the board.

Duggan has been active in Milton, MA, town sports, including 10 years as volunteer assistant varsity coach of Milton High School's two-time state champion boys basketball team.

Trustee Leonard Florence is chairman and CEO of Syratech Corporation, a manufacturer of tabletop, giftware and seasonal
Leonard Florence facilitated the passage of much legislation, including projects that have brought jobs and prosperity to the Commonwealth of Massachusetts.

Moakley also has been a crusader for human rights in El Salvador ever since he was dubbed the leader of a special task force probing the Salvadoran government's response to the murder of six Jesuit priests in 1989.

New trustee Elaine M. Schuster also plays an important role in Massachusetts politics. She has raised funds for President Bill Clinton, Sen. John Kerry and Congressman Martin Meehan, MPA '81, JD '86, LL.D '97, Hon. '97. She also serves as a managing trustee of the Democratic National Committee. As a trustee of the National Board of the Kidney Foundation from 1967-71, she was instrumental in the passage of organ transplant legislation.

Schuster has owned a real estate business in Cambridge, MA, for more than 25 years. She also serves as director of issues for Continental Wingate Company. She has been a trustee of the Wang Center for the Performing Arts since 1991, and she is a member of the Massachusetts Cultural Council, a director of the Boston Public Library, a Third Century Member at Harvard Medical School and serves on the Massachusetts Women's Leadership Council.

New Opportunity for First Kazakh Graduate

It was a bit of serendipity that brought Anuar Akhmedzhanov from Kazakhstan to Suffolk University three years ago, where he found an educational system that was both a surprise and a challenge to him.

Akhmedzhanov had graduated from Aviation University in Russia in 1993. He had studied design and construction of aircraft, but there was a deep recession in the aviation industry, and the guaranteed jobs of the old regime had gone with the breakup of the Soviet Union.

Akhmedzhanov, who spoke his native Kazakh language as well as Russian, thought he could contribute more to his emerging country if he could master English, so he traveled to Boston and enrolled in the English Language Center on Commonwealth Avenue. Settling into a foreign city was difficult with no knowledge of the native tongue, but a determined Akhmedzhanov learned quickly, and within eight months he was applying to Boston-area MBA programs.

He chose the Frank Sawyer School of Management, where, despite his second round of culture shock, he came to feel comfortable in the small classes of 10 to 15 students.

When you work in a group, it is very helpful," he said, as opposed to being lost in the large classes he heard were common in many other area colleges and universities. Akhmedzhanov had been accustomed to an education system based principally on reading and preparing scientific papers. The Sawyer School model of making a presentation in front of other students was quite foreign—and intimidating—to him. He said he didn't even know how to make slides to use in presentations, and while he had mastered English, his studies had not included business terminology.

With help from Margaret Loret and the Center for International Education and guidance from Professor Alberto Zanzi, he got through the first semester. Then everything began to come more easily, and Akhmedzhanov made it a point to show he could get through an American business school by himself.

Now that he has completed his MBA, Akhmedzhanov acts as a sort of mentor to several countrymen who are undergraduates at Suffolk University. He particularly likes helping them with his former nemesis—presentations. I'm like a guru in presentations," he said.

Akhmedzhanov realizes he won't be able to work in aviation upon his return to Kazakhstan—at least not initially. But in time he hopes to work out a career path that combines aviation and business. In the meantime, he feels his Sawyer School education prepares him well for working within a company that does business with both Kazakhstan and the United States.
**A Lesson in Civility**

This past spring, the Lowell Lecture Series titled “Stemming the Tide of Violence in America and Beyond” concluded on a positive note with a lecture given by Leonard Zakim, the New England regional director of the Anti-Defamation League. Zakim, who is also an attorney and a nationally recognized civil rights leader, spoke on “Civility: Taking Personal Ownership” at the lecture held in the C. Walsh Theatre.

As one of the most visible and quoted spokespersons on issues of anti-Semitism, racial violence, civil rights and the Middle East conflict, he exhorted the audience to be part of the solution toward a more civil society. “You become part of the problem when you don’t say anything. It’s not just what you say, it’s what you don’t say,” said Zakim as he offered ways to confront civil injustices. “We are not neutral; the key to implementing civility is a total mobilization of our best resources—ourselves. We cannot sit back and observe, as we are players in this game. Each of us must commit to a goal of civility.”

Zakim is one of the initiators of the nationally recognized anti-prejudice campaign called “A World of Difference,” and his work has made him the subject of numerous news articles focusing on his efforts against bigotry and his outreach to diverse racial, religious and ethnic groups. He has traveled extensively, meeting with political leaders worldwide, and is a published author of numerous articles on the Middle East, Black/Jewish and Catholic/Jewish relations and anti-Semitism.

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**Summer Happenings in the Residence Hall**

Suffolk made its new state-of-the-art Residence Hall overlooking Boston Common available in the summer for educational programs and conferences. This year, from early June until the third week in August, the 408-bed Residence Hall housed not only Suffolk University summer school students, but also several Elderhostel programs, workshops for the Academy of Management, the New England Regional Users’ group meeting, Green Corps organizers and others.

Guests in the Residence Hall took advantage of the building’s numerous amenities, including individual air conditioning in each room, large recreation rooms, lounges on all floors, a comfortable new cafeteria, laundry facilities, study and conference rooms, a computer laboratory, 24-hour security and convenient location in the mid-town cultural district close to tourist attractions, shopping and museums.

If you or your organization are interested in reserving rooms in the Residence Hall, please contact Sherry Mattson in the Office of Enrollment and Retention Management, 8 Ashburton Place, Boston, MA 02108. Or contact the office by calling (617) 573-8647 or faxing (617) 742-2651.
Interactive Classroom Memorializes Viet Vet

On Memorial Day, 60 relatives and friends attended a dedication ceremony for the Smith Brothers Executive Case Discussion Room in Sawyer 921. The classroom was dedicated in memory of Pvt. Sheldon Cohen, killed in action in Vietnam in 1966. Funds for the technological renovations to the room were donated by Michael S. Smith, BSBA '61, and his brother, Larry E. Smith, BSBA '65. The brothers were close childhood friends of Cohen.

In honor of the holiday and Pvt. Cohen, the audience viewed an emotional program, "Reflections on the Wall," which dealt with the meaning of the lives of the many soldiers whose names are marked on the Vietnam Veterans Memorial in Washington, DC.

The interactive classroom, wired for multimedia presentations, will be used by undergraduate and graduate business students.

Scholarship to Honor Retiring Mary Hefron

Anyone who has come into contact with Mary Hefron knows that helping students is what she is all about. For 34 years she was the registrar at Suffolk University — she says it was the people that kept her there so long. Therefore, it is only fitting that upon her retirement from the University a student scholarship has been established in her name.

Thanks to the generosity of former Massachusetts Representative Richard Voke, BA '70, JD '74, the Mary Hefron Scholarship Fund was launched with a $10,000 gift. Voke, who is appreciative of Hefron's help and support when he was a Suffolk student, announced his donation at her retirement party in June.

"Mary epitomizes the original goal of Suffolk University which was to provide affordable education in a positive and friendly environment for those who had to earn their way through school," said Voke. "Literally, thousands of alumni can credit part of their success to Mary's encouragement and assistance."

The Mary Hefron Scholarship will be awarded to an incoming undergraduate freshman enrolled in the College of Liberal Arts and Sciences or the Frank Sawyer School of Management. The scholarship will be based on merit and need and will be awarded following the student's first completed semester at Suffolk. Preference will be given to a student from Arlington, MA, Hefron's hometown. The recipient will be chosen by Hefron and a representative from the Office of Undergraduate Admission and the director of the Office of Financial Aid.

Many friends and colleagues of Mary Hefron have expressed interest in supporting the fund. If you would like to make a contribution, you may do so by sending a check to: Mary Hefron Scholarship Fund, Suffolk University, Office of Development, 8 Ashburton Place, Boston, MA 02108. For more information, call Ginger Lucey, director of donor relations, at (617) 573-8029.

Groundbreaking

More than 1,000 alumni, faculty, staff and friends of Suffolk Law School attended a groundbreaking ceremony on the site of the new building on Tremont Street.
The FleetCenter served as the site of the 1997 Suffolk University Commencement Exercises, during which more than 1,000 students were awarded degrees at the morning Law School exercises and afternoon College of Liberal Arts and Sciences and Frank Sawyer School of Management exercises held on Sunday, May 25, 1997.

Addressing the graduates of the College of Liberal Arts and Sciences and the Frank Sawyer School of Management was former Maine Senator George J. Mitchell, who is serving as the mediator at the Northern Ireland peace talks. Mitchell’s remarks included a prediction that peace could be made between the feuding sides. “The people of Northern Ireland must make it clear to their leaders that they oppose violence and want meaningful negotiations. There exists a historical opportunity to end centuries of conflict in Northern Ireland. If it’s not seized now, it may be years before there’s another chance, and failure could cost many lives,” Mitchell told graduates and friends during the ceremony.

Mitchell was presented with an Honorary Doctor of Public Administration degree. In praising the former senator’s achievements, President David J. Sargent referred to Mitchell as “one of America’s most distinguished political leaders, whose entire life has been based on responsible citizenship and democratic ideals.”

Among those receiving honorary degrees during the CLAS/SSOM afternoon ceremony was Coretta Scott King, wife of slain civil rights leader Martin Luther King, Jr., who received a standing ovation from the audience. She received an Honorary Doctor of Humane Letters degree in recognition of her service as founder and former president of the Martin Luther King, Jr., Center for Nonviolent Social Change. Other notables bestowed degrees were...
1997 at the FleetCenter

Charles "Chad" Gifford, CEO of BankBoston Corporation, and John J. Harrington, CEO of the Boston Red Sox. Both received Honorary Doctor of Commercial Science degrees. The humanitarian efforts of Rosie's Place Founder and President Kip Tiernan were acclaimed, as she received an Honorary Doctor of Humane Letters degree.

William J. O'Neill, Jr., chairman of the board of trustees, delivered the call to commencement. In honor of his 25th anniversary class, George K. Regan, Jr., BSJ '72, founder and president of Regan Communications, served as commencement marshal. The CLAS/SSOM student speaker was Mark C. DiFraia of Billerica, MA.

A total of 637 students received undergraduate and graduate degrees from the College of Liberal Arts and Sciences and Sawyer School of Management; included among them were students from 38 foreign countries.
As an entrepreneur, you succeed by believing in yourself and by pursuing your goal relentlessly. But before you get started, beware. There are always pitfalls. While you focus on pursuing your dream, you may forget to lay the proper foundation and stumble into some classic mistakes.

Mistake No. 1: Not having sufficient funding sources

Problem: Many entrepreneurs bypass contingency planning because they believe sheer willpower will overcome all obstacles.

Solution: Identify several sources of working capital to fund your venture. Try to secure double your projected need, because the project will take twice as long to get going as you think. Visualize and plan your long-range mission with the same trepidation felt by an F-15 pilot about to execute a carrier launch with half a tank of fuel.

Mistake No. 2: Ignoring business agreements

Problem: Whether you choose to operate as a corporation, professional corporation or partnership, failure to commit in writing what you and others get in the event of death or disability can be disastrous.

Solution: If you have partners, set up a funded buy/sell agreement establishing who gets what and at what price in the event of the death or disability of one of the partners. Recently I advised the three partners of a rapidly growing $15 million company. I remember their "It's not going to happen to us" remark. Within three weeks, one of the partners died in an auto accident. Within six months, there was a lawsuit filed by the widow. Allocating one percent of the capitalization to fund some life insurance for the buy/sell would have provided both the terms and the cash when needed.

Mistake No. 3: Believing "wages" are always deductible

Problem: Alarming statistics show that in a group of three 40-year-olds, there is a 64.3 percent chance that one of the three will suffer a disability lasting 90 days or longer prior to age 65.

For example, Mrs. Keyperson was recently disabled without having a Qualified Sick Pay Plan (QSPP) in place. Naturally, she assumed her company would continue to pay her wages. However, the IRS saw things differently and now considered her as an ex-employee. Her previously tax-deductible wages were now regarded as ad hoc payments (like a dividend) and not deductible to the corporation. Further, since she was self-insured, the net present value of the cost of her long-term disability had to be carried as a balance sheet liability and was charged against current earnings.

Solution: Whether you operate as a corporation, professional corporation, partnership or sole proprietorship, you should adopt a QSPP. It must be written, have board approval and be communicated in writing to your employees. Your plan design can be discriminatory in favor of key employees, require no IRS reporting, and you can transfer the risk to an insurance company. The disability premiums are tax deductible and not chargeable as income to the employees.
Mistake No. 4: Forgetting wills and trusts for your family

Problem: Without a signed will at your death, state statutes are followed and applied equally to everyone. The resulting state distribution can leave a surviving spouse with only one-third to one-half of the money and property intended; however, don't write your own will. Even US Chief Justice Warren Burger's attempt at writing his own will was replete with spelling errors and costly omissions.

Solution: Hire an attorney who specializes in wills, trusts and estates.

Mistake No. 5: Being convinced to buy term insurance and invest the difference

Problem: People who buy term insurance don't invest the difference. Only a minuscule number of term policies ever pay off. Remember, term insurance is designed not to be there when you need it.

Solution: Invest in permanent insurance, and if you need to hold the premium down, blend in some temporary term coverage. This enables you to get the proper coverage you need and to build equity, which can be readily used in an emergency.

Mistake No. 6: Forgetting that Uncle Sam is your partner

Problem: You think income taxes are onerous? Wait until you see the size of your Family Federal Estate Tax (FFET) bill. It will likely be the largest check your family will ever write and it goes to the government. If you're married, the tax code provides the opportunity for a partial reduction of taxes in the form of a Credit Shelter Trust (CST) into which your assets can flow providing FFET savings up to $192,800 in each estate. But you must set up the proper ownership of your property to take full advantage. Failure to do so can cost your family at least $192,800 unnecessarily. How many times have I had people tell me they're "all set" with jointly owned property? Think again. Jointly owned property bypasses the CST, potentially costing your family tens of thousands of dollars.

Got a million or so in your retirement plan? Think it's safe? Be careful. That asset you worked a lifetime to accumulate can be taxed up 80 percent unless you do some planning. If your net worth is $4 million or more, you should consider Charitable Remainder Trust and Family Partnerships to benefit your favorite charity or school (such as Suffolk University) and your family. Otherwise, Uncle Sam is your favorite charity.

Solution: Find a Chartered Life Underwriter willing to do some comparison shopping for you from among the industry's 1,800 companies. Most people mistakenly group all insurance companies together. Do yourself a favor and review your policies.

Mistake No. 7: Forgetting about the important things

Problem: Most people forget the importance of taking care of themselves and their personal relationships.

Solution: Walk a mile and smell the roses. This is a tough one for many entrepreneurs because it involves time away from their passion.

Entrepreneurs run the economic marathon and forget to walk the mile. They sacrifice everything, including family and health, all for "the idea." Slow down and take a walk in the woods or on a beach with your family—you'll feel a lot better. Your business dream will be empty without this balance.
This is a landmark year for sci-fi space buffs. It marks the birth of HAL, the nearly human computer from the movie *2001: A Space Odyssey*. It also marks the freshman year of the graduating class of 2001. The triumph of man over artificial intelligence is the theme of the film *2001*. But is this what lies ahead for the class of 2001 at Suffolk? Labeled as Generation X, these students are products of the information age. They are media savvy, technoliterate, diverse, individualistic and somewhat cynical. They are portrayed in popular culture as skateboarding, bungee jumping, body-piercing slackers. But is this perception a reality? What will characterize the students graduating from Suffolk in the new millennium, and how will they be different from the class of 1951 or 1981? What will they accomplish in their four-year college odyssey? On a sunny day in mid-June, at freshmen orientation on Temple Street, we asked them.

**Slackers or Serious Students**

It is often said that kids today aren't what they used to be. They lack goals, work ethic, morals and ambition. However, some researchers are finding just the opposite to be true. If recent trends continue, the class of 2001 may very well be one of the most serious and conscientious classes of the decade. According to a national survey conducted by UCLA for more than 30 years, consumption of alcohol has decreased among college freshmen during the past 10 years. More than 50 percent of some 240,000 freshmen surveyed in 1995 said they had drunk beer in the past year, down from 67 percent in 1985.

The same national survey showed that freshmen last year were the most community-service-minded in recent history. More than 70 percent of freshmen questioned did some type of volunteer work. Karie Stewart, a freshman from Richmond, VA, says she was required to complete 60 hours of community service before she could graduate from high school. Nationally, freshmen reported higher high school grades than in previous years; a record 31 percent reported earning A averages. Jennifer Fish, a freshman from
Ody ss e

Malden, MA, vehemently disagrees with the slacker label. "We are ambitious and we work hard. We know what we want and we go out and get it."

Recent trends confirm Jennifer's assertion. By 2001, increasing numbers of undergraduates are expected to work while attending school. Nationally, 41 percent worked in 1996 to help pay college expenses (up from 39 percent in 1995). At Suffolk, working one's way through college has always been a tradition. Based on a survey of last year's freshmen class, it is safe to predict that more than 80 percent of the class of 2001 will work during the school year. Between work, school and community service, it's hard to imagine when these students could find the time to bungee jump and skateboard.

Major Changes

According to Kathy Teehan, director of undergraduate admission, the next generation of students will have a much wider range of major options than their predecessors did. "Not too many years ago there were no programs in criminal justice, environmental science, computer science or marine biology. They just didn't exist," said Teehan. Majors and career tracks offered to today's college students are vast and increasingly specialized. "I think we have more choices than our parents did," said Nick Cottier, a freshman from Derry, NH. Nick is majoring in fine arts at The New England School of Art & Design at Suffolk.

Rachel Appel, from Revere, MA, is a member of the class of 2001 and a second-generation Suffolk student. Her parents, William and Maureen, were undergraduates at Suffolk in the 1960s. Rachel plans to major in communication, an option her parents didn't have. "When we were in college, there was no communication major," said Mr. Appel. "Maureen was a journalism major. She was the first woman editor of the Suffolk Journal," he added proudly.

Approximately 60 percent of the class of 2001 is female. In the next millennium, women are likely to have even greater options than their predecessors. "My mom wants me to go on for my master's. When she was in college women weren't really encouraged to do that," said Karie Stewart. "If I could live in any time, it would be now. I just think there are more choices for women."

On the national level, interest in teaching is on the rise among all students; interest in business and law is dropping. Last year's UCLA survey revealed that the percentage of students pursuing elementary and secondary education careers increased to its highest point in 23 years. More than 10 percent of freshmen reported an interest in teaching. Medical careers remained popular, but the study of business and law hit record lows nationally among students last year, with politics not far behind.

Despite these national trends, Dean Michael R. Ronayne of the College of Liberal Arts and Sciences (CLAS) and Dean John F. Brennan of the Frank Sawyer School of Management (SSOM) see growth in business and law at Suffolk. CLAS undergraduates are showing an increased focus on pre-law, paralegal, allied law and criminal justice majors. Also, communication as a major is growing. At SSOM, accounting, a consistently popular major, is now attracting an increasing number of women. Interest in entrepreneurship and international business is steadily growing. Brennan predicts that the next generation of students will have far more international experiences than their predecessors had while in school. Suffolk's international programs have grown dramatically in recent years, allowing students to travel abroad to study. The University has a campus in Madrid and exchange programs in Poland, Ireland, Canada, France, Germany, Russia and China.

Technoliterate

It may seem obvious, but the class of 2001 will be the most computer literate class Suffolk has ever enrolled. Many Generation X'ers have used computers since elementary school. They were weaned on MTV, high tech gadgets, video games and computers.

To meet their expectations and needs, Suffolk will have more computers and the most advanced software it's ever had. When Arthur Clarke and Stanley Kubrick created the film 2001 nearly 30 years ago, they envisioned a future filled with artificial intelli-
gence and technological advances. But much of the technology in the film was far behind our 1997 standards. For instance, aboard the spaceship Discovery there were no personal computers or laptops. But they did get one thing right—a computer so smart that it can beat a human at chess. Sound familiar? IBM's Big Blue succeeded at that this year.

Last year, 39 percent of Suffolk freshmen reported owning a PC with a CD-ROM drive. Many of them learned about Suffolk from the University's Internet web site. This percentage will most likely increase this year, but students are cautious about the future of technology. "No matter how much technology we have, there is always going to be a need for people and personal communication," said Renee Cacicot, a freshman from Waterford, NY. Jennifer Campbell, a freshman from Melrose, MA, added, "We may have more computers than our parents did, but the college environment will be basically the same."

**Hot Just a Commuter School**

Rachel Appel knows that her college experience will be very different from that of her parents. There is one major difference: Suffolk is clearly not just a commuter school anymore. "For one thing, I'll be living here and they didn't," Rachel said beaming. After visiting the newly opened Residence Hall, Rachel was sold on coming to Suffolk. And she'll have plenty of company. The percentage of freshmen living in the Residence Hall this year will equal or exceed the percentage commuting.

Everyone agrees that the Residence Hall has changed the face of Suffolk. "It has had a major impact on us—where we draw from and the academic quality of the students," said Ronayne. Brennan concurred, "The Residence Hall has made a sharp difference for the Sawyer School of Management, increasing the out-of-state and international populations."

Of the more than 500 entering freshmen, more than 100 are from a state other than Massachusetts. They come from as far away as Alabama, Florida, Georgia, Idaho, Illinois, Michigan, Texas, Virginia and Vermont. More than 18 percent of the freshmen class is made up of international students from 23 different countries. For a school that traditionally attracted commuters from the eastern part of Massachusetts, this is a big change.

**Hot Prospects**

According to Ronayne, the class of 2001 will experience what may be the best and most prosperous social and economic period we've witnessed in a long time. He feels that opportunities abound for college graduates. "Students are receiving more job offers than ever, and they have a bright economic environment around them. Boston is in a boom time." Brennan agrees, "It is easier to get a job today coming out of SSOM and easier to get higher pay than it has been in a long time."

According to Paul Tanklefsky, director of career services, Suffolk graduates are in demand in the job market. If the trend of the last
six years holds true, about 95 percent of the class of 2001 will be gainfully employed or full-time graduate students within a year of graduating. This is due, in part, to the University's heightened visibility, both regionally and nationally. "When I came in 1966, there was just one building, Archer, and it was falling down around us," recalled Ronayne. "Today, our image is so much enhanced in the community. We have a more diversified student body; SATs are higher; and more students are going on to graduate school. I tell people, 'You ain't seen nothing yet!'"

**What's all the hype?**

In the film *2001: A Space Odyssey*, you could take Pan Am's 26-hour flight to the moon; there was a manned mission to Jupiter; and computers could think and talk like humans. Although much of this technology is conceivable in the near future, it is not going to happen overnight. For some reason, we are captivated with the fantasy that on New Year's Eve 2001, the ball will drop and the planet will suddenly change into some kind of techno-cyberworld. Is there any truth to this visionary idea?

Rachel Appel's parents, William and Maureen Appel, were in the undergraduate class of 1969 at Suffolk. In 1974, they earned post-graduate degrees from Suffolk as well, William a JD and Maureen an MEd. The Appels met in biology class at Suffolk and fell in love. "I wrote good lab reports and he knew how to dissect," remembers Maureen. Now, more than 30 years later, their daughter Rachel will be among the graduates of the class of 2001. However, Mr. and Mrs. Appel think the hype about the next millennium is just that, hype. "People are making too much of 2001," said Maureen. "Students now want the same things out of college that we did—a well rounded education, a time to grow up and a good job."

Dean Ronayne has been at Suffolk for more than 35 years. He was the Appels' chemistry professor. Looking back, he agrees with their assessment of the future. "There is always a great pressure or obstacle for each generation," said Ronayne. "In 1968 and 1969, during the Vietnam War, the country was in revolution. Students were so shaken by Kent State that we had to close down. In the 1980s it was the economy. Everyone felt that Japan threatened to put the US out of business. Everyone said, 'You'll never get a job; you'll never succeed to the level of your parents.' In the early 1990s we faced the Gulf War. Every one of our classes has had something to face up to, as their parents did."

Mark Daly, a freshman from Wallingford, CT, isn't buying the predictions either. "People are saying that as soon as it hits 2001, everything will change. But things won't be that much different, and it won't change overnight." Nick Corrier added: "George Orwell's *1984* didn't become a reality, why would 2001 be any different?"

In fact, many agree that the 2001 student will look very much like previous students. "Suffolk will still continue to attract hardworking students who are looking for a high quality education and affordable tuition," said Brennan. And the University in turn will continue to combine the best of the past and the future. "We never lose sight of our roots, said Ronayne. "We have taken Gleason Archer's mission of the 20th century and rewritten it so that it works for the 21st century."

Maybe the old adage holds true: The more we change, the more we stay the same. As one Suffolk freshman asked: "Hasn't there been a group of slackers in every generation?"

Many things may seem different about Suffolk's class of 2001. Their bodies are pierced in places their parents would never have imagined. They wear electronic pagers to class. Their taste in clothes and music seem radical. They know more about computers and technology than many people working in the corporate world. They care about the global community; they are smart; and they are determined to make a living on their own terms. But they all have one thing in common. They are now Suffolk University students, and the opportunity and accomplishments that await them in the next millennium are limited only by their imaginations. Their odyssey has just begun.

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**Suffolk's Class of 2001**

<table>
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<tr>
<th>Gender</th>
<th>Full-time/part-time</th>
<th>Where they'll live</th>
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</thead>
<tbody>
<tr>
<td>60% female</td>
<td>92% full time</td>
<td>43% live at home or in own home or apt.</td>
</tr>
<tr>
<td>40% male</td>
<td>12% part time</td>
<td>57% residence hall</td>
</tr>
</tbody>
</table>

**Where they come from**

- 23 countries
- 209 cities and towns in the US
- 367 Massachusetts
- 27 Maine
- 15 Connecticut
- 13 Rhode Island
- 20 New Hampshire
- 36 New York
- 73 New Jersey
- 8 Florida
- 2 Vermont

**Top declared majors**

- 117 Communication/Journalism
- 92 Sociology
- 82 Business
- 77 Criminology & Law

*Undergraduates who have deposited, and are expected to enroll fall 1997*
Suffolk's Leyden named Coach of the Year

University women's basketball coach Ed Leyden of North Reading, MA, was named Coach of the Year in the Great Northeast Athletic Conference for the 1996-97 season. "The selection is a fitting tribute to him," said Suffolk Athletic Director Jim Nelson. "He is an excellent coach and has won the respect of both his players and local coaches."

Leyden just completed his third season coaching at Suffolk and has led the team to qualify for the league's post-season tournament for the past two years. In the 1995-96 season, Leyden's team compiled a 13-12 record, the best season in 13 years for the women's team. For the 1996-97 season, women's hoops finished with an 11-13 record.

Before coming to Suffolk, Leyden coached at Tufts University and Reading and Revere high schools. He has served as president of the New England Umpires Association, was twice named Coach of the Year by the Massachusetts Basketball Coaches Association and was three times awarded the Greater Boston League Coach of the Year.

Fifth straight winning season for Men's Tennis

Rich Levensen again led his men's tennis team to a winning season. The team finished with a 8-3-1 record, including an opening-match victory over Gordon College and a late-season triumph over Emerson College.

Levensen's 14th season coaching highlighted a young Suffolk Rams team with five freshmen and two sophomores. The team's only losses were to Bridgewater State, Eastern Nazarene and Rhode Island College.

At Suffolk's annual athletic banquet, David Cury of Brazil was named Most Valuable Player on the team. Additional honors went to Frank Nguyen of Roslindale, MA, receiving Most Improved Player, and Rogier Florijn of Holland, who received the Rookie of the Year award.

When the Rams defeated Emerson, regular number one player Cury was nursing an abdominal injury he had suffered during the loss to Bridgewater. Nevertheless, Cury teamed up with number two Jackson Hall to win the first doubles 10-6. Nguyen, playing third singles, won 6-2 and 6-3 and improved his personal record to 5-1.

The Rams winning streak began in 1993 when they posted a 7-3 record followed by a 7-5 mark in 1994. In 1995, they finished with a 9-2, best in the school's history until the 11-1 record of 1996.

Levensen also coaches the women's tennis team. Two years ago his squad won the Great Northeast Athletic Conference Tournament Championship.
Baseball and Softball Teams Finish Tough Season

Suffolk's baseball and softball teams could not match the success of the tennis squad, although the Rams baseballers swept a doubleheader over MIT to end the season at 14-14.

Defense, or lack of it, cost both teams dearly. Christine Carr's softball team, coming off a Great Northeast Athletic Conference championship last season, fell to 5-14.

"When you make 80 errors in 28 games you can't expect to be too successful," noted second-year baseball coach Cary McConnell. "Our pitching earned run averages were good, we had a team batting average of .300 and three batters around the .350 mark, so you can see what lack of defense did, and that doesn't include mental errors."

Softball coach Carr shared the sentiments of McConnell. "We averaged nearly three errors a game, and since this is a game of pitching and defense you can't win without strength in each," said Carr.

Carr is optimistic for the future, though. Three of her players were named to the Great Northeast Athletic Conference. They include first team freshman catcher Tamara Devlin, outfielder Katie Norton and sophomore first baseman Michele Mayo.

Norton led the team in batting with a .449 mark with eight doubles and four homers. She stole 24 bases and pitched a no-hitter. Devlin hit .364, and Mayo finished with a .352 average and a slugging percentage of .463.

The Ramettes graduated only two players from the team and are adding an All-Scholastic pitcher from Everett High School, Lisa Reardon, to the mound staff.

"We've got a young team and a bright future. I'm excited to think about what's in store for this team," said Carr.

The baseball team was a strong hitting club led by outfielder Dave Reinhart. He led the team in batting with a .371 average and in homers as well with six. Senior Steve Busby batted .364 with five homeruns. Pitcher/third baseman Mike Denson batted .344 and had four homers. Denson posted a 2.99 earned run average and pitched in eight games, winning two and losing three. The team batting average was .297.

Coach McConnell is enthusiastic about pitcher Jeff Russell of Quincy, MA, who appeared in 10 games and had a record of 3-1 as a freshman. "He could be another Scotty Dunn," McConnell said, referring to an outstanding former Rams pitcher.

"We'll miss Matt O'Toole, who gave us 51 innings this season and finished with a one-hit shutout (1-0) against MIT. But our pitching will be more experienced next season, and we hope to tighten up our infield play and qualify for post-season tournament play," said McConnell.

Pitcher Matt O'Toole

Pitcher and outfielder Katie Norton
College of Liberal Arts and Sciences

Michael Basseches, Psychology, had a two-part series published in the first two 1997 issues of the Journal of Adult Development. The series was titled "A Developmental Perspective on Psychotherapy Process, Psychotherapists' Expertise, and 'Meaning-Making Conflict' within Therapeutic Relationships." In the spring, he gave a training seminar at Fordham University on the topic "Teaching Adult Learners in the Context of Family Education." Basseches led a workshop at Harvard University on the challenges that face counselors in schools and was the keynote speaker at a conference at Concordia University of Wisconsin for adult educators. The speech was titled "Development as the Aim of Education: Implications for Adult Learners." For the faculty at Hebrew College in Brookline, MA, he taught a training program, "Adult Development and Adult Learning."

Linda L. Brown, Drawing/Painting, has her work included in several art exhibitions. The shows include: "Fin de Siècle" at the Cambridge Art Association's University Place Gallery; "Women in Photography" at the FPAC Gallery in Boston; "The Assembled Image" at the Islip Museum in Islip, NY; and Pierogi 2000 Gallery's "Traveling Flatfiles," which will be seen in London and Manchester, England, and at the Brooklyn Museum, NY.

Krisanne Bursik, Psychology, served on the New England Association of Schools and Colleges accreditation team to Burlington College in Vermont. She presented her article "Gender and Gender Role Comparisons of Manifest Dream Content" at the annual meeting of the Eastern Psychological Association in Washington, DC. At the annual Leadership Awards Dinner, Bursik received the award for Outstanding Faculty Member of the Year, 1997. She also was nominated for Outstanding Adviser of the Year. Bursik was recently promoted to professor at Suffolk.

Gail H. Coffler, English, was program chair during 1996 for the Melville Society. She arranged the summer conference in the Berkshires and the annual end-of-the-year meeting at the Modern Language Association (MLA) conference in Washington, DC. The MLA program, titled "Melville and the World of Literary Politics," had a standing-room-only attendance.

Lynne Dahlborg, Education and Human Services, published an article titled "Methodologies in Teaching Domestic Relations" in the AAPEF Journal, Spring 1996.

Robert K. Johnson, English, read passages from his latest collection, Out of the Ordinary, in April at a Denver University conference for critics and creative writers.


Lydia Martin, Drawing/Printmaking, was creator and director of the Artisan Workshops at the Museum of Science during the Leonardo da Vinci exhibit. Faculty, students and staff of NESAD taught the workshops. Her painting "Scarlet and Stainless Steel" was accepted into the Museum of American Art, Philadelphia, PA. It will be on exhibition September-November 1997. Martin will have her pastel "Tiempo" published in Cedco's Women Artists datebook calendar, 1998. Also, her painting "Shelves" will be published in Carole Karchen's new book, The Artist's Idea Book.

Eric Myrvaagans, Mathematics and Computer Science, attended a Pacific Coast Authors' and Teaching Institute at the University of Louisville with department member Phanwadee Brooks. Their new text, Foundations of Quantitative Reasoning, co-authored with Paula Wolf and Barbara Reed and published by Pacific Crest, is now being used in CMPSC 110, Learning, Thinking, and Problem Solving.

Natasha O'Brant, Electrical and Computer Engineering, was presented a diploma elevating her to the position of "Academic" in the Russian International Academy of Technological Cybernetics. The position is similar to that of professor emerita in the American university system, but is held by far fewer people. Only one other American has received such an honor.

David Paleologos, Political Science, was quoted in an article in the Worcester Telegram & Gazette, in May. The article cited a poll conducted by Suffolk in which 389 registered voters picked Joseph Kennedy over Scott Harshbarger for governor. The poll also showed that Kennedy would win close elections over Paul Cellucci and Joseph Malone. Paleologos commented on the findings.

Irina Peterburgsky, Mathematics and Computer Science, had her papers "The Taylor Coefficient Problem for Banach-Space-Valued Bounded Analytic Functions" and "Extremal Problems for Hardy Classes of Banach-Space-Valued..."
Functions and the Geometry of the Space of Values" published in the journal *Complex Variables, Theory and Applications*. She was a panelist for a discussion titled "How Should We Focus Undergraduate Mathematics Education?" She also delivered the paper "Power of Motivation: Developing Students Initiative in Math Classes and its Rewarding Benefits" at a meeting of the American Mathematical Society.

**Margaret Collins Weitz,** Humanities and Modern Languages, has returned from France, where she was featured on television, radio and speaking tours discussing the publication of the French translation of her book *Sisters in the Resistance: How Women Fought to Free France,* published in 1996. The book has been nominated for two prizes: the Resistance, and the UNESCO-sponsored Human Rights Literary Prize. The first printing of the French version of her book (6,000 copies) sold out in a few weeks. She received a major grant from the Florence Gould Foundation to pursue her research in French archives and libraries for her next two books. The foundation, located in France, sponsors academic research on French cultural issues.

**Frank Sawyer School of Management**

**Sumer Aggarwal,** Management, presented the research paper "Emerging Priority Topics for Operations Management" at INFORMS annual meeting in San Diego in May. The paper also appeared in the *Journal of Operations Management.*

**Nizamettin Aydin,** Marketing, received the International Business Faculty Award at the inaugural lecture of the Sawyer School’s E. F. McDonnell Institute. Aydin was recognized for his achievements in initiating the international business undergraduate program and his continuing efforts to increase involvement in international studies.

**Clarence Cooper,** Public Administration, received a contract from the Corporation for Business, Work, and Learning; Massachusetts Manufacturing Partnership to conduct two studies: "Failure Analysis of Massachusetts Manufacturing Companies, 1947-1997" and "Forecast of the Market and Emerging Technologies of the Massachusetts Fabricated Metal Products Industry, 2000-2005." Funding for the projects is provided by the National Institute of Standards and Technology.

**Nancy Croll,** Academic Computing, was a presenter at an American Assembly of Collegiate Schools of Business (AACSB) seminar on undergraduate curriculum in Dallas, TX. Croll and Carol Henry from West Virginia University presented two workshops on enhancing curriculum by using the World Wide Web and the Internet. More than 120 deans, faculty members and directors representing 85 business schools and programs attended the seminar.

**Robert DeFillippi,** Management, was the US project director of a two-year research paper titled "The Development and Performance of Opto-Electronics in the UK, Germany and the USA." He presented it at the Eastern Academy of Management International Conference in Dublin, Ireland, in June. The paper was selected from many entries for the conference titled "Managing in a Global Economy."

**Jonathan Haughton,** has joined the economics department as a full-time faculty member. He is a PhD graduate of Harvard University. Haughton's teaching experience includes Wellesley College, Northeastern University, the University of Maryland and Harvard University. He is presently a Research Fellow at the International Tax Program at Harvard Law School. He has published papers in the *Journal of Development Economics, the International Review of Law and Economics,* and the *Review of Economics and Statistics.* His economic interests include economic development in Asian countries, tax policy in African countries, and energy economics.


**Laurie W. Pant,** Accounting, and her colleagues Jeffrey Cohen, Boston College, and David Sharp, The University of Western Ontario, were awarded a grant for "The Effect of the Interaction of Individual Moral Development and Management Control Systems on Managers' Ethical Behavior" by The Center for Accounting Ethics at The University of Waterloo.

**Stephen Tomczyk,** Accounting, co-authored a case, "Voyager East Group," which was selected by the American Institute of Certified Public Accountants (AICPA) for publication. His case was one of only 11 chosen for publication in 1996.

**C. Richard Torrisi,** associate dean, chaired a discussion session on international business strategy and presented a paper he co-authored with Christian Dulaunay, Clark University, titled "Japanese Direct Investment in the United States: Determinants and Changing Patterns: 1971-1994," at the annual meeting of the Allied Social Sciences Association in New Orleans, LA.

**David G. Tuerck,** Economics, had his editorial "America's Volunteers Deserve a Tax Break" published in the *Wall Street Journal,* April 28. His article "Rethinking Welfare in the Age of Devolution" is in *Perspectives on Law and the Public Interest,* University of Richmond School of Law, Vol. 2, No. 2, 1997. His editorials "Spendthrift State House" and "State should offer 'compassion tax credit" appeared respectively in the *Boston Herald* and the *Worcester Telegram & Gazette.*

Navigating today's workplace—and your career—is similar to canoeing down the Colorado River: periods of relative calm followed by unpredictable, forceful rapids. You may be tossed overboard or thrust forward to safety. In either case, you're left exhilarated, frightened and exhausted.

The final years of the 1990s and well into the next millennium will offer more of the same. Dynamic and rapid change is creating the continued consolidation and downsizing of corporate America. Smaller businesses and entrepreneurial organizations are gaining prominence. There is rapid globalization of the economy, and technology is continuing its profound impact. Meanwhile, contract employment, telecommuting and job sharing are on the rise. Each phenomenon impacts careers dramatically. Effectively managing one's career presents daunting challenges as never before.

Dismantling of corporate entities and the growth of smaller businesses

Corporate America 2000 focuses on its core business functions, sheds or outsources non-essential services and maintains a lean staff. In such a climate, surviving—let alone thriving—depends on developing portable skills, staying current and maintaining an active network.

Job growth and career opportunity may be more fertile with smaller, dynamic companies. Identifying these “less visible, just as viable” firms takes some research, but the rewards can be considerable. According to Christopher Caggiano of Inc. Magazine, typical fast-growth companies are always looking for talent. “Candidates have to have direct experience, be self-starters and wear multiple hats. And employers are increasingly on the Internet to advertise openings,” he said.

Technology’s clout

Technology has profoundly reshaped the job-finding landscape. With the explosive growth of the Internet and the World Wide Web, suddenly employers can advertise their jobs, and job seekers can respond, in a matter of moments. Applications abound: Employers promote their products and services, and career, job, salary and industry information is disseminated instantaneously. Being computer literate is essential, regardless of the position. Proficiency with email, the Internet and multiple software applications are today’s standard operating procedure.

Globalization

Today's workplace is increasingly international in scope. To compete in the international workplace, "develop an area of business expertise coupled with a sensitivity to other cultures and language skills," suggests Ben Schwartz, MBA ’79, director of global trade sales for BankBoston. And think strategically: Is your industry/company moving toward the Pacific Rim, Latin America, China? Capitalize on it now: Immerse yourself in the culture, language and business practices of the nation of choice.

Contract employment, telecommuting, job sharing

Full-time permanent employment with benefits is no longer guaranteed by employers nor desired by some workers. The alternatives are numerous: contract employment for a finite period of time without benefits; telecommuting—offering employees the option to work from home or other remote locales through computer hook-ups; and job sharing, which splits one full-time position between two employees. Be flexible. Today's options can be attractive alternatives for parents seeking part-time work, career changers looking to transition and skilled professionals seeking variety and independence from contract to contract.

Planning strategically

The market will shift and gyrate. Industries will come to the fore, become Wall Street's darlings, mature and, in some cases, fade. Career fields will get hot and cool off. Get too caught up in the whirlwind and you're likely to lose your way. So, how can you steady your course?

Fortune's January 1996 cover story, "Looking out for No. 1" answers the dilemma emphatically. The corporation can't do it for you; only you can define your niche and take active, intentional steps to get there. It may sound like a corny cliche, but it's true; the key is taking control and ownership of your career destiny.

Career change, though more prevalent and accepted today, still presents obstacles, most notably, lack of direct experience. To ensure a successful career transition, there are steps you can take. Conduct informational interviews to get a thorough understanding of the niche of interest. Identify transferable skills that have relevance and value to the new field. If necessary, consider additional training, job assignments and experiences that bridge the gap.

The German philosopher Goethe offered sage prophetic advice 200 years ago that has weathered the test of time: "Whatever you can do, or dream you can, begin it. Boldness has genius, power and magic in it.”

The Office of Career Services and Cooperative Education is committed to assisting alumni in realizing their career aspirations. Resources include individualized career assistance, an Alumni Career Advisory Network of more than 600 participants, job listings and a comprehensive career resource library.

How to contact us:
Tel: (617) 573-8480/8312
Fax: (617) 573-8752
Email: careers@admin.suffolk.edu
http://www.careers.suffolk.edu

www.careers.suffolk.edu
Our Web site includes a list of available services, upcoming events and links to other job sites.
Alumni Connections Online

One of the most exciting things happening on the Internet today is the emergence of online communities—places on the Web where people who have similar interests gather to exchange ideas and information. Now Suffolk University and Harris Publishing have created such a place for Suffolk alumni.

The Suffolk online network will be accessible directly from Suffolk’s Web site (www.suffolk.edu) and will be password protected for added security. The online community will include a variety of services and features to help alumni stay in touch.

An online version of Suffolk’s alumni directory will be available, where users may search for classmates’ biographical information and/or update their own. A career center will list job opportunities, career advice and job-searching links. An alumni business directory will offer space for alumni to list professional services or products. Also, the network will be able to provide email accounts for alumni, as well as space for personal Web home pages. The extent of the Suffolk online alumni network is as limitless as the Internet. Call the alumni office at (617) 573-8456 or e-mail jneenan@admin.suffolk.edu for more information, and get connected to Suffolk alumni.

Theatre and Communication Alumni Events

A recent Suffolk Student Theatre production of *Little Shop of Horrors* brought back to campus more than 50 graduates of the Theatre Arts Program. Following the performance, alumni attended a reception in their honor held at the new alumni relations offices at 20 Beacon Street.

The evening, which commemorated the 15th anniversary of the Student Theatre, was the inaugural event of the Suffolk Student Theatre Alumni Association, which will hold annual alumni theater events.

The Department of Communication and Journalism also hosted a reception welcoming alumni and honoring 1997 graduates. The reception, held at the Ridgeway Building, was a night of opportunity for new graduates to meet and network with fellow professionals, as well as for alumni to witness firsthand the progress of their alma mater.

Since the inception of the Master of Arts in Communication in 1991, department chair Robert “Dr. Bob” Rosenthal has seen the number of communication majors dramatically increase and felt the need for alumni to see all of the changes and developments that have occurred within the department.

“I was quite pleased with the turnout,” said Rosenthal. “This event was the first in what will be many for alumni of the Communication and Journalism Program.” Other alumni receptions as well as guest speakers are being scheduled for the 1997-98 academic year.

Suffolk University Honors Alumni

Alumni from the Frank Sawyer School of Management and the College of Liberal Arts and Sciences came together to recognize several distinguished alumni at the CLASSOM Outstanding Alumni Awards Reception held at the Bay Tower Room in Boston on May 15.

The SSOM Graduate Alumni Association presented the Outstanding Alumni Service Award to Ilene E. Wilkins, MPA ’95, director of children’s services for United Cerebral Palsy in Orlando, FL. John M. Nicholson, MBA ’85, received the Outstanding Alumni Achievement Award in recognition of his professional accomplishments. Nicholson is the founder and CEO of Boston Business Graphics in Woburn, MA.

The General Alumni Association’s 1997 award recipients included Neil G. Buckley, BA ’79, MBA ’82, vice president and CFO of Massasoit Community College in Brockton, MA, who received the Outstanding Alumni Service Award. John N. Driscoll, BS ’65, was presented the Outstanding Alumni Achievement Award. He is the president of HNU Systems, Inc., in Newton, MA.

The Special Recognition Award was presented to Karen I. Mancini, BSBA ’89. This award is given to a graduate who has contributed to the University and advanced its reputation both within and beyond its community. Mancini, who has generously donated her time and energy to many University efforts, is the senior credit administrator/assistant vice president of BankBoston in Boston.

(For photos of other recipients, see Class Notes.)
YOU SEE THEM EVERYWHERE, those white milk mustaches. But you probably didn’t realize that Suffolk alumnus Eugene Bartley is one of the people responsible for the highly successful advertising campaign. Bartley is president of the New York offices of Bozell Worldwide, the 11th largest US advertising agency.

In the glamorous world of Madison Avenue, Bartley focuses on the business side of the enterprise. He’s a down-to-earth, results-oriented leader of one of the world’s most successful agencies. Although he has had the opportunity to live in the limelight, he has shied away from it. A campaign that Bartley’s group produced for the automaker Jeep won a gold medal at the Cannes Film Festival a few years ago. When asked what it was like to rub elbows with the celebrities at Cannes and receive the award, Bartley said he didn’t go. He was already looking ahead to the next project.

Bozell has a reputation for maintaining long-term client relationships. “Each client deserves a tailored solution,” remarked Bartley. Bozell has clients in more than 60 countries, providing advertising, public relations, promotions and interactive media services. Under Bartley’s direction, Bozell has attracted such companies as Unysys, Bristol-Myers Squibb, Pfizer, The New York Times, Valvoline, Bell Atlantic NYNEX Mobile, and Merrill Lynch. And the business has doubled in three-and-a-half years, under Bartley’s watch. Billing this year is at an impressive $3.6 billion. Bartley’s goals for the New York operation include “growing our businesses here and around the world, turning out quality products and creating opportunities for bright, creative people.”

After graduating from Manhattan College with a BS in marketing in the mid-1960s, Bartley was drafted to join the war in Vietnam. He was rejected because of a history of asthma.

He’s Got Milk

Eugene Bartley, Jr., MBA ’68

Not sure what to do next, Bartley turned to his cousin, David, who worked in the State House on Beacon Hill and later became the Speaker of the House of Representatives in Massachusetts. David advised him to pursue his MBA at Suffolk University.

“When I was at Suffolk, it was entirely a commuting school,” recalled Bartley. “Most of the students were working and going to school part time. It was a friendly, encouraging place that was willing to accommodate a range of individual needs.”

After graduation from Suffolk, Bartley formed a youth marketing business with some Manhattan College friends. Later he landed at Compton Advertising, working on Procter & Gamble projects, which he says was his greatest professional learning experience.

Bartley has this advice for budding young advertising executives: “It comes down to people who can think and communicate clearly. They need to be logically inclined, inquisitive and able to excel in a team environment. The future will demand that they be comfortable with new technology,” said Bartley. “We live in a world that has changed enormously. Over the next 10 years, we will see more change than we have in the last 30. And in management, we will need people who have a greater understanding of many different business cultures. Operations around the world are run differently: Beijing is different from Bermuda, and Taipei is different from Topeka. As we learn more about new technology and how to use it to solve client issues, the world will become even smaller.”

A native of Dalton, MA, Bartley has kept one foot in Massachusetts. He and his family have a summer home on the ocean in Cape Cod, where they hope to spend increasing amounts of time. Bartley currently resides in Bronxville, NY, with his wife, Christine, and two sons, Eugene III and Ryan. And surely, they all drink plenty of milk.
ACTOR JOHN TRAVOLTA has one; Keith Richards of the Rolling Stones has a couple; and tennis star Ivan Lendl has miles of them; and they got them from Suffolk alumnus Peter Cassidy. What are they? They are custom wrought-iron fences, gates and staircases handcrafted by Cassidy Bros. Forge, Inc., now one of the world's leading providers of custom ornamental ironwork. For more than 20 years, Peter Cassidy and his siblings Maurice, Vincent and Susan, have run the business together in Rowley, MA.

Cassidy Bros. has clients worldwide, and its handiwork can be found at the corporate headquarters of Eli Lily in Indianapolis, IN; the US Embassy in Singapore; Grand Central Station in New York City; the USS Constitution Museum in Boston, MA; Epcot Center in Orlando, FL; and the Vice Presidential Residence in Washington, DC. The company's exquisite restoration of historical pieces, such as the five-foot copper eagle at One Post Office Square in Boston, MA, has earned it a special reputation for artistry.

When Peter Cassidy graduated from Suffolk in 1977 with a degree in biochemistry, his professors encouraged him to become a scientist. "I loved Suffolk," Cassidy remembered. "The people there worked hard and always helped each other out." For about a year, Cassidy worked as a scientist, doing research for the New England Aquarium, where he studied pollution levels in Massachusetts Bay. But Cassidy's older brother, Maurice, had other plans for him. Maurice had been an amateur blacksmith for years and needed his brother's help to run his new business.

Today, in the Cassidy Bros. shop, Peter Cassidy looks over the shoulder of a burly blacksmith as he hammers fiery sparks from a piece of iron. It is evident that he truly enjoys this work. "After three months, I was wrapped up in it and fell in love with the craft," he said. "And 20 years later, here we are." Cassidy Bros. forge specializes in creating and restoring fine ornamental ironwork fences, railings and gates. The majority of its work comes from architects and builders of commercial and private residential projects. The company employs 17 people and occupies 17,000 square feet of space. The blacksmiths today use computer-aided design (CAD) systems, lasers and advanced fabricating processes in addition to time-honored forging techniques.

"Originally, what captivated me were the sculptural aspects of the pieces—later on it was the intrigue of trying to land the perfect job," admitted Cassidy. "Everyone here likes the work they do, and they're proud of it," he said. "The reason we have such a good reputation and such high quality is because I'm such a pain in the butt," he joked. "My employees don't always like it, but I have high standards."

ONE OF CASSIDY'S PROUDEST accomplishments is the 400 feet of hand-forged fence that his company created to surround the National Cathedral, in Washington, DC. "Some of the greatest craftsmen of the century have worked on the Cathedral, and they approached us for three reasons—because we could provide high quality, because we could do work that suited the period and because we could meet the deadline," remarked Cassidy. In recognition of his work, Cassidy was invited to the dedication ceremony attended by 20,000 people, including then-President Bush.

Cassidy lives in Georgetown, MA, with his wife, Holly, and his 2-year-old daughter, Madeline. This year marks his 20th Suffolk class reunion. As it turns out, the Cassidy family has a long-standing tradition of attending Suffolk University. Cassidy recently discovered that his uncle, Maurice, graduated from Suffolk Law School in 1926. Perhaps his daughter, Madeline, will do the same in 2020.
She's Electric

Phyllis Papani Godwin, EMBA '81

PHYLLIS PAPANI GODWIN isn't your average 70-year-old grandmother. She generates approximately $32 million in sales, employs 100 people, and was named 1997 Businesswoman of the Year by the New England Women Business Owners (NEWBO).

"She has done an awful lot, not only for herself, but for other women," said Elizabeth Brown, award co-chair. Godwin, CEO of Granite City Electric Supply Co., in Massachusetts, is used to being a leader for women. When she took over her father's company upon his retirement in 1969, she found herself blazing the trail in the small-business world.

"I've been a first woman a lot, Godwin said. "I got used to this first-woman syndrome. I know the rules and the decorum. The older you get the easier it is. You've earned your stripes and you know how to run a business," she said confidently.

Despite having earned an undergraduate degree from Brown University and a certificate in management training from Radcliffe College, Godwin wasn't always so sure of herself. Before she took over her father's business, she had been a full-time mom for nearly a dozen years. It was at this point that she enrolled in Suffolk's Executive MBA.

"I was really at the lowest ebb of my confidence, she said. "I had been at home, a single mother. I was worried about my parents aging, and I was going into a male-dominated field." Godwin knew that she was viewed by some men in the field as "nothing but an overeducated broad." She decided she would prove them wrong.

Godwin completed the EMBA in 1981. The Saturday schedule allowed her to continue to work part time at Granite City and still have time for her two pre-teen children. The experience built her self-assurance and refined her business skills.

"THERE'S NO QUESTION that the program helped me," said Godwin. "I learned about the things that are involved in running a business, like financial management, data processing and organizational development. It gave me a sense of confidence." Godwin found her classmates were a source of knowledge and inspiration. "They became very much like a support group; synergistic relationships developed," Godwin remembers.

After 25 years in the electric supply business, Godwin is still going strong. She has expanded the company to six additional locations beyond the original Quincy store: South Yarmouth, Martha's Vineyard, Plymouth, New Bedford, Boston and Nantucket. Her business serves primarily electricians and contractors.

When Godwin completed her undergraduate degree, there were no MBAs available for women. The NEWBO award was a very special reminder to Godwin of her responsibility as a role model for women owners of businesses in New England. "I feel very humbled in getting the award," said Godwin. "Women's advocacy is very important to me. I never had a role model in the industry, and I am dedicated to mentoring other women." True to her beliefs, when Godwin was elected president of the South Shore Chamber of Commerce (it's first woman president) she immediately founded the Women's Business Connection (WBC).

Godwin's success is grounded in the basic values she learned from her father. "You have to treat customers, suppliers and employers with honesty and integrity," said Godwin. But after many years of running her family company, Godwin realized that she couldn't just imitate her father. An immigrant to America with no education, he was successful because he knew the technical side of electrical supply products and the electricians who used them. Godwin knew she would never learn all that he knew, but she realized she had other strengths.

"I decided I had to be me," she said. Godwin now relies on her own management savvy, and it seems to be working. To other women executives she has this advice: "You have to be yourself and develop your own management style."
College of Liberal Arts and Sciences

City and towns are in Massachusetts unless otherwise noted.

48: Robert D. Quinn, BA, president of the Robert D. Quinn Agency in Washington Crossing, PA, served as grand marshal of the ninth annual St. Patrick’s Day parade in Bucks County, PA.

49: Lawrence J. Quirk, BS, has written 25 books including an unauthorized biography of Cher. He publishes Quirk’s Reviews, a magazine about film, books and performing arts.

50: Robert D. Quinn, BS, was named supervising principal of the Seabrook Elementary School in Seabrook, NH.

51: Sheila J. Soja, BS, is working for the Greater Milford Chapter of ALSAC in recognition of his longtime efforts on behalf of St. Jude Children’s Research Hospital.

52: Barry Ring, BA ‘63, MAE, has been appointed principal of Newfields Elementary School in Newfields, NH.

53: Kevin O’Malley, MAE, was named superintendent of schools in Ayer.

54: Donald Caliguri, BS, is working for the Bellingham School Department. He also serves as an adjunct faculty member of Aquinas College in Milton.

55: John H. Ricciardone, BSJ, has been named director of marketing at Prominent Corporation in Westboro.

71: Anne Lemke, BS, has been named a realtor/sales associate at Snowfall Real Estate in Manchester, VT.

72: Frank A. Sabline, BSBA ’70, MEd, has been named president of institutional advancement at Wilmington College in Ohio.

73: Mary R. Ferris, BA, is an auditor with the Department of the Treasury in Boston. She was elected to serve as an Alumni Trustee on the Board of Trustees at Suffolk in 1995 and is currently serving a three-year term. Ferris is past president of the Suffolk University General Alumni Association and served on its board of directors for nine years. She is a former member of the Suffolk University Alumni Council.

74: Thomas E. Collins, BA, was honored by the Beverly Regional YMCA with its 1996 YMCA Service to Youth Award. He is employed with the Massachusetts Rehabilitation Commission, serving the past 12 years as director of hearings.

75: Gary R. Leach, BA, has joined JHP Realty Advisors, Inc., as regional director of the Boston office.

76: Gail M. Callahan, MB ’75, MSB, has been appointed technology director for the Bellingham School Department. She also serves as an adjunct faculty member of Aquinas College in Milton.

77: Donald Caliguri, BS, was appointed chief of police in Somerville.

78: John H. Ricciardone, BSJ, has been named director of marketing at Prominent Corporation in Westboro.

**Spotlight**


The book details the results of several studies of never-married, heterosexual men over the age of 40. Waehler, a counseling psychologist and associate professor at the University of Akron in Ohio, conducted the studies over a period of 10 years.

Waehler, a 40-year-old who has never married, bemoans the portrayal of bachelors in popular culture. (Look at Cliff Claven from *Cheers* for instance.) His findings overturn many myths about never-married men—they are not necessarily women haters, mama’s boys, unattractive, unhealthy or disabled, fixated on lost love, overly focused on economics, isolated by geography or making a “political statement.” Bachelors do have some things in common: “After a man hits 40, there’s only a one-in-five chance that he’ll ever get married,” said Waehler.
Talk to Us!

We want to hear about you!

If you recently began a new job, earned a degree, married or celebrated the birth of a child, or have any news to share with your fellow alumni, please fill out this form and send it in. We’ll include your news in the Class Notes section of the next issue of Suffolk, the magazine for the University community.

Name
Former Name
Degree(s) / Year(s)
Home Address
City State Zip

Mail to: Suffolk University, Class Notes, Office of Development and Enrollment, 8 Ashburton Place, Boston, MA 02108-2770

You may also email letters to alumni@admin.suffolk.edu. (When corresponding by email, please include your name and phone number so that we can confirm this information with you.)

Refer a Student ...

If you know someone who might be a prospective student and you would like us to send her/him admission information, please fill out the following:

Student Name
Address
City State Zip

Please check appropriate box:

☐ Undergraduate student  ☐ Graduate student

78: Anthony Ferullo, BSJ, was named head basketball coach at Revere High School.

Robert E. Gibbons, BS, has been appointed director of state governmental advocacy for The Massachusetts Hospital Association.

80: Ted Browne, BS, was promoted to vice president of health and beauty care at Food Enterprises New England in Canton. He has been with the company since 1983.

Patricia A. Costa, MS, was named interim principal of the O’Donnell Middle School in Stoughton.

David Lyons, MEd, has been appointed director of mathematics and science for the Revere school system.

82: Julie Beers, BS, wrote the script for the 100th episode of the USA cable network’s action series, Renegade, starring Lorenzo Lamas and Branscombe Richmond. Beers works for Stephen J. Cannell Productions in Hollywood, CA.

Ronald Brule, BS, a property claims adjuster for Friedline & Carter Adjustments in Hyannis, was married to Diane Carol Buechs. They are residing in Sandwich.

Maria A. DeSantis, MS, a human resources specialist for Raytheon Engineers & Constructors, has been designated a certified employee benefit specialist by the International Foundation of Employee Benefit Plans and the Wharton School of The University of Pennsylvania.

Edward E. Hichborn, MS, was inducted into the Tri-County High School Hall of Fame. He is an instructor in the marketing and computer information systems program at the school and has served as a coach since 1978.

Alan Tieuli, BSJ, has been promoted to vice president at Agnew, Carter, McCarthy, Inc., a public relations firm. Previously he was an account supervisor.

84: Dennis C. Malvers, MEd, was appointed associate dean of student development at Middlesex Community College.

85: Carol Boughter, BS, has joined Wallwork Curry in Boston as a traffic/studio manager. Previously, Boughter was a senior traffic manager at Wickersham Hunt Schwantner in Boston.

Shari R. MacDonald, BA, is an attorney in private practice in Salem. She recently married Kenneth J. Hewson.

Marc Salmen, BS, received the SRA designation by the board of governors of the Appraisal Institute. He is with Boston Safe Deposit & Trust Co. and has been active in real estate appraisal for 10 years.

87: Anthony R. Donlon, BS, was married to Louise M. Tercia. They are living in Winchester.

Doreen Iudica Vigue, BSJ, is a general assignment reporter for the Boston Globe. She has worked previously for local community papers and the Boston Herald, but got her start as an intern at the Globe writing obituaries while still a senior at Suffolk. Vigue was a guest speaker in a Suffolk journalism class this year.

88: Andrea Bates, BS, president of the Bates Insurance Agency in Medford, has been awarded the Professional Insurance Designation Chartered Property Casualty Underwriter (CPCU) by the American Institute for CPCU.

Carol A. Boughter, BS, rejoins Parrish Wickersham & Partners as a senior traffic manager.

89: Pamela Chapdelaine, BS, an account representative/insurance broker for H.B. Hatch Insurance Agency, Inc., in Boston, was married to Jeffrey Gillis, BS ’90, an advertising business manager at BJ’s Wholesale Club in Natick. They are living in Stoneham.

Robert L. Cormier, BS, manager of the San Diego, CA, office of SCAC International Freight Forwarders, was married to Beverly Batayola. They are living in San Diego, CA.

John D. Walsh, BA, has been appointed associate director of admissions at Worcester Polytechnic Institute.

90: David Barricelli, Jr., BS, recently married Wendi Terino of West Warwick, RI.

Sheila A. Egan, BS, married Julio R. Varela on May 4. They are both employed by Houghton Mifflin Company, where Egan serves as a rights and permissions editor.
Jeffrey Gillis, BS, (see Pamela Chapdelaine, class of 1989)
Paul Magno, BS, a pharmacist for CVS Pharmacy in Framingham, was married to Brenda Doyle. They are living in Waltham.
91: John B. Lovell, BA, healthcare administrator at Norwood Hospital, was married to Barbara J. Sullivan. They are residing in Waltham.
Jill M. Luciani, BA, was married to Tracy R. Corso. They are living in Tolland, CT.
Frank A. Pellegrino, BA, married Ann M. Evans. The couple is living in Providence, RI.
Christine M. Santapaula, BA, has been named branch manager of the South Medford office of the Medford Savings Bank. She has been with the bank since 1986.
92: Marie Lingblom, BSJ, was named editor of the Melrose Free Press.
93: Denise D. Grady, BS, has married Sean M. MacKay. They are living in Saugus.
Anthony P. Stepak, BA, has been promoted to petty officer 2nd Class by the United States Navy. He is serving at Naval Air Station, Adak, AL.
94: Kristen Golden, BA, was married to John Arnstein. They are living in Braintree.
Heather L. Holbrook, BA, is a long-term substitute teacher in language arts for grade five in the Ayer Middle School.
95: Charles A. Dapolito Jr., BS, a sales marketing representative for Buckely, Thorne and Messian in Natick, has married Elizabeth S. Konrad. They are residing in Northboro.
Jennifer Dickson, MEd, was married to Francis Ricciardi. They are living in Saugus.
96: Stacey Edwards, BS, married Matthew Beliveau. They are residing in Manchester, NH.
Ryan Foley, BSJ, is writing a sports column, "From the Sidelines," for the Lincoln Journal.
Karla Iovanna, BS, recently wed Orazio P. DeLuca, BSBA '96. Iovanna is working for the Commonwealth of Massachusetts, and DeLuca is employed with the Department of Revenue's Child Support Enforcement Division in Cambridge.
Cindy Walsh, BS, is a newly appointed officer with the Amherst Police Department.
Jean Wilson, MPA, is the director of the Case Investigation Unit for the Massachusetts Department of Social Services.

Frank Sawyer School of Management

Cities and towns are in Massachusetts unless otherwise noted.
63: Frederick Dreyer Jr., BSBA, received the 1996 Citizen of the Year award from the Fall River Area Chamber of Commerce & Industry.
65: Joseph Nugent, BSBA, was named Lexington town assessor.
Donald M. Shanbar, BSBA, has been appointed to the board of advisers of the New England Sinai Hospital and Rehabilitation Center.
70: Patricia I. Brown, BA '55, JD '65, MBA, was one of the first women inductors into the newly established Winthrop High School Hall of Fame. She played on one of the first women's basketball teams at Winthrop High in 1947. Brown also played professional baseball in the All-American Girls Baseball League, made famous by the movie, A League of Their Own, and was inducted into the Baseball Hall of Fame in Cooperstown, NY, along with the other women who played in that league.
Frank A. Sablone, BSBA, MEd '71, (see CLAS, class of 1971)
72: James S. Koch, MBA, has been promoted to chairman and chief executive of the Cliffstar Corp, a manufacturer of fruit juices and drinks. Most recently he was president of the company.
John Obert, MBA, was named manager of alumni relations at Merrimack College.
74: Bruce Cartwright, BSBA, was appointed executive vice-president/chief financial officer for Legal Sea Foods, Inc.
76: James T. Brett, MPA, has been named president of the New England Council, a regional business-lobbying group. He also was appointed to the Board of Trustees of Catholic Charities, the social service agency of the Archdiocese of Boston.
Brian R. Gilmore, BSBA '69, MPA, was promoted to executive vice president, public affairs, for Associated Industries of Massachusetts, a statewide employer association. Most recently he was senior vice president for public affairs.
Steven P. Green, MPA, is principal of CareerPath, a career counseling and business consulting firm with three offices in the Greater Boston area. He informs us that CareerPath Publications of Boulder, CO, has published his two-cassette audio program "Job Search Mastery." Green also is publishing a newsletter, "WorkingSmart."
77: Wallace H. Kountze, MPA, was elected a corporator of the Lawrence Memorial Hospital Association. He was also named 1997 Citizen of the Year by the Medford Chamber of Commerce.
78: George A. Bargamian, MBA, senior vice president of Medford Savings Bank, was married to Deborah J. Riester. They are living in Natick.
Bruce M. Guy, MBA, was appointed director of finance for the city of Salem.
Michael Laffan, BSBA, has joined Citizens Bank in Manchester, NH, as vice president, team leader of international banking. He was previously vice president of marketing trade services at Fleet Bank in Boston.
79: Jo Anne McQuilkin, BSBA '76, MBA, has been appointed vice president/credit manager of Enterprise Bank.
Bernard J. Mikula, MBA, was named vice president of sales and marketing for Thermometrics Inc., and Keystone Thermometrics, the nation's leading manufacturers of thermistors.
80: George F. Bacigalupo, MBA, has joined Peoples Heritage Financial Group as senior vice president of asset-based lending.
Stephen B. Bransfield, MBA, vice president of GE Power Generation Production in GE's Power systems business, has been elected to the board of trustees at Clarkson University.

Dean Michael R. Ronayne with alumni award recipients Neil Buckley, BA '79, MBA '82 (above), and John N. Driscoll, BS '85 (right).
Paul F. Scully, MBA, was named president and chief executive officer for Leicester Savings Bank.

Donald H. Smith, BSBA, has joined Equitable Cooperative Bank as officer and controller.

Adam Zapris, MBA, was appointed manager of the Boston branch office of the National Bank of Greece.

Noreen E. Clarke, MBA, was director of personnel. Eastern Joined the New Hampshire office of Greece.

Adam Zapris, MBA, was appointed manager of the Boston branch office of the National Bank of Greece.

Thomas J. Farnan, BSBA, has joined the New Hampshire office of Greece.

Richard Warren, BSBA '71, MBA, is director of finance for the Danvers school system.

Robert Mulchay, MBA, has been appointed director of finance for the tool automation systems division at PRI Automation, Inc.

Joseph Paluzzi, BSBA '80, MBA, a finance officer in the medical groups division of Pilgrim Health Care, is sergeant-major of the 9th Massachusetts Regiment, Continental Line, a reenactment group portraying the American soldiers of the Revolutionary War era.

Nicholas Renzulli, BSBA, was named a manager at Levine, Zeidman & Daitch, PC, a CPA firm in Wellesley Hills.

John F. Ruggieri, BSBA, was married to Kathleen J. Conlon.

Ronald E. Ake, MBA, has been named executive vice president and general manager of the regional service center of The Faxon Co.

Bonnie Mitchell, BS '79, MBA, joined Hollis Perrin & Black Insurance Agency, Inc., of Newton Lower Falls as a vice president and member of the management committee.

Patricia M. Scagnoli, MPA, was appointed corporate gifts services coordinator for The Opulent Owl and The Sizzling Duck retail gift stores.

Barbara J. Diette, BS '82, MBA, has been promoted to vice president of Citizens Bank.

Marc N. Fecteau, BSBA, was appointed to the board of directors of the Albany Medical Center. He also serves as president of the board of directors of the Visiting Nurses Association of Albany and the Visiting Nurse Home Care Services Group.

Patricia T. Messcall, BSBA, was married to Patricia J. Rainville. They are residing in Reading.

Dennis J. O'Leary, BSBA '74, MBA, has joined Thinking Machines Corp. as vice president of worldwide business development.

Sandra J. Waisanen, BSBA, was married to Sean P. Connelly. They are living in Tewksbury.

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Donald F. Gourley, MBA, is now director of personnel, Eastern Europe, for Gillette International in the Czech Republic.

Michael A. Lanava, MPA, executive director of the Fitchburg Industrial Development Commission, has been elected president of the Northeastern Economic Development Association.

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They are residing in South Easton.

Jill Johnson, BSBA, office manager for Adams Medical Associates, was married to George Morelli, MBA '92. They are living in Conover, Mass. John Dwyer. They are residing in Windham, NH.

Richard J. Lafond, MPA, has been selected administrator for the town of Carver.

Peter Bordanaro, MBA, was married to Deborah C. Branton, MBA, '93. They are living in Windham, NH.

Susan J. Alibrandi, MBA, has been pro­

91: Tiffany A. Moore, BSBA, was mar­

90: Kevin Daley, MBA, has been pro­

92: Peter Bordonaro, MBA, was mar­

89: Richard Johnson, MPA '89, has always made time for Suffolk University. While serving as Mayor of Taunton, a position he held for 10 years, Johnson earned his MPA from Suffolk. And during the four years he was City Manager of Lowell, he taught a leadership and decision making course at the University. To his current position, project vice president for US Filter Corporation, Johnson brings the academic theories he learned at Suffolk.

By working closely with public officials, Johnson helps to develop privatization initiatives for municipal water and wastewater plants. He has facilitated the creation of public and private partnerships to improve the environment, with the use of technology and innovative financial problem solving for towns and cities.

Johnson continues to support Suffolk today by assisting the Alumni Association and volunteering with various fundraising activities. "Suffolk has supported my career development in both the private and public sector. The professors and the alumni have been resources of continuous professional development for me," Johnson said.

Scott A. Gibbons, MBA, has been designated a certified economic developer. He is executive vice president of the Woonsocket Industrial Development Corp. and the Blackstone Valley Development Foundation, Inc. He also is executive director of the Northern Rhode Island Economic Development Partnership, Inc.

Panuela J. Gill, BSBA, a marketing coordinator for Putnam Invest­

93: Susan J. Alibrandi, MBA, art director at Softbank Comdex Inc., in Needham, was married to John Dwyer. They are residing in Norwood.

Deborah C. Branton, MBA, was married to Peter Bordonaro, MBA '92. They are living in Windham, NH.

David McGillicuddy, BSBA, has been named a partner at McKay Fried & Partners, Inc., an advertising and public relations firm in Boston.

James L. Mortelliti, a mortgage broker for Great Western, was married to Kelly A. Malone. They are living in North Reading.

Andrew E. Simonds, BSBA, an accountant for Earthtech Company in Concord, was married to Linda Hall. They are living in Douglas.

93: Susan J. Alibrandi, MBA, art director at Softbank Comdex Inc., in Needham, was married to John Dwyer. They are residing in Norwood.

Deborah C. Branton, MBA, was married to Peter Bordonaro, MBA '92. They are living in Windham, NH.

Scott Manthy, MBA, owns King's View Consulting in Wakefield, a sales training consulting firm specializing in performance improvement for organizations and concentrating on sales and marketing.

Marie Ricciardi, MBA, senior financial analyst at Boston Financial Group, was married to Carl Reynolds. They are living in South Weymouth.

Stuart A. Steinberg, MBA, announces the opening of Stuart A. Steinberg and Associates, a tax and accounting firm in Swampscott.

94: Ginger W. Caswell, MBA, a con­sultant for Mergent International in Rocky Hill, CT, was married to Howard Walters. They are living in Colchester, CT.

Christian M. Dwyer, BSBA, a supervisory/quality analyst at Putnam Investments in Franklin, was married to Alison F. Ciccone. They are residing in Medway.

Michael Mernick, MBA is the provider relations specialist for Northeast Rehabilitation Hospital.

James Pipalis, MBA, has joined the Prowincetown AIDS Support Group as director of development.

95: Kristine Abruzzese, BSBA, a software engineer at Fidelity Investments, was married to Tiberio R. Melo. They are living in Braintree.

Carolyn J. Bouzan, MBA, has married Gary Parziale. They are living in Kingston.

Brenda M. Joy, BSBA, a portfolio account­ant at State Street Bank, was married to Thomas M. Fay.

Bruce A. Feodoroff, MBA, was appointed a faculty member in the manufacturing engineering department at New England Institute of Technology in Warwick, RI.

Susan Linsky, MBA, a marketing specialist at GWA Information Systems, Inc. in Waltham, has married David Lloyd. They live in Northborough.

Stephen Lucitt, MBA, was named vice president of business banking at Abington Savings Bank.

Timmin Maine Miller, JD/MPA, is director of policy for Brandon Associates, LLC in Boston.

Carlos L. Mojica, MBA, has been appointed a probation officer at the Chelsea division of the District Court department.

Wayne Sottie, BSBA, a regional financial analyst for Carrier Corp., was married to Jacqueline McCann. They live in Watertown.

96: Drew Adams, JD/MSF, is a real estate tax consultant with Coopers & Lybrand in Boston. He is the first student to graduate from Suffolk with the joint law and finance degree.
In Memoriam

Yvette Alvarez, MSF, is a strategic management consultant with Bain & Company in Boston. Alvarez worked previously as a financial analyst in the oil industry in her native country of Venezuela.

Laura Armstrong, MBA, JD, in-house counsel for the Deane Group in Boston, was married to Ethan Ferrari. They are residing in Needham.

John P. Bresee, MST, a tax specialist for Spelling Entertainment in Hollywood, CA, was married to Rebecca H. Wilson. They are living in Pasadena, CA.

Patricia Camarasa, MSIE, is a portfolio manager with Asesores Bursatiles in Barcelona, Spain.

Catherine Conneely, MSIE, is a research associate with Harvard Business School in Boston.

Brian P. Fallon, MPA, was married to Maureen A. Roche.

Juan Fuentes, MSIE, is an associate economist with Wharton Econometric Forecasting Associates (WEFA Group) in Eddystone, PA.

Diana Fernandez del Pino, MSIE, is assistant to the vice president of Citigold, Citibank in Madrid, Spain. She was awarded the 1997 Academic Achievement Award from the economics department at Suffolk.

Robert Ford, BS '93, JD/MPA, is an associate attorney with Kopelman and Paige, a firm in Boston that specializes in real estate, zoning and municipal law. His article, "Prosecuting Federal Environmental Crimes: Criminal Enforcement and Procedure," was published in Massachusetts Environmental Compliance, July 1997.

Suffolk University expresses sympathy to the families and friends of these alumni. The following names are listed chronologically by graduating year.

Sylvio Turcotte, BA '50
Brother John DeLucer, CSC, BSG '52
Edward Terrenzi, BA '54
Robert Dinsmore, MAE '56
Arnold Razin, BA '57
Ronald N. Giudice, BA '58
Francis J. Lynch, BSBA '62
James A. Whalen, BA '62
Richard G. Landry, BSBA '65
Valerie E. Russell, BA '67
Edward D. Mahoney, MA '68

Sally McDowell, MEd '79
It is with great sadness that the University learned of the loss of Sally B. McDowell, MEd '79, wife of former Sawyer School of Management Dean Richard L. McDowell. She died on Sunday, July 20, in Irvine, CA. Sally McDowell will be remembered fondly as an involved and enthusiastic member of the Suffolk community during her husband's 17-year tenure as dean. At the same time, she served as an assistant professor in the graduate school at Lesley College and on the faculty at Wheelock College. The family's departure from Boston came in July 1991, when Richard McDowell became dean of the School of Business and Economics at Chapman College in Orange, CA, where he continues to serve. On the West Coast, Mrs. McDowell became a committed member of her new community, providing assistance to Chapman College's Town and Gown and several other charitable organizations.

In addition to her master's degree from Suffolk, Mrs. McDowell held a BS in Education from Wayne State University.

Sally McDowell is survived by her husband Richard; her three children; Katherine Freimund, James Scott McDowell and Megan McDowell and three grandchildren; Max, Cole and Nate Freimund.

Suffolk University will place special bookplates in University library books, in lasting memory of deceased alumni.
They Took the Challenge

Senior Challenge '97

The senior class of 1997 did something that no other class before it has ever done. It presented Suffolk with its first class gift in the University's 90-year history. And it came about because of a group of dedicated students and a program called the Senior Challenge '97.

In fall 1996, seniors Mark DiFraia, Tamika Correia and Greg Lanza wrote a letter to their classmates: "We need to start thinking about life after Suffolk. We also need to think about the legacy we, the Class of 1997, will leave as a mark of our time spent here at the University."

"We need to start thinking about life after Suffolk..."

The three students, co-chairs of Senior Challenge '97, wanted their class to give something back to the University. They wanted to become involved in the future in a meaningful way, with a goal of helping other students as they themselves had been helped. They decided to raise funds for the Trustees' Scholarship Fund.

Assisted by the development office, the students set a goal of $10,000 in pledges. In honor of Suffolk's 90th anniversary, they decided to ask for pledges of $90 ($30 per year for three years). The program was kicked off in October and concluded in May. Organizers will collect all the pledges by the year 2000.

The seniors chose to fund Trustees' Scholarship because it benefits the most students at Suffolk, and awards are based on financial need and academic achievement (recipients must have at least a 3.0 GPA). In a show of great support, the Suffolk trustees agreed to match, dollar for dollar, the donations made by students this year, so that the scholarship money would be available in the fall of 1997.

"Our goal was to start a tradition of the graduating class giving back to the University," said DiFraia. "And to encourage active alumni giving because what makes colleges great are strong endowments."

DiFraia, who was the main student contact on the project, says that his education in finance helped him in planning and setting up the fund. His strategy included person-to-person solicitations, a mass mailing with pledge cards, and finally, a second-semester phonathon. "I was worried after the first semester that we weren't going to reach the goal," DiFraia remembered. "It wasn't until we got on the phones that I realized we were going to make it. We ended up with 130 donors out of 400. I was thrilled."

By the end of the drive, 26 percent of the senior class, including February graduates, participated in pledging. By commencement, DiFraia, who was elected student speaker for the ceremony, could announce that the challenge had exceeded its goal, netting more than $11,000.

"Mark was an exceptional class president," remarked Pamela Condon, the development officer who worked closely with the seniors. "He gave a lot of time. We talked back and forth daily. He was the inspiration in bringing the seniors together."

Other students who helped in organizing the fund drive included Michael Cronin, John Smolinsky and Helen Spignese, along with approximately 25 other seniors who volunteered. The development office credits all of them for the project's success.

"Surpassing our goal was very exciting," said Condon. "Working with the seniors and establishing a relationship with them was a good experience. It reminded me why we are here—for the students," said Condon.

DiFraia plans to remain involved with Suffolk: He is hoping to pursue a master's degree in finance. He is very proud of his classmates' achievement. "I'd like to thank all the seniors who contributed. Congratulations!"