

HUNTSMAN

A L U M N I M A G A Z I N E

How will
YOU CHANGE
the **WORLD?**

Spring 2015



HUNTSMAN

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◀ Spring tulips on campus, by Donna Barry

dean's message

a message from Dean Douglas D. Anderson



The purpose of the Jon M. Huntsman School of Business is two-fold: first, to be a career accelerator for our students; and second, to be an engine of growth for our community, the state, the nation, and the world. The Fall 2014 issue of this magazine focused on the career accelerator part, with the announcement of our new FJ Management Center for Student Success.

In this issue, we focus on our purpose as an engine of growth. Entrepreneurial spirit, ethical leadership, and global vision, are pillars of the Huntsman School. Of course, we did not invent these attributes. They are woven into

the very fabric of the culture of the Mountain West. The work ethic, spirit of cooperative enterprise, vision, and creativity of our pioneer ancestors who tamed the Great Basin of the Rocky Mountains are evident in the lives of our alumni, and we expect them to be well developed in the lives of our students as they leave the Huntsman School to take up their responsibilities as productive members of society. Our role as educators is to build on this foundational strength by providing curricular and experiential learning opportunities that challenge our students and that enable them to reach their full potential.

Through our Jeffrey D. Clark Center for Entrepreneurship, we aim to foster the sense of excitement and fulfillment that comes from identifying and seizing opportunity. In our cover story of four preeminent alumni and one student, and in profiles of other alumni throughout this issue, you will read of how being open to opportunity—and acting on it—brought about great results, whether in creating new businesses or in creating successful careers inside large organizations.

The engine of growth that is Cache Valley Electric—celebrating its 100th anniversary this year—and the growth engine that is the much younger company, Monkey Bars Storage—now in its 12th year—are animated by opportunities seen and captured by Jim Laub, class of 1974, and Kris Nielson, current MBA student. The same may be said for companies built by Danielle Crosland Nielson, Darven Erickson, and Kurt Larsen, among others. And this same, pioneering entrepreneurial spirit inspires the outlook of Dustin Jones and Justin Wheeler, two of our younger alumni, who are realizing great success in their careers inside of large organizations.

At the core of our focus on growth engines is our belief that students are at the center of all we do. We consider ourselves lucky indeed to be working with such great raw material—our students, their values, and their heritage. They have such potential to make profound and positive contributions to our world. Our pitch is as simple as it is daring: Do you want to change the world? Study business at the Huntsman School!

PHOTO BY RON ADAIR

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Cover photo via iStockphoto/jaywarren79



student viewpoint

BY TANNER BODEN, MARKETING, '15

"You don't take courses; you take professors." This statement was some of the best advice I received during my undergraduate education. Facing graduation in a few weeks, I can see that I was blessed with a slew of amazing professors and mentors.

My professors cared. Having professors who care is the major difference between my education and the education received by students attending other business schools. Not once did I have a course in the Jon M. Huntsman School of Business where I felt like a number. Even in some of my largest classes such as Managing Organizations and People, Corporate Finance, and Managerial Accounting, I felt as though all of my professors knew me and cared about my success.

I was challenged; challenged to think, to grow, and to push myself. Never was it enough to come to a solution. I learned quickly that the process of achieving a result is often far more important than the result itself. In my strategy class taught by Professor Chris Reutzel, he never graded us based on what our final recommendation was, but instead graded by the factors that resulted in us making a

particular recommendation. I remember one time where my recommendation was far different from his, so I asked him to review my work. Dr. Reutzel read my paper and commented that the arguments were sound.

"But I didn't come up with anything close to what you had," I remarked.

He commented, "Yes, but the process you used to reach your conclusion is sound, and that is what is important. The fact that you think differently from me is a good thing and is the reason I would want you on my team."

I do not possess all the skills I will need in my career. No one has all the skills they need coming out of their undergraduate degree. Instead, the Huntsman School gave me something better; I learned to how to solve problems and more importantly, how to find and develop the specific skills to solve the determined problems. To a hammer every problem looks like a nail. Instead of giving me a hammer, my undergraduate education taught me how to determine what tool I need, and then how to go get it.

Now as I stand on the precipice of beginning my career with the legion of other hungry Huntsman alumni looking to make my mark on the world, I say thank you.

Tanner Boden is the 2014-2015 Huntsman School valedictorian.

my favorite professor

BY HAYLEY ZILLES, ACCOUNTING, '16

Dr. Dan Holland is not just an ordinary, by-the-book college professor. My first interactions with Dr. Holland in my freshman orientation class proved this to be true. Dr. Holland was substituting for my professor and all of us were antsy as we waited for him to arrive. Our jaws dropped when he walked through the door a few minutes late looking completely out of place with a blue mohawk, five-inch platform shoes, a nose ring, cargo shorts, and a bow tie. After we could look beyond his shocking appearance, he gave an incredible lesson about not judging others based upon first impressions. He then inspired our class to not doubt our abilities or limit our opportunities, especially during the rest of our experience at Utah State.

I not only had the opportunity to take a class from Dr. Holland the following spring semester, but I also travelled to Vietnam, China, and South Korea with him as part of the school's summer study abroad program. Both inside and outside the classroom, Dr. Holland pushes and challenges his students. He has the ability to ignite enthusiasm and passion for learning that none of his students will ever forget. He never wanted us to approach our coursework the easiest and most simple way, but he wanted us to think outside the box, explore our options, open our eyes to different possibilities, and surprise him with our creativity.

While traveling from Shanghai to Beijing, I was lucky enough to sit next to Dr. Holland. I will never forget the advice he gave me on that flight. As I was telling him how I was overwhelmed with the different directions my life could go both academically and personally, he advised me to continue to dare mighty things and to learn from and embrace any failures I had along the way. This is just one example of the encouragement Dr. Holland gives his students.

One of my favorite quotes is, "I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel." I will never forget how much Dr. Holland genuinely cares about his students. After taking a class from him, I am not only a better student but also a better person. Dr. Dan Holland can easily be named my favorite professor at the Jon M. Huntsman School of Business.

"...he advised me to continue to dare mighty things and to learn from and embrace any failures I had along the way."



PHOTO BY KYLE SPACKMAN

PHOTO BY KLYDI HEYWOOD

A photograph of a man with short grey hair, wearing a dark polo shirt with light-colored accents and grey trousers, standing with his arms crossed in front of a red vintage truck. The truck has a large chrome grille and round headlights. The background is slightly blurred, showing what appears to be a workshop or garage setting.

How will **YOU** CHANGE the **WORLD**?

Entrepreneurial spirit is a strategic pillar of the Huntsman School of Business. For us, the focus truly is on those exact words, for entrepreneurial spirit is really about a mindset that is open to opportunity, whether that leads to the creation of a company celebrating its 100th anniversary this year, or continuously creating opportunities inside of an organization. In a rapidly changing global economy, identifying opportunities, becoming comfortable with risk, and pursuing your passion can indeed lead to lives of meaning and changing the world.

PHOTO BY ANDREW MCCALLISTER

Jim Laub, '74

President & CEO, Cache Valley Electric

Over 40 years ago, after graduating from college, I went to work for several years in the field as an electrician. I loved every bit of it. I learned a great deal about the electrical side of the business, but I also learned a lot just working with the other electricians, tradesmen, and people in the construction industry. Those are the guys that really make our business successful. They are the ones in the field and in the trenches day after day in the cold and in the heat. I learned a great deal of respect for them.

That experience has really informed my view as we enter our 100th year of being in business. I put a lot of trust in my team. They are free to run their part of the business as they see fit. They run it with integrity and honesty, and they take care of their customers and employees.

All the basic attributes we've had for almost 100 years are what my grandpa had. My grandfather started those values, my father was a master of it, and I've just tried to carry it on. It's not rocket science; it's just kind of basic human decency. If you treat people well, they respond. I have a lot of confidence in people. There are a lot of good people out there and some of them just need a chance to succeed. Most times if you give them the chance they won't let you down.

I am just a firm believer that the harder you work, the luckier you get. So we work hard and our basic premise has always been to take great care of our customers. We were able to develop a few relationships with customers that started spreading their wings nationally and because we'd developed such a great relationship with them, they took us with them throughout the country.

We'll continue to be an electrical construction company, but as the world changes with technology, we're always going to be open to the technological advances and opportunities out there. Hopefully we can expand our footprint throughout the country.

Sometimes you can't be afraid to fail.

I go back to the basics of treating your customers well and your employees like family, and when you do those things, it creates a solid foundation and when you have that solid foundation it creates opportunities that if you're not afraid to take the next step, can bring a big payoff. Sometimes you can't be afraid to fail.

Danielle Crosland Nielson, '99

Co-Founder & Executive Vice President,
Diamond Wireless

As a child I grew up surrounded by entrepreneurs; my grandfather, my father and my uncle were all great examples of business owners who took risks. After graduation, my brother and I started a business selling wireless phones. After five months of telemarketing, we were in debt and living off of credit cards. However, we knew the wireless business was a rapidly growing industry that we were passionate about and we had developed great relationships with Verizon Wireless. Our next decision led us to where we are today. We opened our first retail location in Fashion Place Mall in Salt Lake City in March of 2000 and it took off! Over the past 15 years we have expanded our retail model across the country and currently operate 357 locations in 32 states and have become a National Agent for Verizon Wireless, with over 2,000 employees. It was the risk we took into the retail space that catapulted us to where we are today.

In May 2013 we were approached with the opportunity to assume ownership and control of 154 retail locations located throughout the eastern seaboard. We had less than 60 days to negotiate the deal, hire 500 employees, and open for business in a part of the country where we had little existing presence. With the help of our leadership team and the willingness of employees to move across the country, we accomplished this nearly impossible undertaking. I had confidence in our model and philosophy, and most importantly, in our people.

I believe you create your own opportunities in life and you have to be willing to take risks. In the end, I want to know if an opportunity will advance or hinder our core business philosophies and what my leadership team has to say about them.

An entrepreneurial spirit is, without hesitation, taking risks. It is also about establishing and strengthening relationships of all types, even with competitors. And it means knowing how to instill confidence in those around you.

PHOTO BY ANDREW MCCALLISTER

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Darven Erickson, '92

Chief Operating Officer of Five Star
North America

After graduation, I worked for Shell Oil, where I was exposed to international operations. I then moved on to Wells Fargo where I learned the importance of understanding your customer's needs. My work at the bank led me to Maggie Sottero Designs, which had been one of my clients at Wells Fargo. During my tenure at Maggie Sottero, I managed sales teams in 65 countries. Those experiences led directly to my current position. Five Star owns 40 Five Guys restaurants across Canada, and we were recently recognized by GE Capital as one of the most profitable restaurant companies in Canada.

At Five Star, our biggest advantage has been a focus on understanding culturally diverse groups of people, communicating a common vision, and building trust. This has resulted in a culture that is not dependent on lines on a map. I am excited about our future. We recently acquired the rights to develop another fast casual brand in Canada and four western US states.

In my personal life, I am always trying to balance travel and family commitments. As I write this I am on a plane so I can make it to an orchestra concert tonight. My daughter informed me two months ago that it was important to her that I attend this concert. When I was at USU, I remember Phil Swensen telling me that the balance between professional and personal life is different for everyone and I would have to find the balance that worked for me.

To me an entrepreneurial spirit means having a vision of what you want a company to become and the discipline and attention to detail to execute the daily objectives necessary to make the vision a reality. The gulf between an idea and a successful company is execution.

PHOTO BY ANDREW MCCALLISTER

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Individuals who possess the drive to innovate before the opportunity becomes obvious, or who are comfortable with disruption, especially when told it can't be done, are what an entrepreneurial spirit is all about.

Kris Nielson, '15

CEO, Monkey Bars Storage

The only way you can progress in life is if you remain open to opportunities. There are always opportunities to stretch and grow and become a better person. When we close ourselves off to opportunities professionally or personally we cannot expect much of our future. For example, I started this venture with some partners when I was a junior in college.

That said, I have also learned to not try and take advantage of all opportunities. I have screened opportunities through my professional life by making sure they are in line with my personal goals. Not all opportunities are equal, and I have learned to say no to a lot of potentially great opportunities. Monkey Bars Storage grew out of such an opportunity, and now we have 120 dealers across North America.

I have also found the intimate setting of our classrooms very beneficial. I have been able to reach out to my professors, and these connections with students and professors have provided a great deal of valuable unbiased feedback along with much needed instruction. I am being taught things that I didn't even realize I needed to know. I often tell my wife that I would pay to receive this kind of consulting. I, however, am getting an MBA from USU in the process.

I am excited with our future. We want to change the way the home services industry works, and take advantage of emerging technologies to align customer needs with quality products and timely service.



PHOTO BY ANDREW MCCALLISTER

Dustin Jones, '05

Senior Vice President, Macy's

Since graduating from USU I have lived in NYC for almost ten years. In those ten years I have held ten different positions at Macy's. I've worked to get a holistic view of the industry and of a Fortune 500 company in an attempt to make myself as marketable as possible and also to make the process of decision-making as complete as possible. It has been an extremely exciting time and I work with incredible people. Personally, I've taken advantage of everything the city has to offer. I have been part of some incredible organizations that have helped me learn about leadership, government, service, and culture. I have two amazing daughters who share this journey with me. They are my closest friends. We have a fun life.

I worked at the Kater Shop in Logan while attending USU, and it gave me a place to experiment with my ideas. While there, I started an eBay business selling tuxedos that I found in the Kater Shop attic—the kind Jim Carey wore on *Dumb and Dumber*. They were a gold mine.

This experience taught me how to start a business, work with banks, build business plans, and ultimately how hard it can be to see it to success. I also learned a host of leadership and management skills that gave me a great jump start at Macy's.

I joined Macy's when it was an \$8B retailer and a regional department store with a great Parade and Christmas movie. Now we are a nationwide Fortune 500 company approaching \$30B with 880 stores. My goal is to be a leader in getting it to \$150B.



PHOTO BY CAROL SEITZ

An entrepreneurial spirit means three things to me—curiosity, being comfortable with change, and a sense of optimism.

HOW we TEACH entrepreneurship

BY MIKE GLAUSER, EXECUTIVE DIRECTOR,
JEFFREY D. CLARK CENTER FOR ENTREPRENEURSHIP

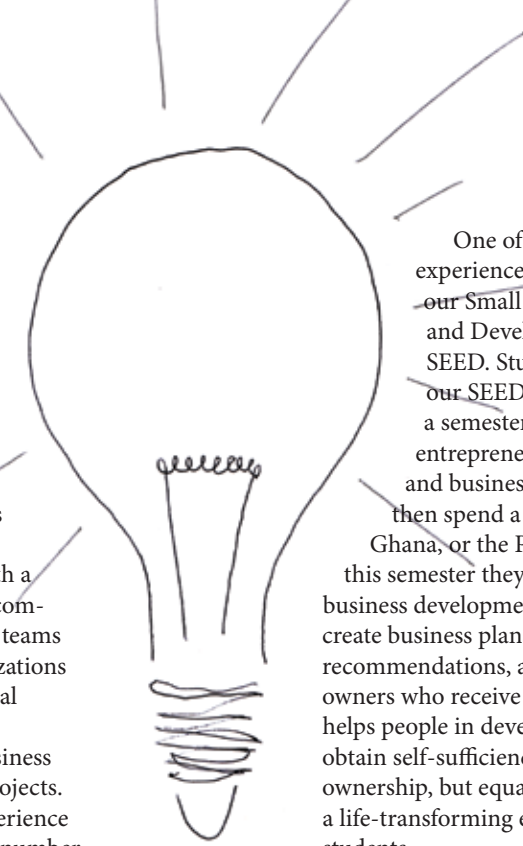
At the Jeffrey D. Clark Center for Entrepreneurship in the Huntsman School of Business, we have a unique and effective program for teaching students the skills of entrepreneurship. It starts with our six-course minor which is available to students from all majors across the university. The overall goal of our curriculum is to help students create a sound plan for a new product, service, or business they can actually implement. These courses teach a proven sequence of events successful entrepreneurs follow when building a new venture. In the first course, students learn the difference between an “idea” and a “true business opportunity.” They evaluate a number of concepts and select the one that is the most likely to succeed. In subsequent courses, they learn how to form a legal entity, acquire needed

resources, create a brand, develop a marketing strategy, build a team, finance their venture, create a launch plan, make effective presentations, and diversify their products and services. In the final course, students learn about social responsibility and how to link their venture with the broader community. Students from a wide variety of majors are taking these courses: business administration, finance, mechanical engineering, electrical engineering, communication, psychology, landscape architecture, music, etc.

To support this formal coursework, we have a very active entrepreneurship club that is run by our students. The club sponsors weekly workshops, lectures, competitions, and a number of activities during our Entrepreneurship Week every spring. One of

the most important services the club offers is business consulting for student entrepreneurs and companies from the community. Approximately 30 club leaders from a variety of majors receive scholarships each year to perform consulting services. They meet in a class each week to learn the skills of business consulting, and then form project teams that work with a number of startup and growing companies. Many of the clients these teams support come from other organizations within the university: Commercial Enterprises, the Small Business Development Center, the agribusiness program, and faculty research projects. These students gain valuable experience for their own careers, and help a number of new ventures launch and grow.

One of the greatest assets of our program is our Founders' Board, consisting of 30 talented entrepreneurs, business owners, executives, attorneys, and investors. These board members speak in classes, judge competitions, mentor students, and help us acquire the resources we need to expand our programs at the Clark Center. Several of our board members are currently creating a new venture fund that will help students develop their brands, build prototypes, create websites, and launch their businesses.



One of the most unique experiences we offer students is our Small Enterprise Education and Development program—SEED. Students selected for our SEED program spend a semester studying social entrepreneurship, micro-lending and business consulting, and then spend a semester in Peru, Ghana, or the Philippines. During this semester they teach classes on new business development, help participants create business plans, make funding recommendations, and mentor business owners who receive loans. This program helps people in developing countries obtain self-sufficiency through business ownership, but equally important, it is a life-transforming experience for our students.

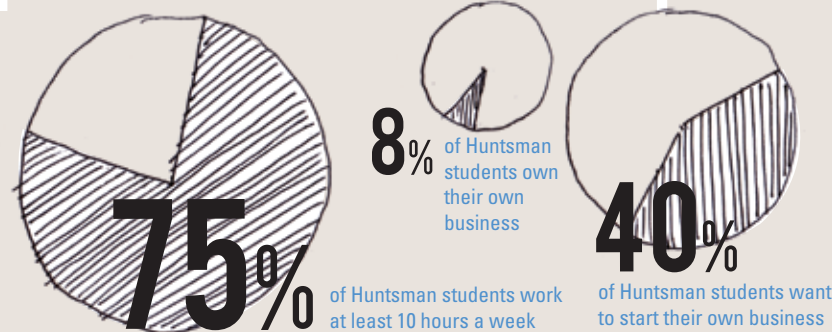
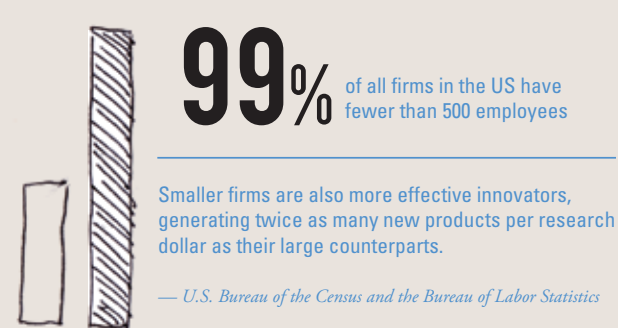
“Whether our students build their own business or not, we believe that an entrepreneurial spirit is the new leadership model for the 21st century.”

Whether our students build their own business or not, we believe that an entrepreneurial spirit is the new leadership model for the 21st century. The practices used by successful business founders can

benefit all types of organizations and all types of careers. The skills of innovative problem solving, developing brands, building teams, diversifying product lines, and serving communities are desperately needed in our rapidly changing world. At the Huntsman School of Business, our students are developing these skills.

ILLUSTRATIONS BY HILARY FRISBY

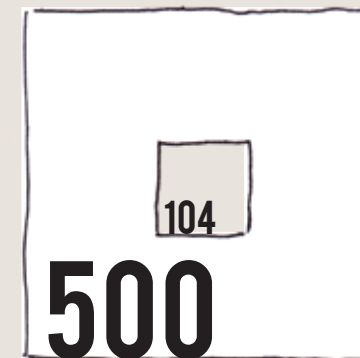
WHY entrepreneurship?



500,000

people each month are in the process of launching a new venture

In the past three decades, formal programs (majors, minors, and certificates) in entrepreneurship have more than quadrupled, from 104 in 1975 to more than 500 in 2006.



Graduates from college and university entrepreneurship programs, compared to general business graduates:

- Are 3 times more likely to start a business
- Are 3 times more likely to be self-employed
- Have annual incomes that are 27% higher
- Own 62% more personal assets
- Earn \$23,500 more per year if they work for a large corporation
- Are more likely to work in new product development and R&D activities
- Are more satisfied with their jobs

Resiliency for Entrepreneurs and Careerists

BY SCOTT HAMMOND, CLINICAL PROFESSOR, HUNTSMAN SCHOOL OF BUSINESS

Resilience is a choice. Almost every case we studied of people who survived being lost in the wilderness said they “decided” to survive. Even an eight-year-old boy lost overnight at 11,000 feet said, “I knew I wanted to live.”

The same is true for entrepreneurs and careerists who face what are seemingly insurmountable challenges. They make a choice. They say to themselves, “I want to get through this. I will do what it takes to survive until I can find a way to thrive.”

Of course making the choice to be resilient does not guarantee a positive outcome, but it does have two interesting effects on individuals in “survival” situations.

First, they report envisioning the ideal future. A good example of this is the famous canyoneering climber Aron Ralston who cut off his arm with his pocket knife when he was trapped in a narrow canyon. His story can be seen in the documentary *127 Hours*. Ralston reports that while in a space between sleep and hallucination he saw his unborn

son running towards him. He saw himself holding the young boy and laughing. He remembers a vivid sense of joy as he held his child. When he awoke he realized again his predicament, and also that he had no son, no wife, and no future. But he did have a vision of the ideal that motivated him to action. Rarely do we realize the ideal in our lives, but visualizing the ideal creates hope and hope motivates resilience.

When an entrepreneur feels like their business is hitting a brick wall, impossible to see through and discouraging to look around, they must stick to the vision of the ever-promising future. Go back to the roots of why the business was started. And for the careerist, remember your dreams. Envision yourself working with the people who will get you to the top. Envision yourself accepting the promotion and how that will feel.

Second, making the decision to be resilient helps us see our situation differently. In my book *Lessons of the Lost: Finding Hope and Resilience in Work: Life, and the Wilderness*, I tell the story of Victoria

Grover who was lost in the wilderness for four days with a broken leg. Victoria, who is a hero of mine, broke her leg at the base of a dry waterfall, 100 yards from water. She was in a place where she could not see or be seen, nor could she get to the needed water. Unable to climb up and over the rocks with her broken leg, she wondered what to do. “There has to be a way,” she told herself. Then she reported to me that she saw herself backwards, as if in a mirror. Backwards. Yes. Backwards. “I can turn around and go backwards over the rocks.” It took her 12 hours, but she got to water and warmth. The “backward” thinking saved her life.

Our creativity is sometimes the only differentiator we may have. As a careerist, always look for the next best way to move ahead, stand out or do something that has never been done before in your field. Entrepreneurs have it in their blood to be different. Don't be afraid to take the well-calculated risk. “Backward” thinking has made many entrepreneurs successful, such as Steve Jobs, co-founder of Apple,

or Billy Beane, general manager for the Oakland Athletics baseball club.

There are tragic tales in the wilderness of strong people who chose not to be resilient—who gave up. Four in five business startups fail, though that does not necessarily mean they were bad ideas.

Some portion of those failures come because the entrepreneur or careerist was not resilient enough. When it seems like your arm is caught in a rock or that resources are out of reach, remember to envision your dreams and don't be afraid to go where no one has before.

Professor Hammond's work on resiliency was recently quoted in Fast Company.

“...visualizing the ideal creates hope and hope motivates resilience.”

PHOTO VIA ISTOCKPHOTO/ANDREW_MAYOVSKY



Huntsman Students in Dubai

Seven Huntsman students were invited to the Insight Dubai Women's Conference in the United Arab Emirates. One of those students, Wendy Bosshardt, Marketing and Psychology, '15, attended the conference last year and was one of only four students worldwide to be invited back to be an international facilitator for the conference.

"I am excited and honored to be a part of such a prestigious and life-changing opportunity," Wendy said. "This conference gives such an insight into women across many cultures and how we all play a part in the global marketplace."

Wendy was chosen because of the leadership and international experiences she has had at the Huntsman School. In addition to being the president of the business honors program, Huntsman Scholars, Wendy also participates in many clubs and organizations around campus and has traveled to 18 countries during her time as a student. As an international facilitator, she oversaw 15 international students attending the conference and led group discussions and projects.

Two other students, Viviane Baji, Economics '16, and Shelley Jones, International Business and Economics, '17, took advantage of the conference to further their academic research. Their project was to find what women from around the world value in careers and how that translates into their choices of college majors.

"There's a lot of research on why students choose a certain university, but we wanted to go more in depth," Viviane said. "By taking a knowledge-based approach to marketing to these groups, we hope to not only have more success with recruiting more diverse students but also better understand what they value."

The duo interviewed nearly 80 women from 30 countries, all focused on business.

The findings will be shared with USU and Huntsman School recruiting teams, and both students may look to use it as their honor's theses as well.

"This conference gives such an insight into women across many cultures and how we all play a part in the global marketplace."

— Wendy Bosshardt



Sales Idol

For the second consecutive year, a Huntsman student won first place at the Intercollegiate Sales Idol Competition. Morgan Ipaktchian, Marketing, '17, took home the first prize winnings of \$3,500 out of more than 100 students from various colleges in Utah.

"I was beyond shocked when they called my name as the overall winner," Morgan said. "I cannot express enough gratitude to Professor Sterling Bone. I didn't think I would hear my name called to move on in each round, and each time, he'd tell me that I could win the whole thing. Taking his sales class and working through his Griffin-Hill assignments are the sole reasons I was able to do it."

All students were given a case brief in which they prepared a sales presentation based on the Griffin-Hill Integrity Sales training. At the competition, students had eight minutes in each round to get through their presentation with the "buyer". The first round was a one-on-one experience between the contestants and the buyer (the judge).

Of the 18 semi-finalists, six were Huntsman students, with Morgan and Korban Smith, Business Administration, '15, representing the Huntsman School in the finals. In the final round, Morgan and Korban presented in front of nine judges and the whole crowd, while being filmed and holding a microphone.

"Morgan's preparation and performance were amazing. Morgan and her teammates impressed not only the Qualtrics judges, but a number of corporate recruiters in the audience from many notable technology, medical and industrial product companies," Professor Bone said.

As a junior, Morgan has already received seven job offers upon her graduation.



Graduate Researcher of the Year: Jon Medrano, MAcc, '16



Undergraduate Teaching Fellow of the Year: Bree Arnold, Marketing, '14

Scholar of the Year: Allison Fife, Economics & Marketing, '15



Undergraduate Researcher of the Year: Mike Bills, Accounting, '15



Legacy Award: Lucien Butler, MAcc, '16



Undergraduate Teaching Fellow of the Year: Rachel Rawlings Ward, International Business, Economics, and Accounting, '15

Student Awards

Each year, Utah State University celebrates outstanding academic and service accomplishments by granting awards and honors to students, faculty, and staff. The Huntsman students featured here exemplify the best of scholarly and public life.

Help with tax returns

At the beginning of each new year, many USU students and members of the community turn to the School of Accountancy at the Huntsman School for help with filling out tax returns. Through Volunteer Income Tax Assistance (VITA), a program where the IRS partners with people willing to serve others to help get taxes done, Huntsman students assist USU students and members of the Cache Valley community through this tax process. On average, USU VITA has generated over \$850,000 in tax returns and refunds.

"One of the cool things about having a VITA site at a university is that it's a win-win; students that are attending the university get the help with situations that are unique to the fact that they are attending the university," said Bonnie Villarreal, director of the accounting graduate program and a tax professional who helps run VITA each year. "But also the volunteers, who are often studying things like income tax, get real-world experience to supplement the classroom experience."

This service is especially valuable to international students. Because each country has different rules for filing in the U.S., Huntsman accounting students specialize in learning each country's unique rules.

Professor Villarreal estimates that the student volunteers file approximately 250 international returns and 500 U.S. returns each season.

"I enjoy VITA because I enjoy meeting students and helping them understand how the tax code affects them," said Katrina Nieveen, a Master of Accounting student. "VITA also provides an opportunity for me to learn from my classmates and directly apply what I'm learning in the classroom to helping others."

VITA is sponsored at USU by Beta Alpha Psi, the International Accounting Honors Association.





Larzette G. Hale

Larzette Hale, a mighty force in the lives of all she touched, passed away on Thursday, February 5, 2015. Dr. Hale was an accounting faculty member and department head of the School of Accountancy from 1971 to 1990.

She began her life humbly, attending Langston University in Oklahoma, in as much as a young black woman was not permitted to enroll in the state's leading institutions at that time. Completing a business degree there, she then proceeded to the University of Wisconsin, earning a master's degree, and eventually her PhD. She initially taught at Clark University in Atlanta, passed the CPA exam, and founded a prosperous CPA firm. Her personal successes must be framed against their historical context, which mark her achievements as being possible only by someone of talent, integrity, fortitude, and conviction. Dr. Hale was recently recognized by the American Institute of CPAs as one of the most influential CPAs of all time.

Despite her impressive accomplishments, Dr. Hale was more known at USU by her students and colleagues as a loving and compassionate faculty member. She embraced those around her as members of her family, and used "tough love" to instill a drive for personal excellence by all she came in contact with. Her former students around the country are quick to relate that much of their motivation to succeed was in part to not disappoint Larzette Hale.

Quoting Emerson: "To laugh often and much, to win the respect of intelligent people and the affection of children, to earn the appreciation of honest critics and endure the betrayal of false friends, to appreciate beauty, to find the best in others, to leave the world a bit better, whether by a healthy child, a garden patch . . . to know even one life has breathed easier because you have lived. This is to have succeeded!" Indeed she did, indeed.

— Larry Walther, Department Head, School of Accountancy



Above: Accounting student Curtis Anderson with Larzette G. Hale, circa 1985
Below: Faculty members Richard Jensen, Cliff Skousen, and Larry Walther with Dr. Hale, circa 2009



New Leadership for Partners in Business

Professor Chris Fawson, the Dr. Vernon Maughan Buehler and MaRee C. Buehler Endowed Professor, was recently appointed as the Executive Director of the Partners in Business program at the Huntsman School. As the Executive Director at PIB, Professor Fawson will fill a leadership role in the organization and work with the professional staff and student employees to design and deliver a set of extraordinary conference experiences for working professionals, scholars, and students.

"I am honored to be a part of the legacy Dr. Buehler started at Partners in Business," Professor Fawson said. "This program has the potential to affect many lives, including students and professionals."

Professor Fawson arrived at Utah State University in the winter of 1990 and has taught economics and economic systems in the department of economics and finance for the past 21 years. During his tenure at USU he has served as Director of International Programs and Vice Provost for Academic and International Affairs for USU, and Department Head and Senior Associate Dean in the Huntsman School of Business.

"We want to be the first conference program that working professionals and business scholars think of attending when they are looking for ways to keep abreast of the most interesting advancements in business leadership and the broad set of management competencies that drive organizational success," Professor Fawson said. "If we can fulfill that one goal—all other milestone goals along the way will have been achieved."



Huntsman Faculty & Staff Awards

Faculty Advisor of the Year: Richard Price (School of Accountancy)



Graduate Mentor of the Year: Ben Blau (Economics & Finance)

Undergraduate Mentor of the Year: Shannon Peterson (Economics & Finance)



Teacher of the Year: Paul Fjeldsted (Economics & Finance)

Outstanding Employee of the Year: Donette Sorenson (China Cooperative Academic Programs)



Researcher of the Year: Scott Findley (Economics & Finance)



Brad Benson
Program Administrator and Executive In Residence, MHR Program



Eden Jones
Associate Director Partners in Business



Steve Leftwich
MBA Career Program Manager



Susan Jones
Clinical Assistant Professor, Management Information Systems



Cory Keate
Marketing Manager, Shingo Institute



Sheila Lai
Director China Cooperative Academic Programs and Clinical Assistant Professor of Economics & Finance



Glenn McEvoy
Management Professor



Cliff Skousen
Accounting Professor

welcome

farewell



PHOTO BY DONNA BARRY

USU Honors Two Huntsman Grads

Two graduates of the Huntsman School, Blake Kirby, Accounting, '92, and David Miller, Finance, '87, were honored by Utah State University with Distinguished Alumnus Awards at the annual Founders Day celebration.

A Cache Valley native, Blake Kirby founded Inovar, Inc., in 1998. Inovar provides manufacturing services to a variety of industries. He served as CEO from 2000 to 2012, and is currently the majority shareholder and chairman of the board. In 2004, he was a finalist for the Ernst and Young Entrepreneur of the Year Award, which honors the nation's most innovative entrepreneurs. Kirby credits Phil Swensen, his former finance professor, as an influential teacher and mentor who provided him with a solid foundation in creating successful business enterprises.

Though born and raised in southern California, David Miller loved his time at USU, excelling in his finance courses and exploring Logan Canyon at every opportunity. Miller credits Professor Paul Randle as being an "educational beacon" during his time at USU. Upon graduation, Miller went back to California, where he founded and grew L.A. Chemical into the preeminent chemical distributor in the western U.S. Since selling L.A. Chemical to Bain Capital in 2006, Miller has focused on real estate development, and recently worked with USU to develop the Blue Square property across from Romney Stadium.

Kirby and Miller are both past recipients of the Huntsman School of Business Professional Achievement Award.

David Miller (left) and Blake Kirby (right) at Founders Day

Alumnus Named CEO of Buffett Company

Justin Wheeler, Finance and French, '95, has been appointed as the CEO of Berkadia Commercial Mortgage, LLC. After graduating from USU, Wheeler worked for a small private equity firm and then went on to earn his MBA from Brigham Young University. He spent the next 14 years working for Leucadia National Corporation, eventually being appointed COO in 2010. In 2009, Leucadia formed a joint venture with Warren Buffett's Berkshire Hathaway to acquire one of the largest full-service commercial mortgage banks in the country, which they renamed Berkadia. After eight months as interim CEO of the company, earlier this year Wheeler was appointed as full-time CEO.

Wheeler is in charge of all strategic and tactical direction of Berkadia, where he oversees approximately 1,500 people, 700 of whom reside in India. In 2014, the company arranged \$17 billion in real estate transactions. It services \$240 billion in commercial real estate mortgages.

"To put it simply, we want to be the best in what we do," Wheeler said, "and that means growth in activity and profitability."

Wheeler hopes to grow and diversify Berkadia's current activities, including significant inroads into retail, office and industrial finance and investment sales, identify smart acquisitions and investments and continue to hire the best mortgage bankers and investment sales advisors in the industry.

"I grew up on a farm in Idaho and didn't know a thing about business before USU," Wheeler said. "I had great professors and an education there that really opened my eyes and gave me a great foundation upon which to build my career."



Promotion in Caracas

Benjamin Leatham, MHR, '12, and MBA, '13, was recently promoted to HR Analyst in Chevron's Latin America Business Unit in Caracas, Venezuela. He hit the ground running by performing an efficiency review of the department's 188 processes, resulting in successfully eliminating over 2,000 wasted man-hours. In addition to improving efficiency within the department, he will be managing performance evaluations and salary administration, and coaching the department through a reorganization.

Leatham graduated from the Huntsman School in 2012 with a Master of Science in Human Resources and took advantage of the dual master's degree option to also get a MBA in 2013.

He started with Chevron in San Ramon, California, as an HR Business Partner, where he was involved in developing a health care reform implementation strategy for a segment of their employees. He then relocated to Bakersfield, California, home of one of Chevron's most profitable oil fields, where he prepared the company for negotiations with the United Steelworkers union before being transferred to Venezuela.

"The education that I got in the Masters of Human Resources program really set me up for success in my career," Leatham said. "The hands-on experience I got in my classes was perfectly aligned with what I've needed to be strategic in my work at Chevron, both at home as well as in Venezuela."



Canada Bound

Natali Naegle, Marketing, '10, recently joined the consulting firm McKinsey & Company at their offices in Calgary, Canada, where she will focus on their agriculture practice. "I love being in Calgary and working with some amazing colleagues and clients, and I'm really excited about being back in the Rocky Mountains,"

said Naegle. After graduating as the valedictorian of the Huntsman School, she went on to earn an MBA from Columbia University. She enjoyed her experience at the Huntsman School so much that she convinced her three brothers to also enroll in the school. One brother, Nate, graduated in 2014, with another, Preston, due to graduate in 2016. Her youngest brother, Andrew, is due to start soon.

keepintouch



Have you written a book or climbed a mountain? Had a baby or run for office? Gotten married or started a new job? We would like to know—and so would your classmates! Share your news by submitting your class note online at usu.edu/alumni/records

Don't miss out—let your fellow alumni know what you're up to!

'60s

Mike Dryden, '67, Owner of Earth Toxics, Inc., lives in Discovery Bay, CA.

Richard J. Low, '68, Contracting Officer at United States Government, resides in Ogden, UT.

'70s

James A. Price, '70, Partner, SVP at Lockton Companies, lives in Littleton, CO.

Donald Norman Hester, '71, Author at American Institute of CPAs, resides in Springville, UT.

Judy Richman, '71, IT Program Manager at Dish LLC, lives in Littleton, CO.

James L. Thompson, '71, Account Executive at Principal Financial Group, resides in San Rafael, CA.

Mike Day, '73, Vice President at Henry Day Ford, lives in Sandy, UT.

David P. Stoddard, '74, Auditor at the State of Utah, resides in West Jordan, UT.

Lawrence P. Fowers, '76, Accountant at Bruce A. Lefavi Securities, Inc., lives in Kaysville, UT.

Michael E. Ballif, '77, Faculty at Goldman Sachs 10,000 Small Businesses, resides in Salt Lake City, UT.

Lisa B. Allen, '78, Director at Utah State University, lives in Paradise, UT.

Charlie Denson, '78, Chairman at Teneo Sports, resides in Lake Oswego, OR.

Douglas Orin Hunter, '78, President and CEO at Utah Associated Municipal Power System, lives in Teasdale, UT.

Steven R. Smith, '79, Managing Partner at Wisan, Smith, Racker & Prescott, LLP, resides in Layton, UT.

'80s

P. James Hirchak, Jr., '82, COO/CFO at Cleargate Capital, lives in Edgewater, NJ.

Marshall H. Riggs, '82, Owner at Marshall's Tile and Stone, resides in Ammon, ID.

Michael Lew Andersen, '83, Sr. Database Administrator at Associated Food Stores Inc., lives in Layton, UT.

Michael W. Babbel, '83, Sr. Manager at Honeywell International Inc., resides in Peoria, AZ.

Michael A. Bodily, '84, Sr. Manager at Kaiser Permanente, lives in Arvada, CO.

Brent Lyman Clark, '84, President and CEO at Design-Tek Tool & Plastics, resides in Ogden, UT.

Allan Hendry Maughan, '84, Loan Officer at Bank of Utah, lives in Saint George, UT.

Dan R. Peay, '84, Area Manager at Family Search, resides in Alpine, UT.

Victor A. Rounds, '84, Rounds Financial Planner/Owner at Cetera Advisors, lives in Rigby, ID.

Joe E. Fox, '85, Manager at Salt Lake Community College, resides in Salt Lake City, UT.

Jon R. Hansen, '85, Sales Manager at Doubletree Inn, lives in Salt Lake City, UT.

Rex Pehrson, '85, Accountant at Campbell Scientific, Inc., resides in Millville, UT.

Ladd Timpson, '85, Vice President at TestOut Corporation, resides in Spanish Fork, UT.

Rodney R. Andrew, '86, Factory Engineer at Nestle Frozen Food Company, lives in Spanish Fork, UT.

Kim Kloberdanz, '86, Accounting Officer at State of Utah, resides in Ogden, UT.

Shelly Parker, '86, Event Planner at Utah Technology Council, lives in Centerville, UT.

Lori Wilkinson, '86, Managing Partner at Waymark Insurance Services, lives in Las Vegas, NV.

Sylvia M. Jones, '87, Assistant Vice President-Market Relationship Manager at Wells Fargo, resides in Macon, GA.

Steven L. Olson, '87, Asset Management at JP Morgan, lives in Bountiful, UT.

Paul Ian Packard, '87, Director of Accounting at Utah System of Higher Education, resides in South Jordan, UT.

Julie Young, '87, Sr. Consultant at GlobalEdg LLC, lives in Hyde Park, MA.

Dan Binford, '88, President at Fitness First Inc., resides in Salt Lake City, UT.

Don C. Cleghorn, '88, Production Engineering Tech at ConocoPhillips Company, lives in Houston, TX.

Thomas Condie, '88, Application Systems Analyst at ATK Aerospace Company Inc., resides in North Ogden, UT.

Rick Darling, '88, Senior Project Manager at Curtiss-Wright, lives in Salem, UT.

James Hasnah, '88, Financial Service Representative at Met Life, lives in Torrance, CA.

David Willie, '88, Chief Financial Officer at Yuma Regional Medical Center, resides in Yuma, AZ.

Michael K. Child, '89, Owner at Aqua-Tech Car Wash, lives in Logan, UT.

Michael Dean Jensen, '89, Vice President of Operations at Spiricon, resides in Providence, UT.

Laura Lowe, '89, Auditor at the State of Utah, resides in Salt Lake City, UT.

Michael Miller, '89, Manager at Baicor LC, lives in Hyde Park, UT.

'90s

Douglas N. Bunn, '90, Division Chair Humanities & Business at Western Wyoming Community College, lives in Rock Springs, WY.

Kirt A. Palmer, '90, President at Stucco Tech Inc., resides in Pleasant Grove, UT.

Dan Peterson, '90, Chancellor/CEO at Daymar Colleges Group, lives in Frisco, TX.

Andy Robertson, '90, Director of Sales at Interface Communications Company, resides in Sandy, UT.

Michelle Maxwell Smith, '90, HMIS Program Administrator at the State of Utah, lives in Perry, UT.

Michael O. Berg, '91, Region Engineer Manager at Pepsi Cola, resides in Ogden, UT.

Michael Jay Daines, '91, Design Engineer at Autoliv ASP Inc., lives in Roy, UT.

Stuart T. Bringhurst, '92, Owner at Star Valley Insurance Agency, resides in Afton, WY.

Mike R. Elquist, '92, Sr. Database Administrator at The Church of Jesus Christ of Latter-day Saints, lives in Spanish Fork, UT.

Michelle Imperiale, '92, HR Analyst at the State of Utah, lives in West Jordan, UT.

Michelle Vaughn, '92, Business Development Manager at Occasions Catering, resides in Aurora, CO.

Brandon T. Bagley, '93, Vice President of Merchandising at Fresh and Easy, lives in Redondo Beach, CA.

Lisa B. Carlson, '93, Senior Vice President at CBRE, resides in Redlands, CA.

Gregory Chevalier, '93, Owner/Software Consultant at Trakexact, lives in Pocatello, ID.

Natalie Olsen Dallin, '93, Accountant at Wendy Pete, resides in Preston, ID.

Paul Thornley, '93, Process Engineer at Otto Bock, lives in Salt Lake City, UT.

Bryan Hurst, '94, Northwest Regional Sales Manager at Sybron Dental Specialties, resides in Centerville, UT.

Andrew N. Osborn, '94, Executive VP / National Sales Manager at Federal National Commercial Credit, lives in Draper, UT.

Adam Robertson, '94, President at JARS Transportation, resides in Arlington, TN.

Travis M. Schow, '94, Director at Micron Technology Inc., lives in Boise, ID.

Hoyt Jon Skabelund, '94, CEO at Banner Health, resides in Fallon, NV.

Kate Ann Stone, '94, Sr. Accountant at Achieva Credit Union, lives in Largo, FL.

William Isaac Miller, '95, Sr. Trainer at Hewlett-Packard, resides in Burley, ID.

Jamie Ray Steck, '95, Manager at EHR Integration Services Inc., lives in Payson, UT.

Clay Anstead, '96, Chaplain at United States Government, lives in Pleasant Grove, UT.

William W. Smith, '96, Plant Controller at Chromalox, resides in Brigham City, UT.

Adam Kay Timothy, '96, Senior Credit Manager at Exeter Finance Corp, resides in Herriman, UT.

David Wayne Finnegan, '97, Chief Information Officer Council at National Retail Federation, lives in Manchester Center, VT.

Jason V. Marx, '97, Consultant - Vice President / Director at AlixPartners, resides in Cumming, GA.

Tyler Brad Quigley, '97, Regional Vice President at Burns-Fazzi, Brock and Associates, lives in Morgan, UT.

David Barney South, Jr., '97, Vice President at Monolithic Constructors Inc., resides in Logan, UT.

Lori A. Thomas, '97, Employee Engagement Manager at Genesis Health Care, lives in Kennett Square, PA.

Aaron Darrel Thompson, '97, Director of Recruitment at Franklin Covey Co., resides in Farmington, UT.

R. Shaun Anderson, '98, Avionics Technician at SkyWest Airlines, lives in Salt Lake City, UT.

Abhay Sudhir Naik, '98, Director at Nav Nirmaan Developers Private Limited, resides in Logan, UT.

Miho Ohta, '98, Academic Director at CET Japan, lives in Japan.

Curtis K. Turner, '98, Chief Development Officer at Argonaut Gold Inc., resides in Reno, NV.

Chad B. Wassmer, '98, Director of Tourism Sales and Marketing at Park City Chamber Bureau, lives in Park City, UT.

Stephen Dean Baldwin, '99, Management at The Church of Jesus Christ of Latter-day Saints, resides in Dammeron Valley, UT.

Michelle Smith, '99, Vice President, Partner Services & Integration at Miller Sports Properties, lives in Bountiful, UT.

'00s

Adam A. Cluff, '00, Supervisor, Commercial Operations at QEP Resources, Inc., resides in Layton, UT.

Christian R. Deputy, '00, Chief Sales Officer at The Buckner Company, lives in Salt Lake City, UT.

Carol S. Nyman, '00, Vice President of Operations at Goldenwest Credit Union, resides in Wellsville, UT.

Connie S. Roberts, '00, Administrator/Controller at Allred Jackson, lives in Smithfield, UT.

Wesley J. Yeomans, '00, Partner at Deloitte & Touche LLP, resides in Draper, UT.

Loyal B. Cook, '01, CFO at Imaging Concepts of Utah, lives in Riverton, UT.

Michael A. Hewitt, '01, Co-Founder/Chief Product Officer at MasteryConnect, resides in South Jordan, UT.

Vasudev Kargi, '01, Senior Software Engineer at 3M, lives in Sandy, UT.

Paul P. Burghardt, '02, VP / General Counsel at PC Crane Service, LLC, resides in North Salt Lake, UT.

Jiansheng Fan, '02, President at Victory International Group, lives in Diamond Bar, CA.

Bradey M. Lee, '02, Owner at 3G Medical, resides in Idaho Falls, ID.

Katherine A. Murdoch, '02, Business Licensing Official at the State of Utah, lives in Pleasant Grove, UT.

Blake N. Schroeder, '02, President at ForeverGreen Worldwide Corp, resides in South Jordan, UT.

Eric L. Sorenson, '02, Chief Information Officer at Arches Health Plan, lives in Herriman, UT.

Daniel S. Stewart, '02, Director at Provo Center for Couples & Families, resides in Farmington, UT.

Nathan William Cardon, '03, Owner at Donald B. Nelson & Associates, lives in Saratoga Springs, UT.

Brock Davis, '03, CFO at Heritage Auto Group, resides in Hyrum, UT.

Barth S. Miller, '03, Chief Financial Officer at Heber Light and Power Company, lives in Lehi, UT.

Michelle D. Muir, '03, HR Manager at Mountain View Marketing, resides in Provo, UT.

Scott A. Ramage, '03, Senior Manager at PricewaterhouseCoopers, lives in Danville, CA.

Brad Zobrist, '03, Senior Architect at Genesis Telecommunication, resides in Lehi, UT.

Michelle J. Cairo, '04, Co-Owner at Olympic Provisions, resides in Portland, OR.

Michael J. Cooper, '04, Human Resources Manager at ConAgra Inc., lives in Kennewick, WA.

Peter M. Goble, '04, Group General Manager at CoorsTek Medical, resides in Logan, UT.

Adam S. Jensen, '04, Chief Financial Officer at Midwest Floor Covering, lives in Springville, UT.

Aaron P. Lee, '04, Human Resources Specialist at United

States Government, resides in Grantsville, UT.

Adam Glen Olpin, '04, Sr. Financial Analyst at Intermountain Medical Group, lives in Ogden, UT.

Bradford C. Rich, '04, Director of Sales at Infinisource, resides in Farmington, UT.

Adam M. Barnard, '05, Real Estate Manager at MIE Central Florida, lives in Orem, UT.

Margaret O. Blackburn, '05, Tax Manager at The Leverich Group, resides in Sandy, UT.

Adam Crow, '05, Account Director at Carmichael Lynch, lives in Layton, UT.

Michael L. Herron, '05, CFO at St. Mark's Hospital, resides in Riverton, UT.

Adam B. Tuft, '05, IRS Tax Information Reporting Compliance Officer at Zions First

KEEP IN TOUCH

National Bank, lives in Herriman, UT.

Don Andersen, '06, Operations Director at Integra Financial Services, resides in Logan, UT.

Lane A. Blake, '06, Attorney at Nalder Law Office, P.C., lives in Idaho Falls, ID.

Michael A. Elzinga, '06, Manager at American Express Company, resides in West Jordan, UT.

Adam C. Larsen, '06, Senior Financial Analyst at General Mills Inc., lives in Maple Grove, MN.

Neal D. Longhurst, '06, Software Consultant at Fast Enterprises, LLC, resides in Sacramento, CA.

Josh R. Wood, '06, Senior Advertising Account Executive at Miller Sports Properties, lives in Smithfield, UT.

Jacob Dean Dettinger, '07, Director of Budget and Finance at Snow College, resides in Manti, UT.

Charles Lewis Foote II, '07, Associate Athletic Director at University of Southern Mississippi, lives in Hattiesburg, MS.

Adam Fowles, '07, Patent Agent at Haynes Boone, resides in Sachse, TX.

Kasey J. Henderson, '07, Senior Finance Manager at ATK Aerospace Company Inc., lives in South Jordan, UT.

Jeffrey C. Pickett, '07, Branch Manager at Mountain America Credit Union, resides in Pocatello, ID.

Ali Tanner, '07, Audit Manager at Deloitte & Touche LLP, lives in Salt Lake City, UT.

Aaron M. Taylor, '07, Enterprise Account Manager at Lexmark International, resides in Bear River City, UT.

Brian E. Wang, '07, Operations Manager at Cambridge Innovation Center, lives in Woburn, MA.

Tony Hernandez, '08, Production Manager at Nestle Frozen Food Company, resides in Clearfield, UT.

Adam Wallace Jeppsen, '08, Sharepoint Administrator at Overstock.com, lives in Ogden, UT.

James H. Macfarlane, '08, Vice President - Private Wealth Management at Goldman, Sachs, and Company, resides in Dallas, TX.

Courtney W. Pace, '08, Co-Founder at Bottleband, lives in Sandy, UT.



Greetings from Dubai

As-salamu Alaykum! My family moved to Dubai, United Arab Emirates in 2012. It is a friendly, clean, and safe country and we love our life here. We have made friends from across the world and we are learning Arabic. Dubai is a great location for traveling; we are within four hours of eastern Asia, Europe, Africa, and all locations within the Middle East. We moved to the Middle East for my husband Jeff's job.

The picture is of my daughter and me in Khasab, Oman. We went on a snorkeling day-cruise, and when we got back the local fisherman had just arrived with their daily haul.

Jami Dixon Hanson, Human Resource Management, '11



Champ Celebrates Milestone

This fall George H. "Herb" Champ celebrated his 90th birthday with his family and his favorite dinner of macaroni and cheese and hot dogs, and celebrated again with his friends at the Bluebird Coffee Club. Champ was born on November 18, 1924 in Logan, Utah, and after

service in the infantry during WWII, graduated with a degree in Commerce from USU in 1949.

Champ has always been an active member and supporter of his community, with a particular passion for USU. He is a past President of the Logan Rotary Club, Logan Golf and Country Club, USU Athletics (Big Blue Club), and USU Old Main Society.

He has received USU's Distinguished Service Award and the Huntsman School Distinguished Executive Alumnus Award. Several days before his 90th birthday, Herb and Helen were awarded USU's Spirit of Old Main Award, for lifetime dedication to the university.

He and Helen have two children, Teresa Champ-Major (Richard), who live in Logan and George F. Champ, who lives in Laguna Beach, California, and grandchildren Charles and Nicholas Major, and Adam, Katie, and Sarah Champ.

Association, lives in West Jordan, UT.

Adam Wesley Hubbard, '13, Marketing Manager at Agri-Service, Inc., resides in Corinne, UT.

Tyler Randy Lloyd, '13, Account Manager at Rocky Mountain Power, lives in Grace, ID.

Rebecca Renee Pope, '13, HR Coordinator at Hershey's, resides in Enola, PA.

Karen L. Tye, '13, Marketing Director at Elite Associates Inc., lives in Mira Loma, CA.

Kevin Douglas Tye, '13, Customer Marketing Specialist at AGCO, resides in Herriman, UT.

Kim Baker, '14, Human Resources Manager at Management and Training Corporation, lives in Salt Lake City, UT.

Julianne Rose Coleman, '14, Product and Services Marketing Specialist at Insured Retirement Institute, resides in Heber City, UT.

Dale Jakins, '14, HR Business Partner at 1-800 Contacts Inc., lives in Eagle Mountain, UT.

Nathan Douglas Jarman, '14, Junior Advisor at Financial Planning Consultants, resides in Poway, CA.

Sean Miller, '14, Capital Analytics Specialist at Texas Capital Bank, lives in Dallas, TX.

Mark Murdock, '14, Director of Healthcare Operations at Verisk Health, resides in Syracuse, UT.

Jordan M. Walquist, '14, SEO Engineer at McAfee, lives in Newton, UT.

Bridger Williams, '14, Human Resources Generalist at Honeywell International Inc., resides in Chandler, AZ.



Making a Difference in Korea

Andrew Arveseth, International Business and Economics, '14 and Luci Griffiths Arveseth, Economics, '14, both Huntsman Scholar alumni, are currently working for Saejowi, a Korean NGO located in Seoul, South Korea, that primarily provides medical and social services to defectors from North Korea. In July they will move back to the US where Andrew will pursue a master's degree in International Affairs, and Luci will work in the economics field.

Jared M. Straley, '08, Global Procurement Manager at Albaugh LLC, resides in Ankeny, IA.

Don Tarinelli, '08, Director of Franchise Development at CertaPro Painters, lives in Saint George, UT.

Jake M. Bassett, '09, President at JB Accounting and Tax, LLC, resides in Providence, UT.

Christian Summersett Brinton, '09, Director of Business Development at Provo Beach, lives in Orem, UT.

Michon P. Covington, '09, Director of Finance at eFORCE, resides in Providence, UT.

Adam Warnock Johnson, '09, Senior Business Account Executive at Comcast, lives in Teton, ID.

Bradley Dreiser Larkin, '09, Co President at Argenta Solutions, resides in Ogden, UT.

Beau S. Pitcher, '09, Creative Director at Rentler, lives in Salt Lake City, UT.

Christopher B. Shipley, '09, Co-manager/Sales Director at Vivint, resides in Highland, UT.

'10s

Alison Anne Evans, '10, Director of Human Resources at Your Employment Solutions, lives in Hooper, UT.

Nicholas Steven Hancey, '10, Founder/Owner at BottleBand, resides in Centerville, UT.

Derek George Harris, '10, Senior Sales Executive at New Dawn Technologies, lives in Hyde Park, UT.

Michelle Kolbe, '10, President at Utah Oracle Users Group, resides in Park City, UT.

Aaron Balthaser Rentschler, '10, Tax Senior Associate at Eide Bailly, LLP, lives in Roy, UT.

David Westerberg, '10, Project Manager at Workday, resides in Salt Lake City, UT.

Ryan T. Reid, '11, Unit Business Director at Savage Services Corporation, lives in Salt Lake City, UT.

Cody Robert Webb, '11, Senior Accountant/CPA at Cook Martin Poulson, P.C., resides in Smithfield, UT.

Jordan Breanne Anderson, '12, HR Business Partner at Brigham City Community Hospital, lives in Ogden, UT.

Curt R. Brown, '12, Area Manager at Walmart, resides in Grantsville, UT.

Sean William Dow, '12, Data Manager at Intermountain Medical Group, lives in Tooele, UT.

Alex Benjamin Du Plessis, '12, Database Administrator at John Deere & Company, resides in Davenport, IA.

Shane C. Jessop, '12, CIO at Integral Financial, lives in Millville, UT.

Ahmad Abdul-Rahman Kareh, '12, Managing Partner at Twistlab Marketing, resides in Salt Lake City, UT.

Trevor Ryan Myers, '12, Contract Specialist at Tinker AFB, lives in Oklahoma City, OK.

Wesley Allan Robertson, '12, Account Manager at Teksystems Inc., resides in Salt Lake City, UT.

Adam N. Sadler, '12, Human Resources Manager at Intermountain Farmers



contributions

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In recognition of individuals and organizations whose cumulative giving exceeds \$100,000.

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The Huntsman Foundation

Juniper Society

\$1,000,000 – \$10,000,000

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The Call Family Foundation

Jeffrey D. '82 & Bonnie Clark

George S. & Dolores Doré Eccles Foundation

Kem & Carolyn Gardner

Dell Loy, '82 & Lynnette Hansen, '73 & '75

Young-Chul, '73 & Mira Wie Hong

The Larry H. & Gail Miller Family Foundation

Woodey B. Searle & Vonetta S. Searle Trust

Duane '73 & Marci M. Shaw

Menlo F. Smith

O. C. Tanner Company

Benefactor

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Mignon Perry, '41 & '47

James H., '74 & Bonnie B. Quigley, '74

Dean's Circle

\$100,000 – \$500,000

Alan, '74 & Kathleen Allred, '72

Gary Anderson, '78

Gary R., '63 & Karen K. Walton Black, '65

Joseph L. & Karen Black, '58

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Mary, '69 & Mark Bold

Brian, '93 & Natalie Broadbent, '94

Val A. Browning Foundation

William H. & Patricia Child

Harold W., '48 & Ruth B. Dance, '49

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Charlie, '78 & Trina Denson

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Mark K., '86, '88 & Wendi Holland

Philip Kyupin, '68 & Gemma

Yang Hwang, '68

Joseph L., '67 & Diane Keller

Ross E. '60 & Nancy Kendell

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why we give ★

I treasure my college memories of skiing Beaver Mountain, cheering the Aggies on to victory in the Spectrum, and grabbing lunch at The Hub with friends between classes. In addition to enjoying student life, my time at USU included important career-building opportunities. Largely due to the generosity of others, I was fortunate enough to intern on the Hill in Washington, D.C. and hone my foreign language skills on study abroad. And that's why we give: to help today's students have those same opportunities. We're big believers in momentum, and the programming at Utah State University has only gotten better in the years since I graduated. We are honored to play a small part in that momentum.

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We give to honor our Aggie forbearers and wonderful faculty, staff, and administrators that touched our lives when we were USU students. Today we join with many others in building future Aggies by helping them receive a tremendous education so they can launch and accelerate in their careers.

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VISION

Kurt L. Larsen, '76

Jon M. Huntsman School of Business National Advisory Board Member
Chairman & Founder, Resource Management, Inc.

My early years were filled with examples of good steady leadership and an entrepreneurial mindset because of my father, a USU graduate in accounting, who, with his brother started a business that thrived in Logan for over 35 years. I had the opportunity to work in the family business from the age of 12 through my college years both on the floor and in the back office doing some of the bookkeeping at 15. I watched my father work two jobs, one at the University and the other in the business as well as in leadership positions at our church. I learned at an early age that there was no substitute for determination, hard work, dedication, and perseverance. While attending USU, I obtained the skill set to begin my career both as an army officer; real estate developer and a human resource professional.

My professional journey has been salted with a variety of careers and experiences that have prepared me to deal with failure as well as success. We all talk about success, but learning to deal with abject failure is every bit as important as enjoying the success created by good choices and proper timing. Let me share a few examples of this.

Changes to US tax law in 1986 led to the reduction in real estate values nationally, including \$20 million of the real estate projects that I owned. I found myself sitting on property that no longer could sustain bank underwriting, and that had decreased in value by 30%, and I had no buyers. I found that learning how to fail and still maintaining perspective was a very important attribute.

Eventually, all of the projects were sold, but my personal net worth dropped below 0.

I made the decision to leave real estate development and get into a business that created recurring income with little debt. After looking at a lot of different opportunities, my wife and I found one that appealed to us, put in years of sweat equity, and in 1992, we started Resource Management, Inc., a Professional Employer Organization (PEO). I, like my father before me, worked two jobs to help support my family and new fledgling business. I had the added benefit of having my wife working side by side as a partner, accounting for all of the funds coming into and out of the business. Twenty

three years later, the business has offices in Salt Lake City, St. George, Portland, Seattle, and Denver and services 12,000 employees and 350 companies nationally.

Failure and success has taught me a number of leadership qualities that can lead to success not only in business but in my personal life. These qualities are as follows:

1. No one in this world is entitled to a free ride
2. Success comes only through smart decision making, hard work, and dedication
3. Make well thought out decisions and follow them fearlessly
4. Failure will happen, be strong enough to work through it
5. Surround yourself with people as good or better than yourself
6. A good leader provides authority equal to the responsibility assigned
7. Love what you do or get out of it and find something that you do love
8. Set your goals and stay focused on them
9. Continue to study and learn. Just because you are out of school doesn't mean you stop learning
10. Don't focus on money—focus on being the best at what you do—the rest will follow
11. Demand loyalty, but remember that is a two-way street
12. Remember it's not all about you
13. Humility is a God-like attribute and allows you to keep green and growing, no matter what position you hold
14. If you love what you do, others around you will catch the vision and associated enthusiasm
15. Leave fear at the back door; it doesn't serve you well

PHOTO BY STEPHEN PHUNG



Dr. Rice (right) and her dear friend Gloria George (left)

PHOTO COURTESY OF ANN RICE

VOICE

Dr. Ann Rice

Born in 1928 in Ashburn, Georgia, Ann Rice has spent her life teaching and serving others across the country and around the world. Dr. Rice is an expert on personal and family finance and also owns commercial property in California, Georgia, Nevada, and Utah. She is also a committed philanthropist, having endowed scholarships at five universities, including Utah State, and is a member of several community boards and organizations. Dr. Rice taught at the USU-Brigham City campus, and her husband Myron received his doctorate from USU.

How do you suggest students have success in their careers and in their lives?

There is great wisdom in learning the principles of saving and sharing not only money, but also time.

Early on in marriage, my late husband, Mike, and I decided that we wouldn't get each other gifts for Christmases, birthdays, or other holidays. When those holidays would come around we would celebrate by giving something to someone in need. For our first Christmas together, we got Christmas presents for another family instead of for each other, and it set the tone for our marriage and our lives. Each year as we became more financially established, we enjoyed doing bigger and better things for those in need.

It is important to learn to give before we have an excess. It builds the habit of giving. And I found that giving created success, professionally and personally. It created happiness. It created meaning.

"I found that giving created success, professionally and personally. It created happiness. It created meaning."

What are some guiding principles that anchor your leadership philosophy?

My husband used to have a friend that was a top-notch leader, and he always said, "One of the biggest things you have to remember with leadership is that people do not do what you expect them to do, they do what you inspect." So it's not the

expectation, it's the inspection that lets them know you will hold them to their responsibilities. When you find yourself in a leadership position remember that you're there because you have earned someone's confidence and you're expected to do that inspection.

I also think there is great value in correct delegation. If you delegate well, and inspect well, your team will learn to respect you and feel your confidence in them. Pretty soon, your team will be efficient, and you won't have to worry about the quality of work being produced.

It's important to learn that you don't have to do it all by yourself.

What does "Dare Mighty Things" mean to you?

This quote is one of my favorites. I firmly believe that people who are afraid to dare are afraid to fail. And if you never fail, you'll miss out on so many great learning opportunities that could be the key to your success. Failing makes us human.

We should all live in the moment and live deeply. We should never just wander through life but should take each moment in and truly live. If you can live, you can dream, and dreaming leads to success.

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