



Friends of Finance

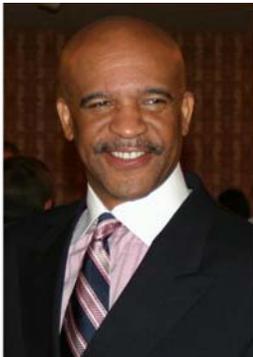
September, 2006

September 15, 2006

Drew Pearson

Chairman

Drew Pearson Marketing, Inc.



Our kick-off speaker for this year's Friends of Finance Executive Speaker Series is Drew Pearson. Pearson's goal as a businessman is to create a business that is far more successful than his football career. His football successes include being an outstanding flanker for the

University of Tulsa, eleven years as a wide receiver for the Dallas Cowboys, three Super Bowls, three NFC Pro Bowls, and selected All-Pro three years running. In the NFL, he is known as Mr. Clutch because of his numerous game winning catches including the famous "Hail Mary" reception.

Since his retirement in 1983, Pearson has done work as a radio and TV sports broadcaster. He currently hosts the KLUB Dallas Cowboys post game show.

Today, Pearson is Chairman of the Board of Drew Pearson Marketing (DPM) Inc. DPM is involved with the manufacturing and distribution of officially licensed sports headwear for adults and children and children's wear. DPM has been recognized as one of the largest black owned businesses in the United States by Black Enterprise. By having one standard of quality, the highest, Pearson is well on his way to creating a business more successful than his football career.

The high demand for seats may force us to limit the number of seats available for non-members. Therefore, if you want to guarantee a seat and are not a Friends of Finance member, please join today by completing the [membership application](#). Friends of Finance members will have preference until August 25th. Register on-line at <https://bus.cba.utulsa.edu/fof/reg.asp> or contact Judy Adair at 631-2588 or judy-adair@utulsa.edu.

September Sponsor
The Trust Company of Oklahoma



We extend our thanks and appreciation to The Trust Company of Oklahoma for serving as our Luncheon Sponsor for our 2006 kick-off meeting featuring Drew Pearson.

Reception

At 10:00 a.m., prior to the FOF Executive Luncheon, a special reception will be held. Attendees will have the opportunity to visit with Drew Pearson and have their picture taken with him.

The costs associated with a joint reception and lunch ticket are:

Members	\$75 per seat
Non-Members	\$100 per seat
Table for 10	\$1,000

To make reception reservations, contact Judy Adair at judy-adair@utulsa.edu or 631-2588.

We have a limited amount of reception spaces, so register early to guarantee a place.

Garage Parking

Complimentary self parking is available in the Doubletree Hotel Parking garage.

Go East Young Graduates

This year three of our graduates took positions in the New York City area. Their comments and reflections on TU and their new positions follow.



“Accepting a job in the financial capital of the world can be a little intimidating. I initially had concerns that a southwestern education might not have prepared me to work at an office of graduates from Wharton and M.I.T. I couldn’t have been more wrong.”

The Finance curriculum at the University of Tulsa prepared me to perform on par with my pedigreed coworkers by providing a strong background in the fundamentals of accounting and financial theory. As an employee of a small private equity firm, the broad skill set I acquired at TU sufficiently prepared me to be the accountant, analyst, manager, and auditor my daily tasks require. Programs that encourage students to perform a broad range of activities, such as the Student Investment Fund and the Portfolio Management classes, helped me to refine these skills and successfully scale them up to their current application. An insistence that value be the definitive metric of a project’s worthiness, a key element in many of my finance classes, has helped me offer fresh perspective to the present and future projects in which my company invests.”

Curtis Parker, BS, Finance, '06
Asset Manager, GF Capital Management & Advisors
375 Park Avenue, New York NY

“My time at The University of Tulsa provided me with skills and experiences beyond my expectations. As a perspective student looking at universities to attend, the Williams Risk Management Center and the Student Investment Fund caught my eye and made TU stand out from the others. I have graduated from TU and now work for Bridgewater Associates as a Data Analyst. Bridgewater is an institutional investment company which manages more than \$150 billion.



When interviewing for positions, I found that I could always fall back on my classes to help me through the interview process. Classes such as Portfolio Management II, the Student Investment Fund, and Monetary Policy filled my brain with enough ammunition that I could effectively carry on conversations about varying aspects of Finance and Economics.

I’ve found that being able to fluently converse about Economic issues and theories along with expressing my interest in financial markets placed me in unique company. Beyond the classroom, I was able to enhance my education by participating in many organizations such as the Student Finance Association, Friends of Finance and Students in Free Enterprise. I was also able to take advantage of the many quality internship opportunities that the city of Tulsa provides. I spent the last year at TU working part time for an institutional investment consulting company. I have always known that the quality of the program at TU is competitive with the schools around the country and with the continued growth of the TU alumni on the East Coast, the number of opportunities for TU students out East will continue to expand.”

Darrell Pfeifauf, BS, Finance '06
Data Analyst, Bridgewater Associates
Westport, CT

“TU was the perfect environment because it allowed me to take a more active role in my education. The small class sizes encouraged debate and discussion with my professors in class. I didn’t have to accept what the professor taught; if something didn’t make sense or just seemed wrong, I was encouraged to challenge it. By debating the material, I had a much deeper understanding than if I had simply memorized it. This truth at all costs attitude – more than anything else – is what landed me the job with Bridgewater.



The most important thing I took away from TU was a strong understanding of financial theory. Other helpful skills include basic economics which is crucial to understanding financial markets and the more advanced economics classes, particularly International Economics and Monetary Economics, which helped me understand important concepts such as inflation, interest rates and the drivers of exchange rates. We discuss these concepts everyday at work.

SIF was a great primer for working in a hedge fund. Learning Compustat and Bloomberg in particular has been useful for me. Apparently most people aren’t familiar with them so having them in SIF was an advantage. The most important technical skill I learned in school was spreadsheets, using Excel in every class helped prepare me for using them constantly at work. While working with graduates from top ten schools is intimidating, I know that I am well prepared for the challenge.”

Zach Ingraham, BS, Finance '05
Bridgewater Associates
Westport, CT

Membership

Last year we had a record membership of 477. This year's membership committee under the leadership of Jake Dollarhide has established the challenging goal of 525 members for 2006-07. To renew your membership or join, go to <https://bus.cba.utulsa.edu/fof/memberapp.asp>. Encourage your friends and colleagues to do the same. Friends of Finance is the largest and strongest finance group in Oklahoma and the Southwest. Your membership will help us maintain our leadership position. Members to date (126) are:

Judy Adair	Jeff Hassell	Drew Phillips
Diane Affeldt-Eckstein	Shelley Heckenkemper	Jim Pinkerton
Nick Allen	Steve Heinen	Don Quint
Barbara Allen	Walt Helmerich	Jeff Rambach
Kent Allingham	Steve Hildebrand	Lou Reynolds
Jim Arens	Jim Hill	Frank Rhoades
Dolin Argo	Mike Hoffman	Peggy Rice
Keith Bailey	Greg Hopeman	Amie Roberg
Tory Baker	Rick Huck	Don Rubottom
Steve Barnes	David Humphrey	Jeff Rudd
Gary Belitz	Russell Iorio	Hayden Ryan
Roger Bey	Stacey James	Rayna Schindler
Jim Bishop	Patti Kastl	Alex Schneider
Dr. Jerry Brickner	Jack Kauth	Keith Schroeder
Meg W. Brimmer	Ed Keller	Jack Scott
Ron Brown	Jim Kelly	Tatyana Shcherbakova
Jim Cameron	Jeff Kendall	Mark Smith
Tom Campbell	Joe Kidwell	Bill Snow
Fulton Collins	Mary Korthase	Cherl Snyder
David Colson	Jerry Look	Don Spaugy
Andrew Comstock	Craig Loseke	Dr. Tom Stees
Richard Corbridge	James Maddux	Derek Steffen
Brendan Costello	Marc Maun	Andrew Sunderman
Brian Cropper	Doug May	Ross Swimmer
Susan Dowd	Beryl McElhiney	Jill Tarbel
Dell Dreyer	Jim McGill	Brook Tarbel
Anthony Duenner	Joe McGraw	Skip Teel
Don Dupree	Pete Meinig	Larry Terry
Trudy Eddington	Blake Messer	Ken Tooman
Pat Engelmann	James Milligan	Bob Traband
Mike Ewart	Beverly Monnet	Steve Turnbo
Bill Fader	Bob Monroe	Nancy Van Maren
Jane Faulkenberry	Rocky Moore	Doug Vincent
Tally Ferguson	Dale Morgan	Stan White
David Fleske	Rob Morris	Dr. Stan White
Phil Franczyk	Danni Morris	Jim Wilburn
Tom Franz	Paul Mullen	Bill Wiles
Richard Gable	Charlie Myers	Barry Woods
Bob Gaddis	Kimberly Nation	Joseph Yan
Bob Geweniger	Curtis Parker	QinLin Yang
Ben Gorrell	Tina Parkhill	Emily Young
Mary Hale	Pam Peck	Scott Zeligson

Fees

Fees for this year are:

- \$165 (Membership plus all luncheon fees)
- \$50 (Tulsa area members - membership fee only)
- \$10 (out-of-area members - outside 50 mile radius of Tulsa)
- \$10 (current TU full-time students or TU graduate within the last year)
- \$365 (Membership plus all luncheon fees for yourself and one guest)
- \$200 One reserved table (8 seats*)
- \$1,700 (One reserved table of eight at each Luncheon*)

Luncheons:

- Members \$20* (\$15 paid in advance)
- Non-members \$30* (\$25 paid in advance)

Members may bring a first time attendee as a guest at the member rate.

**The Drew Pearson luncheon will be off campus and will have fees of \$20 for members, \$30 for non-members, and \$300 for a reserved table of 10.*

Resume Posting

FOF members who are seeking employment may now post their resume on the FOF web site. An e-mail will be sent as new resumes are posted. The e-mail will only list the type of position sought and a link. Your user name and password will be required to access the actual posting.

E-mail your resume as a Word or PDF file to Judy Adair (judy-adair@utulsa.edu) who will post it. In your e-mail, please include a job title (financial analyst, CFO, etc.) of not more than four words. We will not edit your resume. There is no cost to members for this service.

Take-A-Student to Lunch

One goal of Friends of Finance is to provide assistance to our students. Assistance may be in the form of employment advice, employment opportunities, and mentoring. One way to do this is to participate in our Take-A-Student to lunch program. Just contact Judy Adair at 631-2588 or judy-adair@utulsa.edu and tell her how many students you would like to host. She will arrange for the student(s) to meet you at the registration desk for the luncheon. Please ask for the student(s) when you check in.

Job Posting

This year we will continue our web site for job postings service on a no cost basis for all members. Membership is required both to post jobs and to view job postings. Once we post a job, we will distribute an e-mail announcing the new job posting.

Firms who have used FOF to distribute job openings have found it to be a very effective recruiting tool. FOF members have been very appreciative and have told us how they passed along the job information to friends seeking employment. Hence, the distribution is far larger than our membership. We encourage you to have your firm participate in our job posting service.

To post a job opening, e-mail the job description in Word or PDF file, along with contact information to Judy Adair (judy-adair@utulsa.edu) who will post it. We will not edit the files.

Executive Luncheon Sponsors

If your firm would like to gain some additional recognition and support FOF, it is now possible to be designated as a Friends of Finance Executive Luncheon Sponsor. A Luncheon Sponsor would receive recognition in our newsletter, recognition at the meeting on PowerPoint slides prior to the meeting, recognition from the podium, and a table for eight at one luncheon with preferential seating. One member of the sponsoring firm will be seated at the Head Table with the speaker. The Luncheon Sponsorship is for one meeting. The cost is \$2,000 for an exclusive sponsorship or \$1,000 if it is shared. There will be no more than two Luncheon Sponsors at a single meeting. Contact Judy Adair, (judy-adair@utulsa.edu or 631-2588) if you are interested in being a Luncheon Sponsor.

FOF Web Site

The FOF website <https://bus.cba.utulsa.edu/fof/> includes a number of services as listed below.

New Membership

<https://bus.cba.utulsa.edu/fof/memberapp.asp>

Meeting Registration

<https://bus.cba.utulsa.edu/fof/reg.asp>

Members Services

<https://bus.cba.utulsa.edu/fof/signin.asp>

(restricted to FOF members and requires a user name and password which you obtain when you join or renew your membership). After signing in, you may go to:

Membership Renewal

All of your profile information will come up so you don't have to re-enter this information.

Membership Directory

A listing of all FOF members is provided. Contact information is available only if members agree to have it posted.

Update Member Information

You may update any of your membership information on-line. This will help to make sure that you don't lose contact with us.

Job Postings

Corporate job openings will be posted. E-mails will be sent to advise you that a new job opening has been posted. You will then go to the web site to see the job description.

Resume Posting

FOF members may post their resume on the FOF web site when they are seeking employment.

Leadership

Our officers and directors for 2006-07 are:

Officers

President	John Chandler, Magellan LP
VP Programs	Bob Fitzgerald, Arrow Trucking
Treasurer	Beverly Monnet, ONEOK
Secretary	Tory Baker, Nordam
Membership	Jake Dollarhide, Longbow Asset

Directors

Jim Arens, Trust Company of OK
Keith Bailey, Williams (Retired)
Roger Bey, TU
Shane Goodwin, Citigroup
Steve Hildebrand, Dollar Thrifty
Callie Mitchell, Williams
Don Spaugy, SemGroup, LP

Corporate Sponsors

A Corporate Sponsorship provides a table for eight at each luncheon with preferential seating; recognition in each newsletter; recognition at each meeting on PowerPoint slides prior to the start of each luncheon, a listing on a display board at each luncheon, and recognition from the podium at a number of the luncheons.

To ensure that individual members have adequate seating the Board has limited the number of Corporate Sponsors.

The annual cost of a Corporate Sponsorship is \$2,500. If you are interested in having your corporation join, contact Judy Adair at 631-2588 or judy-adair@utulsa.edu for details. Thus far, Corporate Sponsors for this year are:



***Dollar Thrifty
Automotive Group, Inc.***



CPAs & BUSINESS ADVISORS

Upcoming Executive Luncheons:

September 15, 2006	Drew Pearson	Chairman, Drew Pearson Marketing
October 2006	Pierre LaPeyre	Managing Director, Riverstone Holdings
November 30, 2006	Michael Morris	Chairman, President & CEO, AEP
January 18, 2007	Greg Lippert	President & CEO, Mazzio's Corporation
February 13, 2007	Tiffany Sewell- Howard	CEO, DitchWitch
March 13, 2007	Craig Ueland	President & CEO, Russell Investment Group
April 12, 2007	Aubrey McClendon	Chairman & CEO, Chesapeake Energy
May 7, 2007	Ali Moshiri	President, Chevron Latin America

Affiliate's Programs

Last year our partnerships with other professional groups worked very well. They helped to promote our programs and we did the same. This year, we will continue our partnerships.

TU Executive & Professional Development

The University of Tulsa, Center for Executive & Professional Development is proud to announce the following upcoming programs this fall:

[Analyzing and Improving Operations](#) 

Aug. 28-30:

[Human Performance Improvement in the Workplace](#)

& [Analyzing Human Performance](#) Combo course

Sept. 11-15

[TU Mini-MBA](#)

Sept. 16-Dec. 11

[Project Management](#) 

[Developing Project Management Skills](#), Sept. 25-27

[PMP® Exam Preparation](#)

Oct. 23-27

[Accounting and Finance for Non-Financial Managers](#)

Sept. 28 & 29

[Extraordinary Leader](#)

Sept. 28-29

For more information and to register online:

<http://bus.cba.utulsa.edu/CEPD/Default.asp>

or call 918.631.2215

Energy Advocates

For more information: 599-7767

info@energyadvocates.org

NAIC

4th Thursday Free Education Classes

6:45 p.m. – 7:30 p.m.

Hardesty Library, 8316 E. 93rd

NAIC Contact:

Tami deangelistami@hotmail.com or 747-9303

or

Barbara wollmersh@aol.com

Links

On-line registration

<https://bus.cba.utulsa.edu/fof/reg.asp>

<https://bus.cba.utulsa.edu/FOF>

[September 15, 2006 Registration form](#)

[Membership Form](#)

[Pledge Card](#)