



Expand your network at Alumni Engagement Day, Friday, March 24

A full slate of alumni panels covering a variety of topics is scheduled for the 2017 Alumni Engagement Day, when alumni, students, and faculty connect to share ideas and tackle hot topics.

For finance students and alumni – or those interested in the topic – the 12th annual Financial Services Forum will feature keynote speaker and Bryant Trustee **Bob Brown '86**, president of the global bond division at Fidelity Investments, who will share his perspective on fixed income markets.

Professor of Finance and Sarkisian Chair in Financial Services **Peter Nigro, Ph.D.**, says there's confidence that the U.S. economy is moving forward as noted by the Federal Reserve's recent decision to raise rates.

Nigro, a leading authority on financial saving, credit risk, and fair lending issues,



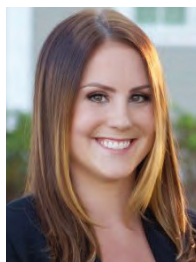
Peter Nigro, Ph.D.

added that raising rates will “help savers and provide banks greater incentives to lend and will lead to higher net interest margins.” He noted that “cheap money has driven up asset prices. The interest rate increase is one tool the Fed can use to make sure we don't get another bubble.”

Alumni from the Archway Investment Fund and Bryant's Wall Street Council will host panels on Pathways in Financial Services for students and on Market Trends for our alumni and other professionals. A new panel, Women in Finance, has been added. Alumnae **Lynn (Rapoza) Magnus '99**, CFO of the Investment Banking



Lynn Magnus '99



Jane Sullivan-Klett '07

Division of Goldman Sachs, and **Jane Sullivan-Klett '07**, financial advisor and partner at Sullivan Financial LLC, are among the panelists.

Afternoon panels bring leaders in the health care industry back to campus. This is especially important as Bryant establishes its graduate program in health care management as part of the School of Health Sciences. The health care industry is experiencing the most dramatic growth of any sector in the U.S., and it isn't slowing down. A recent report of the Bureau of Labor Statistics reports that health care will add a total of 5.6 million jobs, and an annual growth rate of 3 percent, through 2020.

Recent support from The Warren Alpert Foundation (see story below) recognizes that Bryant University is in a unique position to educate medical professionals, practitioners, and administrators and managers in the business of health care. Bryant alumni have

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BRYANT
UNIVERSITY

INSIGHTS
AND
OPPORTUNITIES
FOR ALUMNI

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Extraordinary journeys in good company

In 2008, the Alumni Office revived a travel program for alumni, friends, and family, with a trip to China during the Olympics. Since that time, Bryant alumni have traveled from Alaska to



Machu Picchu, and the Norwegian Fjords to Australia. Each trip is different, although several alumni might be considered “frequent travelers” including **Rita Williams-Bogar '76**, who has traveled six times with Bryant. “Whether I’m traveling alone or with my college friend Alison Wright, I know I am in good company.”

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WARREN ALPERT FOUNDATION:

Double the impact of your gift through a \$2.5 million challenge grant

Bryant University has secured a \$2.5 million challenge grant from the Warren Alpert Foundation in support of its School of Health Sciences. Gifts up to \$2.5 million received by June of 2017 will be matched by the Foundation. The grant will advance the growth of the School of Health Sciences to address challenges in the health care industry.

The matching gift challenge is part of Bryant's historic capital campaign,

Expanding the World of Opportunity: The Campaign for Bryant's Bold Future, which has raised more than \$67 million toward the campaign's \$75 million goal.

INTEGRATED HEALTH CARE MANAGEMENT PROGRAM

Bryant alumni have been distinguished leaders in the health care sector for decades, paving the way for the University to establish the School of Health

Sciences in 2014 with the launch of its first clinical program, the Master of Science in Physician Assistant Studies (MSPAS). The program will graduate its first class in March 2017. Bryant is now in the process of developing an integrated Health Care Management program. David Fine, Ph.D., health care industry executive and scholar with more than 30 years of leadership experience, has joined Bryant's

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www.bryant.edu/social

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NAC CORNER

Make 2017 the year that you come back to campus.

If it's been a couple years or more since you've visited, you will be amazed at the changes. It might not look like "your" school, but you can take pride in knowing that Bryant evolves because it cares about the value of your degree.



BRYANT UNIVERSITY
Alumni Association

Under President Machtley's administration alone, Bryant has added almost 400,000 square feet of new and innovative facilities and upgraded hundreds of thousands of square feet of existing facilities. The academic programs are constantly evolving to meet today's needs, such as the additions of the Master of Science in Physician Assistant Studies and Master of Health Care Management, and programs in Data Analytics, International Business, and Global Supply Chain Management, to name just a few.

Here are six ways that you can plan your visit to Bryant. In all cases, reach out to alumni@bryant.edu, and our staff will help you make appropriate connections.

1. TAKE A TOUR. Visit campus on a weekday or a Saturday and take an **Admission tour**. You can come by yourself, or bring family members to look at Bryant through the eyes of a current student tour guide.
2. BE A JUDGE. Volunteer to be a campus **judge** for one of our signature events. Many events, from the January IDEA program to the annual Sales Competition, invite alumni to provide feedback on projects and select winners.
3. BECOME A FAN. Cheer Bryant at an athletic event. With 22 Division I varsity teams, our men and women Bulldogs are highly competitive on the fields and courts.
4. ATTEND A CONCERT. If you are in the area, attend the President's Cultural Series programs. Many Grammy Award-winning artists have taken the stage on the Smithfield campus.
5. SHARPEN YOUR SKILLS. Bryant hosts and organizes nationally-recognized programs such as The Women's Summit and World Trade Day, both signature events on campus that attendees regularly rave about.
6. SHARE YOUR EXPERIENCES. Speak in a **class** or to a **student organization**. Faculty and students alike enjoy the special perspectives of alumni "in the field."

Or...Just show up on campus during the week, visit a favorite faculty member, and stop by the Alumni Engagement office in the Unistructure to say "hello." If you come on the weekend, be sure to take a picture under the Archway and tag #BryantAlumni on Facebook, Twitter, or Instagram, and we'll know you came back.



Glen Martin '81, '87 MBA

Alumni Engagement Day

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been on board early, and a panel from this diverse field will be on campus to talk about "The Business of Health



Sandra Coletta '89

Care – Innovation and Opportunities" moderated by **Sandra Coletta '89**, Executive Vice President and Chief Operating Officer of Care New England. Also slated is a reprise of a panel on innovation and entrepreneurship recently held in Boston. Trustee Professor of Management Michael Roberto will lead an energetic and enlightening conversation about innovation and the growing opportunities for entrepreneurs in today's business climate in the panel discussion called, "Start Up Solutions."

For more information or to register, go to bryant.edu/ALW.

SAVE THE DATE:

Alumni Achievement Awards Friday, March 24, 6 p.m.

President Ronald K. Machtley will award Alumni Achievement Awards in five categories: Distinguished Alumnus/a – Undergraduate, Distinguished Alumnus/a – Graduate School, Young Alumni Leadership award, Gulski Service Award, and Distinguished Faculty award. Alumni are encouraged to return to campus for the dinner, ceremony, and socializing. The 2017 recipients will be announced shortly. Remember, you can nominate alumni and faculty for these awards at any time throughout the year. Nomination forms are on the Alumni website.

For more information and to register, go to bryant.edu/aaa.



GET SOCIAL

From alumni news, faculty highlights, and student features to athletic recaps and announcements of upcoming events, Bryant's social media accounts provide a thorough view of everything happening on campus and beyond.

Find Bryant alumni on LinkedIn, Facebook, Instagram, and Twitter by searching **Bryant Alumni**

www.bryant.edu/social



NETWORKING AT ALUMNI EVENTS



October 20 | Boston, MA

These five alumni reconnected at their first alumni networking event. It's never too late to join us in a city near you!

Pictured (L to R): **Deidre Fraser '10, '11 MBA, Somalisa Ker '08, Pablo Bilbao La Veja '12, '12 MPAC, Joseph Fusco '12, and Ashley (Souza) Agnew '15 MBA**

November 09 | New York, NY

Alumni were treated to a unique wine tasting experience in NYC, hosted by **Eric Bertrand '94**.

Pictured (L to R): **Jonathan LoBosco '14, Gabriella Rossi '12, Eric Bertrand '94, Amanda Dunne '07, Dieter Kamm '88, Tiago Machado '10, and Paden Sadler '14**



November 10 | Providence, RI

Bryant alumni and students enjoyed a networking reception at Marcum LLP in Providence.

Pictured (L to R): **Dylan Carrano '18, Steve Luttge, Tom Pagliarini '11, and our host for the evening Jim Wilkinson '85, Partner, Marcum LLP.**



Extraordinary journeys in good company

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Williams-Bogar '76, a seasoned globetrotter on her own, explains why she enjoys taking trips through the Alumni Travel Program. "When you travel with Bryant, you are with people who have shared a similar experience, which makes breaking the ice a bit easier," she says. "There seems to be a common desire for cultural content, not just the highlights."

Currently, the Alumni Association sponsors two to three international trips per year, choosing locations of educational and cultural interest. Director of Alumni Engagement Robin Warde notes that the program is still growing. "We need more alumni to tell us where they want to go, and to consider Bryant's Alumni Travel program first when making long-term plans."

Bryant's 2017 slate is set, with a trip to South Africa in July, and then a holiday tour of the famous Eastern Europe Christmas markets in December, including stops in Vienna, Prague, and Budapest. Both are still open for registration. "We are eager to set the agenda for 2018, and will be speaking with travel groups to develop once-in-a-lifetime itineraries," says Warde. You can let us know where you would most like to travel by emailing Bryant at alumni@bryant.edu. Use the subject line: Future Alumni Travel

As of now, we plan to move forward with our much anticipated Eastern Europe Christmas markets tour in December of 2017. In the wake of recent terror attacks, we understand some of our alumni may choose to stay home. Working with our travel partners, we will continue to seek opportunities for alumni to explore new areas, including some locations in the United States.

Sizzling in Cuba

Bryant's second trip to Cuba in two years took off this past April, just before the country officially opened up to U.S. tourism. "It was a very special and unique trip, and our expert guides were amazing," says Kathleen Brown, associate director of alumni engagement and frequent traveler with the program. "Cuba was both breathtaking and heartbreaking at every turn. The architecture was amazing. In one corner you would see a renovated or preserved building in all its splendor and the next, a similar stately building was crumbling and the Cuban people were hauling water buckets brigade-style up five flights of stairs."

"There was an exciting energy among the people; anxiety mixed with anticipation about the future. I'm very grateful that I was able to participate in this incredible experience that Bryant provided."



Donna (Barber) '82 and Bill Neary also enjoyed the trip to Cuba with Bryant. "Every day was a well-planned, amazing experience that we were able to share with my "Bryant Family." We experienced the real Cuba; our guide and their staff made sure that we were able to enjoy the culture and the people throughout the trip. We will never forget this trip and are eternally grateful for this opportunity to learn, laugh, and relax on this island that has been frozen in time."

THE BRYANT ALUMNI TRAVEL PROGRAM



Photo by Doug Boone

South Africa

July 7-23, 2017

Journey to the southern tip of Africa to a country that defies comparison. No other destination offers such a spectacular combination of scenery, cities, and amazing wildlife sightings. One day you're out on the Savanna, spying on leopards and lions; the next, you're sipping a crisp Chenin Blanc and feeling the breeze off the Indian Ocean.

Budapest, Vienna, and Prague

December 3-13, 2017

Join us as we head to Eastern Europe's festive Christmas markets of Budapest, Vienna, and Prague and revel in holiday cheer. Enjoy the opulent Schonbrunn Palace in Vienna, the beauty of Budapest by night, and sweeping views of Prague from the Charles Bridge.

Visit www.bryant.edu/alumnitravel or contact **Kathleen Brown** at (401) 232-6041 or kbrown@bryant.edu for more information or to register.



November 12 | Conway, SC

A great crowd of more 90 Bryant alumni, family and friends came out to Coastal Carolina to cheer on our Bulldogs.

Pictured (L to R): **Stephen Kohut '84**, **Ken Jalbert '84**, **Charles Palmer '84**, and **Gregg Nelson '84**



November 12 | South Bend, IN

Jay Weinberg '85 and his son Evan were among the Bryant alumni, parents, and friends who joined us at Notre Dame to support our men's basketball team.



November 16 | Philadelphia, PA

Philadelphia-area Bryant alumni reconnected at the Urban Farmer including front: **Brent Wilson '10**, '12 MBA, **May Vickers '10**, **Jillian Bonafede '15**, **Alicia Kennedy '12**, **Drew Diskin '95**, **Laura (Kazalski) Mercier '97**, **Shelly (Godfrey) Plumb '93**, middle: **Matthew Lovejoy '05**, **Michael Perry '14**, **Avi Lerner '97**, **Eric Nilsson '74**, **Jon Lambiras '96**, back: **Bill Warrin '81**, **Dave Wegrzyn '86**, **Steven Plumb '89**



November 16 | Nashville, TN

Our first run-through of Bryant's Event in a Box was a success! **Jessica Adams '08**, '12 MBA and **Keri Sawyer '08** hosted an alumni networking reception in Nashville, thanks to our "event-to-go" concept. If you are looking spread the word about our dynamic Bryant network, contact us today to find out how you can host your own event!



Are you looking for a challenging and rewarding opportunity overseas?

Have you been thinking about broadening your horizons? Pursuing a graduate degree overseas? **Bryant Scholars**, a new initiative at Bryant, provides resources, support, and guidance to help college graduates and professionals of all experience levels prepare and submit an application to receive a Fulbright or Schwarzman scholarship.

The Fulbright U.S. Student Program offers opportunities to undertake international graduate study. You may study, conduct research, and serve as an English teaching assistant abroad in order to build relations between the people of the United States and the people of other countries. The program currently awards approximately 1,900 grants annually in all fields of study, and operates in more than 140 countries worldwide.

The Schwarzman Scholars program offers an exciting opportunity for recent graduates – those up to age 29 – to spend a year at Beijing’s Tsinghua University. There, among an international community of thinkers and innovators, students refine and expand their leadership abilities while completing a fully-funded one-year Master’s Degree in Global Affairs with a concentration in one of three disciplines: public policy, economics and business, or international studies.

For more information about the Bryant Scholars program and scholarship opportunities – there are many more than the above – please visit: www.Bryant.edu/BryantScholars. Contact Edi Tebaldi, Ph.D. (etebaldi@bryant.edu), Director of Bryant Scholars, to learn more about Fulbright, Schwarzman, and other scholarship opportunities that might suit your personal and career interests.



International study scholarships for Bryant alumni

Bryant alumni are now eligible to apply for a Fulbright or Schwarzman scholarship through a new initiative at the University and pursue graduate degrees at universities in 140 countries. Contact Edi Tebaldi, Ph.D., Economics professor and director of the Bryant Scholars program at etebaldi@bryant.edu to learn more.



Celebrating 40 years of Festival of Lights

In one of the University's oldest traditions, for 40 years, Bryant alumni, students, faculty, staff, and guests have celebrated the holiday season by attending the Festival of Lights, which is sponsored by the Student Alumni Association, the Office of Alumni Engagement, and the Center for Student Involvement (formerly known as Student Activities). Immediately following the alumni reception on the mezzanine of the Koffler Rotunda, the interfaith service was held in the Rotunda and featured songs and celebrations of

Christmas, Muslim Eid, Hanukkah, Kwanzaa, and Indian Diwali religious holidays. After services, everyone processed to the Fisher Student Center patio for the lighting of the 'larger-than-life' menorah and Christmas tree.



NETWORKING AT ALUMNI EVENTS



November 25 | Evanston, IL
Peyton Kim '20, Jay Weinberg '85, and Rachel Blitz '13 all in their best Bryant gear getting ready to cheer on our Bulldogs against the Northwestern Wildcats.



November 30 | Hartford, CT

Hartford area Bryant alumni got into the holiday spirit with an evening of friends, food, and fun at the Bushnell Park Carousel.



December 3 | Athens, OH

Alumni **David Harr '90** (orange vest), **Geoffrey Ensby '10**, **Barb (Zoglio) Baker '79** (holding banner) and **Billie (Sanders) Mounts '97** (holding Daniel Jr.) joined family and friends of all ages at Ohio University to watch our Bulldogs face the Bobcats.



Bryant's Career Webinar Series tackles 'executive presence'

Are you giving control to someone when you shake his or her hand? Are your microexpressions contradicting your words or body language?

These are some of the questions Diane (Kelley) Wilbur '88, co-founder, executive coach, and development consultant at Soft Skills Training Group posed to the 112 attendees of a free webinar offered through Bryant's Office of Alumni Engagement.



Diane (Kelley) Wilbur '88

The webinar, "Body Language – The Secret to Building Executive Presence," offered in November, was one of an ongoing series presented by alumni experts during the 12-1 (EST) lunch hour. "We're constantly reviewing feedback and suggestions from attendees on topics of interest," says Robin Warde, director of alumni engagement.

THE 'WOW FACTOR'

The objective of this webinar was to teach participants how to master techniques that will help them increase their confidence, develop positive business relationships, and give them an advantage influencing and negotiating with clients and colleagues.

"Executive presence is critical today, but what exactly is it?" asks Wilbur. "Simply put, it's a set of learned behaviors that enables you to command attention. It's the 'wow factor,' the sense of gravitas that encapsulates how you look, feel, and communicate with others."

The 'wow factor' of executive presence may be developed, and it's absolutely critical to success, Wilbur contends. "Technical or functional skills may get you in the door, but hard work alone won't move you up the ladder," she says. "Your personal brand is what will get you to the next level and is the most important factor to becoming an effective leader. Being

SPRING 2017 SCHEDULED WEBINARS

February 23 – Saudi Vision 2030 Opportunities with Mohammed Alsuwayed '12 (9-10 a.m.)

March 8 – The Good, The Bad, and The Ugly About Working Out of Your Home with Beth Carter '85 (12-1 p.m.)

April 5 – A Crash Course in Public Speaking with Susan Baran, Bryant lecturer in Communication (12-1 p.m.)

April 19 – Your On-The-Job Writing Toolbox with Bryant Communication Professor Stanley Baran, Ph.D. (12-1 p.m.)

May 17 – Nice to Meet You. Now what? with Ed Drozda '89 MBA (12-1 p.m.)

perceived as leadership material accounts for more than a quarter – 26 percent – of the reason someone gets a job or promotion over another candidate."

CONFIDENCE COUNTS

A prevailing myth is that only extroverts can have executive presence, but that's not true, says Wilbur. "The ability to put various people at ease, having that kind of poise or high level of emotional intelligence, is available to introverts and extroverts alike," she says. "Picking up on social cues, being able to work well in times of crisis, and having a strong sense of confidence crosses many personality types."

Some things that can affect executive presence of which you should be aware:

1) First Impressions. You can correct a negative first impression, but you need to seek feedback and work consistently over months to do so.

2) 7/11 Rule. In the first seven seconds of meeting someone, you form 11 impressions of them, including credibility and social and professional desirability.

3) Nonverbal Cues. What you're projecting nonverbally accounts for 55 percent of how you're being perceived. Tone of voice accounts for 38 percent, and actual words only 7 percent. "Pay attention to your microexpressions, because if they contradict what you're saying, people will believe what they see," says Wilbur.

4) Handshake Position. "Whether your hand is on top or bottom while shaking gives a message of giving or taking control. Be firm, and place hands side-by-side," Wilbur advises.

5) Positive and Negative Gestures. "For instance, steepling fingers is seen as a positive position, whereas scratching head conveys a lack of confidence," she continues.

6) Common Mistakes. Fidgeting, lack of eye contact, poor posture, clenched fists, among others.

MINDFUL COMMUNICATION

Wilbur adds, "We're getting further away from interpersonal communication, so we need to be mindful of conveying executive presence in electronic communication too – through tone and sentence structure."

If she had to sum up in a couple of sentences, Wilbur says, "The best way to achieve executive presence is to make the person you're speaking to feel like they're the only person in the room. As Maya Angelou is widely quoted: "People may forget what you said. They may forget what you did. But they will never forget how you made them feel."

Listen to Diane (Kelley) Wilbur '88's full webinar or access the archives of all previous topics at alumniconnect.bryant.edu, click on "Careers" then "Career Coaches."

Bryant 2U Spring Breakfast Series

Each program takes place at the Providence Marriott on Orms Street. Join us from 7:30 to 9 a.m. for a full buffet breakfast. The speakers begin promptly at 8 and end at 8:30 a.m. Attendees can enjoy another cup of coffee and spend the extra half hour chatting with the speaker or other alumni in attendance.

March 15 – Natalie Velasquez '14

Recruiting 101: How to Navigate the Job Market in 2017

April 12 – Diane Wilbur '88

Body Language – The Secret to Building Executive Presence

May 10 – Ed Drozda '89 MBA

What Am I Doing Here? Networking Doesn't Have to Be All That Bad



December 6 | Annapolis, MD

Tough two-point loss for our Bulldogs against Navy, but our Bryant spirits were high until the very end!

Pictured: **Mary Jane (Helme) Woodbridge '90**, her husband Jeffrey, their children Jeff and Erin, and some Bryant friends.



December 8 | Smithfield, RI

This year, we celebrated the 40th Anniversary of Bryant's Festival of Lights – a holiday tradition on campus. Bryant alumni, students, faculty, and staff gathered to celebrate unity and peace.



December 7 | Chicago, IL

Harrison Tull '10, '11 MBA and **Eileen Hayes '07** were among a group of Chicago area alumni enjoying an evening of networking with Bryant Men's Lacrosse Coach, Mike Pressler.



December 14 | Boston, MA

More than 65 Bryant alumni took a break from their "busy season" to enjoy a holiday reception at PricewaterhouseCoopers' new Boston headquarters in the city's Seaport district. Pictured (L to R): **Jim Magee '88, P'19**, **Bob Calabro '88**, **Courtney Bernard '13, '13 MPAC**, **Kevin Brown '13**, and **Chelsea Spillane '13, '13 MPAC**



YOUR GIFT COUNTS

EXPANDING THE WORLD OF OPPORTUNITY

THE CAMPAIGN FOR BRYANT'S BOLD FUTURE

This year, we took a look at alumni who make a gift to Bryant each and every year without fail. We call them continuous givers, and collectively their annual support is critical.

Why is this so important? Because every gift, no matter the amount, counts. Participation is determined by the number of alumni who give, rather than the amount they contribute. That means a gift of \$20.17 by one of this year's seniors moves the needle just as much as a \$10,000 contribution. Gifts of all sizes quickly add up.

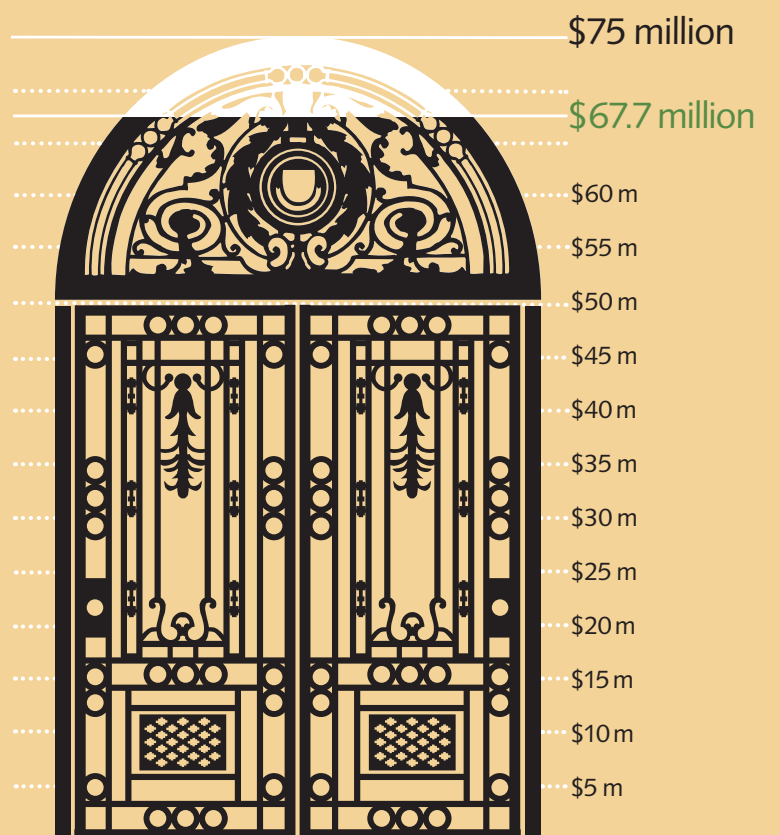
Last year, 5090 alumni, parents, and friends made gifts to Bryant. Collectively, more than \$4 million was raised for the Bryant Fund. Consistency is key. More than 50 percent of undergraduate alumni have made a gift to Bryant at some time,

demonstrating support for the University's mission and vision, and belief in the growing value of their Bryant degree.

Our goal is to double Bryant's participation rate by 2020. We have interviewed alumni who make Bryant a priority each and every year, and as we share their stories here and in *Bryant* magazine, I hope that some of them will resonate with you. Consider starting your own continuous giving record now. It's never too late!



David C. Wegrzyn '86
Vice President for
University Advancement
*Expanding the
World of Opportunity:
The Campaign for
Bryant's Bold Future*



Bryant alumni succeed at Dell EMC, which supports student competitions

The \$67 billion deal between Dell, Inc., and EMC Corp., which closed in September 2016, created Dell EMC, a division of Dell Technologies, the world's largest privately-held technology company. Headquartered in Round Rock, TX, Dell Technologies 140,000 employees include 115 Bryant alumni who, says Steve Sadler, vice president, global sales transformation, "succeed and thrive in [our] dynamic environment." The Infrastructure Systems Division of Dell EMC is headquartered in Hopkinton, MA.

BRYANT ALUMNI THRIVE IN COMPETITIVE ENVIRONMENT

Mentoring many alumni-employees, **Gregg Hedstrom '93** concurs. Students come out with a thirst and energy to learn that differentiates them from many other graduates, says Hedstrom, chief operating officer and strategy lead for America's Enterprise at Dell EMC.

Both Bryant and Dell EMC get you out of your comfort zone and focus on your presentation skills, says **Matthew Roncaioli '13**, a district manager, who has recruited several alumni to Dell EMC. "I had to do a mock sales campaign [at Bryant]. When I interviewed at EMC – which included a mock sales call – it was second-nature to me because I'd done it so many times at Bryant."

EMPLOYEES ARE DRIVEN TO WIN, TO LEARN

Despite its size, Dell EMC is the closest thing you can get to a startup culture, says **Laura Wrightson '14**, an enterprise account manager. "I still manage to feel like my role and position play a part in the overall success in the company."

Dell EMC, says **Nate Niezgorski '13**, a district sales manager, is full of motivated and hard-working individuals who love to win. With its culture of collaboration

and learning, similar to Bryant's unique style of incorporating group projects into a well-rounded and diverse education, alumni excel here, Niezgorski says.

Ricardo McCray '16, an emerging technologies specialist, relishes Dell EMC for its corporate culture of continuous learning, curiosity and healthy competition. "From day one, we are constantly learning ... be it technology, which is always changing, or selling techniques."

RECOGNIZING TALENT, COMMITTING TO A DIVERSE WORKFORCE

Dell EMC employs several women in senior management positions; recognizes high-performing employees with pay raises, rewards programs and promotions; and commits to a diverse workforce throughout the company.

Our Men of Color initiative is piloting a program to recruit, retain, and promote racially diverse employees and we sponsor several women leadership forums in the Boston area, says Hedstrom.

GIVING BACK TO BRYANT AND THE LARGER COMMUNITY

It's always great to see groups of excited and driven employees participate our "Give Back" days, says Wrightson, noting that Dell EMC grants each employee three days each year to volunteer, individually or as a group.

Dell EMC sponsors the Northeast Intercollegiate Sales Competition and all of these alumni, other than Hedstrom, have judged at least one competition and some speak to students at other campus events, recruit on campus and more. A former Bryant golf team captain, Hedstrom regularly contributes to the golf team, and looks forward to expanding his involvement with Bryant.

Not only does Sadler heavily recruit from Bryant for Dell EMC's Global Sales Talent Academy, he and his family established a \$5,000 annual scholarship in memory of his late father **John Sadler '61**. "He was the first person in his family to go to college... Bryant changed his life; he became very successful," Sadler recalls. He hopes the scholarship, a tribute to their father, will help to support another Bryant student.

WISE ADVICE TO STUDENTS

To students pondering job options, Roncaioli says, "Take a chance and go with what feels right. I didn't think I'd find myself managing a team of 12 in a technology company three or four years ago, but I came here and fell in love with it. If I hadn't taken a chance, I'd still be sitting in some financial services company ... and not as happy as I am today."

Business relationships with Bryant

President of customers and markets at Dell EMC **Frank Hauck '81** and **Kristian Moor '81**, the retired chairman and CEO of Chartis Insurance Co., served as judges for International Business students who spent the semester working with a local company with international business development

projects. This practicum serves as IB students' capstone course in which the knowledge and skills developed over their four years, including time spent studying abroad and a foreign language minor shine.

"These are really talented students," said Hauck. "They are so poised and knowledgeable. We asked some pretty tough questions and I didn't see one student get flustered."

Added Moor, who has served as a Bryant

Trustee, "I am just so amazed by the students here. I was honored to do this because you really get to see how in-depth the students go in their presentations."



Kristian Moor '81



Frank Hauck '81

Grass roots support from alumni connect ΦΣΝ with ΔΚΕ

When John LaRocca '70, Charlie Boklan '73, Buzz Waltman '76, and other brothers of Phi Sigma Nu decided to endow a scholarship, they knew they were bridging the gap between their fraternity, Phi Sigma Nu, and the national chapter it became in 1991, Delta Kappa Epsilon.



Over the years, the brothers have worked diligently to pull the scholarship together, holding phonathons and matching gifts challenges all while juggling work, home, and family obligations. More than 80 brothers pitched in to the scholarship fund that will provide financial assistance to Bryant students who are currently in the DKE fraternity, or who are children of members.

“My closest friends today are the fraternity brothers I met almost 50 years ago. We wanted to establish this scholarship so that our fraternity legacy continues at Bryant forever.”
–John LaRocca '70,
Phi Sigma Nu member

The first recipient, **Mateusz Kuczek '18**, a junior from Chelmsford, MA, shared his appreciation in a letter to the founding fraternity brothers. “Receiving the Phi Sigma Nu/Delta Kappa Epsilon Endowed Scholarship allows me to focus more on



The brothers of Phi Sigma Nu/Delta Kappa Epsilon gather each June for an annual Golf Outing/Reunion. Pictured (in no particular order) are Bob Wareham '75, Buzz Waltman '76, Howie Schreiber '76, Barry Donahue '76, Tony Camilleri '77, Pat Sullivan '77, Jim Kniper '77, Laval Sans '77, Jeff Rotatori '77, Frank Clemente '77, Peter Montivani '78, Kevin Comeau '79, Dave Ellison '79, Stu Gerhardt '80, Ken Claffin '80, Brian Donahue '80, Brian Pelan '80, Albert Welch '81, Bill Bohne '81, John Cullati '81, Ed Cousin '82, Frank Pelliccione '82, Dan Posternak '82, and Todd Bonner '82.

my education and the goals I have set for the future. My fellow brothers of Delta Kappa Epsilon motivate me to work hard as a student and also to learn everything I can from my internships...As a first-generation American, I am honored and proud of all that I've been able to achieve with the support of my brothers.”
As one of its endowed scholarships, Bryant allocates roughly 5 percent of

interest income to scholarship recipients so that the endowment continues to grow and will provide a steady source of scholarships for years to come. Additional donations will contribute to the total, allowing more scholarship dollars to be awarded. **If you are interested in donating to this legacy, call Susan Detri-Souve at (877) 353-5667 or email sdetri@bryant.edu.**

Golf team alumni score a birdie for Boulet

When Arthur “Archie” Boulet finally turned in his golf clubs and lab coat after almost 50 years as Bryant’s head golf coach and a science professor, he left quite a legacy. He founded Bryant’s golf program in 1964 and served as its only coach until retiring in 2011. In that time, he presided over 11 New England Division II titles, 31 NCAA tournament appearances, an ECAC all-divisions title, four New England all-divisions titles, and 20 Northeast-10 Conference titles out of a possible 27. Boulet also won many individual coaching honors, including Northeast-10 Conference Coach of the Year honors 18 times.

LOYALTY AND DEDICATION
More than a coach and teacher with a winning mentality, he was a caring mentor and friend who instilled loyalty and dedication and developed lifelong friendships. That’s why his former student-athletes wanted to honor him in a tangible way. He already had enough trophies and conference titles to his name, but an endowed scholarship honoring his service to Bryant and its students would live forever. More than 75 former golfers and friends of Bryant golf contributed just over \$56,000 to fully endow the scholarship, which provides financial assistance students in good academic standing with financial need, with preference for members of the golf team.



Archie Boulet (third from left) with some of the alumni who contributed to the scholarship.

A LASTING LEGACY
David French '89, one of the initial donors to the fund, noted that supporting a scholarship honoring Coach Boulet serves an important dual purpose. “Now that Bryant is competing in Division I athletics, competition for great players is fierce. This scholarship will help attract top golf talent and continue Bryant’s excellence in golf – a lasting legacy to our long-time coach.”
This year is the first year that the endowment was fully funded, and the first scholarship was awarded to a sophomore, **Cameron Giles '19**, of Acton, MA, whose parents both lost their jobs unexpectedly within a month of each other in early

2016. Giles shared his gratitude in a letter to David French. “I want you to know that I’m never going to forget the man that I’m representing, Mr. Boulet, and I will continue to push my hardest during my remaining years as a Bulldog... this scholarship has shown me the type of people that make up the Bryant University community. Your kindness, generosity, and thoughtfulness will not be forgotten.”
As with all endowed scholarships, new donations are always welcome. You can make a gift online at www.bryant.edu/giving and choose to support the Archie Boulet Scholarship or any other fund of your choice.

LAST YEAR'S NUMBERS SHOW WHY YOUR GIFT IS LIFE-CHANGING:

93.5% of Bryant's undergraduate students received institutional aid;

Bryant awarded more than **\$52.5 million** in grants or scholarships to these undergraduate students;

\$17,570 was the average undergraduate scholarship/grant award;

\$39,808 was the cost of tuition and fees;

51% were awarded work-study employment;

Bryant awarded **219** need-based scholarships totaling **\$2,517,226** through endowed funds; and

Bryant awarded **148** need-based scholarships totaling **\$646,761** through annually contributed funds.



Innovation as a way of thinking

Bryant President Ronald K. Machtley says, "As we talk about innovation, one of the essential elements is learning how to fail. It is not a straight line to success with start-ups. Bryant's goal is not just to be innovative in teaching, it's also to develop within each of our students the characteristics that help them become innovators."

On Tuesday, November 29, alumni and friends gathered at the Downtown Harvard Club in Boston for an evening of networking and dynamic discussions with accomplished alumni and Bryant Trustee Professor of Management Mike Roberto, D.B.A., on the topics of innovation and entrepreneurship.

"The terrific panel of alumni brought experiences both as entrepreneurs and as investors to this discussion," says Roberto. "We talked about how entrepreneurs can pitch their ideas to investors successfully, how investors evaluate new ventures, and the challenges of scaling a venture."

Alumni panelists were:

TOMAS BERGSTRAND '94

Bergstrand is the principal and founder of Archipelago Ventures, LLC, a Boston-based private investment firm that serves as a vehicle for diversifying assets into privately held investments. Prior to Archipelago, Bergstrand owned and managed a custom boat-building business based in Massachusetts. He also served as chief financial officer at the institutional brokerage Enskilda Securities, Inc. in New York and held operational positions with the Swedish banking group SEB in Singapore and the U.S.

He holds a master's degree in finance from the School of International and Public Affairs at Columbia University.

DAVID DONLAN '00

Donlan serves as the chief revenue officer for Crayon in Boston. As a sales

leader, he develops market intelligence strategies that cater to the mid-market firm and enterprise looking to increase sales and top-line revenue growth.

Prior to Crayon, Donlan joined HubSpot in 2008. As employee number 20, he helped grow the company from

Donlan has also led several prominent marketing and media firms from start-up to acquisition, including the Aberdeen-Group, the *Boston Herald*, and Bitpipe. In these roles, he demonstrated sales leadership abilities to meet and exceed every benchmark provided.

SHEILA NARAYAN '89

Narayan is managing director with Golden Seeds LLC, an angel investment firm that invests in early-stage women-led companies. She is a member of Golden Seeds' Boston Operating

She is also principal of Narayan Advisory Services LLC, an independent consulting firm specializing in the payments and financial services technology industries.

Narayan holds an MBA from The Wharton School at the University of Pennsylvania.

DAVID POGORELC '85

Pogorelc is a founder and co-owner of Core Investments, Inc., a firm focusing on real estate investments. With more than 30 years of experience, he's managed the extreme undulations that best describe the Boston real estate market. Pogorelc has developed a significant contact base in the Boston market that has contributed to the success of Core and its partnerships.

Before establishing Core, Pogorelc was a founder and partner at Helm Investments, a real estate investment firm focusing on residential Boston properties.

Event attendees were highly motivated and engaged in varying states of entrepreneurship, from having started several to just thinking about starting their own ventures, and came armed with great questions and observations.

Panelists all agreed that successful entrepreneurs are passionate about their ideas, but they are flexible, according to Roberto. "It's easy to fall in love with your initial concept and stop listening to feedback," the panelists stated. "The best entrepreneurs listen closely to what customers and advisers are telling them, and what signals they are receiving from the market as a whole. Then, they adapt quickly and effectively."



Bryant alumni and students gathered at the Downtown Harvard Club in Boston for an entrepreneurship and innovation panel hosted by Bryant Professor Mike Roberto. After the panel, students and alumni gathered for a networking reception.

100 beta customers to more than 15,000, from 20 employees to more than 1,000 employees, and went from raising \$100 million of venture capital to filing for IPO on the New York Stock Exchange with a market cap of more than \$1.6 billion.

Committee and manages the monthly Office Hours education program. Narayan is active in Boston's entrepreneurial ecosystem, advising start-up entrepreneurs and judging various business plan and pitch competitions.

Bryant's strategic partnership with Mohegan Sun is a solid bet

For most of us, the word "casino" triggers thoughts of 24/7 blackjack games, craps, and slot machines, but for some Applied Analytics students, Mohegan Sun, a casino in Uncasville, CT, offers opportunities for deep dives into data analytics, meaningful internships, and career-track employment.

Two teams of MBA students with the Business Analytics concentration analyzed massive quantities of highly proprietary data from Mohegan Sun for their capstone course last summer. "For them to enter a domain they're not familiar with, digest all that data, talk intelligently about it and go further to start to make some recommendations..., I was quite impressed with their presentations; [the assignment was] aggressive on all fronts," said Computer Information Systems Assistant Professor **Kevin D. Mentzer '91, Ph.D.** Students had only six weeks to complete what Mentzer considered a year-long team project.

Their work, said Mohegan Sun's Director of Campaign Management & Analytics **Kimberly Noto '07**, "definitely gave us more and deeper analytical insight into the project. Using students' expertise in SAS, which both Bryant and Mohegan Sun use, and the knowledge the students

gained in their analytics classes, gave us some perspective on the business topic we were exploring; we were happy to use Bryant's resources to explore that topic in more depth."

"It's really exciting that Bryant is investing in an applied analytics program and is partnering with SAS. That will give students an edge [in career opportunities]."
—Kimberly Noto '07

"We were very impressed....The teams were well prepared and engaging... they provided a polished slide deck with descriptions of how they approached the topic as well as detailed analytic support for their process," said Noto, who appreciated their focus on points meaningful to the casino. "They clearly had done external research on our industry to add color to their presentations."

When educational institutions give students perfect data sets with solvable problems, they do them a disservice, Mentzer said. In contrast, these students understand what it takes to get the job done in a professional environment, by

learning how to identify and clean dirty data before analyzing and evaluating it.

This capstone project, said Computer Information Systems Professor **Janet Prichard, Ph.D.**, is a great opportunity for students to "show their stuff," and some students develop a real passion for working with the data. "You don't expect someone working in very large data sets to say, 'This is fun,' but they do."

The two teams presented their findings to Dave Martinelli, chief marketing officer; Sarah Dombrowski, marketing analysis manager; and Noto.

HOW DID THIS PARTNERSHIP DEVELOP?

Our strategic partnership with Mohegan Sun is an outgrowth of the Applied Analytics Center we created a few years ago, said Computer Information Systems Professor **Richard Glass, Ph.D.** The Center's top priorities are engaging students and organizations of all types in analytics; collaborating with businesses on applied research; and creating mutually beneficial relationships that deepen and expand over time.

"We have very special relationships with our strategic partners; we've visited them with...faculty to learn more about

their business and understand their needs," said Glass. "They've created internships, hired students, and come to campus to engage with students. We prominently display their brand and logo and identify them as sponsors of the Center. We appreciate Mohegan Sun's help; it's an excellent place."

This capstone project was only the first, with more planned, including another Mohegan Sun assignment for graduate students this summer, and discussions about undergraduate projects are ongoing.

"It's really exciting that Bryant is investing in an applied analytics program and is partnering with SAS. That will give students an edge [in career opportunities]," said Noto. "We're excited to be partnering with Bryant." Since the partnership began – in the 2013-14 academic year – Noto has retained three interns in her department and hired one for full-time employment. Bryant students have interned and worked in other departments, she said. Given the mutual benefits accruing from these collaborations, it's a sure bet they'll continue!

An opportunity to increase the impact of your gift through the Warren Alpert Foundation \$2.5 Million Challenge Grant

continued from page 1

administration and faculty to help develop an integrated best-in-class curriculum.

Fine brings a combination of academic, business, and clinical expertise to Bryant's efforts to build innovative health care management programs. In addition to his three years as president and CEO of Catholic Health Initiatives Center for Research and Innovation, Fine has served as chief executive at St. Luke's Episcopal Health System in Houston, TX, and the University of Alabama Health System at Birmingham Health System. He has also held a number of teaching, research, and leadership positions at prestigious universities including Baylor College of Medicine, Tulane University Medical Center, the University of Cincinnati, and the University of California.

"Dr. Fine is recognized among the nation's leading health care administrators and has a deep understanding of evolving health care trends and how to help shape our health care management programs,"

said Bryant University Provost Glenn Sulmasy, J.D., LL.M. "With his experience as an administrator and scholar, and his understanding of the culture of Bryant University, he is a catalyst for success in this endeavor."

HERE'S HOW TO DOUBLE YOUR IMPACT

Alumni are encouraged to make a Warren Alpert Foundation matching gift. Please contact Ed Magro, J.D., at (877) 353-5667 or email emagro@bryant.edu for details.

As Bryant's School of Health Sciences continues to grow, the University will expand its role as a resource for leaders in health care management, physicians and other health care providers, hospitals, and health care delivery systems on how

best to anticipate and address the changing dynamics in the practice of medicine.

PREPARING INNOVATIVE LEADERS FOR THE FUTURE OF HEALTH CARE

Balancing mission-driven organizational goals with expert management skill and financial acumen in health care has never before been so crucial.

Health care represents 17.5 percent of the country's Gross Domestic Product (GDP) with anticipated growth of 5.8 percent a year through 2025. Georgetown University's Center of Education and Workforce estimates that the sector will add an additional 5.6 million jobs in the next six years.

Increasing demands for high-quality care at manageable costs drive the need for businesses and practitioners to think and operate innovatively. Developing the best health care delivery systems for the future will require providers and administrators to function interdependently to improve outcomes and create sustainable growth.

Bryant's School of Health Sciences will prepare students to address these imminent issues and emerging trends by preparing students to be leaders and innovators in an industry that continues to evolve and change.

Recognizing these marketplace drivers and trends, Bryant University President Ronald K. Machtley identified health sciences as an important growth area for the University in its strategic plan, Vision 2020.

"For more than 153 years, Bryant has been at the forefront of delivering exceptional education that anticipates the future and the needs of students in a changing world," said President Machtley. "Health care sits at the heart of the U.S. economy, and as a leading University with a strategic focus on business, Bryant is boldly positioning the School of Health Sciences programs to prepare innovative leaders for the future of our health care system."

Brittany Glenn '11 sees the impact of small contributions

Brittany Glenn '11 enjoyed a "truly unforgettable" experience at Bryant—one that challenged her academically and athletically. The recipient of a varsity field hockey scholarship, the business administration major launched her career in sports marketing five years ago with the Corporate Partnerships division of the Boston Celtics; today she oversees more than 15 corporate sponsorships.

A member of her Senior Class Gift Committee, Glenn is a firm believer in the "power of small contributions."

She can envision how the combined power of many gifts from recent alumni can continue to propel the success of *Expanding the World of Opportunity: The Campaign for Bryant's Bold Future*.

"We are fortunate as alumni to be able to attach the Bryant University reputation to our names. I will never be able to put a value on the opportunities Bryant gave me"
—Brittany Glenn '11

"If every one of my fellow classmates donated \$50 a year, we could provide a free education to a worthy candidate," says Glenn. "I am so grateful for the scholarship Bryant provided me. I will always feel motivated to give back in whatever way possible." In addition to her annual gifts, Glenn attends Bulldog field hockey games, participates in alumni



Brittany Glenn '11

activities, and has been a guest speaker for Bryant's Sport Studies program.

Glenn acknowledges it may be difficult for some people "to grasp the idea of giving back to the University when you are currently making loan payments for that education." But she takes the long view.

"Bryant University gave me my start in the sports industry and helped build a foundation for my career in professional sports," she explains. "We are fortunate as alumni to be able to attach the Bryant University reputation to our names. I will never be able to put a value on the opportunities Bryant gave me. But by making even a small donation once a year, I am doing my part to give back to the school that gave so much to me."

Thoughtful alumna leaves a lasting legacy

In 1999, **Janet Blackburn Dunk '37** became a charter member of Bryant's 1863 Society. Named for the year Bryant was founded, the Society recognizes individuals who have provided for the University through their estate plan or a life income gift. Dunk's bequest intention, a thoughtful planned gift from an alumna who faithfully made modest annual gifts for decades, will have an impact she never could have envisioned.

Dunk's \$500,000 gift will support the initiatives of *Expanding the World of Opportunity: The Campaign for Bryant's Bold Future*, which to date has raised \$67.7 million of the \$75 campaign goal. Gifts to the campaign provide scholarships that increase access to a Bryant education; support faculty and programs that enrich the teaching-learning environment; provide resources to cultivate students' global perspective; and create facilities that inspire excellence and success.

A graduate of Bryant College's Secretarial Studies program, Dunk and her husband, Philip T. Dunk, Jr., were both devoted alumni to their respective schools; he was a graduate of Johns Hopkins University. A native of Connecticut, she worked in Maryland and resided there until her death in 2006 at age 88. Her husband died in April 2016. Her bequest intention was realized in November, when their estate was settled.

"Janet Blackburn Dunk was a loyal and generous alumna who clearly recognized how important planned gifts are to Bryant's future," said Ed Magro, executive director of development. "Both she and her husband included their alma maters in their estate plans, demonstrating a deep trust in and commitment to their beloved schools."

Magro also noted that the Dunks used a popular estate planning strategy to make their gifts. "During their lifetimes, a couple will place assets in trust, providing income to benefit the surviving spouse for his or her lifetime. Upon the passing of the second spouse, the funds designated for charitable gifts are disbursed. It's a conscientious way to ensure that family needs are fully met while also honoring those entities that held great meaning for each of them throughout their lives."

"Janet Blackburn Dunk was a loyal and generous alumna who clearly recognized how important planned gifts are to Bryant's future."



SHANEL ANTHONY '02, '03 MBA: Valuing the intangibles

Shanel Anthony '02, '03 MBA recalls the best piece of advice he ever received: “Always reach your hand back to help someone move forward with you. Success doesn’t happen in a vacuum – you don’t get to where you are alone, so return the favor whenever you can.” He has spent the last 15 years of his career doing just that.

Anthony, Regional Manager for the Minimally Invasive Therapy Group at Medtronic, a \$29 billion healthcare company, has always been a leader. “Easily the best part of my job is developing employees and seeing the end result as they go on to achieve more and more success,” says the former president of Bryant’s Multicultural Student Union and Intercultural Center, and Bulldogs Football team captain. “The fact that I come to my job through the sales side means that I understand that solo mentality and show them how they fit into the team.”

READING THE ROOM

Every team has its own personality, work ethic, and dynamics, and as the regional manager, Anthony seeks members who will both add something new to help the team grow and work well with existing members. “Something I look for in all of the hires is self-awareness – understanding situations and being able to apply context. Knowing when to talk, when to be quiet, even where to stand. In listening, you show self-control; that you can read the room and read the person you’re communicating with,” he explains. “This self-awareness is one of the most important ingredients for success in any field.”

Along with self-awareness, Anthony believes that those who thrive bring other important intangibles to the table. “Leaders in business and in the

community have compassion and understand collaboration,” he says.

“For instance, understanding that ‘Employee #4116’ is a person and has a family and treating him/her as such will net you a far more productive employee. But you must be genuine.” Teamwork is important in any business, Anthony says, and fostering collaboration is important. “Great leaders realize that



they don’t have all the answers – if you want to go fast, go alone....if you want to go far, go together,” he says, quoting a notable African proverb.

UNDERPROMISE, OVERDELIVER

A personal value Anthony seeks in employees is honesty. “Being honest and true to yourself is most important. A lie can cost you and your company immeasurably,” he says. “Be true to yourself, your product, and your company. Underpromise and overdeliver, and you can never go wrong.”

An active, engaged alumnus, Anthony can be found on campus at sporting events, Reunion, Bulldog Connection, and at meetings as a National Alumni Council member.

DAVID DONLAN '00: Networking for professional success

David Donlan's expertise in marketing and sales is legendary throughout the greater Boston area. He earned this reputation by combining a solid background in computer information and data base systems with entrepreneurial passion and a natural talent for sales.

The knowledge, skills, and leadership Donlan has demonstrated throughout his career have helped propel a number of marketing and media firms from start-up through growth and acquisition. Now the chief revenue officer for Crayon, an industry leader in competitive intelligence for

He pairs that advice with what he believes is the most important ingredient for professional success: networking. No matter what field you are in, Donlan believes, “networking is part of your job. That means lots of lunches, coffees, and meetings with customers, competitors, partners, and peers.” The goal, says Donlan, is to build and learn from that network, knowing that those contacts will remember you when an opportunity that fits your interests and abilities comes along.



“No matter what field you are in, networking is part of your job.”

—David Donlan '00

marketing and sales, Donlan is responsible for developing market intelligence strategies that increase clients’ sales and revenue growth.

When Donlan reflects on what he’s learned, a recurring theme emerges: *don’t be afraid*. It begins with the best advice he ever received. “Make 10,000 mistakes at the start of a job. You can’t learn without trying,” he explains. “Don’t be afraid to break glass or take chances in the first 60 to 90 days of a new job.”

Donlan believes that every young professional should seek out a mentor, “right out of the gate.” He advises new graduates to ask about mentoring opportunities in job interviews. “Don’t be afraid to ask for mentoring. You will be making a lot of career decisions and need to have two or three mentors, at least. And people are happy to do it.”

Donlan’s proudest moments come through the achievements of those he has led, coached, and mentored. “I’m most proud when a sales rep I hire and train wins an award, or starts a company, or does something else great. That’s more important to me than any plaque.”



NETWORKING AT ALUMNI EVENTS



August 29 | New York, NY

Bryant alumni gathered for a special opening night reception and matches at the U.S. Tennis Open.

September 10 | Bozeman, MT

For the first time ever, our Bryant football team traveled to Montana State in Bozeman. Alumni, parents, and friends gathered for a dinner reception before the game.

Pictured (L to R): **Bob Trombley '73, '79MBA**, Jean Trombley, **Matthew Tracey '11**, and Vinnie Tracey



**September 10 |
East Quogue, NY**

Alumni savored the last bits of summer with a hosted cocktail reception at the home of Julie and **Eric Bertrand '94**. Bryant men’s lacrosse coach Mike Pressler gave an engaging presentation about the latest developments in academics and athletics at Bryant.

Pictured (L to R): **Mary Brouder**, **Jazz Mann**, **Rosemarie Cote '13**, **Leo Goldstein '79**, and **Eric Bertrand '94**



September 28 | New York, NY

Keith Schneider '85, his son, **Logan**, and **Steve Craffey '86** joined the many alumni cheering for the Red Sox at Yankee Stadium.



MOLLY DEVANNEY '00: Success grounded in dedication

Molly Devanney '00 is a third-generation owner of a popular and respected independent grocery chain in Connecticut. Highland Park Markets has stores in Manchester, Glastonbury, and Farmington. As the Vice President of Public Relations, Devanney is the public face of the family enterprise and has earned accolades for the company's corporate commitment to local organizations as well as her personal volunteerism.

PASSION CALLS HER HOME

If Devanney had wanted to eschew the family business after years of summer vacations spent stacking produce, ringing up sales, and operating the customer service desk, it wouldn't have been a surprise. But after earning a bachelor's degree in marketing and communications



the Year Award, in recognition of her outstanding service to a multitude of civic, educational, and charitable organizations in the region.

'COME IN EARLY, STAY LATE'

Devanney's success is grounded in her dedication to work hard – and in her father's sage counsel to always "be nice." "Come in early, stay late and don't forget how special a handwritten note is," she advises. "When you meet people, remember names. Keep a notebook and write down special things about people. If they are going on a trip, be interested. Ask them how their children are and, if you have a horrible memory, write it down. Sending a note or asking someone about a previous conversation you had goes such a long way. When people know you are personally interested in them, they will know you are sincere about building long-lasting friendships."

Her final ingredient for professional success: "Don't be afraid to fail. Sometimes the greatest things in life come when you take great risks to make them happen."

"When people know you are personally interested in them, they will know you are sincere about building long-lasting friendships."
–Molly Devanney '00

at Bryant and a master's degree in food marketing at St. Joseph University in Philadelphia, she knew her passion was calling her home.

Devanney devotes most of her working hours out in the towns where Highland Park Markets have a presence. She leads community relations and fundraising efforts for the Highland Park Families Foundation, which has invested more than \$150,000 in nonprofit organizations serving its host communities. Earlier this year, Manchester Unico, a fraternal organization, selected Devanney as the first recipient of its Volunteer of

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SOLD OUT!

October 05 | Providence, RI

Lisa Lemieux-Doiron '98 and guest Pat Fisher were among more than 50 alumni and friends who joined us for a "wicked" evening in Providence. Guests enjoyed a hearty dinner at PPAC before watching the Broadway hit *Wicked*.

September 29 | New York, NY

Bryant Honors Program members capped a day in New York City and honed their networking skills with alumni at a private reception at the Harvard Club.

October 13 | New York, NY

President Ronald K. Machtley and the **Wall Street Council** hosted a reception and an address by keynote speaker Ron Insana, senior analyst for CNBC. Bryant students experiencing the "Walk on Wall Street" and more than 120 alumni from the area were in attendance.

October 15 | Hartford, CT

In our 6th year returning to Hartford for a great cause, alumni and friends enjoyed a hopping evening raising funds and awareness for American Cancer Society's Making Strides Against Breast Cancer.

With more than 70 Alumni programs around the globe each year, we can't run all the pictures we would like to highlight in Engage. Photo albums from all events are located on [Facebook.com/BryantAlumni](https://www.facebook.com/BryantAlumni). You can view Bryant's photo albums without a Facebook account.

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SPREAD THE WORD

CALENDAR

February

Smithfield, RI
February 11
Men's and Women's
Basketball Reunions and
the Bryant Athletics
Hall of Fame Dedication

Smithfield, RI
February 14
Prayer Breakfast

Stamford, CT
February 23, 6-8:30 PM
Alumni Networking Reception
Del Frisco's

New York, NY
February 15, 6:30-8:30 PM
Winter Warmup @
Hudson Common

March

Miami, FL
March 2, 6-8 PM
Alumni Reception at the
Home of Eric Bertrand '94

Boca Raton, FL
March 5, 4-6 PM
Alumni Reception at
Truluck's, Boca Raton

San Mateo, CA
March 8, 6-8:30 PM
Catch up with Bryant Faculty

San Francisco, CA
March 9, 6-8:30 PM
Catch up with Bryant Faculty

Fort Myers, FL
March 10, 4 PM – BBQ,
6:05 PM – Game
Red Sox Spring Training
at JetBlue Park

Naples, FL
March 11, 8:30 AM
Naples St. Patrick's Day
Parade

Providence, RI
March 15, 7:30-9 AM
Providence Breakfast Series
@ the Providence Marriott,
Orms Street

Smithfield, RI
March 17
Women's Summit

Smithfield, RI
March 24
Financial Services Forum

Smithfield, RI
March 24
Alumni Engagement Day
and Awards Dinner

April

Providence, RI
April 12, 7:30-9 AM
Providence Breakfast Series
@ the Providence Marriott,
Orms Street

Smithfield, RI
April 21, 5-8 PM
Student Alumni
Networking Dinner

New alumni events are added weekly. Check alumniconnect.bryant.edu/events for the updated calendar and to register. Check www.bryantbulldogs.com for athletic contests in your area.

PARTNERSHIPS

Notices from 12/1/16 through 12/20/16

1985
David Kaiser '85 and
Jessica Thomas on 8/15/16

Monte Kosoff '85 and
Michael Lukat on 3/20/16

2010
Katelyn Allen '10 and
William Nette '10 on 9/24/16

Cristina Connor '10 and
Brent Wilson '10, '12 MBA
on 8/25/16

2013
Lora Zaccaro '13 and
Chad Ryan '11
on 10/15/16 2008

ADDITIONS

12/1/16 through 12/20/16

1992
Twins, Bryant Douglas and
Hudson Michael to Nicole and
Rev. Peter Roy '92 on 4/7/16

1993
Murphy David to
Shannon Dunnigan '93, '97 MBA
on 11/22/16

1995
Vanessa Celeste to
Elizabeth (Andriulli) '96 and
Devin Earl '95 on 1/19/16

2007
Savannah Victoria to
Amanda Gildea-Atkins
and Joseph Atkins II '07
on 10/27/16

2010
Lucas Michael to
Michelle (Sinisgalli) '10
and Christopher Auger
on 7/8/2016

CAMPUS VISITS MADE PERSONAL



Wayne Stickles '67 from The Villages, FL, was visiting New England this summer and wanted to show his grandson, Matt Stickles, of Feeding Hills, MA, his alma mater.



Linda Screeney '91 relocated from Missouri to New York in 2016 and was able to bring her daughter, Liz, to the Smithfield campus so that they could both see all the new and exciting changes at Bryant.

Be sure to contact the
Office of Alumni Engagement
if you plan to visit.

Whether living near or far,
alumni are encouraged to
come to campus and tell us
about their Bryant experiences.
Email alumni@bryant.edu
with your expected visit date.

ALUMNI WEDDINGS



September 24, 2016 | Amherst, NH
Katelyn (Allen) Nette '10 and William Nette '10



October 15, 2016 | Westfield, MA
Lora Zaccaro '13 and Chad Ryan '11

To view more full-size wedding photos and to see names of all alumni in attendance,
please visit [Facebook.com/BryantAlumni](https://www.facebook.com/BryantAlumni)

Submit your "Partnerships" and "Additions" to the Office of Alumni Engagement by emailing
alumni@bryant.edu or enter a class note through our online directory at www.bryant.edu/alumni. Send wedding photos that feature a group of Bryant alumni to alumni@bryant.edu. Resolution of photos should be "print-quality" (generally 300 pixels/inch).

CONTACT US

To submit personal or professional
news and photographs,
visit our Web site at
www.bryant.edu/alumninews.

Contact us at alumni@bryant.edu
or (401) 232-6040 with questions
or ideas for future stories.

STAY IN TOUCH

Find us on [LinkedIn](#), [Facebook](#),
[Instagram](#), and [Twitter](#) by searching
"Bryant Alumni." Join Bryant's
secure online community by going
to alumniconnect.bryant.edu
and clicking on "Connect."

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