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- **Alumni Experience Day**
Letter from the Chair

As I write this letter I am looking out my window at work on a Friday. It is sunny, 75 degrees. Trees and flowers are blooming, and I am wondering why I ever left my couch on the porch in Athens to join the real world. However, life is good, just different these days...for all of us. In the newsletter, I am writing with goal reminders, updates, and a call to volunteer.

In my last letter I talked about the Alumni Society goals, and I want you to know I am committed to them. Thus, I am excited to share with you that we have already achieved two of our 2009 goals:

Create a Sales Centre Alumni Society web site with online payment options: Since the last newsletter, we have created our own website through the University (www.ousalesalumni.org), and we have built a way to pay your dues online. Please go online to update your information and pay your dues electronically.

Continue the Tradition of Alumni Experience Day: Also, we continued the tradition of Alumni Experience day by holding our annual event March 6th and 7th of this year. The next alumni Experience day will be held in the spring when the weather is at its best in Athens. For information from this year’s event see page 7.

However, there is still work to be done. I look forward to accomplishing the following two objectives throughout my term as Chair. I believe that it is possible to achieve the following:

Activate 100 good standing members by January 1, 2010. Members will achieve their good standing status by paying dues. We are on our way to this goal, but still have a long way to go. Please go to www.ousalesalumni.org. Once you arrive at the site, click to the News Tab, and then to the E-Commerce Link or visit the discussion on the Linked-In Site. See Page 9 of the Newsletter for more information on membership.

Create a sense of community. We have a site on LinkedIn with job postings, discussions, and news. This site is only allowed for alumni and current students of the sales centre. I encourage you to get on-line to register and start networking with Sales Centre peers. See page 11 of the Newsletter for more information.

As I close, my last request is for you to consider giving your time. To take this society to the next level, we need people to help and get engaged in all the good things that are happening with our team. This could mean taking a position on the board or just helping a person on the board (Page 9), attending the next Alumni Experience Day (TBA), attending the next board meeting and social in Cincinnati which will include a Reds game on July 31st (page 10), being a Coach in the Coach and Candidate Program (page 9), setting up a time to volunteer in your community with other Sales Centre Alumni, or just getting together with other alumni to reminisce.

I appreciate all you do in your careers, whether you are in a traditional sales role or not, to build the reputation of The Ralph and Luci Schey Sales Centre Alumni Society as people who accomplish great things wherever or whatever they are doing.

- Chris Johnson
Letter from the Executive Director

Greetings from Athens and your Schey Sales Centre! By now, I trust you’ve heard that your alma mater is the home of the 2009 National Champions of the “March Madness of sales competitions”, the National Collegiate Sales Competition. Your Sales Centre was seeded 17th in the original field of 55 universities this year that included Clemson, Florida State, Indiana, Michigan State, Purdue, Texas A&M, Alabama, Connecticut, Georgia and Washington. Two students from each university participated...a total of 110 competitors in the three role-playing day competition. Schey Sales Centre Sales Certificate Candidates finished first and third...the first time ever that one university had two students in the top four.

Led by Team Manager and Associate Director of Sales Competitions at the Sales Centre, Dr. Jane Sojka; Head Coach and Professional Sales Advisory Board member Tom Starr and Assistant Coach and Professional Sales Advisory Board member Ray Taylor, the Sales Centre’s Sales Competition Team comprised of senior Sales Certificate Candidates Bob Redd and Amy Rotella; junior Sales Certificate Candidates Jasmine Merith, Bryan Hackett and Matt Galli and alternate senior Sales Certificate Candidate Stefan Zelich brought home the gold. Ms. Merith and Mr. Redd represented OHIO’s Team and finished first and third respectively. Ms. Rotella and Mr. Hackett and Galli provided team support and made sales calls on the sponsors at the event.

I’m also pleased to report that your Centre was represented in the recently published 2009 edition of the Top University Sales Education Programs special supplement that was attached to the April issue of Selling Power magazine that goes to 140,000 salespeople across this country. All three of our articles submitted for consideration were chosen for publication: 1) Beyond the Classroom highlights our professional development events outside the classroom; 2) How I Met My Coach and Mentor in College highlights our unique Coach & Candidate program and 3) Sales Alums are Giving Back highlights that alums are a “good thing” for collegiate sales education today, particularly at your Sales Centre. Three current Sales Certificate Candidates (Allie Stalter, Erin McGory and Adam Hartman) can now say they have been published.

I look forward to seeing you whenever you’re back on campus. I hope you take great pride in what your Sales Centre is doing. Good selling everyone!

- Ken Hartung

Current Candidates: 227

Certificates by the Numbers:

Professional Sales: 126
Retail Sales: 19
Sports Management: 23
Media Sales: 17
Financial Sales: 35
Technical Sales: 7
Rachel Nesbitt (2003) has been promoted to Divisional Manager with Ethicon Products, a division of Johnson & Johnson. Rachel will be moving to Washington D.C. in July.

Amanda Jacubec Seifert (2003) and husband Scott (1992) welcomed daughter Hailey Rowan Seifert on January 19, 2009. Hailey is also the first grandchild for PSAB Board member Larry McHale (Honorary Alumnus) and wife Sheila Rowan McHale (1968)!

Crystal Stahl (2004) has accepted an Associate Account Manager position with Computer Associates Inc.

Dennis Thompson (2005) works as a Sales Consultant for Synthes Spine out in Southern California. He is getting married May 23rd to Michelle Janis out in Palm Desert, CA.

Kelly Lawrence-Mucha (2005) and husband Larry welcomed their first child, Madison Rose Mucha on March 13, in Fort Thomas, Kentucky.


Joe Webb (2005) was engaged to fellow Bobcat Annie Cox. Joe is in the process of completing his MBA from DePaul University while working for Sigma Corp, a manufacturer in the water works industry.

Elizabeth Sottile (2006) and Nick Erby (2006) are engaged and planning a May 2010 wedding in Cincinnati, OH. Elizabeth recently relocated to Cincinnati from Atlanta.


Stacy Brown (2007) has been promoted to Account Director with News America Marketing in Cincinnati, OH.

Jennifer Livanc (2003) and husband Don welcomed the birth of their first son, Connor Joseph on February 10th, in Cleveland, OH.

Aaron Roush (2004) and wife Courtney welcomed Lola Jean Roush who weighed in at 6lbs, 12ozs and was 20 inches long.

Matthew Miller (2007) has recently been promoted as the Key Account Executive for Abbott Laboratories covering the Columbus market selling Abbotts Diagnostic medical equipment.

Claire McVicker (2008) landed a job as a creative representative with Pulse Music in New York City. Pulse Music is a full-service Music Production Company who specializes in records, commercials, television and film. Her company most recently did the music for that quirky little McDonald's 'filet o' fish' commercial. Here's a link: http://www.pulsemusicny.com/filetofish/filetofish.html

Lynn Walsh, (2008), was recently offered an amazing opportunity with a non-profit in Columbus. She is the new Investigative reporter for The Buckeye Institute. Her job involves doing a combination of Internet and print articles that look at public policy and government spending. It also will involve some PR work as well. She is really excited about and extremely grateful that an opportunity like this has come her way. You can keep updated on her stories at http://www.buckeyeinstitute.org/ or her website: www.LynnWalsh.info. If you ever have any tips or new ideas do not hesitate to contact her!

Sean Morris (2008) has accepted a position with EMC and will be moving to Massachusetts in May.

Valerie Serrani (2008) is currently a broker specializing in trade credit and political risk insurance for International Risk Consultants (IRC). Valerie works in White Plains, NY and lives in New York City.

Bob Fenner (2008) was recognized as the "Top Inside Sales Representative" for Data Domain in 2008. Bob was recently promoted to Inside Account Manager covering the Rocky Mountain and Pacific Northwest territories.

Melissa Dunn (2008) has accepted the position of Associate Manager of College Relations with Macy’s Inc. Melissa will cover the North and Midwest region and will be relocating to Chicago, IL in May.

More Announcements? Send them to salescentrealumni@gmail.com
The Sales Centre is Innovating Sales Education: A Look at Spring’s Marketing 491 Pilot

By: Jennifer Gilpin

Marketing 491 is a new course that fills the advanced requirement for the Sales Centre Certificates. Because this is the first quarter the course has been offered at Ohio University, a current student enrolled in the course and the professor were interviewed on their views of the new course. Erin McGory is a Senior Organizational Communication Major who is obtaining a Professional Sales Certificate and Mr. Hartung is the Executive Director of the Sales Centre and the professor of this new course.

Senior, Erin McGory:

1. What specifically do you see from this course helping you in your professional career?

The information in this course has taught me that the reinvented salesperson must be a ‘trusted business partner’ and an extension of their customer’s business. A sale will not be won or lost on price or availability, because at the end of the day, most firms can provide this. Salespeople can no longer “show up and throw up” and simply be information providers, that why Google was invented. Sales professionals must know, not focus on selling a product or service, but providing a SOLUTION. Do you think every undergraduate class teaches this kind of information?

2. Thus far, what have you learned from this course that is different from the other sales/marketing courses that you have taken at Ohio University?

The objective of this course is based around the book “Achieving Sales Excellence” by Howard Stevens. Although we touched on the material in Sales Management in this course we go more in depth. We also are getting firsthand experience working with a CRM system. The information we are learning is taking all of the information we learned in previous sales classes and taking it one step further.

Professor Hartung:

1. From the professor’s standpoint, what would you say is different about this sales course from the other sales courses in the College of Business?

In most sales classes, students learn about selling techniques like asking questions, making presentations, handling objections and closing the sale. Such techniques are important but this course takes the next step up and explores the strategy in selling. It teaches you how to analyze your own sales abilities, your prospects'/customers' needs and selling opportunities. It is a professional school course that takes you to a higher level and gives you a wider view of the playing field from both the salesperson and sales manager perspectives. Bottom line, this course looks at selling from the customer's perspective. It helps us understand what a customer wants in a supplier salesperson as opposed to what we think they would want.

2. Do you feel as though the students can take the information they learn from this course and use it throughout their professional careers? If so, how?

Actually, this course is all about that “fair-unfair advantage” we talk about often at the Schey Sales Centre. We're exploring a new way of looking at selling, a new paradigm that will help our Sales Centre alums truly understand what is needed in today's rapidly changing world of sales to become a true sales professional. That knowledge will pay great dividends for them throughout their sales careers. The fact that we are teaching the material for the first time ever on a college campus is pretty neat also.
“People don’t like to be sold, but they love to buy.” Sales guru Jeffrey Gitomer delivered this strong message and encouraged all in attendance at the 2009 Sales Symposium to leave old selling techniques in the past and approach selling from a new, dynamic perspective.


Gitomer is a self-proclaimed “creative, on-the-edge, writer and speaker whose expertise on sales, customer loyalty, and personal development is world-renowned.” In addition to each of his books achieving #1 best seller status on amazon.com and selling millions of copies worldwide, Gitomer delivers more than 100 presentations worldwide each year to companies like BMW, Hilton Hotels, Northwestern Mutual, and IBM.

In addition, Gitomer’s syndicated column, Sales Moves appears in numerous business journals and reaches more than four million people each week, while his e-zine Sales Caffeine reaches more than 350,000 subscribers every Tuesday free of charge.

Combined, Gitomer has become one of the foremost authorities in sales education and continues to reach millions of salespeople on a weekly basis.

“What stands out most for me personally was his ability to grab and keep your attention while delivering some really good take-aways, said Executive Director Ken Hartung. “Things people could actually apply in their every day worlds.”

Approximately 150 sales professionals and 125 students attended this year’s Sales Symposium held in the Baker Ballroom Thursday, April 2nd.

Individual contributions for sales professionals were $225, plus nine “platinum sponsors” who contributed $1400 for a table of eight tickets, which is on par with the overall attendance at last year’s Sales Symposium.

According to Hartung, the goals for the Sales Symposium are three-fold. The Symposium provides sales professionals with a high-quality professional development opportunity, provides an opportunity to Sales Centre Candidates to gain outside of the classroom learning, and promotes the Schey Sales Centre to the business community. “We are self-funded so we’re always looking for great companies who want to contribute to sales education,” said Hartung.

Plans for the 2010 Sales Symposium are already well underway and it promises to deliver even more value and cutting edge sales education on Thursday May 20, 2010.

Be sure to check out Jeffrey Gitomer’s website at www.gitomer.com for the latest in sales education materials and mark your calendars for the 2010 Ralph and Luci Schey Sales Centre Sales Symposium.
Alumni Experience Day 2009

By: Adam Hartman

On March 7, 2009 the Sales Centre hosted the fifth annual Alumni Experience Day. Over 20 alumni attended, many of which attended the awards banquet the night before. This year’s experience day consisted of three break-out sessions where alumni discussed hot topics with Sales Centre Candidate’s (SCC’s) for forty-five minute intervals. Each topic was of great concern to many SCC’s.

The first break-out session was Budgeting in the “Real” World. In this session alumni fielded questions about how to successfully budget once a SCC graduates on topics such as living expenses, investing and how to start a retirement fund without sacrificing too much cash now. Many alumni who work in the financial industry participated in this break-out session.

The second new session was "Transitioning and Relocating." Here alumni helped SCC’s understand some best practices when moving to a new city or state, such as how to find a great job, good prices and deals on apartments, how to find a new social group that fits me, and how to deal with the major lifestyle change.

The third new session was the most popular break-out because it has been of interest to the SCC’s for much of this year, Women in the Workplace. Here alumni and SCC’s discussed how women are treated in the work place and the barriers women face in the work place. Alumni gave accounts on what is and is not appropriate when working with women in an organizational setting.

After Alumni Experience Day, sophomore Marissa Kontak said, “Alumni Experience Day was one the most fun and beneficial events I have attended this year at The Sales Centre. The alumni were all very entertaining and came with lots of advice! I learned a lot about what life is really like after college and feel like I am more prepared to enter the real world after my time at the event.” And alumnus, Kristin Janutolo stated, “It is always fun to come back to campus to connect with old friends and meet new students. I would encourage all alumni to consider attending in 2010!”

The day ended with what Mr. Hartung calls “speed networking”, eight minute round table discussions with one or two alumni about a question or topic submitted by the SCC’s. Some of the highly anticipated questions were: How were you able to discuss your experiences within The Sales Centre during your job search process? Is it appropriate to negotiate for a higher starting salary? If so, what is the best way to do so? Can you provide some advice as how to build relationships with higher level executives without upsetting your direct supervisor? The alumni really enjoy the speed networking time because it allowed them time to meet with the SCC’s on a more individual level.

Alumni Experience Day continues to be one of the most popular events put on by the Sales Centre each year and junior Nick Wyen said it best when he stated, “It’s great to hear advice from individuals who have been exactly where I am at right now. The connection I made with the alumni has already proven to be beneficial. I am excited for the experience I will gain at next year’s Alumni
Candidate Spotlight

Jasmine Merith

Name: Jasmine Merith, Major: Marketing, Certificate: Professional Committee/Position: VP Candidate Advancement

Why did you join the Sales Centre?
I wanted to get involved in an organization that enabled me to grow both personally and professionally. The Sales Centre offered that and so much more!

How has the Sales Centre helped you grow professionally?
I feel absolutely comfortable being put in a room with the CEO of any company and having a meaningful conversation. TSC has enabled me to improve my communication skills, hone my listening skills and exploit my ability to wow any executive with my confidence.

Are there any alumni that have made an impact on you during your time in the Sales Centre? And if so, how?
Melissa A. Payne. She was a mentor for me coming into the Sales Centre and she continues to be a valuable resource and a positive influence on me even though she had graduated and is making money in the “real world”.

By: Meghan Amburgey

Alumni Spotlight

Caitlin King

Who is your current employer and what is your job description?
I currently work for The Dannon Company as a Category Analyst. My role is to be an expert in the Yogurt Category while working with my team and our customers. I work on improving Dannon’s assortment by selling in our new items and maintaining our existing items. I also do a lot of analytical work too to support our business strategies and promotional plans.

When and why did you join the Sales Centre?
I joined The Sales Centre during my junior year in college. There was a lot of buzz going around about the program, and I wanted to be a part of something great.

How do you feel the Sales Centre prepared you for your current job?
The values of The Sales Centre and the “Real Experiences” helped to prepare me for my job. My first day at Dannon was at our Nationals Sales Conference. The most important people at my company were there. Luckily I had attended so many Corporate Member Recruiting Fairs, PSAB Board Meetings, and Etiquette Dinners that it was like second nature.

What was your favorite event put on by the Sales Centre?
Definitely Alumni Experience Day!

By: Meghan Amburgey
How to get involved:

First and Foremost, as we continue to grow your time is needed to help us grow and support the students. Please contact Brian Burns (bijburns@paychex.com, or 614-975-3025), Networking Director, or Chris Johnson (Christopher.K.Johnson@ampf.com, or 614-799-2900) if you want to get involved in a committee or have any other ideas to improve the Alumni Society.

Contact Greg Kaple if you would like to get involved in the Coach and Candidate Program. You need to get in touch with him before the summer if you would like to be involved. You can reach him at gkaple@integratedmgt.com

If you would like to donate money toward a scholarship or something else please contact Mike Cady, the Fundraising Director, at cadysales@gmail.com

Contact Chris Johnson if you think you would like to hold a position on the board. The positions that will be opening up this year are as follows:

**Membership:** Goal of the position is to help generate active members, specifically including but definitely not limited to helping communicate about dues, collecting dues, as well as helping to update information on Alumni. - This is a great way to re-connect with old college friends, network, and meet other Alumni that are doing amazing things.

**Marketing:** Goal of this position is to help spread the word about The Ralph and Lucy Schey Sales Centre as a whole, as well as The Sales Center Alumni Society. The main task is managing the completion of the Bi-Annual Newsletter. – This is a great way to be involved with the students. You can help them learn to communicate effectively, be a part of team, accomplish goals, meet deadlines, etc. as well as a way for you to recruit if that is part of your career.

**Vice-Chair to the PSAB and the University:** Goal of this position is to communicate the Society’s goals, events, secondary task of this position is to help, where needed, the Marketing (Open), Fundraising (Cady, Michael), Membership (Open), and Networking (Burns, Brian) positions – This is a great way to be involved with people who get things done, to network with both Alumni and PSAB members, and hone leadership skills.

Candidate Development Director: Goal of this position is to get alumni involved in giving back to help develop the students. The main task for this position is working with the students to organize the Alumni Experience Day and to communicate to Alumni about the event. – This is a great way to give back to the students in a non-monetary way, as well as network with Students and Alumni. Another great way to meet people to recruit if your company wants to grow.

All appointments are subject to the approval of both Alumni of the Sales Centre and the existing Sales Centre Alumni Board.

Looking for a way to give back and get involved in The Sales Centre Alumni Society?

**Become a paying member!** Your membership will grant you access to events, networking opportunities and job postings. Further, our dues go towards supporting newsletters, hotel rooms for Alumni Experience Day, and events.

**Bronze:** $50
**Silver:** $100
**Gold:** $250

You contribution will help fund events, give backs to students, initiate charity work, access to events, networking opportunities and even provide scholarships! Members will be recognized at events and in the newsletter according to their status. What kind of member do you want to be?

You can pay one of two ways:

With a Credit Card go to: [www.ousalesalumni.org](http://www.ousalesalumni.org) once there go to the News Tab, and then to the E-Commerce Link or visit the discussion on the Linked-In Site.

With a check made out to: The O.U. Sales Centre Alumni Society
Mailed to: Ohio University
Office of Alumni Relations
Attn: Greg Scharer
P.O. Box 428
Athens, Ohio 45701-0428.
May Philanthropy Event

On Wednesday May 27th the Sales Centre Alumni Society had its first philanthropic event of the year by teaming up with GenNext Columbus, a United Way of Central Ohio organization that orchestrates community involvement opportunities on large and small scale levels for young professionals in the greater Columbus area. The Alumni Society helped out at Touch of Gourmet, an establishment in Hilliard, OH which allows for the enjoyment of a gourmet-style kitchen to prepare meals for families for the day, week, or month, which are stored in the freezer. There were 7 Alumni whom attended from Central Ohio that helped to prepare over 100 meals that were frozen and delivered to families of cancer patients, to help them continue to enjoy healthy, easy to prepare meals.

This is not the first time the Sales Centre Alumni Society and GenNext have teamed up. Back in October a handful of the Alumni board members helped with the rejuvenation project in Franklinton, which is located just north of the city (Columbus). For more information on Touch of Gourmet and GenNext

www.touchofgourmet.net and www.gennextcolumbus.org. If you would like to be involved in the event at Touch of Gourmet please contact Todd Roppa at todd.roppa@gmail.com or 513-315-5674.
Note from the 2008-2009 Sales Centre Chair: Amy Rotella

The 2008-2009 year for the Schey Sales Centre has been another year to mark down in the books. Everyone from all aspects of TSC, PSAB members, Alumni, SCC’s, CAC, and Support Staff, put in many valuable contributions this year! Some of the main accomplishments that I would like to highlight include bringing in the largest number of diverse candidates during any recruitment to date, winning the National Collegiate Sales Competition, changing processes throughout our Candidate Advisory Council to make it more efficient, and incorporating worthwhile components to our Weekly Sales Meetings. Of course this is only a small part of what we accomplished this year, but they were some of the most important. For the upcoming year, the leadership team already has many plans to make changes so that the program is even more worthwhile for the students and I am confident that next year will be even better!

Note from the New 2009-2010 Sales Centre Chair: Abby Alexander

I am honored and excited to take as Chair for the 2009-2010 school year. I am currently a junior majoring in Organizational Communication. I joined the Sales Centre in the winter of 2008. In spring of 2008 I was elected to the Director of Philanthropy.

My main focus this year will be on innovation. By utilizing new ideas from cutting edge sales organizations and individuals like Jeffery Gitomer, as well as new technologies within the Sales Centre, we will be able to advance students further in their sales education and continue the Sales Centre’s number one ranking among thirty other schools. A major goal for next year is to continue to grow as a diverse organization reaching out to different colleges within the Ohio University community. We are currently working on ways to improve our Professional Education events and finding new ways for candidates to get involved and benefit from the program. Finally, we would like to develop stronger bonds among candidates, PSAB, corporate partners and alumni. These are some of our greatest resources and we need to find new ways to connect.

Thank you for joining the OU Sales Centre Alumni Society’s LinkedIn Group! As alumni of The Sales Centre, our mission is:

To deliver the ultimate Alumni Experience through professional networking, continuous learning, student development, and social engagement.

As we advance our careers, use the power of your network to learn, get more sales, connect with others, and share opportunities that arise with your peers in the sales profession.

Take care!
OU Sales Centre Alumni Board
connect with us on LinkedIn - view http://www.ousalesalumni.org and click "Leadership"

For SCAS updates and information make sure to visit our TSC alumni page at: www.ousalesalumni.org
Thank you to Xerox for printing the spring issue of Real Success
AT&T is an industry leader providing wireless service, high speed internet access, next-generation television service, local and long distance voice, applications, hosting, and directory publishing and advertising services around the world. Positioned as the World’s largest communications company by revenue, AT&T is currently number eight on the Fortune 100 list of largest US-based companies.

AT&T’s Retail Sales Leadership Program is a development program emphasizing management and leadership skills in an exciting retail environment. With more than 2,000 company-owned retail locations throughout the United States, AT&T provides customers with the opportunity to explore an extensive portfolio of products in a highly interactive setting—and provide employees a challenging, exciting workplace. Retail Sales Leadership Program participants enter as full-time, paid employees and are provided training and experiences that prepare them to step into retail management with access to future career possibilities in leadership roles throughout AT&T. More than classroom activities, the program consists of interactions with AT&T leaders, in-store rotations, and the

As a leader in business to business sales, AT&T utilizes the success of the Emerging Sales Professionals Program to develop entry-level sales professionals. This premier enterprise sales development program provides a 6 month curriculum designed to enhance sales and leadership skills in a fast-paced environment. Successful completion of the program leads to a challenging and rewarding sales position with the AT&T Enterprise Business Sales customer base throughout the U.S. [http://att.jobs/development-esp.aspx](http://att.jobs/development-esp.aspx).

Advertising space similar to this page will be available for a fee in future additions of the alumni society’s newsletter. For more information, please contact Mike Cady, Fundraising Coordinator, at cadysales@gmail.com or salescentrealumni@gmail.com
EMC has been a pioneer employer for The Sales Centre, hiring over 15 full time employees and 6 interns over the last 3 years into our EMC sales centre program. This ranks EMC as the top hiring sponsor at Ohio University. Our 15 OU Alumni have collectively received over 26 promotions since they launched their sales careers at EMC.

Headquartered outside of Boston, Massachusetts, with approximately 40,000 employees operating in more than 60 countries, EMC is the world's leading developer and provider of information infrastructure technology and solutions that enable organizations of all sizes to transform the way they compete and create value from their information. EMC reported revenues of $14.9 billion in 2008. With a current market capitalization that places us among the 10 most valuable information technology companies in the world.

Not only is EMC listed as one of the top places to launch a career by Business Week Magazine, we are also 2nd on Training Magazines list of top companies for training and development. FORTUNE Magazine selected EMC as the only technology company among the world's ten most admired companies for product and service quality. EMC was named as both a top company for college graduates and a top company for interns by CollegeGrad.com.

This year, EMC has invested further in The Sales Centre by upgrading to the Sales Education Partnership level. This has given us even greater visibility to the students in the program for professional mentorship and career opportunities. Ed Filippine, The Vice President of EMC Inside Sales for the Americas, recognizes The Sales Centre as one of the top programs in the country and wants to hire as many qualified OU students as possible each year. EMC will continue to grow the partnership with The Ralph and Luci Schey Sales Centre for years to come.

Check out and download our new video where you can hear from recent college grads as well as executives sharing testimonials on their experience in building out their own careers at EMC as well as the sales program:
ftp://mediaservices:video@ftp.emc.com/InsideSales

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<table>
<thead>
<tr>
<th>Date</th>
<th>Action/Event/Meeting</th>
<th>Time</th>
<th>Location / Comments</th>
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<tbody>
<tr>
<td>June 2nd, 2009</td>
<td>Executive SLT Meeting</td>
<td>7:30-9:00pm</td>
<td>Senior Leadership Team Meeting to include Chair, Vice Chairs and Administrator (Conf. Call), or anybody who would like to attend</td>
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<td>July 7th, 2009</td>
<td>Executive SLT Meeting</td>
<td>7:30-9:00pm</td>
<td>Senior Leadership Team Meeting to include Chair, Vice Chairs and Administrator (Conf. Call), or anybody who would like to attend</td>
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<td>July 31st, 2009</td>
<td>SCAS 2009 Board Meeting</td>
<td>7:00pm</td>
<td>Founder's Day Board Meeting, in Cincinnati</td>
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<td>July 31st, 2009</td>
<td>Cincinnati Reds Game</td>
<td>7:05pm</td>
<td>Social for all SCAS Alumni, significant others, PSAB members, etc.</td>
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<td>August 4th, 2009</td>
<td>Executive SLT Meeting</td>
<td>7:30-9:00pm</td>
<td>Senior Leadership Team Meeting to include Chair, Vice Chairs and Administrator (Conf. Call), or anybody who would like to attend</td>
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<td>September 8th, 2009</td>
<td>Executive SLT Meeting</td>
<td>7:30-9:00pm</td>
<td>Senior Leadership Team Meeting to include Chair, Vice Chairs and Administrator (Conf. Call), or anybody who would like to attend</td>
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<tr>
<td>September 8th, 2009</td>
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<td>7:30-9:00pm</td>
<td>Senior Leadership Team Meeting to include Chair, Vice Chairs and Administrator (Conf. Call), or anybody who would like to attend</td>
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<td>October, 5th, 2009</td>
<td>Sales Career Fair</td>
<td>TBA</td>
<td>Athens</td>
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<td>October 6th, 2009</td>
<td>Executive SLT Meeting</td>
<td>7:30-9:00pm</td>
<td>Senior Leadership Team Meeting to include Chair, Vice Chairs and Administrator (Conf. Call), or anybody who would like to attend</td>
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<td>October 16th, 2009</td>
<td>2009 Newsletter Drop II</td>
<td>TBA</td>
<td>Athens</td>
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<td>October 16th, 2009</td>
<td>SCAS 2009 Board Meeting</td>
<td>3:00-5:00pm</td>
<td>Homecoming Board Meeting ; Facility TBA</td>
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<td>October 17th, 2009</td>
<td>Homecoming</td>
<td>TBA</td>
<td>Athens, playing the Redhawks</td>
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<td>November 3rd, 2009</td>
<td>Executive SLT Meeting</td>
<td>7:30-9:00pm</td>
<td>Senior Leadership Team Meeting to include Chair, Vice Chairs and Administrator (Conf. Call), or anybody who would like to attend</td>
</tr>
<tr>
<td>November 6th, 2009</td>
<td>PSAB Meeting</td>
<td>10am - 2pm</td>
<td>Athens</td>
</tr>
<tr>
<td>December 11th, 2009</td>
<td>SCAS 2009 Board Meeting</td>
<td>3-5pm</td>
<td>TBA, this will most likely be a conference call.</td>
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<tr>
<td>2010</td>
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<tr>
<td>May 7th, 2010</td>
<td>Alumni Sales Dinner</td>
<td>TBA</td>
<td>Athens</td>
</tr>
<tr>
<td>May 8th, 2010</td>
<td>Alumni Experience Day</td>
<td>TBA</td>
<td>Athens</td>
</tr>
<tr>
<td>May 20th, 2010</td>
<td>Sales Symposium</td>
<td>TBA</td>
<td>Athens</td>
</tr>
<tr>
<td>May 21st, 2010</td>
<td>PSAB Meeting</td>
<td>TBA</td>
<td>Athens</td>
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