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PROFESSOR ETHEL SYKES MEMORIAL SCHOLARSHIP FUND



We are saddened to announce the recent death of Ethel Sykes, an individual who was instrumental in forming the School of Business Administration, as well as the Accountancy program, at the University of San Diego.

In September 1968, Ethel accepted an Assistant Professorship at USD and taught the first accounting class offered at the university. She helped guide its growing needs from a few classrooms, to its own building, Olin Hall. She established USD's Beta Alpha Psi chapter, a professional accounting and business information organization, served on many university committees and was a member of various honor societies.

Sykes was the recipient of several awards, including the first annual Outstanding Teacher award in 1975. In 1980, she was promoted to a Professor of Accounting and from 1979 to 1989, she served as the Director of Undergraduate Business Programs at the School of Business Administration. She retired at age 70, a full Professor, having spent her last years at USD primarily as an academic advisor for all undergraduate business students.

Ethel left an indelible mark on the School of Business Accountancy programs. We might all wish to be as fondly remembered as she is.

Since Ethel was well known for her dedication to education, her family has set up a scholarship in her name at the University of San Diego, in lieu of flowers. Please send your donation to:

Professor Ethel Sykes Memorial Scholarship Fund
c/o Dr. Diane D. Pattison
University of San Diego
School of Business Administration
5998 Alcalá Park
Olin Hall, Room 216
San Diego, CA, 92110

Do you have any ideas for future editions of AlumNews?

We want to hear from you!

Please send your ideas/comments to:

Alyssa May at:
alyssa@sandiego.edu

SBA ALUMNI RESUME BOOK

The School of Business Administration is here to help our alumni during these challenging economic times with the launch of the [SBA Alumni Resume Book!](#)

Whether you are searching for a new position or your organization is looking to hire, the SBA Alumni Resume Book is the place to go!

To start your job search or to look for qualified candidates, click [HERE](#).

HELP BRING THE USD COMMUNITY CLOSER...ONE STEP AT A TIME.



THANKSGIVING HOUSE PROJECT 2008

Every fall for the past eleven years, Dr. Barbara Withers' Project Management class has undertaken the Thanksgiving House Project, the SBA version of "Extreme Makeover." This year is no exception, and another cohort of graduate and undergraduate students has accepted the challenge to renovate the house of a disabled San Diego resident. In the process, students will learn project management skills that will be valuable to their business careers.

We are inspired by this year's client, Rosalie, who deeply impressed us from the very first minute we walked into her tiny two-bedroom house in National City. Rosalie's sudden and unexplained paralysis is difficult for her, not only because it is hard for her to get around, but also because she can no longer salsa dance, which had been her passion for the past twenty years. However, Rosalie's recent misfortune has not dampened her spirits, as she is always smiling while discovering new ways to adapt to her challenges. Rosalie has invited us into her home and life with open arms and we are amazed by her upbeat and positive outlook on life.

The Thanksgiving House Project will transform Rosalie's house into a cozy, accessible, and hazard-free home, all at no charge to her. To meet her current needs, we will lower countertops and sinks for accessibility, widen doors, replace damaged floors, modify her shower stall for wheelchair access, modify and install new access ramps, as well as completely refresh the interior and exterior.

Community involvement - and *your* involvement - are crucial for the success of this Thanksgiving House Project. We strive to unite the efforts of current USD students and our alumni to bring to life the ideas of social responsibility that USD prides itself on.

Please visit our website at www.sandiego.edu/thanksgivinghouse to learn more about the project and how you can do your part by volunteering your time or by making a donation.

"We make a living by what we get; we make a life by what we give," – these words by Sir Winston Churchill appeal to us and allow us to find inspiration and deep inner satisfaction in what we are giving. Please join us in this project - the changes in the world begin with the small changes in the life of people around us.

THANKSGIVING HOUSE COCKTAIL PARTY AND RAFFLE

Join us for the **Thanksgiving House Cocktail Party and Raffle** on October 23 at 5 pm at the Kroc Institute of Peace and Justice's Garden of the Sea.

At this event, you will have the chance to win up to \$5,000 in prizes, enjoy drinks and appetizers, while also supporting the renovation project. All of the proceeds from the raffle will be donated to the Thanksgiving House Project 2008 for renovations to Rosalie's home.

For more information about this event and for a list of prizes, visit www.sandiego.edu/thanksgivinghouse.

Raffle and Reception tickets can be purchased from the graduate Project Management class (e-mail at julian-08@sandiego.edu.) or at the USD ticket office (raffle tickets only).

Ticket prices:

Reception Ticket (includes two raffle tickets): \$25

Additional Raffle tickets: \$5/each

We hope to see you at this event!

HIRE SAN DIEGO ALUMNI NETWORKING EVENT

“POWER OF 3 NETWORKING NIGHT”

Thursday, November 13

6:00 - 7:30pm

Kroc Institute for Peace & Justice: Garden of the Sea
University of San Diego

REGISTER for this event by clicking [HERE](#).

Hire San Diego's “Power of 3 Networking Night” will connect you with local and national business professionals, other alumni and graduate business students from the University of San Diego, San Diego State University and University of California, San Diego.

SPECIAL VIP COCKTAIL HOUR FOR USD ALUMNI & STUDENTS!

Thursday, November 13

5:00 - 6:00pm

Kroc Institute for Peace & Justice

RSVP for the VIP Cocktail Hour to Alyssa May at alyssa@sandiego.edu

DON'T MISS THE CHANCE TO INCREASE YOUR PROFESSIONAL NETWORK!

HELP US DISCOVER THE NEXT GREAT ENTREPRENEUR AT USD!

The School of Business Administration and the SBA Entrepreneurship Club would like to thank all of the alumni who volunteered to be judges and mentors for the inaugural SBA Business Plan Competition last spring. The competition was a great success, with \$10,000 in prizes that were given to five of the participating teams.

This year's competition promises to be even bigger, so we are in need of even more alumni volunteers to serve as mentors and judges. Mentors will meet with the teams starting in early February. Judges will be needed for both the preliminary round in March and the final round in April. Participating as a mentor or judge is a great opportunity for you to interact with students, faculty, local entrepreneurs, investors, and other alumni.

For more information, contact Professor Helder Sebastiao at hsebastiao@sandiego.edu.

TAP INTO OUR ENTREPRENEURIAL TALENT WITH INTERNSHIPS

Another way to contribute to the SBA Entrepreneurship Club is by offering one of our members an internship! If your organization is in need of bright and motivated individuals who will bring a fresh point of view, offering an internship to an undergraduate or graduate entrepreneurship student is your answer!

For more information, please contact Helder Sebastiao at hsebastiao@sandiego.edu.

JOIN THE E-SHIP NETWORK!

You are cordially invited to join USD's Entrepreneurship Club! As an alumni member of the Entrepreneurship Club, you will receive information about upcoming speakers, as well as events on campus and throughout the community. This is a great opportunity to connect with local entrepreneurs, investors, fellow alumni, and students who share a passion for e-ship.

For more information, please contact Derek Humbard at derekhumbard-10@sandiego.edu.



Keith Coats
Tomorrow/Today

KEITH COATS SPEAKS TO MSGL STUDENTS AND ALUMNI

Master of Science in Global Leadership (MSGL) alums and students gathered for a networking event on September 29, which featured a presentation by leadership consultant, Keith Coats.

Coats' dynamic presentation captivated the group as he spoke about the nine trends transforming leadership in the global economy and highlighted several changes in business and leadership in recent years. The event included a networking reception with local business leaders who are also members of the San Diego World Trade Center.

"Keith is an incredible presenter," said MSGL graduate Gilda Addressi. "I've always enjoyed hearing him speak on such relevant and current issues in the field of leadership."

Coats is co-founder and Director of Storytelling at **Tomorrow/Today**, an international leadership consulting firm and has been a presenter at the Global Leadership Conference (GLC) in Shanghai, China for the past three years. Several USD students and alumni have enjoyed getting to know Keith at the GLC in recent years.

Next year's Global Leadership Conference is scheduled for late June 2009 and will, again, be held at the luxurious Shanghai Hilton.

For more information on this three-day Global Leadership Conference, visit www.glc7.com.

ALUMNI EVENTS ABROAD

On November 9 from 2:00 to 4:00pm, there will be an Alumni Reunion for those living in or visiting the Kansai (Osaka, Kobe, Kyoto) area. This event will be held at the Westin Miyako Kyoto Hotel in the Aquablue Cafe. President Mary Lyons will attend and speak to the alumni attendees.

On November 13, there will be a second Alumni Reunion held for alumni living in or visiting the Tokyo area at the International House of Tokyo. This event will include a dinner and a reception from 7:00 to 9:00pm, where Dr. Lyons will also attend.

CALLING ALL ALUMNI LIVING IN ASIA!

In November of 2009, there will be a special "All Asia Reunion" held in Tokyo to celebrate USD's 60th anniversary. A planning committee has been formed and is contacting people throughout Asia to help with the preparation.

If you are living in or will be visiting Asia in November of 2009, please contact Alyssa May at alyssa@sandiego.edu for information about this exciting alumni opportunity

RECONNECT BY JOINING THE SBA LINKEDIN GROUP

We encourage you to join the [School of Business Administration LinkedIn](#) group. Joining will allow you to contact and network with other USD alumni, students and faculty.

The goal of the SBA LinkedIn group is to:

- *Increase your personal and professional network
- *Connect you with fellow alumni, current students and faculty of the SBA
- * Expand and strengthen the school's virtual network
- * Help to accelerate student and alumni business and careers through referrals

To join the SBA LinkedIn group, click [HERE](#).

SCHOOL OF BUSINESS ADMINISTRATION NEW FACULTY MEMBERS

The School of Business Administration is pleased to welcome the following new faculty:

David Pyke, Dean

Ph.D. – The Wharton School, University of Pennsylvania

Norm Miller, Professor of Real Estate

Ph.D. – Ohio State University

Barbara Lougee, Assistant Professor of Accountancy

Ph.D. – Cornell University

Helder Sebastio, Assistant Professor of Management

Ph.D. – University of Oregon

Johan Perols, Assistant Professor of Accountancy

Ph.D. – University of South Florida

Tara Ceranic

Assistant Professor of Business Ethics

Ph.D. – University of Washington

Carsten Zimmermann, Assistant Professor of Management

Ph.D. – University of Cambridge

Marko Svetina, Assistant Professor of Finance

Ph.D. – Arizona State University

Patricia Marquez, Visiting Professor of Management

Ph.D. – University of California, Berkeley

Kristine Ehrich, Assistant Professor of Marketing

Ph.D. – University of Texas

Ryan Ratcliff, Assistant Professor of Economics

Ph.D. – University of California, Berkeley

FACULTY UPDATES

SBA adjunct accounting professors, **Miles Romney, CPA (MSIT 2005)** and **Mark Kowieski, CPA**, are teaming up with **Nicholas D'Angelo, CPA (BAC 1994)**, to teach Quickbooks to volunteers at ACCION San Diego, a local nonprofit microfinance organization.

This Quickbooks training will be held at USD on Saturday, October 18 from 9:00 am to 12:00 pm and is only open to ACCION volunteers. This is being funded, in part, by a grant that ACCION San Diego received to provide volunteer training workshops in conjunction with the University of San Diego.

If you are interested in volunteering with ACCION, please contact Olga Rakhmatullova at ACCION San Diego at orakhmatullova@accionsandiego.org.

Professor Stephen Conroy, Associate Professor of Economics, presented a paper at a summer conference for Business Education at Catholic universities, which was held at Notre Dame. The following paper of Conroy's was published in the conference proceedings:

Conroy, Stephen J. (2008). "Using Immersion Experiences and Community Service Learning to Promote the Principles of Catholic Social Teaching in an Economics Course," in Naughton, Michael and Patrick Murphy (Eds.), *Summary Papers: Business Education at Catholic Universities: The Role of Mission-Driven Business Schools*, University of Notre Dame, June 11 – 13, 121-125.



Alvin Mansour
BBA 2003

THE \$1 BILLION MAN

By: Meghan Bokath

Communications Coordinator, Burnham-Moores Center for Real Estate

When **Alvin Mansour (BBA 2003)** was 17 years old, he started as a freshman at USD. At 20, he graduated college, completing his undergraduate degree at a break-neck speed of less than three years. Now, as senior director at Marcus & Millichap — almost veteran status in the industry — he is the \$1 billion dollar man, having completed investment transactions valued in excess of \$1 billion across the United States. All of this is impressive, considering Mansour is currently the ripe old age of 25.

After only five years in the industry, Mansour has amassed accolades and honors almost unheard of for someone so new to the industry. In 2006, by his third year on the job, he was already a Top 10 Broker for Marcus & Millichap nationwide. He won the honor in his fourth year as well, and garnered the award for No. 1 multi-tenant broker in the National Retail Group. In 2008, Southern California Real Estate ranked him in its top "30 under 30" real estate professionals, as well as in its top "40 under 40." He currently oversees a staff of 10 at the Mansour Group of Marcus & Millichap, including other senior-level employees. With retail as his specialty, at any one time he manages the sale of between 50 and 75 retail properties.

Mansour will tell you achieving such success isn't as easy as he makes it look. After his first few weeks on the job, he hated it, and even considered quitting. He felt like he was drowning in an industry filled with "sharks," he says. He lacked guidance. He had no mentor. He was struggling.

But he hung in there, focused on working hard and developed thick skin. By the end of his first year on the job, he won Marcus & Millichap's Rookie of the Year award for the entire company, and captured most of the sales records for first-year employees.

Mansour also credits his success to the fact that he lives and breathes his work. He loves it, and tends to find himself restless when not wheeling and dealing.

"Most of my life is work," he says. "But it really doesn't even count as work to me. It's just something where if I am not working, it's almost boring for me. A large portion of my life is the business, but it's also my hobby."

Taking into account Mansour's calculating, workhorse mentality ("I want to build a real estate empire," he says), how he broke into the industry is serendipitous. An undergraduate student studying Business Administration with an emphasis in real estate, Mansour attended the Burnham-Moores Center's Annual Real Estate Career Expo. He had no intention of going to the career fair, but attended because he knew he could get extra credit in class if he went.

At the career fair, Mansour met Kent Williams from Marcus & Millichap. Two interviews later, he was hired. "It all happened because of a career fair that I had no intention of going to," Mansour says laughing.

STAY CONNECTED!!

Stay connected to your alma mater by...

Sending your updated contact information to sba-alumni@sandiego.edu, so that we can keep you informed on what is happening at USD, with the SBA and your fellow alumni.

- Making frequent visits to www.sandiego.edu/business/alumni, for a list of all upcoming USD and SBA alumni events!
- Joining the [USD School of Business LinkedIn](#) group to connect and network with other USD alumni, students and faculty.