



LEON HESS BUSINESS SCHOOL



# Business Council

New Member Orientation

Fall 2024

# Objectives & Agenda

**The purpose of this session is to provide new members with answers to key questions to help accelerate engagement and participation.**

Meeting Agenda	Content Covered
1. Value Created by the Business Council	Business Council Mission, 2023-24 Accomplishments & Message From Dean Raj
2. Review of By-Laws & Committee Functions	By-Laws, Expectation of Members, Committee Functions
3. Membership Overview	Overview of Membership, Mentoring Program, Recruiting
4. Review of Steering Committee	Members of the Steering Committee, Decision Making Process
5. Overview of Finances	2024-25 Budget, Overview of Programs Supported
6. How to Engage	Summary of Major Programs, Calendar, Website and other information

**Closing - Questions & Input From The Group**



# 1. Value Created by the Business Council

## Business Council Mission

1. Advising on **curriculum and learning approaches** that will best prepare students with the knowledge and skills desired in market
2. Providing students with **networking opportunities, internships, and employment**
3. **Mentoring and guiding students** on skills to confidently deal with employability and everyday business situations
4. Providing **financial support** for student organizations, student awards and scholarships and faculty research grants to address business challenges and opportunities
5. Developing the availability and use of the **Leon Hess Business School as an educational and advisory resource to the business community**



## Curriculum Advancement Initiative

- Advising on Business School Curriculum
- Influencing course updates implemented in Fall 2024 Catalog



## Student Awards & Scholarships

- 3 Annual Scholarships
- 2 Endowed Scholarships
- 7 Annual Awards across categories of Leadership, Innovation & Entrepreneurship, Community Impact & Resilience & Resourcefulness

## Student Engagement



### Executive Mentoring Program

- 1x1 + team coaching for 85 business school students
- Providing funding for programming support

### Experiential Learning

- Enabling Student Internships
- Providing "Professors in Residence" Experiences
- Supporting LHBS sponsored student organizations
- Sponsoring HR Young Lecture Series

## Faculty Summer Grant Program

Supporting \$15,000 in funding for 13 summer research projects

## AACSB Accreditation Best Practice

Business Council recognized as LHBS "Best Practice" by AACSB Peer Review Team



RAJ DEVASAGAYAM  
DEAN, LHBS



# 2. Review of By-Laws & Committee Functions

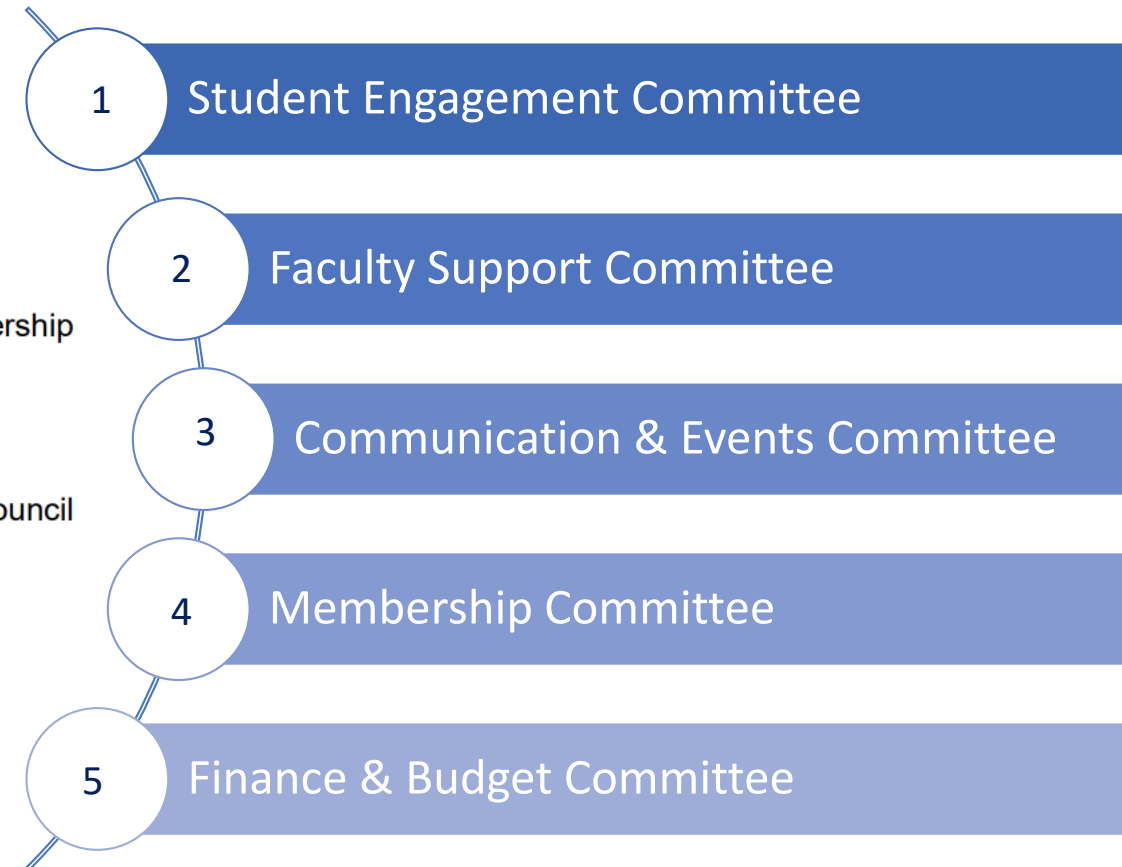
## 4.3 Financial Obligation of Members

- 4.3.1 Full members have an annual financial obligation of \$1,500.
- \$250 allocated to defray Business Council operating expenses
  - \$1,250 allocated to support Business Council initiatives and projects
- 4.3.2 Associate members have an annual financial obligation of \$750.
- \$250 allocated to defray Business Council operating expenses
  - \$500 allocated to support Business Council initiatives and projects
- 4.3.3 Invoices are issued at the start of the calendar year to be paid by April 1<sup>st</sup>.
- 4.3.4 Members inducted during the year shall pay a pro rata share of the annual membership financial obligation.

## 4.4 Participation of Members

- 4.4.1 Members are encouraged to participate in the activities of the Business Council including:
- Attending scheduled Council meetings
  - Participating on Operating Committees
  - Serving as Executive Mentor
  - Providing business expertise and professional advice to Dean and faculty
  - Supporting Council events and fundraising
  - Enabling experiential learning opportunities, internships and employment

## Our Initiatives and Key Activities are Executed Through a Committee Structure





## Objectives:

- Provide students with informal networking opportunities, internships and employment
- Provide financial support to student-led organizations
- Support individual students with financial awards

## Key initiatives & Goals:

- Executive Mentoring Program
- Internship Program
- Financial Support
  - Provide support for student organizations ( Beta Gamma Sigma, Future Business Leaders, Enactus, Dean's Student Advisory Council)
  - Business Council sponsored scholarships & student awards





## Objectives:

- Advise and council on curriculum and learning approaches that will help prepare students for successful careers
- Partner in experiential learning sessions involving executives and students to share best practices, innovative approaches and emerging trends
- Support faculty scholarship through research grants

## Key initiatives & Goals:

- Curriculum Advancement Initiative
- Increase Experiential Learning Opportunities
- Faculty Summer Research Grant Program





## Objectives:

- Increase awareness for Business Council initiatives across key stakeholder groups
- Increase awareness for Council members on how to engage and contribute
- Recognize members, students, faculty contributions and engagement

## Key initiatives:

- Website Maintenance
- Social Media Presence
- Member Engagement
- Support Student & Faculty Communication Initiatives
- Summer Social
- Other ad hoc events





## Objectives:

- Create opportunity to introduce Monmouth University and Leon Hess Business School to business leaders and broader community
- Grow membership base to 50 through recruitment of experienced executive members and development of associate members
- Engage members in Council initiatives
- Ensure the Council is inclusive and supportive of diverse membership

## Key initiatives:

- Membership Directory Updates
- Membership Pipeline Growth
- New Member Onboarding







## Objectives:

- Manage Business Council affairs including stewardship over collection and allocation of member contributions
- Develop measures of Business Council contribution and value to LHBS and broader University

## Key initiatives:

- 2024 contribution campaign
- Business Council impact



# 3. Membership Overview

## Net Addition of 6 New Members

### 10 New Members Inducted

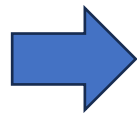
7 Full Members Inducted  
3 Associate Members Inducted

**Industries:** Real Estate, Tech,  
Marketing, Sales, Talent  
Development, Financial Services CPG

### 4 Member Terminations

4 Full Members

**Industries:** Real Estate, Legal, Tech,  
Consulting



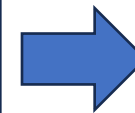
## Membership Snapshot

### 40 Total Members

### 33 Full Members

### 6 Associate Members

### 1 Emeritus Members



## Prospect Pipeline

### 9 Full Member Prospects

2 Seeking Induction  
2 Active  
4 Newly identified  
1 Dormant/Stale

**Industries:** Pharma, Tech, Talent  
Development, Financial Services

### 5 Associate Member Prospects

1 Active  
4 Dormant/Stale

**Industries:** Hospitality, Tech, Real Estate



# 4. Review of Steering Committee Activities

Decisions are governed by the guiding principles underlying the LHBS Strategic Plan. We calibrate our investments and efforts to the newly launched LHBS strategic plan and remain agile adjusting to strategic adjustments or shifting priorities.

## LHBS Strategic Plan Highlights

### Theme 1: Student Excellence

- Enhance student post-graduation preparation and placement outcomes
- Develop new programs to enhance student experience, engagement and competencies

### Theme 2: Faculty Development

- Enhance commitment and support for faculty and staff colleagues to promote teaching and scholarly excellence
- Develop on-boarding and early development protocols for new faculty at all levels from adjuncts up to tenured professors

### Theme 3: Curriculum Advancement

- Design a diversified and rigorous curriculum that meets evolving market demands and promotes student engagement
- Design skills-based credential programming across the LHBS curriculum

### Theme 4: Diversity, Equity, Inclusion & Belonging

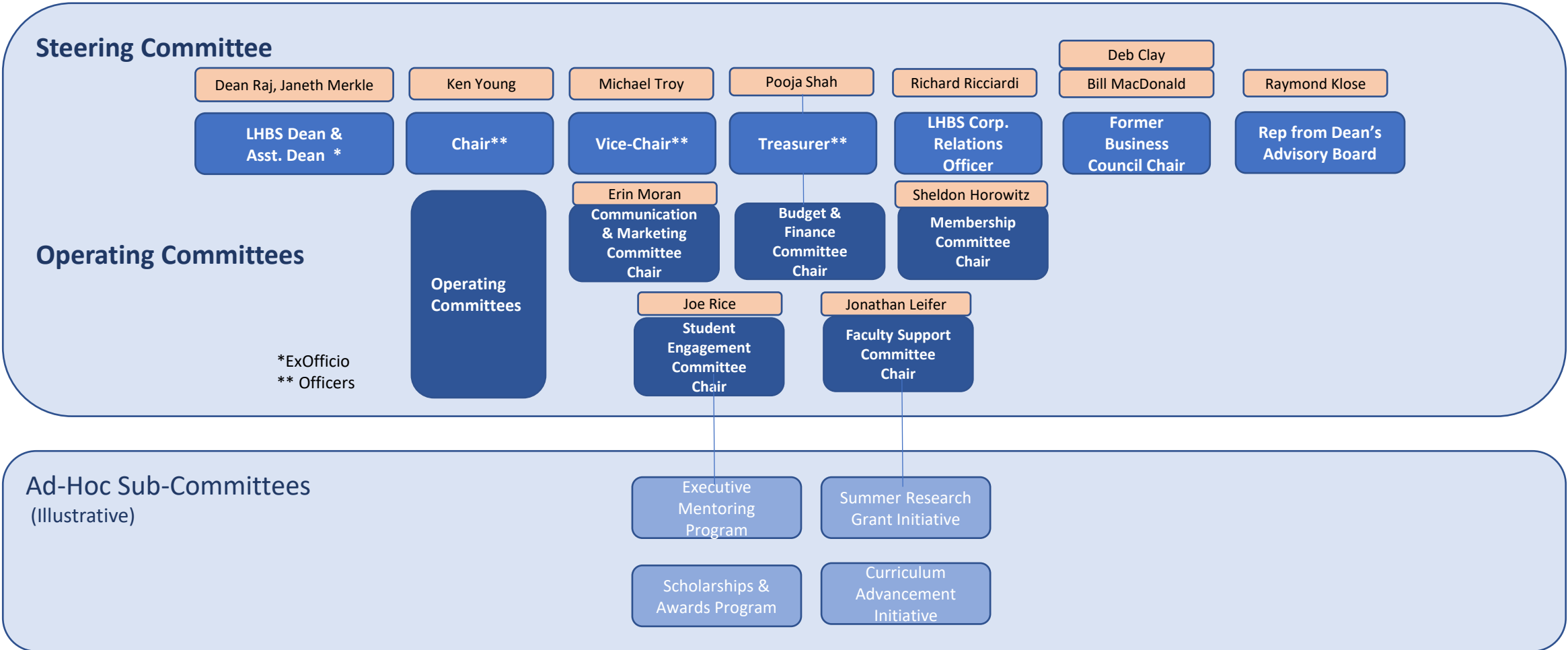
- Reflect DEIB across our learners, faculty and curriculum
- Enhance DEIB through emphasis on community outreach and retention and development efforts

### Theme 5: Societal Impact

- Make the LHBS a regional hub for knowledge sharing and policy development to forge additional relationships and deepen existing connections with external stakeholders
- Imbed the concept of business as a force for good and positive change within LHBS culture and curriculum



# Business Council Structure & Governance



# 5. Overview of Finances

AY 2023-2024 (Actual)				AY 2024-2025 (Proposed Starting Plan)			
<b>Operating Expenses</b>		<b>28%</b>		<b>Operating Expenses</b>		<b>32%</b>	
Meeting Catering Expenses				MeetingCatering Expenses			
Student Assistant				Student Assistant			
Misc. Operating Exp				Misc. Operating Exp			
Spring Social				Spring Social			
<b>Student Engagement Expenses</b>		<b>39%</b>		<b>Student Engagement Expenses</b>		<b>38%</b>	
Student Awards				Student Awards			
Student Scholarships				Student Scholarships			
Executive Mentoring Program				Executive Mentoring Program			
Student Clubs				Student Clubs			
Scholarship Series				Scholarship Series			
KISLAK RE Event-Student Attendees				Misc TBD			
<b>Faculty Support Expenses</b>		<b>33%</b>		<b>Faculty Support Expenses</b>		<b>30%</b>	
Summer Faculty Grants				Summer Faculty Grants			



# 6. How to Engage

## Areas of potential involvement (Outside of the Committees):

- Executive Mentoring Program
- Guest Lecture
- Professor in Residence
- Research Seminar Series
- Paragogical Seminars
- Faculty Meetings
- Student Clubs
- Job Fairs
- Other Career Services
- Monday Mixers

## Mentoring of New Members of the Business Council:

- Introducing Member automatically becomes a mentor
- Another mentor will be assigned for the first year of membership – Become a mentor next year

## Recruiting:

- Almost all of our new members are from referrals from existing members.
- Profile: Successful in their field of business, Expert in their industry, ideally local to Monmouth and surrounding counties, **with a desire to give back to others in the community**



# Staying informed

- Business Council “push” communications utilize the email address members provide in the Directory so please ensure that remains current
- Information can also be “pulled” from our dedicated our website
- The Member Directory is printed annually in the fall and updated online regularly

MONMOUTH UNIVERSITY

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## Leon Hess Business Council

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Leon Hess Business Council

- More About The Leon Hess Business Council
- Dues and Contributions
- Student Engagement >
- Faculty Support >
- Newsletters
- Calendar & Events
- Video Testimonials
- Member Profiles

The Business Council is a group of roughly 40 regional business professionals representing diverse industries and business disciplines with a common passion for MU and student success. The Council is chartered with four primary functions:

- Advising on curriculum and learning approaches that best fit the marketplace
- Providing students with networking, internships, and employment opportunities
- Mentoring and guiding students to confidently compete for demanding expectations
- Providing financial support for key programs including student travel

[Key Accomplishments 2023-2024](#)

[More about the Leon Hess Business Council](#)

[Dues and Contributions](#)

### THE BUSINESS COUNCIL BUZZ...

The Official Newsletter of the Leon Hess Business School's (LHBS) Business Council.

**Business Council Meeting features Panel on Leadership**

Panel participants (from left to right): Tanner Pusly, Jake DiLupat, Gerry Boggers, Joana Picoatek, Patrick Leahy

Established leaders shared unique perspectives and insights in a Business Council panel discussion focused on "Leadership Trends in 2024 & Beyond". The panel was moderated by Melissa Cavalieri, Monmouth alumni, Business Council member and Senior Client Partner at KPMG, a global organization that provides strategy and management consulting firm.

Monmouth kicked off the session by sharing leadership trends published by KPMG's Research Institute on the shifting dimensions of what great leadership looks like in organizations and industries. The slides shared which highlight these trends can be accessed via this link: [BS\\_2024LeadershipTrends2024.pdf](#)

The panel was comprised of distinguished leaders across diverse industries and settings. Panel participants included Tanner Pusly, President, Student Government Association; Jake DiLupat, Business Council member and retired general officer US Army National Guard; Gerry Boggers, Head Women's Basketball Coach, Deane Practice; MU Board of Trustees & Head of Treasury Management at CoastWest Bank

**OFFICERS:**  
President: Gerry Boggers  
Chair: Joana Picoatek  
Vice Chair: Patrick Leahy  
Treasurer: Tanner Pusly

**MEMBERS:**  
Janae Gaudin  
Glen G. Seltzer  
Michael Galbreath  
Thomas Cantello  
Bruce Corwin  
Nicola Mauer of Dundee  
Tanner Pusly  
John DeLisio III  
Philip Deane  
Philipp Fehrmann  
Burt Gardner  
Rick Gaudin  
Suzanne S. Harnett  
Agnes Kline  
Raymond Kline  
Richard Kline  
William Madonick  
Lisa McCallum  
Tom Moran  
Gordon Nease  
Joana Picoatek  
Michael J. Pirog  
Joseph R. Lee  
David R. Rasmussen  
Ned Sorenson  
Christopher Szafranski  
Laurie S. Szymanski  
Scott Winkler  
Jay White  
Michael Wey  
Andrew Young

**ASSOCIATE MEMBERS:**  
Michael Szymanski  
Joana Picoatek

