Terry’s Evening MBA program soon will be available at two locations in metro Atlanta — at Georgia Gwinnett College, where it has been offered since 2000, and, beginning in August, at Terry’s Executive Education Center in Buckhead.

The Evening MBA program in Gwinnett has grown steadily, with almost 250 students currently enrolled. Terry’s Buckhead facility, which opened two years ago, is located near the intersection of Peachtree and Lenox roads, across from Lenox Square Mall. It also serves as the base of operations for Terry’s Executive MBA degree program.

“The Terry Evening MBA has been very successful in Gwinnett, in large part because of the high quality of students we’ve been able to attract,” says Don Perry, director of the program. “Establishing a second location in Buckhead will allow us to meet the needs of more of Atlanta’s working professionals who are in the market for a nationally recognized MBA program. Many have already indicated to us that they are specifically interested in the convenience of Terry’s Executive Education Center because of its proximity to where they live or work.”

Students interested in enrolling for fall may start the admissions process immediately. Perry says the target enrollment at the Buckhead location will be as many as 50 students, and he expects a strong demand for seats in the inaugural class.

Argy Russell, director of admissions for Terry’s MBA programs in metro Atlanta, says she has been receiving inquiries about the availability of a part-time program in Buckhead for the past two years. “This will meet a need within metro Atlanta that wasn’t being fully served by our Gwinnett location,” she says. “I’ve spoken to many prospective students who have expressed their desire to earn an MBA from Terry and the University of Georgia. We are all excited that we can now offer this opportunity at our world-class facility in the heart of Buckhead.”

Students who enter the program in the fall and take two three-hour classes per term can graduate within eight semesters. The program allows new students to enter the program at the beginning of either the fall or spring semesters, although Perry stresses that the best time to enroll is in the fall.

“We promote a cohort model that allows students to build relationships and fully participate in peer-to-peer learning,” says Perry. “The layout of the fall semester — where students take a leadership skills course and spend a day together experiencing the ‘Outdoor Adventure’ component of the program — is the catalyst for bringing students together as a class.”

The program also promotes learning through social gatherings, as well as overseas trips and other extracurricular opportunities, such as a recent weekend excursion to meet investment guru Warren Buffett at Berkshire Hathaway’s headquarters in Omaha (see p. 38). Overseas trips have included a 10-day study abroad trip to China and a nine-day research project in Cuba.

The Terry College is currently expanding its Executive Education Center to 27,000 square feet of usable space that includes a third tiered executive classroom — each one seating 50-60 students. The expansion will be completed before fall semester classes begin, notes facility manager Tracy Keiser. The latest build-out will also add a library and reading room and more offices.

Located in the One Live Oak office complex, the Executive Education Center spans three floors. In addition to tiered classrooms, the facility features conference rooms, break-out meeting space, interview suites and offices for faculty, staff and Terry’s executives-in-residence. The second floor has a large multipurpose room for receptions, dinners and other special events.

For more information, go to:
www.terry.uga.edu/mba.

— David Dodson (ABJ ’89)
**Harry Willson chair established with $2.5 million endowment**

Jane S. Willson of Albany, Ga., has given a $2.5 million gift to the Terry College to endow a new faculty chair in memory of her late husband. The William Harry Willson Distinguished Chair will honor her husband’s commitment to business excellence and his support of higher education in the state of Georgia.

“Harry and Jane Willson have left an indelible imprint on the University of Georgia,” says Rob Hoyt, interim dean of the Terry College. “This endowed chair is the legacy Jane will leave within the Terry College. It’s a wonderful tribute to Harry and his accomplishments in business.”

The Willsons have maintained a long interest in and support of education, international affairs, and the arts. In 2001, they gave $1 million to the UGA Center for International Trade and Security to create an endowment that brings visiting scholars and international leaders to the university and provides international internship opportunities for students. In 2005, Jane gave a $534,000 gift to the UGA Honors Program to provide travel grants for honors students to study abroad. The Willsons endowed the UGA Center for Humanities and Arts, which was renamed the Jane and Harry Willson Center for Humanities and Arts last year. The couple also has endowed a professorship in humanities, created a scholarship fund for undergraduates, and supported the State Botanical Garden at UGA.

Jane Willson was awarded an honorary UGA degree last May and was inducted last fall into the Pinnacle Society, which recognizes donors whose lifetime giving to Terry totals $1 million or more. — David Dodson (ABJ ’89)

---

**Terry’s online CFP program matches in-class curriculum**

Terry has joined forces with Greene Consulting Associates to create an online version of the Terry College Executive Program for Financial Planning Certification. This board-registered program helps prepare financial services professionals to meet the Certified Financial Planner Board of Standards requirements through online study.

“Like the in-class program that we offer at Terry’s Executive Education Center in Buckhead, this online program satisfies the educational requirement set forth by the CFP Board,” says Tom Couch, associate director of executive programs. “A student must first satisfy the educational requirement to be eligible to sit for the CFP National Board Exam.”

Greene Consulting has built a learning platform that provides direct access to instructors and experts, as well as extensive participant support throughout the educational experience. Through this interactive program, students can work at whatever pace their schedules and experience allow.

“Our offering is unique,” says Charlie Squires, director of executive programs. “Many CFP programs are offered through the adult learning or continuing education branches, but we offer this program directly through the Terry College.”

The program covers the 89 Certified Financial Planner Board of Standards content requirements and includes a Comprehensive Capstone Case Study course. Participants have unlimited online access for 18 months, and the program can be supplemented with Greene’s “Knowledge for the Real World” courses.

The Terry College of Business – Greene Consulting Online Executive Program for Financial Planning Certification may be purchased by individuals at www.financialplannerprogram.com. ■
BUSN 1020: Student volunteers help community, build character

Moving and distributing 4 million pounds of food each year to hundreds of Athens-Clarke County organizations is a daunting task for a full-time warehouse staff of only five people. But with help from Terry College student volunteers, the Northeast Georgia Food Bank manages to get the job done.

As part of BUSN 1020, a one-credit-hour course that introduces pre-business students to the academic majors in business and prepares them for the application process to enter Terry College, each student is expected to contribute 20 hours to community-based organizations, such as the food bank, the humane society, and recording for the blind. The 825 students enrolled in the class during the past two semesters have completed more than 16,000 hours of volunteer service, according to JB Reed, a Terry MBA student whose graduate assistantship includes coordinating the community service program.

“It’s an enormous volunteer effort and unbelievably helpful,” says David Williams, volunteer coordinator for the food bank, where students help sort and distribute canned goods for more than 250 agencies. “We receive 300,000 pounds of food a month. I have five warehouse staff, and it would take them forever to handle that amount. Thanks to the efforts of the Terry business class, our volunteer hours increased by more than 25 percent, from 4,500 in 2005 to 5,700 in 2006.”

That fact isn’t lost on sophomore Jennifer Bizzaro, who volunteers at the food bank.

“Food is such a basic necessity that we take for granted sometimes,” she says. “I know I’m helping a lot of other people who don’t always have that luxury, and making a positive impact on the community. The process takes you out of your comfort zone a bit and gives you a new perspective. It’s very satisfying.”

Chris Pope, academic director for Terry’s undergraduate program, says students gain more from volunteering than just a passing grade. “Students are developing leadership qualities. The work teaches them to be stewards of the community.”

Keith Sims, executive director of Safe Campuses Now, has seen this maturity in Terry volunteers, who coordinate events to promote campus crime awareness, prevention and safety. “The students are phenomenal self-starters who aren’t afraid to lead teams of other volunteers,” Sims says.

Personal and career growth can also be viewed as fringe benefits.

“Students develop relationships with local leaders and residents,” says Reed. “They take away valuable workplace ethics — how to be on time, to fulfill obligations, and how their performance, good or bad, impacts the organization for which they are working. These are the types of things you learn in the workplace, not in the classroom.”

“Volunteer work is something everyone should do,” says Bizzaro. “It definitely builds character.”

— Ryan Crowe (ABJ ’01)

Lecture Circuit

ARTHUR LAFFER
At a guest lecture for the Economics Department, Art Laffer, a supply-side economist who was a prominent policy advisor to the Reagan administration and best known for popularizing the Laffer curve, cited the Reagan Revolution and its lower taxes, greater deregulation, and free trade policies for sparking the economic expansion that is still fueling U.S. growth.

“We have had a long period of economic prosperity over the last 25 years. This economy today is the best functioning, best performing economy that has ever occurred on this planet, by miles. There has never been anything on earth like this economy.”

RICHARD ANTHONY
Richard Anthony, chairman and CEO of Columbus-based Synovus, spoke at Terry Third Thursday about Synovus’ decentralized business model that lets its subsidiary banks maintain their own brand identities within their local markets.

“It’s an anomaly, but we are passionate about it. Decentralization is the theme in Synovus. Empowerment at the local level ... has to translate, for us to be successful, into a level of responsiveness that separates us from our competitors.”

LISA BORDERS
As president of the Atlanta City Council and a close political ally and friend of Mayor Shirley Franklin, Lisa Borders told a Terry Third Thursday audience that she was bringing a message of good news about the progress being made in the state’s capital.

“I am here to report that wonderful things are going on here in the city. Atlanta actually saw a population decline [inside its city limits] from 1980 to about 2000. We now see excitement about the city. We see a massive influx of folks coming back to the city, and one of the main reasons for that is we’re doing a better job in Atlanta of running the city.”
Debater shines at Dartmouth

Kevin Rabinowitz, a 21-year-old risk management and insurance major, loves to argue, and a judging panel decided that he’s pretty good at it, too.

In late January, Rabinowitz and speech communications major Brent Culpepper competed at the Dartmouth Round Robin debate tournament against the best collegiate debate teams in the country.

When the smoke cleared, the UGA pair had defeated Dartmouth, Emory, Harvard, Kansas, and Wayne State and had taken home the first-place trophy. In addition, Rabinowitz was named “Second Speaker” for compiling the second-most points of any presenter in the tournament.

“Debate is a great activity,” says Rabinowitz. “So much is based on the effort you put in, your argument development, and your preparation. I know that as long as I put in the time, we’re going to beat anybody in the country. It’s all about the effort.”

Rabinowitz is looking at wholesale brokerage firms in New York for post-graduate work in the insurance industry, and he says the skills he has acquired in debate will go a long way in aiding his career growth.

“Much of what I plan on doing is extremely research intensive, with a strong emphasis on communication and building relationships,” he says. “Debate helps facilitate improvement in all of those areas.”

The UGA debate team also recently competed in the Owen L. Coon Memorial Debate Tournament at Northwestern, where they finished eighth out of 170 teams nationally. Rabinowitz again stood out, this time taking home individual honors as top speaker out of 340 students; Culpepper was right behind him in second place.

“One thing that is unique to Kevin and I is that both of us come from Georgia public schools,” says Culpepper. “Whereas, students on the debate teams from, say, Harvard and Dartmouth attended wealthy private high schools, where kids often start debating as early as sixth grade. For Kevin and I to overcome that disadvantage is a substantial accomplishment.”

— Ryan Crowe (ABJ ’01)

Terry: Top 10 in first-time CPA exam pass rate

It’s official! In the most recent rankings from the National Association of the State Boards of Accountancy, Terry’s master of accounting students rank No. 4 in the country in passing the CPA exam on their first attempt. Terry’s MACC pass rate of 72.7 percent was exceeded only by Wake Forest, Baylor, and the University of Washington.

Terry’s undergraduates did almost as well, finishing No. 9 in the country in passing the CPA exam on their first try. Terry’s BBA pass rate of 67.7 percent was only 1.2 percentage points shy of the No. 4 slot nationally.

“Those numbers are even more impressive,” says Ben Ayers, director of Terry’s Tull School of Accounting, “when you consider that the national average for first-time pass rates is between 20-30 percent.”

Here’s how the top 10 schools finished in both categories, based on the most up-to-date statistics from the 2005 CPA exams:

<table>
<thead>
<tr>
<th>Highest Pass Rates</th>
<th>Rank</th>
<th>School</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Wake Forest</td>
<td>88.0</td>
<td></td>
</tr>
<tr>
<td>2.</td>
<td>Baylor</td>
<td>84.2</td>
<td></td>
</tr>
<tr>
<td>3.</td>
<td>U. of Washington</td>
<td>84.2</td>
<td></td>
</tr>
<tr>
<td>4. <strong>GEORGIA</strong></td>
<td>U. of Chicago</td>
<td>70.0</td>
<td></td>
</tr>
<tr>
<td>5.</td>
<td>U. of Toledo</td>
<td>70.0</td>
<td></td>
</tr>
<tr>
<td>6.</td>
<td>U. of Houston*</td>
<td>70.0</td>
<td></td>
</tr>
<tr>
<td>7.</td>
<td>Brigham Young</td>
<td>69.8</td>
<td></td>
</tr>
<tr>
<td>8.</td>
<td>U. of Denver</td>
<td>69.3</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Highest Pass Rates</th>
<th>Rank</th>
<th>School</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>U. of Michigan</td>
<td>87.0</td>
<td></td>
</tr>
<tr>
<td>2.</td>
<td>U. of Iowa</td>
<td>81.3</td>
<td></td>
</tr>
<tr>
<td>3.</td>
<td>UNC-Chapel Hill</td>
<td>71.4</td>
<td></td>
</tr>
<tr>
<td>4.</td>
<td>U. of Wisconsin*</td>
<td>68.9</td>
<td></td>
</tr>
<tr>
<td>5.</td>
<td>U. of Wisconsin**</td>
<td>68.3</td>
<td></td>
</tr>
<tr>
<td>6.</td>
<td>Texas A&amp;M</td>
<td>68.2</td>
<td></td>
</tr>
<tr>
<td>7.</td>
<td>U. of Texas-Austin</td>
<td>68.0</td>
<td></td>
</tr>
<tr>
<td>8. <strong>GEORGIA</strong></td>
<td>Brigham Young</td>
<td>68.0</td>
<td></td>
</tr>
<tr>
<td>9.</td>
<td>Notre Dame</td>
<td>65.9</td>
<td></td>
</tr>
<tr>
<td>10.</td>
<td>Whitewater campus</td>
<td>**Madison campus</td>
<td></td>
</tr>
</tbody>
</table>
MIT giving Gwinnett a go

Terry’s Master of Internet Technology program expects to enroll a new two-year class this August on the Lawrenceville campus that UGA shares with Georgia Gwinnett College.

“Our current second-year students are completing their capstone projects and preparing to receive their degrees this spring,” says MIT Director Craig Piercy. “We’re proud of the current class and their successful completion of the program, and we’re excited at the prospect of enrolling a new two-year class for fall semester.”

A key component of the program is the students’ year-long consulting-project phase, which occurs during their second year. The satisfactory completion of a team-based consulting project provides a capstone for each student’s degree requirements; the project provides the opportunity for students to utilize their management and IT skills to help a business or non-profit. Clients have run the gamut from large corporations like UPS and Acuity Lighting, to newer startups such as 401K Toolbox and TalentTru24, to non-profits such as Athens Community Playground and the Autism Society of America.

The knowledge that students acquire impresses companies that hire Terry’s MIT grads — a list that includes Deloitte, PricewaterhouseCoopers, Vasrent, NCR, and Chick-fil-A.

“Students come to our program with various experiences with business and IT,” says Piercy. “They can draw on each other’s diverse perspectives and strengths as they help each other with coursework and work together on their team projects.”

Piercy’s current focus is recruiting students for fall semester; applications will be accepted until June 1. Just back from the Web 2.0 Expo in San Francisco, he says: “We’re in the midst of an exciting growth period for the Internet and related businesses. This makes it challenging to adjust the curriculum to keep up. But it also brings new and exciting business opportunities for which our students will be well equipped.”

— Kent Hannon