

UCLA Bruin Professionals

December 2015 eNewsletter

BP Legacy

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Beloved Bruin, Colleague and Friend

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Special Announcement

Joe Wingard
President

Joe.Wingard@ML.com



What if you could have your BP dues be a tax-deductible charitable contribution to UCLA, and count toward your membership in the Alumni Association? Starting in January 2016, you can if you want!

And there is more. We have arranged for UCLA to count your BP dues cumulatively so after three years every BP member can achieve the highest Gold level membership in the Alumni Association. Current Life Members can reach Gold in two years. Want to know more? Check out all of the Association member benefits at Alumni.UCLA.edu/Benefits.

We have started a BP Endowed Scholarship, members will be given the option of contributing to it when they renew their dues, and all contributions will count toward Alumni Association Membership Level, Chancellor's Society Level and Lifetime University Giving. Ken Chong, BP Chair of Strategic Giving, describes later in this newsletter the fantastic recognition opportunities available to BP members who contribute.

We have also started a special BP-named Alumni Career Program that members will have the option of contributing to when dues are renewed, and all contributions will count toward Alumni Association Membership Level and Lifetime University Giving. Nick Theodorou, UCLA Senior Director of Career Programs, describes the important impact this program will have on students and alumni later in this newsletter.

Together these initiatives are unique, not just for UCLA but for the entire University of California. The University is very excited about BP's creativity and the prospects for starting similar efforts with other alumni groups.

Commerce is at the heart of BP, and we are helping all members sharpen their networking skills by giving them a complimentary copy of Dr. Bill Saleebey's new book, *"Connecting: Key Networking Tips for Business and Life."*

BP is committed to being a leader in delivering value to its members and to the University. Take pride in the success we achieved and will achieve.

YOU ARE CORDIALLY INVITED TO:

UCLA Bruin Professionals
Signature Holiday Party

the at
BEVERLY HILTON
Stardust Rooftop

MONDAY, DECEMBER 14, 2015
5:30-8:30PM

MEMBERS: \$30 IN ADVANCE
NON-MEMBERS: \$35 IN ADVANCE
\$45 AT THE DOOR

REGISTER AT:

WWW.BRUINPROFESSIONALS.COM



Special Visit from
SANTA!

[To Register: CLICK HERE!](#)

Let's Talk.... BP's Legacy

Ken Chong

BCR Advisors | BP Board Member - Strategic Support

kchong@brcadvisors.com

Bruin Professionals Named UCLA Scholarship

Bruin Professionals is excited to announce the Bruin Professionals Alumni Scholarship campaign. We have five years to raise at least \$100,000 to permanently endow an Alumni Scholarship. Once we accomplish our fundraising goal, BP will have the honor to select a deserving incoming student to award the Bruin Professionals Alumni Scholarship.

We all graduated from one of the best universities in the country, so I know you can do the math. We need to raise an average of \$20,000 per year. To help reach our fundraising goal, I am announcing the BP 200 Club. BP members able to donate at least \$500, payable one time or installments over 5 years, will be assigned a BP 200 Club number between #1 through #200. These numbers will be proudly displayed on the new, larger BP name badges being ordered for 2016.

Please help me thank and welcome the first members of the BP 200 who have committed to contributing at least \$500 to launch the Bruin Professionals Alumni Scholarship campaign!

1. Joe Wingard
2. Ken Chong
3. Kate Pletcher
4. Barbara Schwartz
5. Eddie Neiman
6. Bruce Winston
7. Bob Green
8. John Golper
9. Mike Anderson
10. Mark Pearl
11. Andrew Jacobs
12. Julie Fulton
13. Craig Singer
14. Randy Sheinbein
15. **Will You Be #15???**

Please make your gifts payable to
"The UCLA Foundation"
with Bruin Professionals Alumni
Scholarship (#82255e).

Mail your gift to:
UCLA Alumni Scholarships
ATTN: George Touma
10920 Wilshire Blvd., #900
Los Angeles, CA 90024

In addition to feeling good, giving back and supporting deserving students, contributions to the BP Alumni Scholarship fund count towards Chancellor Society levels. You could make your Chancellor Society contribution and direct it all to the Bruin Professionals Alumni Scholarship, win-win. **Please don't forget your company matches!**

As an original member of Bruin Professionals, I am proud of where the organization is headed. BP started as a single chapter in Westwood and now we are a group with over 300 members in 17 chapters and growing. I thank the leadership who volunteer their time to help fellow Bruins be successful. Now we have an opportunity to pay it forward and support students who are just beginning their professional paths.
Go Bruins!

If you have a topic or business advice you'd like featured in an upcoming eNewsletter, please submit it to Katherine at admin@bruinprofessionals.com.



The UCLA Alumni Association membership program has changed. Now, all alumni are automatically members at the basic level at no cost. The new Member level offers graduates access to UCLA similar to what was available as a student - access to use the library, Recreation and Bruin View for alumni.

Three additional levels round out the new program - Blue, Life and Gold. The Blue level offers access to more benefits for a donation of \$100 annually. The Life membership is a legacy level, which extends the benefits to Life members that were offered before the change. For a one-time gift of \$1000, the Gold level of membership offers all the benefits plus more, including a personal concierge, 1-1 career counseling sessions and exclusive invites to events.

The new membership is meant to encourage the more than 500,000 alumni to enjoy the benefits of being a part of the UCLA family. Additionally, now that the upgrade levels are donation based, you can choose to support the Association or Alumni scholarships to qualify. In giving philanthropic support to student scholarships or to career programs, which prepares students for their future professions, new Gold members will also be able to take advantage of Chancellor Associate's benefits. Like current Bruin Professionals President, Joe Wingard, who became the inaugural donor to the Alumni Career Programs Fund, and can now take advantage of Chancellor Associate's benefits.

You can support future Bruin Professionals while they are still attending UCLA as students! Gifts given by Bruin Professional members will go directly to support signature-networking programs throughout the year. You will have the opportunity to participate in these programs and help shape future Bruin Leaders. Becoming more than a member is... becoming a mentor, an advisor, an advocate and a volunteer.

For more information visit alumni.ucla.edu/membership or call us at 310-206-0643.

Membership Benefits for 2016

Dr. Bill Saleebey's new book, **CONNECTING: KEY NETWORKING TIPS FOR BUSINESS AND LIFE**, will be given to every Bruin Professionals member in early 2016 as part of their membership.

The book has over 100 networking strategies and tactics that are specifically designed to enhance the networking process for BP members. Members will learn exactly what it takes to navigate the world of professional networking and derive the maximum benefit from their membership. Commerce will increase among members and enduring relationships will be increasingly built in a thriving Bruin community.

The book is based on many years of direct experience and research from a variety of networking groups, chapters and experiences. The networking tips are immediately usable, and can apply to increasing business as well as building viable networks of all types.

The book also includes over thirty networking exercises that can be used in meetings, as well as pertinent stories of successful networking experiences and situations.

Readers will learn:

- How to build mutually beneficial relationships
- How to network while remaining true to themselves
- How to be more likable
- How to connect people and make referrals
- About the impact of group size
- Networking as a way of life
- The value of giving and creating value for others
- How to be a great listener
- How to build their network wide and deep
- The value of personal as well as business conversations
- To balance in person and virtual networking

Dr. Saleebey is currently Executive Vice President and President Elect of Bruin Professionals. He has been on the Board of Directors of BP for over ten years, Vice President of Chapter Development and co-founder and Group Leader of the Beverly Hills chapter of Bruin Professionals.

If you have a topic or business advice you'd like featured in an upcoming eNewsletter, please submit it to Katherine at admin@bruinprofessionals.com.

Thank You & Special Announcements



Chip Humphries
Merrill Lynch
Chip_Humphries@ML.com

Thank you to 5-Year Encino Chapter Leader, Chip Humphries for your dedication to Bruin Professionals, and specifically the Encino Chapter.

Your professionalism and leadership is revered, and you are highly respected among your peers. Thank you again for all your efforts within BP.



Bob Epstein
Bob J. Epstein A Professional Corporation
bje@bobepsteinlaw.com

Stepping into big shoes is long-time BP member, Bob Epstein. Welcome to BP Leadership, Bob. We know you will continue to help BP and Encino Chapter grow and thrive.

NEW Lawyer Affinity Group (AFG)

Steve Cron
Cron, Israels & Stark
steve@cis-law.com

Lawyers Affinity Group - We are now in the process of forming a new Lawyers Affinity Group to better serve the needs of the lawyers within BP. If you're interested in being on the Executive Committee, please contact me as soon as possible. We're contemplating a group that would meet 4-6 times per year, probably at lunch; however, all of those decisions will be up to the EC. Once we have a list of BP members who want to get involved, we'll set up a planning meeting in early January.



If you have a topic or business advice you'd like featured in an upcoming eNewsletter, please submit it to Katherine at admin@bruinprofessionals.com.

NEW MEMBER WELCOME



Sam Ahmadpour (South Bay)
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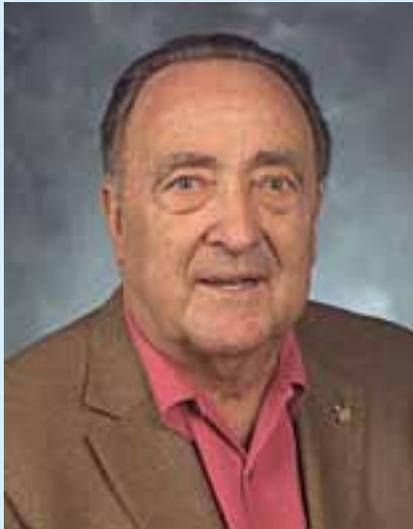
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Connolly Oyler

Joke - In Honor of Connolly Oyler

A husband and wife are trying to set up a new password for their computer. The husband puts, "Mypenis," and the wife fell on the ground laughing because a message on the screen read: "Error, Not long enough."

BP Member Spotlight *In Loving Memory*

Written by Nancy Davis

January 15, 1934 - October 23, 2015

It is with sadness to announce the passing of our good friend and longtime BP member, Connolly Oyler. Connolly always came to our meetings with a smile on his face, wearing his Hawaiian shirt, telling a joke or two, and making us laugh. Not only was he fun-loving, he still enjoyed working at the age of 81, in Family Law. My very first BP mini was with Connolly. He was such a character! I will never forget Connolly, and the hugs he gave me after each meeting telling me how much he enjoyed the program. He had a big impact on many of our members.

In lieu of flowers, please share a good joke and make a new friend.

Connolly was loved and admired by all:

- "Connolly was an exceptional person in so many ways. His generosity, warmth and humor are an example for all of us." - Mike Anderson
- "I'll truly miss Connolly's wit, warmth, endless charm & those wonderful Bruin socks & Hawaiian shirts... A life well lived by a man well loved!" - Joe Wingard
- "Connolly was so full of life, always met you with a smile, looked into your eyes and commented on something relevant in your life. He was truly unselfish and loved to make us all laugh. He will truly be missed." - Randy Sheinbein
- "One of a kind. Light and funny. An icon in BP history. ALWAYS had a smile, a joke and trying to help. He will be sorely missed." - Dr. Bill Saleebey
- "I have very fond memories of Connolly over the years... as recently as one of the last times Santa Monica BP. He and I walked a few blocks together on the way there and shared my umbrella as it was raining and we just chatted and his witt and humor came through as always...He always had a great attitude! I will miss him." - Eddie Neiman

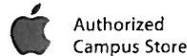
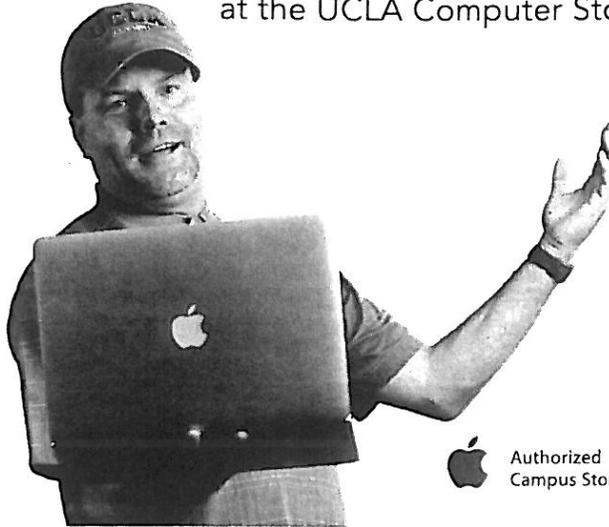
ASUCLA & Apple Partnership

Apple Education discounts are now available to UCLA Alumni at the Student Store in Ackerman Union

UCLA Alumni

a Special Offer just for You!

You're now eligible for Apple® education discounts at the UCLA Computer Store.



Save up to \$200

Enjoy savings on the MacBook®, MacBook Pro®, MacBook Air®, iMac®, Mac Pro®, and iPad®.

Shop online: uclastore.com

select Computers > select Apple
We'll ship it FREE!

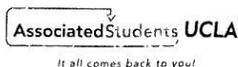
Free Set-up Services

Our Technologists can offer free set-up of your new computer and provide assistance with your technical questions.
This service available in-store only at the UCLA Computer Store in Ackerman Union.

Be True to Your School

This offer available only from the UCLA Store.
Your purchases support programs, services, and student jobs on campus.
Thank you for supporting your campus bookstore!

For more information:
computerstore@asucla.ucla.edu
310-825-6952



Bruin Professionals - November UCLA Announcement



"A day without laughter is a day wasted."

- Charlie Chaplin

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- ü Advertising in the January 2016 edition?*

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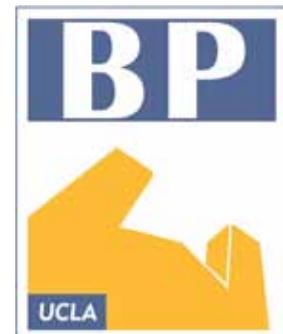
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