



March 2015 e-Newsletter

Commerce, Camaraderie, Community

President's Message

Joe Wingard



Call it a mantra, tagline, catchphrase or whatever you like. The words “Commerce, Camaraderie, Community” perfectly capture what BP is about and how it is distinct from other networking organizations and other UCLA alumni groups.

For BP, “Commerce” clearly means giving and getting business referrals, things we hear in the “Needs and Testimonials” portion of monthly Chapter meetings. But it also means serving as a business resource to answer other members’ questions, and it means connecting your colleagues in BP who may not know each other but should.

Commerce is important but BP is more than that. It’s “Camaraderie” too, and that means getting to know your fellow members as colleagues and as friends. Whether it is the shared UCLA experience and affinity or something else, it is just easier to connect beyond the name tag on a personal level in BP than it is in other networking organizations. This differentiates BP and makes it really special.

And “Community” reflects our shared UCLA experience and involvement. Whether you or your partner hold a UCLA degree, attended classes on campus or in Extension, are a parent of a student or simply a friend of the University, it is our strong affinity that makes us all members of the Bruin family.

You will be hearing about “Commerce, Camaraderie, Community” more and more in monthly Chapter meetings. It’s what BP is and it’s what sets BP apart from other organizations.

Upcoming Events & Programs

BRUIN PROFESSIONALS – PASADENA CHAPTER LAUNCH PARTY



Presented By:
UCLA Bruin
Professionals

THURSDAY, MARCH 26
5:30-8:00PM



*Join Bruin Professionals as we
kick off our 15th Chapter in
Pasadena! Good food, great
Bruins, and potential business
opportunities!*

41 HUGUS ALLEY/ ONE
COLORADO COURTYARD
PASADENA, CA 91103



REGISTER AT:
WWW.BRUINPROFESSIONALS.COM
\$20 IN ADVANCE | \$25 AT THE DOOR



Pasadena Monthly Meetings: 3rd Wednesday of every month.

For more information about the new Pasadena Bruin Professionals Chapter, email [Richard Schammel](mailto:Richard.Schammel).

Mark Your Calendars - Details Soon to Follow!

- UCLA Alumni Day, Saturday, May 16th
- BP All-Chapter On-Campus Meeting, Tuesday May 19th
- Nachos & Networking, UCLA summer dates TBD
- Sangria San Fernando Valley, Thursday, July 23rd
- Sangria West Side, Thursday, September 10th
- Rose Bowl Football TV Watch Party, Thursday, October 15th
- Capital Grille Holiday Party, Monday, December 14th
- New BP Chapter Launches – Check with Bill Saleebey for chapters & dates!



Sun Edison is a proud partner of the UCLA Alumni Association We are excited to announce the partnership of the UCLA Alumni Association and SunEdison, the largest solar company in the United States. We believe the partnership is a key enabler of our vision of a world powered by solar in making it more affordable for a majority of homeowners nationwide. SunEdison adds a strong, high quality installation team to complement the full service customer experience that SunEdison offers. SunEdison is: The nation's leading solar service provider

- Expert design, engineering and installation in 21 states
- Hedge yourself against increasing annual rates
- Lock in low electricity bill, saving thousands of dollars over the lifetime of the system
- Increase the value of your home without increasing your property taxes
- Free, clean energy from the sun
- Solar feeds the grid at peak times during the day when we need it most
- Reduce your carbon footprint
- Make a \$500 dollar donation to the Alumni Association for every solar installation with SunEdison

SunEdison Gives You A Solar Choice, For Your Home or Business

Tony Folsom
IEI Energy Consultants, LLC
dtfolsom@aol.com

BP Member Spotlight

A special thank you goes out to this BP Member... Jeff has served as the San Diego Chapter Leader for four years, and as of February 2015, has stepped down as moderator, and dubbed Patrick Brown as the new SD Chapter Leader. Thank you, Jeff, for your leadership and dedication to BP!

Jeffrey B. Simenton



Jeff Simenton is an attorney whose practice involves assisting individuals and businesses with problem-solving, dispute resolution, consultation, and transactional matters in the business, real estate, commercial, and corporate arenas. He served as Moderator of the San Diego Chapter of Bruin Professionals from 2011-2015. Jeff has greatly enjoyed serving as chapter leader for the past four years. He believes that his involvement with Bruin Professionals has been a rewarding experience, in which he has made great friends, established many professional contacts, and generated a nice amount of business from the group for his practice.

Since 2005, Jeff has served on the San Diego County Bowl Game Association Committee, which is responsible for organizing both the Holiday Bowl and the Poinsettia Bowl. He is member of the UCLA Alumni Association and an executive member of the Sporting Club of La Jolla. Jeff is an avid UCLA sports fan who enjoys traveling, reading, exercising, and rescuing dogs in need of homes.

To view Jeff's contact information: Click [HERE](#)
Jeffrey B. Simenton, Esq.
E-mail: jsimenton@sandiegoattorney.com

Thinking Outside the Box!

BP WESTSIDE CHAPTERS LAUNCH NEW LUNCHEON SERIES!

Nancy Davis
Westwood Chapter Leader
ndavisins@alumni.ucla.edu

Starting in March, the West L.A. BP chapters (Westwood, Beverly Hills, Century City, and Santa Monica) will be hosting monthly networking lunches. The lunches will be sponsored by these 4 chapters on a rotating basis on the **2nd Thursday** of each month. Our first lunch meeting was hosted by Century City on March 12th, and it was a great success. Don't miss out on the next meeting in April!

Westwood Chapter – April, June, October @ Upper West

Century City Chapter – August, December @ Smith House

Santa Monica – February, May, November @ TBD

Beverly Hills – January, July, September @ TBD

We encourage guests to join us and check out Bruin Professionals. Both BP members and guests can RSVP on the BP website at www.BruinProfessionals.com. BP members will receive a discounted price. Some of the lunches are in addition to the regularly scheduled morning meetings and some are in lieu of the regular meeting. Check the BP website for details including times and locations which may change.

Chapter and Member Resources

Member and Chapter Resources Takes Off!

Bruce Winston
VP Chapter and Member Resources
makor@earthlink.net

When I began networking about 25 years ago, I was unfamiliar with the way the process worked and how I was supposed to conduct myself in networking situations. At that time I would have given a great deal if someone had been there to show me the way.

Today I am proud to say that I now have such an opportunity. As Bruin Professionals' VP for Member and Chapter Resources, I have the chance to offer the support I wanted so long ago, to today's chapter leaders and BP members. My goal: to ensure that every BP individual and chapter gets the greatest possible value out of networking.

Found on each member's home page, under the "Notices" box will be the Networking Guide, a concise 18-page roadmap on how to network effectively and how to get the most out of the experience. An example: *"One of the best-kept secret in networking is the ability to "guest" at other chapters' meetings. This broadens your exposure to other professionals, without requiring you to join separate organizations.*

Stay tuned – there is more to come!

Northern Trust Open 2015

On February 18th, the Northern Trust Open hosted the 4th Annual UCLA Bruin Professionals Networking Breakfast at the Riviera Country Club. This event brought together members from Bruin Professionals, the UCLA Anderson Alumni Network, and Alumni Association members for a morning of networking, guest speakers, and the PGA TOUR. This year, the event featured three speakers:

- William Yu: Economist for the UCLA Anderson Forecast
- Kenneth Patterson: Global Sports Marketing Liaison for TaylorMade
- Michael Putman: PGA TOUR Professional



The Northern Trust Open is one of the longest-running tournaments on the PGA Tour. Debuting in 1926, the event had been staged at various courses throughout the LA area before permanently settling at the Riviera Country Club in 1973.

City of Hope was named the official charity of the NTO, beginning with the 2013 event. The total generated for the LA charities since the event's inception in 1926 is now more than \$60 million. The tournament continues to grow through the support of our hospitality partners, tournament sponsors, fans and volunteers. See you in 2016!

**Special thank you to BP Member, James Jackson, for organizing
this 4th Annual event for BP at the Northern Trust Open!**



**James Jackson | Sales Manager
PGA TOUR | Northern Trust Open**

O: (310) 573-5807 | C: (310) 344-6589 | F: (310) 573-5811

E: jamesjackson@pgatourhq.com

PATH Program



At PATH, we work closely with our clients to achieve housing stability, and our employment teams play a vital role in reaching this goal. Through our *PATHFinders* Employment Resource Center, our dedicated staff provides individualized support with career counseling, access to onsite recruitment, and connections to our growing network of employers and community partners to help our clients achieve self-sufficiency. Follow our #WorkingWednesday posts on Facebook for our success stories! In early January of this year, Raychel Smith and Los Angeles Urban League Young Professionals President, Michael Ferrera, hosted a Career Day at *PATHFinders*. Interview attire and one-on-one professional advice was provided to all attendees.

You too can help us employ and empower our clients! Please contact Andrea Murray at andream@epath.org to explore opportunities.

[Click HERE for the BP Member Directory](#)

Bruin Professionals Membership "Referral Cheat Sheet"

If you have not already, please email admin@bruinprofessionals.com with the following information: Name (Last, First)

- Home Chapter Designation
- Phone Number
- Email Address
- Profession (i.e. Attorney)
- Focus (i.e. Intellectual Property) Elevator Sentence: I work with people who **_(Client Problem / Description of Need)_** and provide them with **_(Services you Provide)_** so they can **_(Solution)_**.

UCLA Alumni Careers Programs

Interview With a Bruin

Wednesday, April 29

6-9 p.m.

Ackerman Grand Ballroom

Sign-up Link: <https://giving.ucla.edu/IWABAumni>

Interview With a Bruin pairs alumni with UCLA students to help sharpen their interview skills. Alumni conduct mock interviews and give students valuable feedback and tips. It's a great opportunity for students to improve their interviewing abilities and for alumni to share their professional experience and knowledge.

Alumni Mentor Program

The Alumni Mentor Program enables alumni to share their experience and expertise with UCLA students. Alumni mentors have the opportunity to advise students about academic guidance, career advice, and personal development.

Alumni Mentor Program Website: <http://alumni.ucla.edu/give/ways-to-volunteer/alumni-mentors.aspx>

Interest Form: Click [HERE](#)

Career Prep Externship

Spring Break: March 23-26, 2015

Sign-up Link: Click [HERE](#)

Co-sponsored by the UCLA Career Center, this one-day job shadowing opportunity allows current underclassmen a chance to explore your company and industry. You get to connect and mentor a UCLA student by providing a brief orientation on your role within the company, introduce your company's organizational acumen and culture, and build a pipeline that could convert to internships or full-time positions in the near future.

UCLA Extension

UCLA Extension



Personal Financial Planning Information Session – March 19th Attend our information session on March 19th to learn more about how UCLA Extension's Personal Financial Planning Programs can help you reach your career goals as a financial planner and fully prepare you for CFP® certification.

Admission is free!

Thursday, March 19th
6pm – 8 pm
202 Extension Lindbrook Center
10920 Lindbrook Dr.
Los Angeles, CA 90024

For More Information, Click [HERE!](#)

Corporate Sponsor Opportunities

Gain exposure to high-level UCLA Alumni Professionals by sponsoring a Bruin Professionals event, newsletter, chapter or meeting. Gain access to potential clients, and expand your business network!

If you are interested in sponsoring an upcoming UCLA Bruin Professionals event, please contact Joe Wingard at joe_wingard@ml.com.