

TABOR SCHOOL OF BUSINESS

DEAN'S BUSINESS COUNCIL

Notes from conference call on November 14, 2017 at 2:00 PM central time.

- DBC update:
 - Larry Haab is stepping down from the Dean's Business Council.
- Tabor updates:
 - Trevor May has represented Tabor at 2 conferences in the past 2 weeks
 - Illinois Business Educators Association = 15 prospects
 - Future Business Leaders of America = 15 prospects/connections
 - MU Visit Day, November 10
 - 12 business students (7 were female)
 - Tabor has 75% male students, so it was encouraging to have so many female prospective students visit.
 - Bob Smith asked if our peer institutions have a similar ratio; Najiba said they are closer to balanced between genders.
 - Bob mentioned we might want to look internally at why this is happening.
 - We are tweaking what they do when they come to campus to give them the best experience possible.
 - Najiba traveled with a group of faculty & administration to speak to the Nashville Chamber of Commerce. They are interested in partnering with schools to help further their growth as a community.
 - Najiba is currently in Paris with Dr. Carrie Trimble, the Director of the Center for International Education. They will be meeting with current partner schools and speaking with potential partner schools as well.
 - Becky Stubblefield introduced Jaclyn Cantwell, Tabor's MBA and Internship Coordinator. If your company is interested in hiring Tabor interns, you can contact Becky and she will put you in touch with Jaclyn. This applies even if

you're not in Decatur – many of our students do internships at home over the summer.

- Feedback from the members about the four teams and their objectives
 - Giovanni Pasotto – Recruiting Team
 - Team will be meeting soon
 - Ben Andreas – Curriculum Team
 - Will be meeting later this week
 - ADM meeting has been pushed back, will update on that after it happens
 - Mike Depauw – Marketing Team
 - Mike asked Trevor for some of the messaging that currently exists for Tabor (see attached); this will be the starting point
 - Doug Shapiro – Alumni Engagement Team
 - Doug was not able to join the call. Team member Ed LeFevre said they have not yet had a team meeting.
 - It was mentioned that if any DBC member has an idea for any team, please share that idea with the team, even if you're not serving on that particular team.
- Idea generation/open discussion – Sheri asked for everyone to share ideas or thoughts for any of the teams.
 - Trevor said he needs help engaging alumni support with recruiting – possibly calling parents of prospective students or writing letters that we could send to those students (separated by major & gender)
 - Bob Smith suggested alumni could call parents, as well as send a handwritten note to the student (more personal than a printed letter). He also mentioned that the timing of financial aid awards could have an impact on where a student chooses to go – the earlier, the better.
 - Giovanni asked how much we talk to prospective students about our international partnerships and opportunities. Trevor responded that he would love to do so, but could use assistance in finding names of people to talk to, and in getting quotes or stories from those people.
 - A question was raised about students who come to Millikin as an “undeclared” major, or what MU calls “Exploratory Studies.” Becky explained that Tabor faculty do reach out to those freshmen, and go to their

classes to tell them about what we do here. Also, we have a good relationship with the faculty & staff who advise these students, and they are good at getting students into our introductory classes if they think they might be inclined toward business. Bob Smith also suggested we might want to bring those students to our building.

- At the next DBC Conference Call, team leaders should be ready to discuss their purpose, goals, any accomplishments that have been made, and next steps.
- Najiba reminded everyone to reach out if you need information, data, resources, etc.
- No conference call in December.
- Next full DBC Conference Call: January 8 at 2:00 PM CST

Happy Holidays!