$50M Campaign Goal Inspires Big Dreams

BIG GOALS ARE INSPIRED BY BIGGER DREAMS. At UT Dallas, our dream is to Realize the Vision of becoming a Tier One university, devoted to world-changing research and transformational teaching in the classroom. To that end, we have embarked on an ambitious $200 million campaign as a university, with a goal of raising $50 million for the Naveen Jindal School of Management (JSOM) by Dec. 31, 2014.

This is more than a newsletter; it’s a vision-casting tool, shining light on areas of need and greatest potential. We want to introduce you to corporate partners who have committed significant resources to JSOM and its continued excellence. We want to inspire you through the stories of your classmates’ decisions to give back. Most importantly, we want to show you the impact your gift can make.

Your gift, of any size, will make these big dreams possible. Together, we can Realize the Vision. If you have questions about the campaign, please contact one of our staff members listed on the back of this newsletter.
One of the youngest and most agile business schools in America, the Naveen Jindal School of Management has reached the top echelon—ranked number 16 in the world in research productivity—in record time. Our culture is characterized by a relentless drive to innovate and excel.

Our ambition is to provide JSOM students the highest quality business education possible and, as we succeed, be recognized among the top 10 public business schools in the nation. We will set the agenda for and be the model of 21st century education and research in business and management. We will explore, inform and power businesses of the future. These are lofty ambitions, but they are the heart and soul of this School.

Such is our commitment. I invite you to share this vision and to take an active role in achieving it. It is only with your generosity that we can have the tools, talents and resources needed to move the Naveen Jindal School of Management—and this great University—forward.

Terry Conner, managing partner at Haynes and Boone, LLP, is proof that one need not be a UT Dallas alumnus to embrace the University’s goal of becoming a Tier One research institution.

More than 15 years after Conner’s introduction to UT Dallas and the Jindal School, his contributions to JSOM are as numerous as they are influential. He has taught business law to EMBA students and served as chairman of the JSOM Advisory Council. Most importantly, he has become a self-proclaimed ambassador of the University, touting its excellence and innovation throughout the region’s business community.

“The impact of public universities like UT Dallas on the region cannot be overstated,” Conner said. “Unfortunately, UT Dallas can no longer rely entirely on state funding to pursue research, recruit faculty and award deserving students with scholarships. It’s time for the private sector to step in, embrace President David E. Daniel’s vision and make up the difference.”

In honor of Conner’s volunteer leadership, Dean Pirkul recently established a $20,000 scholarship endowment in Conner’s name. Rather than simply accept the honor, however, Conner chose to make a personal commitment of $25,000 to this endowment, which is formally recognized as the Terry W. Conner Leadership and Service Scholarship.

“Supporting the University is both a responsibility and a privilege,” Conner said. “It’s a win-win for everyone.”

Thanks to your continued generosity, JSOM’s programs and research activities have continued to rise in national and international rankings:

- No. 9 - EMBA program (among U.S. based public institutions), Financial Times (2012)
- No. 13 - MS Supply Chain Management, Gartner (2011)

Dr. Hasan Pirkul, Caruth Chair and dean of the Naveen Jindal School of Management

NEW SCHOLARSHIP HONORS LONGTIME VOLUNTEER

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Denny Beran, Former Chief Audit Executive at JCPenney, devoted much of his 40-year career to service. Now he is extending that commitment to service to UT Dallas as the chairman of the Center for Internal Auditing Excellence’s endowment committee. The committee, which he helped launch in 2011, has raised $351,000 of its $1 million goal. Recognized as one of the top five internal auditing programs in the nation, the Center stands to gain significantly from the endowment. Thanks to increased funding for research, educational programs and scholarships, Beran is confident that UT Dallas will be poised to recruit the very best candidates for the program and then send them out into the auditing community.

"JSOM’s internal audit graduates are considered among the best in the field and sought after by internationally renowned corporations and organizations," said Mark Salamasick, the Center’s director and head of JSOM’s internal audit program. "We want to ensure that future internal auditors have the best tools, training and academic support available at UT Dallas."

For more information on how you can contribute to the Center’s $1 million goal, contact Mark Salamasick at mark.salamasick@utdallas.edu.

EmBa Classes Step Up to Support Campaign

THANKS TO THE EXECUTIVE MBA CLASS OF 2011, the Jindal School is well on its way to supporting tomorrow’s leaders through an endowment established in the class name. Now, they hope other EmBa classes will follow suit.

In fact, plans to inspire all of the EmBa classes have just begun. In celebration of the program’s 20th anniversary—and the Jindal School’s $50 million campaign—the EmBa program is asking each class to create a permanent unrestricted endowment, known as an Opportunity Fund, that will directly support the EmBa program.

“We should be proud to be part of such a highly ranked program,” said Jen Fox, class leader for the EmBa Class of 2012. “Supporting the EmBa program benefits not only future students, but alumni as well by helping strengthen the program’s national reputation for excellence.” Class leaders from each EmBa class are currently being recruited to reach out to their classmates and help raise the $10,000 minimum required to establish an Opportunity Fund. More than 30 Opportunity Funds have already been established at UT Dallas in other schools and units, including three designated to support the Jindal School.

For updates and more information on the EmBa class gifts, visit www.utdallas.edu/opportunity.

EmBa Class of 2012
When Dr. Larry E. Sall retired in 2010 after 32 years of service, he made it clear he had every intention of staying connected to UT Dallas and supporting its Tier One vision. He recently demonstrated this commitment by establishing the first charitable gift annuity (CGA) in the University’s history, which will eventually benefit the Eugene McDermott Library.

A CGA is a type of deferred gift, similar to making a bequest through a will. The irrevocable gift establishes an annuity to be managed by The University of Texas Foundation until the donor dies; then the funds are distributed to UT Dallas according to the donor’s wishes. According to Anne LeBlanc, director of gift planning at UT Dallas, the benefits to the donor are considerable. “A CGA is a life-income tool, meaning the donor gets an annual fixed payment that’s guaranteed for the rest of their life.” The payment is a percentage of the donor’s gift, and it is determined based on the donor’s age. The rates for a CGA, LeBlanc said, are currently far higher than other no-risk investments, such as certificates of deposit (CDs) or savings accounts. In addition, the gift generates an immediate tax deduction, and a portion of the annual distribution is tax-free.

If you want to become one of the first JSOM supporters to take advantage of the benefits offered by a CGA, contact Anne LeBlanc, director of gift planning, at 972-883-6023 or anna.leblanc@utdallas.edu.
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