THANK YOU
FROM THE AIGAC BOARD OF DIRECTORS

The origin of Boston’s nickname “the Hub” is hard to pin down. But for graduate international admissions consultants, the city and surroundings have been central to the development of our profession.

AIGAC is therefore thrilled to come back to where it all started! The concept of admissions is a world away from what it was in 1636, when Harvard College, the first university in the US, was founded. The essential, mind-opening and door-opening value of a higher education, however, is probably not so different; accessing these life-changing opportunities is what has become infinitely more complex.

As graduate admissions consultants, navigating this complexity is at the heart of our profession. Tuck’s 2005 first-ever “Conference of International Educational Consultants,” played a key role in inspiring us to come together as an organization.

Gathering here in Boston, Cambridge and Hanover is therefore a homecoming of sorts. Thanks to MIT, HBS, HKS, Tuck, Babson and Fletcher as well as our generous sponsors who are supporting fabulous meals and other events, this year’s conference promises to be another enriching opportunity for the information sharing, networking, educating and camaraderie that define AIGAC.

None of this would be possible without our hosts, who open their doors to us. Thank you to Rod Garcia and Dawna Levenson at MIT, Kristin Roth at Tuck, Diedre Leopold at HBS, Matt Clemens at HKS, Petia Whitmore at Babson and Kristen Zecchi at Fletcher for your dedication, time and the resources you offer us. We would also like to thank our conference co-chairs, Rachel Korn, Candy Lee LaBalle and Adam Markus, and our hard-working conference committee Barbara Coward, Nupur Gupta, Brett Haber, Cristina Freeman, Andrea Sparrey, Vince Ricci and Shiela Locatelli Wallace.

Finally, we wouldn’t be here without your support as members and believers in the AIGAC mission. Thank you, and welcome to “the Hub!”
OUR 2016 CONFERENCE SPONSORS

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AIGAC CONFERENCE 2016
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ets.org/gre/advisorkit
If you haven’t been to New Hampshire, this optional tour of Tuck will be a great opportunity to get a taste for a classic New England Ivy League setting. This one-day, optional event will offer our members a glimpse of the unique Tuck MBA experience.

**AGENDA**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:00am</td>
<td>Pick-up location: Doubletree Boston-Cambridge, 400 Soldiers Field Rd, Boston, MA. Check-in and get your grab &amp; go breakfast. (Made Market at Doubletree: includes coffee, tea, juices, pastries, bagels, fruit, yogurt, inclusive up to $12.) Additional details: Wi-Fi will be available on board the shuttle. We are in the process of securing a green room in case you need to take a phone call or handle business at Tuck during presentations. Important note: If you haven’t registered for the shuttle and would like to do so, please contact Shiela Locatelli immediately: <a href="mailto:shiela@aigac.org">shiela@aigac.org</a></td>
</tr>
<tr>
<td>7:30am</td>
<td>Shuttle departs Boston</td>
</tr>
<tr>
<td>10:00 – 10:30am</td>
<td>Arrive at Tuck</td>
</tr>
<tr>
<td>10:15 – 10:30am</td>
<td>Coffee &amp; Catch-up with Tuck</td>
</tr>
<tr>
<td>10:30 – 11:15am</td>
<td>Introduction to Tuck: Admissions &amp; Financial Aid</td>
</tr>
<tr>
<td>11:15am – 12:00pm</td>
<td>Student Panel: T'16s/T'17s</td>
</tr>
<tr>
<td>12:00 – 12:45pm</td>
<td>Research Centers and Initiatives Panel</td>
</tr>
<tr>
<td>12:45 – 1:30pm</td>
<td>Lunch: Catered by the Box (<a href="http://www.theboxfoodtruck.com">www.theboxfoodtruck.com</a>)</td>
</tr>
<tr>
<td>1:30 – 2:00pm</td>
<td>Tour</td>
</tr>
<tr>
<td>2:00 – 2:45pm</td>
<td>TuckGO Panel</td>
</tr>
<tr>
<td>2:45 – 3:30pm</td>
<td>Career Development Presentation</td>
</tr>
<tr>
<td>3:30 – 4:00pm</td>
<td>Closing Remarks</td>
</tr>
<tr>
<td>4:15pm</td>
<td>Bus departs Tuck to Boston</td>
</tr>
<tr>
<td></td>
<td>Drop-off location: Doubletree Boston-Cambridge, 400 Soldiers Field Rd, Boston, MA</td>
</tr>
</tbody>
</table>

**EVENING SOCIAL EVENT**

Ready to dance, stretch and relax or just have a “beeah?” To kick off this year’s conference, you’ll have a choice of three social events. Take your pick!

- **Yoga at Karma Yoga Studios**
  Karma Yoga Studios
  1120 Massachusetts Avenue
  Cambridge, MA 02138

- **Bachata lessons and social dance**
  **Havana Club**
  288 Green Street
  Central Square
  Cambridge, MA 02139

- **Drinks and some bites to eat**
  **Grendel’s Den**
  Harvard Square
  89 Winthrop Street
  Cambridge, MA 02138

Please see page 14 for locations, times and prices.
Spend the day on Sloan’s new cutting-edge campus to gain insights on the school’s program and variety of admissions topics during the AIGAC Afternoon. Thank you to our hosts for opening their doors to our association, especially to Dawna Levinson and Rod Garcia.

AGENDA

8:00 – 9:00am  Registration & Breakfast
9:00 – 9:15am  AIGAC President’s Welcome
9:15am – 12:15pm  MIT Panels
12:15 – 1:15pm  Lunch at MIT
1:30 – 6:00pm  AIGAC AFTERNOON: Professional Development
1:30 – 2:15pm  The Art of Listening to Clients
   Moderator: Adam Markus
2:15 – 3:00pm  Trends in Standardized Testing
   Moderator: Scott Shrum
   Panelists: Bara Sapir (TestPrepNY), Julie Shurts (ETS), Elad Shoushan (LTG Exam), Vineet Chhabra (GMAC)
3:00 – 3:45pm  Best Practices: How to Work with Media
   Moderator: Rachel Korn
   Panelists: Linda Abraham, Barbara Coward, Betsy Massar
4:00 – 5:00pm  Best Practices: Client Management – Managing Client Expectations & Anxiety
   Moderator: Vince Ricci
5:00 – 6:00pm  AIGAC Member Value (Consultant Members Only)
   Moderators: Vince Ricci, Brett Haber, and Shiela Locatelli-Wallace
7:30 – 9:30pm  EVENING SOCIAL EVENT: Dinner
   Location: Davio’s Northern Italian Steakhouse, 75 Arlington St., Boston, MA 02116 (T-stop: Arlington) www.davios.com
   Thanks to our Platinum Sponsor Prodigy Finance for making this event possible!
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ALL SCHOOLS DAY

Join us for an enriching day of insights into admissions trends and challenges with school representatives and AIGAC.

AIGAC is proud to welcome the following representatives from business schools and other educational institutions:

Babson College, F.W. Olin Graduate School of Business, Petia Whitmore, Dean of Graduate Admissions
Boston University Questrom School of Business, Dana L. Dubovik, Director of MBA Admissions
University of Cambridge, Judge Business School, Charlotte Russell-Greene, MBA Admissions Manager
Columbia Business School, Amanda Carlson, Assistant Dean of Admissions
University of Virginia, Darden School of Business, Katherine Alford, Senior Associate Director of Admissions
The Fletcher School, Tufts University, Kristen Zecchi, Senior Associate Director, Master of International Business Program
Georgetown McDonough, Shari Hubert, Associate Dean of MBA Admissions
Haas School of Business, University of California, Berkeley, Erin Kellerhaals, Director of Diversity and Admissions
Harvard Kennedy School, Matt Clemens, Director of Admissions
IESE Business School, Itziar de Ros, Director of MBA Admissions
INSEAD, Maria Reis, Assistant Director, Marketing and Recruitment – Degree programs
London Business School, Luke Ashby, Senior Business Development Manager
McCombs School of Business, The University of Texas at Austin, Rodrigo Malta
Massachusetts Institute of Technology, Sloan School of Management, Dawna Levenson, Director of Admissions; Stephen Sacca, Program Director MIT Sloan Fellows Program; Rod Garcia, Senior Director, Admissions
NYU Stern School of Business, Isser Gallogly, Assistant Dean of MBA Admissions
Prodigy Finance, Francisco Javier Chabran, Business Development Manager
Rotman School of Management - University of Toronto, Jamie Young, Director, Recruitment and Admissions
Stanford MSx Program, Mike Hochleutner, Director
Tepper School of Business, Carnegie Mellon, Kelly R. Wilson, Executive Director Masters Admissions
Transparent MBA, Mitch Kirby, Founder & CEO
Tuck School of Business, Dartmouth College, Kristin Roth, Associate Director of Admissions; Stephanie Butler, Assistant Director of Admissions
UCLA Anderson School of Management, Alex Lawrence, Assistant Dean, MBA Admissions and Financial Aid
Vanderbilt University Owen Graduate School of Management, Christie St John, Director of MBA Admissions
The Wharton School of the University of Pennsylvania, Michelle Hopping, Director, Employer Services, Wharton MBA Career Management
Yale School of Management, Kristen Mercuri, Senior Associate Director, Admissions

LOCATION:
50 Memorial Drive, Morris & Sophie Chang Building (E52), Rm E52-164, Cambridge, MA 0214
Map
Wifi login & password: None required
### AGENDA

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Moderator/Panelists</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 – 8:30am</td>
<td>Meet &amp; Greet Breakfast</td>
<td></td>
</tr>
<tr>
<td>8:30 – 8:40am</td>
<td>Welcome</td>
<td><strong>Moderators:</strong> Andrea Sparrey &amp; Vince Ricci, AIGAC Board</td>
</tr>
<tr>
<td>8:40 – 9:20am</td>
<td>Survey Highlights</td>
<td><strong>Moderator:</strong> Scott Shrum</td>
</tr>
<tr>
<td>9:20 – 10:10am</td>
<td>Break-out Groups: Getting to Know Each Other</td>
<td><strong>Moderator:</strong> Candy Lee Laballe</td>
</tr>
<tr>
<td>10:10 – 10:30am</td>
<td>Debrief</td>
<td></td>
</tr>
<tr>
<td>10:30 – 11:30am</td>
<td>Career Services in a Changing World</td>
<td><strong>Moderator:</strong> Andrea Sparrey</td>
</tr>
<tr>
<td></td>
<td><strong>Panelists:</strong> Michelle Hopping (Wharton), Maria Reis (INSEAD), Shari Hubert (Georgetown), Mitch Kirby (Transparent MBA), Petra Whitmore (Babson), Kelly Wilson (Tepper)</td>
<td></td>
</tr>
<tr>
<td>11:30am – 12:30pm</td>
<td>Common Question from Applicants: The Numbers</td>
<td><strong>Moderator:</strong> Kavita Mehta</td>
</tr>
<tr>
<td></td>
<td><strong>Panelists:</strong> Erin Kellerhaals (Haas), Isser Galogly (Stern), Christie St-John (Vanderbilt), Katherine Alford (Darden), Jamie Young (Rotman), Kristen Mercuri (Yale SOM)</td>
<td></td>
</tr>
<tr>
<td>12:30 – 1:30pm</td>
<td>Lunch</td>
<td><strong>Location:</strong> MIT, Milk Street Café</td>
</tr>
<tr>
<td>1:30 – 2:15pm</td>
<td>Trends in Financial Aid Opportunities for Applicants</td>
<td><strong>Moderator:</strong> Brett Haber</td>
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<tr>
<td></td>
<td><strong>Panelists:</strong> Francisco Javier Chabran (Prodigy), Alex Lawrence (UCLA), Joshua DeMaio (MIT)</td>
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</tr>
<tr>
<td>2:15 – 3:15pm</td>
<td>Common Questions from Applicants: Applications and Expectations</td>
<td><strong>Moderator:</strong> Adam Markus</td>
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<tr>
<td></td>
<td><strong>Panelists:</strong> Rodrigo Malta (McCombs), Itziar de Ros (IESE), Dawna Levenson (MIT), Alex Lawrence (UCLA), Amanda Carlson (Columbia), Kristin Roth (Tuck)</td>
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</tr>
<tr>
<td>3:15 – 3:30pm</td>
<td>Break</td>
<td></td>
</tr>
<tr>
<td>3:30 – 4:15pm</td>
<td>Trends in Executive MBA &amp; One-Year Mid-Career Masters Programs</td>
<td><strong>Moderator:</strong> Vince Ricci</td>
</tr>
<tr>
<td></td>
<td><strong>Panelists:</strong> Mike Hochleutner (Stanford MSx), Luke Ashby (LBS), Matt Clemons (HKS), Amanda Carlson (Columbia), Stephen Sacca (MIT)</td>
<td></td>
</tr>
<tr>
<td>4:15 – 4:30pm</td>
<td>Closing remarks</td>
<td><strong>Moderators:</strong> Andrea Sparrey, Adam Markus, Vince Ricci &amp; Rachel Korn</td>
</tr>
<tr>
<td>4:30 – 5:30pm</td>
<td>Cocktails hosted by MIT &amp; AIGAC</td>
<td></td>
</tr>
<tr>
<td>7:00 – 9:30pm</td>
<td>EVENING SOCIAL EVENT: Dinner</td>
<td><strong>Location:</strong> Top of the Hub, 800 Boylston St., Boston, MA 02199 (T-stops: Prudential, Copley or Back Bay)</td>
</tr>
<tr>
<td></td>
<td><strong><a href="http://www.topofthehub.net">www.topofthehub.net</a></strong></td>
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<tr>
<td></td>
<td><strong>Thanks to our Gold Sponsor Veritas Prep for making this event possible!</strong></td>
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</tbody>
</table>
Advising clients about joint degrees can be challenging. Today you’ll have a unique opportunity to visit both HBS and HKS to not just get insights into each school and their programs, but also explore the synergies between the two and their joint degrees. You’ll also get a chance to meet HBS’ new Managing Director of MBA Admissions and Financial Aid, Chad Losee.

**AGENDA**

**MORNING AT HBS**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 7:30 – 8:30am | **New Member Breakfast**  
 Hosted by AIGAC member and principal, Sarah (Sally) McGinty,  
 McGinty Consulting Group. Location: Spangler Center, HBS  
 (Coffee and breakfast available for purchase in the Dining Hall) |
| 8:00 – 9:00am | Optional breakfast at the Spangler Center for all attendees.  
 (Coffee and breakfast available for purchase in the Dining Hall) |
| 9:00 – 10:15am| **Campus tour**  
 Led by Jim Aisner, Director of Media and Public Relations  
 Please meet in the lobby of the Spangler Center |
| 10:15 – 10:30am | Break |
| 10:30 – 11:30am | **Presentation**  
 By Jana Kierstead, Executive Director of the MBA  
 Program & introduction of the new Managing Director of MBA  
 Admissions and Financial Aid for HBS, Chad Losee (Cumnock 102) |
| 11:30am – 12:00pm | Matt Clemons, Director, Admissions Enrollment Services, Degree  
 Programs at HKS will walk AIGAC 2016 attendees across the Charles  
 from HBS to HKS |

**LOCATION:**
Spangler Center, Soldiers Field Road  
Boston, MA 02163  
**HBS Map**  
Wifi Network: HBS Guest  
Login/password: None required
# Agenda

## Afternoon at HKS

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>12:30 – 1:30pm</td>
<td>“Working” Lunch - Admissions Discussion</td>
</tr>
<tr>
<td>1:45 – 2:00pm</td>
<td>Break</td>
</tr>
<tr>
<td>2:00 – 2:45pm</td>
<td>Teaching/Learning/Curriculum - Faculty Presentation</td>
</tr>
<tr>
<td></td>
<td>Dan Levy</td>
</tr>
<tr>
<td>2:45 – 3:00pm</td>
<td>Break</td>
</tr>
<tr>
<td>3:00 – 3:30pm</td>
<td>Center for Business and Government Discussion</td>
</tr>
<tr>
<td></td>
<td>Scott Leland</td>
</tr>
<tr>
<td>3:30 – 4:15pm</td>
<td>Office of Career Advancement &amp; Concurrent Program Advising</td>
</tr>
<tr>
<td>4:15 – 5:00pm</td>
<td>Alumni Perspective</td>
</tr>
<tr>
<td>7:00 - 9:30pm</td>
<td>EVENING SOCIAL EVENT: Dinner</td>
</tr>
<tr>
<td></td>
<td>Location: Grafton Street Pub &amp; Grill, 1230 Massachusetts Avenue, Cambridge, MA 02138 (T-stop, Harvard Square)</td>
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<tr>
<td></td>
<td><a href="http://graftonstreetcambridge.com/about/">http://graftonstreetcambridge.com/about/</a></td>
</tr>
</tbody>
</table>

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**LOCATION:**

1 Brattle Square, Cambridge, MA 02138

[HKS Map](http://www.hks.harvard.edu/)

Wifi Network: to be provided by HKS

---

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[www.veritasprep.com](http://www.veritasprep.com)
To wrap up our 2016 Conference, you’ll get a chance to visit one of two more members of Boston’s vast education community.

AGENDA

FLETCHER SCHOOL, TUFTS UNIVERSITY

8:30 – 8:45am    Arrivial and light breakfast
8:45 – 9:30am    Fletcher Introduction and Program Overview
                 Steve Block, Academic Dean and Professor of International Economics
                 Laurie Hurley, Director of Admissions
                 Kristen Zecchi, Senior Associate Director, MIB Program
9:30 – 10:15am   Current Student Panel
                 Current MALD and MIB Students
10:15 – 11:00am  Career and Alumni Overview
                 My Doan, Associate Director, Employer Relations
                 Helen Anderson, Associate Director, Office of Career Services
11:00 – 11:30am  Admissions
                 Laurie Hurley, Director of Admissions

BABSON OLIN

8:30 – 9:15am    Breakfast and Welcome
                 With Graduate Admissions, Dean’s Office and International Student
                 and Scholar Services
9:15 – 10:00am   Campus Tour
10:15 – 11:30am  Entrepreneurial Thought and Action Overview
                 With Petia Whitmore, Dean of Graduate Admission and representatives
                 from Blank Center for Entrepreneurship and Lewis Institute for Social
                 Innovation

LOCATION:
Cabot Center, The Fletcher School
Tufts University, 160 Packard Avenue, Medford, MA 02155
Map
Wifi login & password: None required
GENERAL SCHOOL & EVENT INFORMATION

We hope you have a great stay in Boston and Cambridge. These cities can be small enough to navigate by foot, however, some of the school visits may require other types of transportation. AIGAC has arranged shuttle service to Tuck (requires pre-registering). We recommend carpooling or Uber to get to Babson. Otherwise, the best way to get around town is on the T.

Click here for a map

Each school has provided a map of their campus which you will find at the top of each page and here as well:

Tuck Map
Sloan Map
HBS Map
HKS Map
Fletcher Map
Babson Map

TRANSPORTATION TO TUCK

If you have not yet registered for the shuttle bus from Boston to Hanover, please contact Shiela Locatelli immediately at: shiela@aigac.org

TRANSPORTATION TO FLETCHER

Take the T Red Line to Davis Square.

TRANSPORTATION TO BABSON

Driving or taxi will be the most efficient way to get to Babson.

If you are driving, parking can be found in the Knight Lot as follows: enter through the main entrance onto College Drive; at the second stop sign turn right into Knight Lot and look for the “Graduate Admissions” parking spots in the last row. If those spots are taken, park in any of the spots in Knight Lot. Babson will give you a parking pass to place on the dashboard of your car. From the Knight Lot, walk back down College Drive towards Olin Hall (passing Malloy Hall). Graduate Admissions and the Design Zone are on the first floor of Olin Hall.

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SHARE IT!!

We encourage you to tweet and share details of our conference with the world. Our official hashtag for the conference is: #AIGAC16

WIFI

WiFi information is printed in this program book on the relevant day and also will be provided throughout the conference.
SOCIAL EVENT
LOCATION & DIRECTIONS

MONDAY, JUNE 13TH

1) Yoga
*Karma Yoga Studios*
1120 Massachusetts Avenue
Cambridge, MA 02138
www.karmayogastudios.com
7:15-8:30pm
Vinyasa (Flow) Yoga all levels
7:30-8:45pm
Flow & Restore Yoga all levels
Questions?
connect@karmayogastudios.com
(617) 642 9081

2) Bachata class & social dance
*Havana Club*
288 Green St.
Central Square, Cambridge, MA 02139
www.havanaclubbalsa.com
8:00 – 9:00pm Bachata Lessons
9:00pm – Midnight Bachata Social Dance
$10 Lesson/Dance, $5 Dance only
18+
Dress Code: Smart Casual
No partner required
Beginners very welcome. No alcohol

3) Drink and some bites
*Grendel’s Den*
Harvard Square
89 Winthrop Street
Cambridge, MA 02138
(617) 491 1160
www.grendelsden.com
Located off a cobbled street in Harvard Square.
Some of the on-location shots in Ben Affleck’s “The Town” were filmed here!

TUESDAY, JUNE 14TH

*Davio’s Northern Italian Steakhouse*
75 Arlington St.
Boston, MA 02116 (T-stop: Arlington)
www.davios.com

WEDNESDAY, JUNE 15TH

*Top of the Hub*
800 Boylston St.
Boston, MA 02199
http://topofthehub.net
Take the T to “Prudential” OR “Copley” OR “Back Bay”. Proceed through Copley Mall until you enter the Prudential Center.

THURSDAY, JUNE 16TH

*Grafton Street Pub & Grill*
1230 Massachusetts Avenue
Cambridge, MA
(T-stop, Harvard Square)
http://graftonstreetcambridge.com/about/
AIGAC MEMBER
ATTNDEES

Linda Abraham
Accepted.com, United States

Lisa Anderson
Stacey Blackman Consulting, United States

Karin Ash
Accepted.com, United States

Dan Bauer
MBA Exchange, Ltd., United States

Mauricio Betti
MBA Empresarial, Brazil

Ricardo Betti
MBA Empresarial, Brazil

William Buescher
Weil’s Fargo Education Financial Services, United States

Susan Cera
Stratus Prep, United States

Francisco Javier Chabran
Prodigy Finance, United Kingdom

Michael Cohan
MBAPrepAdvantage, United States

John Couke
http://johncouke.blogspot.com, Japan

Barbara Coward
Enrollment Strategies, United States

Gaargi Desai
ReachIvy, United States

Maxx Duffy
Maxx Associates, United States

Dakotah Eddy
Veritas Prep, United States

Matt Ford
Stratus Prep, United States

Laura Freedman
Access Education, Spain

Joel Frisch
Prodigy Finance, United Kingdom

Kaneisha Grayson
The Art of Applying, United States

Nupur Gupta
Crack The MBA, India

Brett Haber
MBA Prep School, United States

Sherry Holland
Stacy Blackman Consulting, United States

Anna Ivey
Ivey Consulting, Inc., United States

Mary Pat Jacobs
Apply Point Admissions Consulting, United States

Vrinda Jalan
The Red Pen, India

Vibha Kagzi
ReachIvy, India

Ivan Kerbel
Practice MBA - The Practice MBA Summer Forum, United States

Rachel Korn
Rachel Korn Study Consultant Ltd, Israel

Candy Lee LaBalle
mbaSpain, Spain

Shiela Locatelli-Wallace
AIGAC Headquarters, United States

Faye Mackenzie
Agos Japan, Japan

Adam Markus
Adam Markus: Graduate Admissions Guru, Japan

Betsy Massar
Master Admissions, United States

Sarah McGinity
McGinty Consulting Group, LLC, United States

Kavita Mehta
The Red Pen, India

Paulo Cesar Moraes Oliveira
Philadelphia Consulting, Brazil

Travis Morgan
Veritas Prep, United States

Lee Moua
Agos Japan, Japan

M. Cecilia Pineda
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