

# 9TH ANNUAL CONFERENCE

CAMBRIDGE, MA, USA  
June 14 – June 16, 2016



SPONSORED BY



# 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!"

## THE AIGAC BOARD

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# AIGAC CONFERENCE 2016

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# MONDAY, JUNE 13<sup>TH</sup>

## Hanover, New Hampshire

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

|                   |   |
|-------------------|---|
| 7:00am            | <p><b>Pick-up location:</b> 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.)</p> <p><b>Additional details:</b> 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.</p> <p><b>Important note:</b> 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></p> |
| 7:30am            | <b>Shuttle departs Boston</b>   |
| 10:00 – 10:30am   | <b>Arrive at Tuck</b>   |
| 10:15 – 10:30am   | <b>Coffee &amp; Catch-up with Tuck</b>  |
| 10:30 – 11:15am   | <b>Introduction to Tuck: Admissions &amp; Financial Aid</b>   |
| 11:15am – 12:00pm | <b>Student Panel: T'16s/T'17s</b>   |
| 12:00 – 12:45pm   | <b>Research Centers and Initiatives Panel</b>   |
| 12:45 – 1:30pm    | <b>Lunch: Catered by the Box</b> ( <a href="http://www.theboxfoodtruck.com">www.theboxfoodtruck.com</a> )   |
| 1:30 – 2:00pm     | <b>Tour</b>   |
| 2:00 – 2:45pm     | <b>TuckGO Panel</b>   |
| 2:45 – 3:30pm     | <b>Career Development Presentation</b>  |
| 3:30 – 4:00pm     | <b>Closing Remarks</b><br><i>Matt Slaughter, The Paul Danos Dean of the Tuck School</i>   |
| 4:15pm            | <b>Bus departs Tuck to Boston</b><br><b>Drop-off location:</b> Doubletree Boston-Cambridge, 400 Soldiers Field Rd, Boston, MA   |

### 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.



**LOCATION:**  
Tuck, 100 Tuck Hall . Hanover, NH 03755-9000  
[Map](#)

Wifi login & password: Open



# TUESDAY, JUNE 14<sup>TH</sup>

Cambridge, MA

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



**LOCATION:**  
50 Memorial Drive . Morris & Sophie Chang  
Building (E52), Rm E52-164 . Cambridge, MA 02142  
[Map](#)

Wifi login & password: None required



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# WEDNESDAY, JUNE 15<sup>TH</sup>

Cambridge, MA

## 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



# WEDNESDAY, JUNE 15<sup>TH</sup>

Cambridge, MA

## AGENDA

|                   |   |
|-------------------|---|
| 8:00 – 8:30am     | <b>Meet &amp; Greet Breakfast</b>   |
| 8:30 – 8:40am     | <b>Welcome</b><br><b>Moderators:</b> Andrea Sparrey & Vince Ricci, AIGAC Board  |
| 8:40 – 9:20am     | <b>Survey Highlights</b><br><b>Moderator:</b> Scott Shrum   |
| 9:20 – 10:10am    | <b>Break-out Groups: Getting to Know Each Other</b><br><b>Moderator:</b> Candy Lee Laballe  |
| 10:10 – 10:30am   | <b>Debrief</b>  |
| 10:30 – 11:30am   | <b>Career Services in a Changing World</b><br><b>Moderator:</b> Andrea Sparrey<br><b>Panelists:</b> Michelle Hopping (Wharton), Maria Reis (INSEAD), Shari Hubert (Georgetown), Mitch Kirby (Transparent MBA), Petia Whitmore (Babson), Kelly Wilson (Tepper)   |
| 11:30am – 12:30pm | <b>Common Question from Applicants: The Numbers</b><br><b>Moderator:</b> Kavita Mehta<br><b>Panelists:</b> Erin Kellerhaals (Haas), Isser Gallogly (Stern), Christie St-John (Vanderbilt), Katherine Alford (Darden), Jamie Young (Rotman), Kristen Mercuri (Yale SOM)                                    |
| 12:30 – 1:30pm    | <b>Lunch</b><br><b>Location:</b> MIT, Milk Street Café  |
| 1:30 – 2:15pm     | <b>Trends in Financial Aid Opportunities for Applicants</b><br><b>Moderator:</b> Brett Haber<br><b>Panelists:</b> Francisco Javier Chabran (Prodigy), Alex Lawrence (UCLA), Joshua DeMaio (MIT)   |
| 2:15 – 3:15pm     | <b>Common Questions from Applicants: Applications and Expectations</b><br><b>Moderator:</b> Adam Markus<br><b>Panelists:</b> Rodrigo Malta (McCombs), Itziar de Ros (IESE), Dawna Levenson (MIT), Alex Lawrence (UCLA), Amanda Carlson (Columbia), Kristin Roth (Tuck)                                    |
| 3:15 – 3:30pm     | <b>Break</b>  |
| 3:30 – 4:15pm     | <b>Trends in Executive MBA &amp; One-Year Mid-Career Masters Programs</b><br><b>Moderator:</b> Vince Ricci<br><b>Panelists:</b> Mike Hochleutner (Stanford MSx), Luke Ashby (LBS), Matt Clemons (HKS), Amanda Carlson (Columbia), Stephen Sacca (MIT)   |
| 4:15 – 4:30pm     | <b>Closing remarks</b><br><b>Moderators:</b> Andrea Sparrey, Adam Markus, Vince Ricci & Rachel Korn   |
| 4:30 – 5:30pm     | <b>Cocktails hosted by MIT &amp; AIGAC</b>  |
| 7:00 – 9:30pm     | <b>EVENING SOCIAL EVENT: Dinner</b><br><b>Location:</b> Top of the Hub, 800 Boylston St., Boston, MA 02199<br>(T-stops: Prudential, Copley or Back Bay)<br><a href="http://www.topofthehub.net">www.topofthehub.net</a><br><i>Thanks to our Gold Sponsor Veritas Prep for making this event possible!</i> |



**MIT**  
**MANAGEMENT**  
SLOAN SCHOOL

**LOCATION:**  
50 Memorial Drive . Morris & Sophie Chang  
Building (E52), Rm E52-164 . Cambridge, MA 0214  
[Map](#)

Wifi login & password: None required



**Dinner at Top of the Hub**  
800 Boylston St., Boston, MA 02199  
(T-stops: Prudential, Copley or Back Bay)

# THURSDAY, JUNE 16<sup>TH</sup>

Boston, MA  
Cambridge, MA

*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

|                   |  |
|-------------------|--|
| 7:30 – 8:30am     | <b>New Member Breakfast</b><br>Hosted by AIGAC member and principal, Sarah (Sally) McGinty, McGinty Consulting Group. Location: Spangler Center, HBS<br>(Coffee and breakfast available for purchase in the Dining Hall) |
| 8:00 – 9:00am     | <b>Optional breakfast at the Spangler Center for all attendees.</b><br>(Coffee and breakfast available for purchase in the Dining Hall)  |
| 9:00 – 10:15am    | <b>Campus tour</b><br>Led by Jim Aisner, Director of Media and Public Relations<br>Please meet in the lobby of the Spangler Center   |
| 10:15 – 10:30am   | <b>Break</b>   |
| 10:30 – 11:30am   | <b>Presentation</b><br>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



THURSDAY,  
JUNE 16<sup>TH</sup>

## AGENDA

### AFTERNOON AT HKS

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



LOCATION:  
1 Brattle Square, Cambridge, MA 02138  
[HKS Map](#)

Wifi Network: to be provided by HKS



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# FRIDAY, JUNE 17<sup>TH</sup>

Medford, MA  
Wellesley, MA

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



**LOCATION:**  
Cabot Center, The Fletcher School  
Tufts University . 160 Packard Avenue, Medford,  
MA 02155

[Map](#)

Wifi login & password: None required

### BABSON OLIN

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



**LOCATION:**  
Olin Hall, Design Zone 125 . Babson College  
231 Forest St, Babson Park, MA 02457

[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](mailto: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.

## 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.

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# SOCIAL EVENT

## LOCATION & DIRECTIONS

### MONDAY, JUNE 13<sup>TH</sup>

#### 1) Yoga

##### **Karma Yoga Studios**

1120 Massachusetts Avenue  
Cambridge, MA 02138  
[www.karmayogastudios.com](http://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](mailto:connect@karmayogastudios.com)

(617) 642 9081

#### 2) Bachata class & social dance

##### **Havana Club**

288 Green St.  
Central Square, Cambridge, MA 02139  
[www.havanaclubsalsa.com](http://www.havanaclubsalsa.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](http://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 14<sup>TH</sup>

##### **Davio's Northern Italian Steakhouse**

75 Arlington St.  
Boston, MA 02116 (T-stop: Arlington)  
[www.davios.com](http://www.davios.com)

### WEDNESDAY, JUNE 15<sup>TH</sup>

##### **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 16<sup>TH</sup>

##### **Grafton Street Pub & Grill**

1230 Massachusetts Avenue  
Cambridge, MA  
(T-stop, Harvard Square)  
<http://graftonstreetcambridge.com/about/>



# AIGAC MEMBER ATTENDEES

**Linda Abraham**

*Accepted.com, United States*

**Lisa Anderson**

*Stacey Blackman Consulting, United States*

**Karin Ash**

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