

**GLOBAL CHANGES:
OPPORTUNITIES AND CHALLENGES
FOR GRADUATE ADMISSIONS.**

California, USA
June 18 - 23, 2017

10TH ANNUAL CONFERENCE



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Thank you from the AIGAC Board of Directors

Welcome to the Tenth Annual Conference of the Association of International Graduate Admissions Consultants. We are delighted to be here at Berkeley-Haas. Incorporated in November 2006 in the State of California, AIGAC has deep roots in the Golden State. In the ensuing years, we have expanded our global presence, which now includes over 170 representatives from 16 countries. Through the years, we have continued to provide high ethical standards and professional development amongst graduate admissions consultants.

One board member who epitomizes the AIGAC spirit is co-founder Maxx Duffy. A nine-year member of the board, Maxx has served as Secretary, Conference Co-Chair, Sponsorship Co-Chair, and Governance Chair, and she currently serves as a member of the Governance Committee. Back in June 2006, Maxx joined AIGAC's three other co-founders at the Graduate Management Admission Council® (GMAC®) Conference. Together, they presented a vision for how graduate admissions consultants and graduate management admission offices might work together. With that vision firmly in place, we are now preparing to present our MBA Applicant Survey at the 2017 GMAC Conference.

As I approach the end of my year as president, I look back at the wonderful work our volunteers have contributed to our Membership, Sponsorship, Communications, Survey, and Conference Committees. Supported by Shiela, Lori and our dedicated and talented team at headquarters, and led by incoming President Brett Haber, it is easy for me to understand why our membership continues to grow. I can also see why AIGAC Conferences continue to draw consultants and admissions officers from around the world for conversations that simply do not happen anywhere else.

None of this would be possible without our hosts, who open their doors to us. Thank you to Morgan Bernstein at Berkeley-Haas, Mike Hochleutner at Stanford MSx, Frank DeVecchis, Bernie Birt and Barbara Craft at Wharton, and Alex Lawrence at UCLA Anderson for your dedication, time and the resources you offer us. We would also like to thank our conference chair, Rachel Korn, co-chairs Nupur Gupta and Emily Wolper, and our hard-working conference committee Brett Haber, Candy Laballe, Hillary Schubach, Faye Mackenzie, Vrinda Jalan, Shiela Locatelli Wallace and Lori Oates.

Most of all, thanks, to you, our members, for continuing to increase public understanding of graduate admissions consulting. Here's to a fantastic conference, and welcome to the Golden State!

Vince Ricci, AIGAC President 2016-2017



THE AIGAC BOARD

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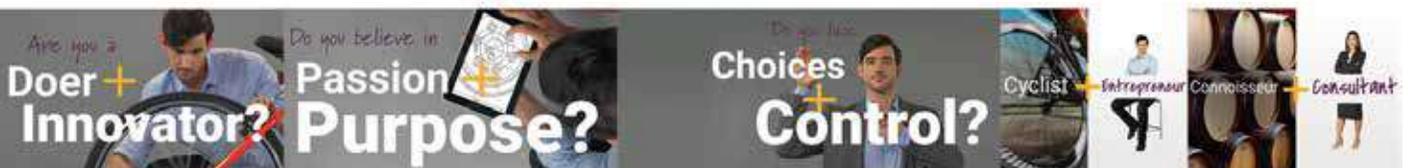
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AIGAC CONFERENCE 2017

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SUNDAY, JUNE 18

Berkeley, California

The Graduate Berkeley (formerly Hotel Durant), Durant Room

6:00 p.m. – 7:00 p.m. **New Member Recognition Reception** (all attendees invited)

7:00 p.m. – 9:00 p.m. **Welcome Reception** (all conference attendees invited)
Sponsored by Prodigy Finance



MONDAY, JUNE 19

Berkeley, California

All Schools Day, hosted by Berkeley Haas

7:45 a.m. Optional walk over to Berkeley Haas from
The Graduate Hotel (formerly Hotel Durant)
2600 Durant Avenue, Berkeley, CA 94704

8:00 a.m. – 8:45 a.m. Breakfast & Registration – *Wells Fargo Room*

8:45 a.m. – 9:00 a.m. Welcome – *Wells Fargo Room*

9:00 a.m. – 9:45 a.m. **MBA Applicant Survey Analysis** – *Wells Fargo Room*

9:45 a.m. – 11:00 a.m. **Building a Class** – *Various*
Admissions is all about fit: which applicants will assist a school's goals and community and who will thrive in a particular program? We've created an exercise—with no right or wrong answers—during which groups will assess mini applicant profiles for fit to a fictitious university. The material, provided at the session, will enable a conversation about how schools craft their classes and how consultants can best understand and assist in that process. This session is free-flowing, conversational and social-media free (no tweeting, recording, etc.)

11:00 a.m. – 12:00 p.m. **Global Career Mobility** – *Arthur Andersen Auditorium*
With greater geographical movement among MBA candidates post-graduation, our vision for this panel is to discuss students' global career choices. We would like to begin by discussing visa policies across panelist countries and then cover career services practices and trends in employment and career trajectory. Are there new trends in employment following greater MBA global business skills training and programming? Are students moving around the world more frequently for careers, by choice or by necessity?



LOCATION:

University of California, Berkeley
Haas School of Business.
2220 Piedmont Ave, Berkeley CA 94720.
Parking: See page 12.
www.haas.berkeley.edu
Wifi: Open network – CALVisitor;
no login required.

12:00 p.m. – 1:00 p.m. Lunch – *Wells Fargo Room*

1:00 p.m. – 2:00 p.m. **Evolving Curricula and the Admissions Process**
– *Wells Fargo Room*
In this panel, we will discuss the relationships between career demands, school curricula, and the admissions process. How are industry needs, such as global readiness and analytics, and developing fields, such as financial technology, influencing curricula? How are these curriculum changes reflected in admissions processes, both internally and externally? In what ways can applicants demonstrate their fit for these curricula?

2:00 p.m. – 3:00 p.m. **AIGAC & You – Various**
This conference-favorite returns offering a chance for all to get to know one other better. Ask your questions about consultants' work and admissions process perceptions in a free-flowing, conversational and social-media free space (no tweeting, recording, etc.)

3:00 p.m. – 3:15 p.m. Break

3:15 p.m. – 4:15 p.m. **Evolving Tools and Criteria in Admissions**
– *Arthur Andersen Auditorium*
Our vision for this panel is to discuss the role of unconventional and new application elements, such as videos, team-based interviews and online courses, that are broadening schools' ability to understand and evaluate applicants and applicants' ability to express themselves

4:15 p.m. – 4:45 p.m. **Closing Remarks** – *Arthur Andersen Auditorium*

At the University Club – Memorial Stadium – Walk

4:45 p.m. – 7:00 p.m. Reception hosted by Berkeley Haas

7:00 p.m. – 8:00 p.m. **Dessert and Champagne Toast**
Sponsored by ETS GRE



LOCATION:
Memorial Stadium
University Club - Top Floor
2227 Piedmont Avenue, Berkeley
Directly across the street from Haas School, go up grand stair case, turn right



ALL SCHOOLS DAY – PARTICIPANTS

**Carnegie Mellon University,
Tepper School of Business**

Kelly R. Wilson
Executive Director - Masters Admissions

Columbia Business School

Michael Robinson
Director of MBA Admissions

**Darden School of Business,
University of Virginia**

Catie Yeilding
Associate Director of Admissions

**F.W. Olin Graduate School
of Business at Babson College**

Jeff Carbone
Director of Admissions

**Georgetown University McDonough
School of Business**

Shari Hubert
Associate Dean of MBA Admissions

**Haas School of Business, University
of California, Berkeley**

Morgan Bernstein
*Executive Director, Full-time MBA
Admissions*

**Haas School of Business, University
of California, Berkeley**

Cindy Jennings Millette
Sr. Associate Director

**Haas School of Business, University
of California, Berkeley**

Angela Fleekop
Associate Director

**Haas School of Business, University
of California, Berkeley**

Pete Johnson
Assistant Dean, Program and Admissions

IESE Business School

Mr. Luis Jover
Associate Director of MBA Admissions

Kellogg School of Management

Abby Reedy
Admissions Director

London Business School

Aram Karakashian
Senior Global Recruitment Manager

MIT Sloan School of Management

Dawna Levenson
Director, Admissions

NYU Stern School of Business

Isser Gallogly
Associate Dean of MBA Admissions

**Samuel Curtis Johnson Graduate School
of Management, Cornell University**

Judi Byers
*Executive Director of Admissions
and Financial Aid*

**Stanford MSx | Stanford Graduate
School of Business**

Mike Hochleitner
Director, Stanford MSx Program

**Stephen M. Ross School of Business
at the University of Michigan**

Diana Economy
Senior Associate Director, Admissions

**The University of Chicago Booth
School of Business**

Kimberly Ge
Associate Director, Global Outreach

**Tuck School of Business
at Dartmouth College**

Stephanie Butler
Assistant Director of Admissions

UCLA Anderson School of Management

Alex Lawrence
*Assistant Dean – MBA Admissions
and Financial Aid*

UNC Kenan-Flagler Business School

Alison Hope Jesse
Senior Associate Director, MBA Admissions

**University of Cambridge,
Judge Business School**

Charlotte Russell-Green
MBA Recruitment & Admissions Manager

**University of Toronto, Rotman School
of Management**

Jamie Young
Director of Recruitment & Admissions

**UT-Austin, McCombs School
of Business**

Rodrigo Malta
Director of MBA Admissions

Vanderbilt University

Christie St-John
Director of MBA Admissions

Yale School of Management

Jared Liu
Associate Director of Admissions

The infographic features the Gmatclub logo at the top, which includes a globe icon and the text "gmatclub". Below the logo, the text "Supporting MBA Applicants since 2002" is displayed. The infographic is divided into six sections, each with an icon and a statistic: 1. A graduation cap icon with "50+ EXPERTS"; 2. A star icon with "8,000 REVIEWS"; 3. A Facebook 'f' icon with "190,000 FACEBOOK FANS"; 4. A person icon with glasses and "620,000 MEMBERS"; 5. A speech bubble icon with "1,625,000 POSTS IN FORUMS"; 6. A group of people icon with "3M+ UNIQUE VISITORS A YEAR". At the bottom, there are two website links: "www.gmatclub.com" and "fb.com/gmatclubforum".

TUESDAY, JUNE 20

Berkeley, California

Berkeley Haas

8:00 a.m. – 8:30 a.m.	Breakfast – <i>Wells Fargo Room</i>
8:30 a.m. – 9:00 a.m.	Haas Overview & Meet the team – <i>Wells Fargo Room</i>
9:00 a.m. – 10:00 a.m.	Interactive Roundtable Discussions (4 rotations, 15 mins each) with Haas staff from admissions, student services, and academic affairs (Wells Fargo)
10:00 a.m. – 10:15 a.m.	Ask Admissions Anything, Q&A – <i>Wells Fargo Room</i>
10:15 a.m. – 10:30 a.m.	Break
10:30 a.m. – 11:00 a.m.	Career Management Overview – <i>C210</i>
11:00 a.m. – 12:15 p.m.	Student Alumni Story Salon – <i>C210</i>
12:15 p.m. – 1:30 p.m.	Lunch w/ Admissions and Students – <i>Wells Fargo Room</i>

AIGAC Afternoon

1:30 p.m. – 2:00 p.m.	AIGAC State of the Organization – <i>Wells Fargo Room</i>
2:00 p.m. – 3:00 p.m.	AIGAC Speed Dating – <i>Wells Fargo Room</i> Members get to know as many people as possible, and have fun in the process; demonstrate that agility is a core skill for admissions consultants
3:10 p.m. – 3:30 p.m.	Membership Directory Update – <i>Wells Fargo Room</i> How to update your profile in order to attract client referrals
3:30 p.m. – 4:10p.m.	Committee Updates – <i>Wells Fargo Room</i> Give AIGAC Committee Chairs a few minutes to update on their plans and ask volunteers to join their committees. <ul style="list-style-type: none"> • Survey • Communications • Conference • Q&A
4:10 p.m. – 4:30 p.m.	AIGAC Principles – <i>Wells Fargo Room</i> Join the discussion of the AIGAC Principles and how to distinguish you from others who don't join AIGAC



LOCATION:
University of California,
Berkeley Haas School of Business.
2220 Piedmont Ave, Berkeley CA 94720.
Parking: See page 12.
www.haas.berkeley.edu
Wifi: Open network – CALVisitor;
no login required.



LOCATION:
Skates on The Bay
100 Seawall Drive
Berkeley, CA 94710
(510) 549-1900
<http://skatesonthebay.com/>

4:30 p.m. – 6:00 p.m.

Client Management – Various

Members can share experience (w/o breaking client confidentiality) and discuss best practices regarding consultant and client wellbeing, business and reputation management, and unique cases. As many of the client management and self-care issues we face are universal, members can identify thought leaders and resources within the organization, and conversations can continue via the private AIGAC LinkedIn group throughout the year

6:30 p.m. – 9:00 p.m.

Networking Dinner

at Skates on the Bay.
Sponsored by Veritas Prep



WEDNESDAY, JUNE 21

*San Francisco
/ Palo Alto*

7:15 a.m. – 8:00 a.m.

Board motor coach for school tours from front of the Graduate Berkeley Hotel. Bring your luggage to be stored under bus

8:00 a.m.

Motor coach departs Berkeley promptly at 8:00 a.m.

Wharton SF

9:00 a.m. – 9:45 a.m.

Welcome to Wharton/Presentation – Room 612

On the Program & Admissions for the Wharton Executive MBA Program; continental breakfast

9:45 a.m. – 10:30 a.m.

Entrepreneurship@Wharton – Room 612

For this presentation we will be joined via telepresence by our colleagues in PennWharton Entrepreneurship

10:30 a.m. – 10:45 a.m.

Break

10:45 a.m. – 11:15 a.m.

Tour of Wharton SF

11:15 a.m. – 12:00 p.m.

Wharton Full-time MBA Admissions Conversation – Room 612

Frank DeVecchis will speak about our admissions process

12:00 p.m.

Box Lunch Distribution

12:00 p.m. – 12:30 p.m.

Motor coach boarding

12:30 p.m. – 1:30 p.m.

Motor coach to Stanford; departs promptly at 12:30 p.m.



LOCATION:

Wharton SF.
San Francisco, CA 94105
<https://sf.wharton.upenn.edu/>
Wifi: Code will be posted in classroom.

GLOBAL CHANGES: OPPORTUNITIES AND CHALLENGES FOR GRADUATE ADMISSIONS.

Stanford GSB & MSx

1:30 p.m. – 4:30 p.m. **Presentations from Admission and Programs Team**

4:30 p.m. – 5:15 p.m. Campus tour

5:15 p.m. – 6:30 p.m. **Dinner with Directors & Alumni** hosted by Stanford. Sponsored by GMAC



7:00 p.m. – 10:30 p.m. For those continuing south for our overnight in San Luis Obispo, we will depart promptly at 7:00 p.m. For attendees not wishing to continue south on the motor coach, you will need to arrange travel plans from Stanford's campus to the Los Angeles area for arrival by 2 p.m. on Thursday – you can easily fly out of SFO or SJC



LOCATION:
Stanford University – School of Business
295 Galvez Street
Stanford, CA 94305–6104
<http://www.stanford.edu>
Wifi: Open access – no password required.

THURSDAY, JUNE 22

Los Angeles, California

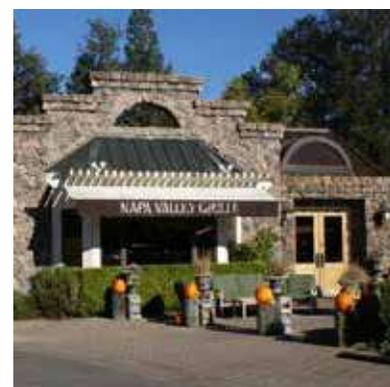
2:00 p.m. – 5:00 p.m.

Business Development Negotiations – Strategies for Getting to Yes – Room D307

Lisa Gates
Phone: +1 (805) 448-4020
lisa@shenegotiates.com
www.shenegotiates.com



Lisa Gates is a negotiation consultant and executive coach and co-founder of She Negotiates, a firm committed to closing the wage and leadership gaps for women. She is the author of five courses available online at LinkedIn Learning and lynda.com, including Asking for a Raise, Negotiation Fundamentals, Conflict Resolution Fundamentals and Coaching and Developing Employees. She has been a frequent contributor to Forbes Woman, The Daily Muse and LinkedIn, and the work of She Negotiates has been featured on NPR, CNN, Fox, and in publications such as the New York Times, Wall Street Journal, More Magazine, and Real Simple, among others



LOCATION:
Napa Valley Grille
1100 Glendon
Avenue #100
Los Angeles, CA 90024
napavalleygrille.com

6:00 p.m. – 8:00 p.m. **Networking Dinner** at Napa Valley Grille in Westwood

FRIDAY, JUNE 23

**Los Angeles,
California**

UCLA Anderson

8:00 a.m. – 9:00 a.m.

Networking Breakfast

Hosted by UCLA Anderson
Sponsored by Agos Japan



9:00 a.m. – 9:30 a.m.

Welcome by Gary Fraser – Room D307

Asst Dean of Student Affairs at UCLA Anderson

9:30 a.m. – 10:30 a.m.

Social Media and Innovation – Room D307

Professor George Ingersoll

10:30 a.m. – 10:45 a.m.

Presentation by (sponsor) Agos Japan – *Room D307*

10:45 a.m. – 11:00 a.m.

Break

11:00 a.m. – 12:00 p.m.

Parker Career Management Center – Room D307

Chris Webber

12:00 p.m. – 1:00 p.m.

Lunch

1:00 p.m. – 1:15 p.m.

Welcome from Dean Judy Olian – Room D307

1:15 p.m. – 2:00 p.m.

MBA Admissions, Tour of campus

2:00 p.m. – 3:00 p.m.

Global Management Opportunities – Room D307

Professor Gonzalo Freixes

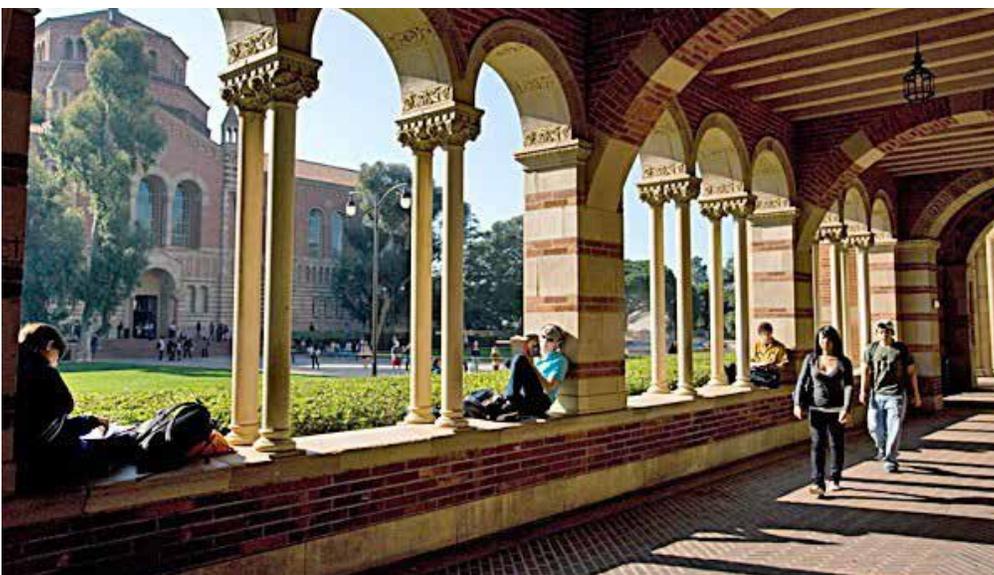
3:00 p.m. – 3:15 p.m.

Closing Remarks



LOCATION:

UCLA Anderson
110 Westwood Plaza
Los Angeles, CA 90095
www.anderson.ucla.edu
Wifi: open network



PARKING INFORMATION

1 Berkeley Haas School of Business
Parking Garage
2175 Piedmont Avenue
Berkeley, CA 94720



3 Wharton San Francisco
Parking is \$32.00 for the day and entrance to the garage from Folsom Street (between Spear and Embarcadero).



Share it!!

We encourage you to tweet and share details of our conference with the world. Our official hashtag for the conference is: **#AIGAC17**

2 Stanford Graduate School of Business

Parking is available in the underground structure at the Knight Management Center. Permits are required and enforced Monday through Friday from 8am to 4pm. You can pay for parking using the pay-by-space kiosks located in the parking structure. Simply enter the number for your parking space and pay with cash or card. You do not need to display your receipt in your vehicle. The receipt is not valid in any other location. In case of no availability, here are some alternative options:

Parking lot at Bonair Siding Rd. and Serra St.
Pay-by-space kiosk, two-minute walk

Parking lot at Memorial Way and Galvez St.
Pay-by-space kiosk, five-minute walk

Visitor Center parking lot at 295 Galvez St.
Pay-by-space kiosk, ten-minute walk

The parking structure at Campus Dr. East and Wilbur Way
Pay-by-space kiosk, ten-minute walk





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AGOS Japan is proud to support AIGAC. With over 25 years of experience, AGOS (formerly Princeton Review of Japan) is Japan's leading provider of graduate-level study abroad services. Since 1989, we have helped thousands of applicants get admitted to every leading graduate, MBA, LL.M, MPP and master's degree program in the world. We also have a thriving undergraduate admissions service.

Please, let us know if you are ever visiting Tokyo or Osaka. We would love to see you!

Tokyo Office:

Ninomiya Bldg. 18-4 Sakuragaoka-cho, Shibuya-ku
Tokyo, Japan 150-0031
TEL: 81-3-3463-1343

Osaka Office:

Dojima Axis Bldg 4F. 28-2-2 Dojimahama, Kita-ku
Osaka, Japan 530-0004
TEL: 81-6-6123-7045

SOCIAL EVENT LOCATION & DIRECTIONS

Sunday, June 18 Welcome Reception



**Graduate Berkeley
(formerly Hotel Durant)**
– Durant Room
2600 Durant Avenue
Berkeley, CA 94704
Sponsored by
Prodigy Finance.

Wednesday, June 21 Dinner with Directors and Alumni



**Stanford MSx
& Graduate School
of Business**
655 Knight Way
Stanford, CA 94305
Hosted by Stanford
Graduate School
of Business.
Sponsored by GMAC.

Monday, June 19 Networking Reception followed by Dessert & Champagne Toast



**University Club –
California Memorial
Stadium**
2227 Piedmont Avenue
Berkeley, CA 94720
Reception hosted
by Berkeley Haas.
Sponsored by ETS GRE.

Thursday, June 22 Networking Dinner



Napa Valley Grille
1100 Glendon
Avenue #100
Los Angeles, CA 90024
napavalleygrille.com

Tuesday, June 20 Networking Dinner



Skates on the Bay
100 Seawall Drive
Berkeley, CA 94710
Sponsored by
Veritas Prep.

Friday, June 23 Networking Breakfast



UCLA Anderson
110 Westwood Plaza
Los Angeles, CA 90095
Sponsored by
Agos Japan.

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AIGAC MEMBER ATTENDEES

Linda Abraham

Accepted.com, US

Christopher Aitken

MBA Prep School, US

Maryam Ajayi

Prodigy Finance, US

Matthew Bashi-Kadlubowski

Educational Testing Service, US

Donna Bauman

Stratus Prep, US

Stacy Blackman

Stacy Blackman Consulting, US

Susan Cera

Stratus Admissions Counseling, US

Michael Cohan

MBAPrepAdvantage, US

Camille Coppock

GMAC, US

Tyler Cormney

MBA Prep School, US

Barbara Coward

enrollment strategies, US

Maxx Duffy

Maxx Associates, US

Scott Edinburgh

Personal MBA Coach, US

Saeko Endo

AGOS Japan, JP

Nupur Gupta

Crack The MBA, IN

Brett Haber

MBA Prep School, US

Mike Hanus

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Sherry Holland

Stacy Blackman Consulting, US

Yuki Ishida

AGOS Japan, JP

Vrinda Jalan

The Red Pen, IN

Vibha Kagzi

ReachIvy, IN

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Master Admissions, US

Cecile Matthews

Veritas Prep, US

Alex Min

The MBA Exchange, US

Whitney Morgan

Prodigy Finance, GB

Travis Morgan

Veritas Prep, US

Grishma Nanavaty

ReachIvy, IN

M. Cecilia Pineda

The Grad School, CO

Jingjing Ren

Touchdown! Education, CN

Vince Ricci

AGOS Japan, JP

Rajat Sadana

e-GMAT, US

Bara Sapir

Test Prep New York/Test
Prep San Francisco, US

Hillary Schubach

Shine / MBA Admissions Consulting, US

Scott Shrum

Veritas Prep, US

Andrea Sparrey

The Sparrey Consulting Group, US

Krithika Srinivasan

Think and Learn Pvt. Ltd, IN

Jeff Thomas

Stratus Admissions Counseling, US

Prashant Tibrewal

Italyx Ventures, IN

Cindy Tokumitsu

Accepted.com, US

Yoshihisa Tomonaga

AGOS Japan, JP

Andrew Warner

Touchdown! Education, CN

Maria Wich-Vila

ApplicantLab, US

Emily Wolper

E. Wolper, Inc. Admissions
Consulting, US

Eric Xu

Touchdown! Education, CN

Tadashi Yokoyama

AGOS Japan, JP

Brendan Young

Stratus Admissions Counseling, US