



Hosted by the **Notre Dame Club of Chicago**

October 9, 2009

## **The Connectors: How the World's Most Successful Businesspeople Build Relationships and Win Clients for Life**

*Metropolitan Club, 66th Floor, Willis Tower*

### **Agenda**

7:15 - 7:45 am Registration and Open Networking

7:45 - 8:45 am Program

### **Speaker Biography**



#### **Maribeth Kuzmeski, MBA, Founder, Red Zone Marketing LLC**

Maribeth Kuzmeski is the founder of Red Zone Marketing, LLC, which consults to Fortune 500 firms on strategic marketing planning and business growth. Maribeth has personally consulted with some of the world's most successful CEO's, entrepreneurs and professionals. An internationally recognized speaker, she shares the tactics that businesspeople use today to create more sustainable business relationships and sales and marketing successes.

Maribeth is the author of 4 books including, *The Connectors: How The World's Most Successful Businesspeople Build Relationships and Win Clients for Life*. She has frequently appeared on TV and radio, and has written articles on marketing strategies for hundreds of publications including *Business Week* and *Entrepreneur*. She regularly speaks to audiences on topics relating to business development, marketing, and sales strategies.

Maribeth graduated with a degree in journalism from Syracuse University and has an MBA from The George Washington University. She lives in the Chicago, IL area with her husband Rich and 2 teenagers.

### **Hosts**

#### **Peter G. Dumon, President of The Harp Group**

Peter G. Dumon, ND90, is president of The Harp Group, a Chicago-based real estate investment and development company specializing in hospitality projects, and a principal in, and founder of The Crescendo Companies. He founded The Harp Group in 1997 to capitalize on value-creation opportunities in the United States real estate markets. Dumon leads The Harp Group's development efforts through creative approaches to land use, financial analysis, partnership structuring and overall development oversight. He is also founding partner of Portfolio Hotels & Resorts, a hotel management and company specializing in boutique-style destination resorts and urban hotels in domestic and international markets, and Creative Hospitality Investment Consulting, LLC (CHIC Advisors), a hospitality consulting and asset management company.

In 2006, he led The Harp Group in adding four hotels to its rapidly growing portfolio, broke ground on the \$150 million, 556-room luxury InterContinental Chicago O'Hare Hotel, and opened the 412-room Westin Chicago North Shore Hotel. In 2007 Harp acquired the 105 room Hotel Pacific in Monterey, California and the 580 room Radisson LAX in Los Angeles, California and in 2008 acquired the 802 room Sheraton Gateway LAX in Los Angeles, California.

He has served on the Starwood Hotels and Resorts Development Board of Advisors as well as volunteers with the Hinsdale Community House and Hinsdale Little League, and is chairman of the Buoniconti Fund's Chicago Chapter which raises funds for the Miami Project to Cure Paralysis. A parishioner at St. Isaac Jogues Catholic Church in Hinsdale, IL, Dumon served on the parish's Administration and Planning committee, chaired the program management committee for the Church's recent \$7 million expansion and is past president, with his wife, of the SIJ Parent School Association. He was named one of Crain's Chicago Business 40 under 40 in 2007.

### **Special thanks to...**

#### **The Attorney Network**

Chair, David Carlson, Attorney, Baugh Dalton Carlson Ryan LLC

#### **The Irish Entrepreneurs**

Member, Vince Cushing, CEO, Clean Urban Energy, Inc.

#### **The Alumni Business Network**

Chair, Michael Marion, VP, Grubb and Ellis

#### **The Construction & Real Estate Network (CREATE)**

Chair, Matthew Straub, Attorney, Ogletree Deakins



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## **Michael D. Holmes, Executive Vice President & COO, St. James Hospitals & Health Centers**

Michael D. Holmes is the Executive Vice President and COO for St. James Hospitals and Health Centers in Chicago, IL. St. James is a \$351 million, 2 hospital systems with 400 beds, 2,500 employees, 500 Medical Staff members and 88 employed physicians. St. James is a member of the Sister's St. Francis located in Mishawaka, IN. Michael brings 23 years of Catholic Health Care experience from two very large health care systems-Ascension and Trinity Health.

In Michael's role as President/COO at St. Luke's, he led a \$153 million acquisition from Mayo Hospital. Over the last two years, he hired 900 associates, credentialed over 600 Medical Staff members, successfully managed 7 cross functional transition teams between Mayo Hospital and St. Vincent's Health. He led the processes to obtain over 100 new hospital licenses and develop new Medical Staff bylaws, policies and procedures. He negotiated 5 hospital based contracts (e.g. Pathology, Emergency Services, Anesthesia, Radiology and Neonatal Services), and led the training of Medical Staff and clinical staff on a new Cerner Electronic Medical Record (EMR) including Computer Physician Order Entry (CPOE).

Prior to joining St. Vincent's Health System, Holmes worked from 1995 to 2007 in several senior executive roles for Mount Carmel Health System, Columbus, Ohio, including interim COO and Vice President of Operations at Mount Carmel West, interim Chief Executive Officer for Fayette County Memorial Hospital, and Vice President of Care Continuum Businesses. Before joining Mount Carmel, he was Director of Decision Support and Community Affairs, Director of Neuromedical Services and Administrative Intern from 1987 to 1995 at St. Joseph's Care Group.

Michael holds an M.S. in Administration from the University of Notre Dame and a B.S. in Public Health Administration from Indiana University. He is a member of the American College of Health Care Executives, the National Association of Health Services Executives and is committed to being an active part of the Chicago community.

## **Barry Irwin, Partner, Kirkland & Ellis LLP**

Barry Irwin obtained his undergraduate degree in Aerospace Engineering from the University of Notre Dame in 1988, and his law degree, magna cum laude, from Notre Dame Law School in 1992. Barry has been a lawyer focused on intellectual property litigation (patent, copyright and trademark law) for seventeen years, the last fourteen with the prestigious Chicago-based law firm, Kirkland & Ellis LLP. Barry has helped a number of sophisticated companies protect their innovations, including Motorola (cell phones), International Game Technology (slot machines) and Smiths Detection (security systems) and Smiths Medical (medical products).

## **John Levitske, Managing Director, Duff & Phelps**

John Levitske, CPA/ABV/CFF, CFA, ASA, Managing Director, Duff & Phelps, is an experienced forensic accountant and business appraiser, and concentrates in the analysis and investigation of businesses, stakeholder interests and financial information for determination of value, economic damages, merger & acquisition purchase price adjustments, solvency, fraud in the financial statements, internal corporate financial fraud and other financial issues. His experience also includes shareholder dissent and oppression, alter-ego/piercing the corporate veil, destruction of business, material adverse change, duress, financial misrepresentation, cost of capital and agreement vetting issues. John has served as a consultant, expert witness and arbitrator in domestic and international matters. He is a member of the Valuation Litigation, Commercial Disputes, Merger & Acquisition Purchase Price Dispute and Commercial Arbitration, and Fraud, Forensic & Investigative Services teams of Duff & Phelps. Previously, he was a Managing Director with Standard & Poor's Corporate Value Consulting, a Managing Director in a global business advisory firm, and a Director in two of the Big Four international accountancy and professional services firms.

He attained an MBA degree from the University of Notre Dame, a JD degree from Duquesne University, and a BSBA degree from Duquesne University. He is accredited as a Certified Public Accountant (licensed CPA in Illinois and Pennsylvania), as an Accredited Business Valuator with the AICPA, as Certified in Financial Forensics with the AICPA, a Chartered Financial Analyst with the CFA Institute, and as an Accredited Senior Appraiser with the American Society of Appraisers in Business Valuation.



### **John Runger, Managing Director in Corporate Banking, JPMorgan Chase**

John Runger is a Managing Director in Corporate Banking at JPMorgan Chase. In this role, he is responsible for delivering the full platform of JPMorgan corporate banking products to CFOs and Treasurers. Those products and services include capital raising, bank credit, cash management, derivatives, global trade, and investments. John's portfolio has included mid-cap and large cap names, both investment grade and highly leveraged. Clients covered have included Target, Best Buy, Sears, Wal-Mart, Coca-Cola, Campbell's Soup, Tyson Foods, Kohl's, Staples, Tyson Foods, Autozone and CVS Drug. John's current position in the Special Credits Group has him focused on work-out loans and re-structurings for mid-cap clients across all industries.

John has 25 years of banking experience. After graduating from Notre Dame with a double major in Economics/Arts and Letters Program for Administration, he began his career at Citizens and Southern National Bank in Atlanta. In 1987 he joined First Chicago where he has stayed for the past 22 years through three major mergers that eventually lead to the Bank One/JPMorganChase transaction in 2004. JPMorgan Chase is the nation's largest bank by market cap at \$165 billion.

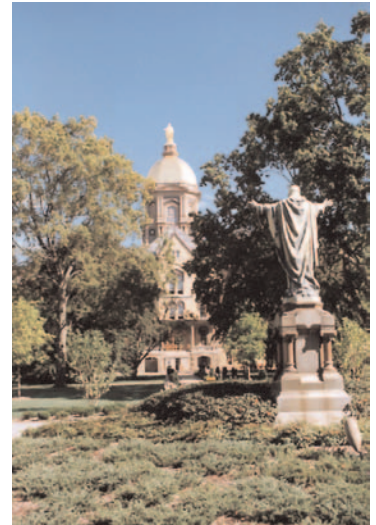
### **Dolores R. Simon, Vice President Business Development & Member Relations Chicagoland Chamber of Commerce**

Dolores R. Simon is Vice President of Business Development and Member Relations for the Chicagoland Chamber of Commerce. Dolores is responsible for recruiting new members to the Chamber, membership retention, including renewing and retaining existing members by helping them realize the benefits and opportunities (e.g. business contacts, advocacy, exclusive member savings, etc.) that are available from Chamber membership. Dolores works closely with the Board of Directors including the Chairman of The Board, Jim Tyree, Chairman and CEO of Mesirov Financial.

Dolores also is responsible for creating new programming for the membership, including the creations of the Global Connections Council, Mid-Market Forum and the Board of Directors connections. In her recruiting efforts, Dolores uses a solutions-based sales approach in which she works with prospective members to understand their needs and explain how the benefits of membership can provide solutions to their businesses. She also helps members establish relationships, develop new business contacts and navigate the benefits and opportunities available from the Chamber.

Prior to joining the Chicagoland Chamber in 2006, Dolores served as President of the Wheaton Chamber of Commerce and, previously, as the Executive Director of the Carol Stream Chamber of Commerce. She also had an assignment as the Director of the Carol Stream Convention & Visitors Bureau. An earlier career at Inland Steel included assignments as a director in advertising, marketing and meeting planning.

Dolores is a graduate of the Institute for Organizational Management (U.S. Chamber), member of the Illinois Association for Chamber Executives, the University of Notre Dame Alumni Club -Chicago Club and a certified aerobics instructor through Aerobics and Fitness Association of America (AFAA). Dolores received a B.B.A. in marketing and advertising from the University of Notre Dame and writes for her graduating class for the Notre Dame magazine. She has three children and resides in Chicago.



The Notre Dame Club of Chicago is a non-profit organization whose mission is to raise funds for our Scholarship Foundation. Fifty-eight students are currently receiving financial assistance from us to enable them to attend our great University. Please join as a member to support our Scholarship Foundation. To become a member of the Club or for other club information See: <http://www.ndchicago.org/>

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