

## ACE Alum Applies Skills at Marsh Risk & Insurance

*From the ACE Program Leaders*

The 160<sup>th</sup> Undergraduate Commencement is around the corner and the campus community is in the midst of preparing to welcome families and friends to celebrate the accomplishments of graduating seniors.

ACE seniors will be among the honorees at the 3<sup>rd</sup> annual Leavey School of Business Honors and Awards ceremony on Friday, June 10.

Soon after our seniors graduate, ACE juniors begin their summer internships, and ACE sophomores will count down the days until they study abroad.

The ACE first-year cohort was just selected in Spring Quarter. Their events kick-off in September.

With this edition of *ACE your Life*, enjoy articles about the programs and events current ACE students have been participating in during the year, including the buddy program and internship preparation. There is also a special article by ACE alum Michael Pellegrini.

If you find time over the summer to say hello, we in the ACE program would love to connect with you. Lunch anyone?

Wishing you sunny and restful summer.

—Jo-Anne, Brenda, Bill and Steve

**M**y name is Michael Pellegrini and I participated in the ACE program with the graduating class of 2002.

Prior to graduation I accepted an offer to work with Marsh Risk & Insurance services as part of their graduate training program. That was the first year that Marsh partnered with the ACE internship program and I was intrigued about the notion of working with large corporations from a risk perspective (although I was not exactly sure what that meant when I accepted the offer).

Nine years later, I am still working for Marsh in the Marine Practice and currently hold the title of Senior Vice President. As an insurance broker, I work as the

intermediary between corporations and insurance companies, on behalf of the corporation who has hired Marsh to represent their insurance needs. My main role is to advise my clients on ways to quantify their risk as it relates to worldwide transit and inventory exposures and then transfer that risk via the global cargo insurance marketplace.

Working for a Fortune 200 company and servicing a client base focused on Fortune 2000 companies is extremely challenging and rewarding. Some of my more interesting clients include Levi Strauss, Ross Stores, The Sports Authority, Gilead Sciences, Electronic Arts, Driscoll's Strawberry and E&J Gallo Winery.

Each company has unique and complex risk issues and exposures. Since I focus on transit and inventory risks, I have the opportunity to learn how my clients structure their manufacturing and supply chains, utilize outsourcing, structure their revenue recognition protocols and ultimately deliver product to their customer base.

Every day I apply the skills that I learned at Santa Clara and through the ACE program. Marsh



operates in a team atmosphere where individual specialists handle various risks, but need to work seamlessly to delivery consistent service to our clients. We present to our clients on various topics including their insurance renewal results, the state of the insurance market and ways that we can improve their risk purchasing portfolio. The ability to negotiate and structure a complex insurance transaction requires sound business logic, the art of persuasion and strong relationships with the various worldwide cargo insurance companies.

Customer service is the core to my job. Delivering superior results to my clients and working with quality colleagues, clients and insurance markets is what continues to motivate and challenge me. ♠

### In this issue

|                            |   |
|----------------------------|---|
| Alum Takes Skills to Marsh | 1 |
| Meet the Partners          | 2 |
| Leadership Conference      | 2 |
| Buddy Program              | 3 |
| ACE Graduates              | 3 |
| Happy Hour                 | 4 |

## ACE Juniors Look Forward to Industry Experience Through Internships

During winter quarter, ACE junior and sophomore students gathered for the annual Business Partner Meeting.

The unique experience allows students the opportunity to meet with recruiters and executives from leading organizations in the Silicon Valley, including Cadence Design Systems, Lockheed Martin, Marsh, McAfee, Target, and Yahoo!.

The meeting kicked off with a short word from each of the representatives about their specific company and the kinds of opportunities provided by working at each firm. Students were then able to sit down in a comfortable setting and ask questions about anything from the industry to internship opportunities.



ACE Juniors pose for the camera at the 2011 Business Partners meeting held in Winter Quarter.

Sophomore Beau Kramer particularly enjoyed his experience, saying “I received some great advice about life/work balance in the finance industry. The opportunity actually changed my outlook on prospective future careers.”

The chance to mix and mingle with fellow ACE students and successful business partners provided a wonderful networking opportunity for the students and representatives alike. The event is yet another reminder of the close

**“The event was extremely valuable to me even as a sophomore. It is important to meet the people who could someday be your co-workers, and any chance to network is always an invaluable experience.”**

-Michael Harney, ACE 2013

relationship that exists between the ACE Program and the surrounding business community. ♠

Note: If you are interested in participating in next year's event, please contact Brenda Versteeg at [BJVersteeg@scu.edu](mailto:BJVersteeg@scu.edu)

## ACE Students Lead the Way at Local UC Berkeley Leadership Symposium



Alan Nguyen, Christi Lucas, Amanda Nelson and Alexis Babb with Berkeley Leadership Symposium keynote speaker Barry Posner

Last quarter, selected ACE students attended UC Berkeley's Annual Leadership Symposium, a conference aimed at helping students develop their own leadership styles and equipping them with skills they can use to be successful

leaders.

This year's conference, “Picture the Leader in You,” and it offered participants from colleges all over California the opportunity to challenge themselves and to consider how they could best inspire and motivate others.

The conference began with keynote speaker Barry Posner, former dean of SCU's Leavey School of Business, who spoke on his book *The Truth About Leadership: The No-fads, Heart-of-the-Matter Facts You Need to Know*.

Afterward, students broke out into different workshop sessions. There were a variety of workshops to choose from with topics such as leadership opportunities through service, understanding intercultural conflict styles, the art of giving feedback, and applying college leadership to your career life.

One of the workshops I attended dealt with improving the leadership skill of empathetic listening. It was facilitated by a

specialist from a healthy marriages coalition who suggested that the best way to listen is to take on the point of view of the speaker as he or she talks to you.

Students had the opportunity to pair up with each other and practice that skill which was a great exercise and made me realize how difficult but important it is to pick up on another person's implied feelings.

Overall, I'm glad I had the opportunity to attend the conference and I would recommend it to students (especially younger students) interested in developing their leadership and professional skills regardless of their major. ♠

-Christi Lucas  
ACE 2012

## ACE Seniors and Juniors Spend Year as Buddies to Sophomores

The ACE Buddy Program is busy wrapping up yet another successful year.

The program is designed to help transition Sophomore ACE's to the ACE Program by matching incoming ACE students with an ACE Junior or Senior buddy.

The buddies act as a familiar face and answer any questions sophomores might have about the ACE experience or life at Santa Clara in general.

Buddies are paired up according to similar interests and meet several times throughout the year as a way of creating a support system and forging a bond between ACE cohorts.

For ACE Sophomore Kelly Lamble, "Having a buddy was really helpful because whenever I had a quick question about classes or professors, I always had someone I could go to for unfiltered answers."

This year buddy groups routinely went for



Kelly Lamble, Christian Spencer, and Matt Smouse exchange ideas

coffee or yogurt to catch up and exchange advice.

With another great year under our belt, we are excited for all the

experiences and relationships next year will surely bring! ♠

## Congratulations to the Graduating ACE Class of 2011!



After four wonderful years together, we are proud to be sending off the accomplished ACE class of 2011. During their time at Santa Clara, the class of 2011 maintained an impressive collective GPA while participating in leadership opportunities on and off campus. After graduation, these ACEs will be embarking on new adventures at companies like Yahoo!, KPMG, Gap Inc., PricewaterhouseCoopers, Target, Lockheed Martin, Yelp, NetApp, and Symantec, as well as traveling abroad and beginning law school.

We wish you all the best of luck with your future endeavors! ♠

### Congratulations to:

Tracy Akashi  
 Cassie Braun  
 Matthew Chee  
 Eduardo Choto  
 Bobbi Cornell  
 Justin Gilio  
 Lori Hsu  
 Audrey Kambara  
 Elizabeth Kiikvee  
 Cynthia Lam  
 George Lawrence  
 Ariana Lujan  
 Kevin Mahaffy  
 Christian Max  
 Jodi Montoya  
 Jessica Nakamura  
 Carolyn Sage  
 Aaron Satre  
 Jillian Schoenfelder  
 Neil Shah  
 Thain Simon  
 Adrian Tan

## ACE Seniors and Alums All Smiles at Happy Hour Event

ACE seniors and alumni recently met for appetizers and drinks at Aqui, a Mexican restaurant located in downtown Campbell.

The event gave the ACE Class of 2011 an opportunity to have some fun together outside of the usual campus setting, a refreshing treat.

Also in attendance were various ACE alumni who live and work in the Bay Area. Needless to say, the happy occasion provided graduating seniors with a chance to reconnect with recent Santa Clara graduates and other alumni.

In just a few weeks, ACE seniors will be walking down the aisle at graduation and accepting their diplomas. Soon they will be sent off into the “real” world, on their way to join the ranks of Santa Clara graduates who have gone before them. We hope the bonds made at special ACE events such as this will serve to maintain the ACE culture long after graduation.

***“The ACE Happy Hour event was a chance for the senior ACE class to bridge the gap with ACE alumni and further prepare for the world after graduation.”***

—Cassie Braun, ACE 2011

***Will you help? We are currently planning the next ACE Happy Hour to take place this summer.***

***If you’re interested in helping or attending, please email Alexandria Carpenter at [ACarpenter@scu.edu](mailto:ACarpenter@scu.edu)***



Pictured from left to right: Cassie Braun, George Lawrence, & Kate Guarente



L to R: Stephanie Chun, Catherine Waite, Kaylie Pezzuto, and Jodi Montoya

### ACE Program

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**Address Correction Requested**

**What’s new with your ACE colleagues?**