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ny

MIT Sloan Club

ADDRESSING THE NEEDS OF ALUMNI IN THE NY AREA



Events (details on p.3)

- Nov 1: Hedgefund Dinner
- Nov 15: Wines From Around The World
- Spring '07 New Sloan Grad Welcome Event
- Spring '07 Night of Poker

Chairman's Letter

Letter From the Chairman

First, I want to compliment the Alumni Relations Department for turning out a fantastic magazine on Sloan and Sloan alumni. I hope everyone has seen it.

Second, I want to thank our Board members for leading wonderful key events this year – poker and wine dinner (11/15). I'm leading the hedge fund dinner (11/1).

Third – but foremost, I want to thank Dean Schmalensee for doing a great job in his term.

Right now my major effort is membership – the Club needs members to renew and alumni not previously affiliated to join this club.

There can't be a full Sloan presence in NY without a club, and there can't be a club without you! If you're not sure whether you're a member, just contact me (resnick@nav-capital.com). Even if you don't have the opportunity to attend events, joining the Club demonstrates your support for Sloan's visibility in New York.

I also want to invite you to tell us

something about yourself, as two of our Board members have in this issue. Send your story to me (resnick@nav-capital.com) and to Bob (bob.fitzpatrick@sloan.mit.edu) for publication.

Finally, I want to thank Bob Fitzpatrick for putting out this newsletter even though he has a new job at Fidelity Investments (downtown) and a longer commute.

Best Regards,

Steve Resnick

A leader's job is not to be "the smartest person in town, but to hire and inspire the smartest people in town."

Jack Welch's advice during Dean's Innovative Leader Series lecture at MIT Sloan on April 12, 2006



Getting the most from your team

Meet two of our Board Members: Jay and Harris.

Jay Landauer

MIT Sloan MBA 2004
landauerjay@sloan.mit.edu

Jay currently works at Union Capital Corporation, a 35 year old private equity firm, which focuses on lower middle market businesses in the marketing services, business services, and consumer products industries. He joined Union Capital Corporation following his graduation from Sloan. At Union Capital Corp., he works with an experienced team and look forward to new challenges each day. Prior to attending Sloan, he worked at Ortec International, a publicly held medical device company in Corporate Development. He also managed a distressed mail order company and helped facilitate its sale. When not working, he spends time with his fiancé, Elina, and his dog Freddy in the Upper East Side where he lives.

Jay is the co-President of the MIT Sloan Club of New York. He has helped organize the Welcome Event for new Sloan grads for the past two years, as well as, the first annual Poker Event this past spring. He states that "The club has been a great way for me to stay involved with the Sloan community. If you have an interest in participating, please let me know."

Harris Rabin

MIT Sloan MBA 2004
harris.rabin.b@bayer.com

After graduating from Northwestern University in 1997 with a joint Mathematics & Economics honors BA degree, Harris began his career in Finance working as a Sell Side equity analyst at J.P. Morgan covering the Food & Drug Retailing sector. He helped his team initiate coverage on seven companies and managed the ongoing analysis and investment recommendations of 12-15 companies. After three years at J.P. Morgan, Harris joined a start-up "telco" in southern California. As a product manager, he managed the development of several consumer software tools that were successfully launched and utilized by the majority of the company's DSL consumers. Before attending Sloan, Harris co-launched a consumer products company focused on developing electronics accessory products.

Harris' strong interest in marketing, entrepreneurship, and general management led him to pursue a career in Brand Management at Bayer HealthCare in New Jersey. Harris interned at Bayer while at Sloan and was attracted to the nature of the work being akin to owning and managing a small business while having the deep financial and

human resources of a large company. Since joining Bayer HealthCare, Harris has worked on three brands: Bayer Aspirin, an Rx-OTC switch, and most recently Aleve. In his current role on Aleve, Harris is responsible for all Advertising/Media efforts including the launch of a new product in 2007, which targets a different segment than the base business and will likely be one of the largest launches in the industry. Harris is also responsible for managing the development of Aleve's brand equity framework and consumer insights, both of which will guide long-term communication strategies for the brand. At Bayer, Harris has also taken on extracurricular roles including heading up the Marketing Recruiting Communications Team, serving as the company's IM Softball coach, and tutoring local non-English speaking residents on English literacy.

Harris and his wife Nicole are enjoying their first child, Elijah, who is now 15 months old. Harris has also enjoyed being back in the NY/NJ area where he grew up. He still finds the time to get out on the golf course and root on the Mets, who he hopes will play in the World Series in 2007!

BOARD MEMBERS



Board Members

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Event Coordination

We are always looking for board members to set the club agenda and help run events. Contact Steve if you are interested.





Events

2006 Annual Hedge Fund Dinner

November 1

Location: Tribeca Grand Hotel, Two Avenue of the Americas (Church Street and White Street)
Cocktails from 6:00 - 7:00 p.m., Dinner from 7:00 - 9:30 p.m.

Topic for the evening:
[Quattro - Four MIT alumni with three hedge fund angles.](#)

Speakers:
[Phil Cooper](#), former head of Goldman Sachs Private Equity
[Aaron Cowen](#), Karsch Capital, Long Short Fund
[Jason Papastavrou](#), Managing Partner Arris Capital, Fund of Funds
[Vadim Zlotnikov](#), Chief Investment Strategist of Sanford Bernstein

Moderator: Steve Resnick, Chairman of MIT Sloan Club NY

Corporate Sponsors:
Eisner, LLP; SS&C Technologies; Thomson Quantitative Analytics

\$120 for the first 15 paid reservations from MIT Sloan Club members
\$125 for other MIT Sloan Club members
\$140 for all others

Wines from Around the World: Six-Course Food & Wine Extravaganza

\$350 value for only \$125 — Limited Seating

November 15

The MIT Sloan Club of New York is please to present Wines from Around the World, a six-course food and wine extravaganza featuring [Dr. Sheldon Rabin](#), who brings his personal wine collection and 30 years in-depth industry knowledge to this event.

Restaurant
Bouterin (Fine French Cuisine, Consistent 20+ Zagat Rating)
Address: 420 East 59th Street (between First Ave. and Sutton Pl.)

Time: Cocktails at 7:00 p.m. Dinner at 7:30 p.m. (ends by 10 p.m.)

Dr. Sheldon Rabin has been collecting wines for over 25 years and is a member of several wine associations. He takes great pride in his collection and enjoys sharing his knowledge and wines with people around the world. He also has been teaching adult education classes for several years on Long Island, where he resides. While his son, Harris Rabin (2004 MIT Sloan alumni) was at MIT, Dr. Rabin hosted several

wine tastings as a guest of the MIT Sloan Vintner's Club. He hosted his first MIT Sloan Club of New York wine and food tasting last year and is looking forward to the upcoming event.

\$121 for MIT Sloan Club members
\$125 for Non-members

This includes hors d'oeuvres, 6 courses, wines, tax, and tip.

Limited seating — List closes on November 5.

To make a reservation for these events, you may send a check to:

Steven Resnick
5th floor
598 Madison Avenue, NY,
NY 10022

Or use paypal, payable to:
resnick@nav-capital.com

We expect these events to be well attended, so please make a paid reservation now!

MEMBERSHIP

Experience Your Club

Sloan Club of New York

Early bird special – renew your 2007 membership now for \$20 (normally the annual membership fee is \$35).

[Sign up online \(click here\)](#) (<http://mitsloan.mit.edu/alumni/clubs/newyork/join.php>) Help support our efforts to bring together and enrich the Sloan alumni community in New York area. It's a great investment!

Membership fee :

FREE for pre-'61 grads, '05 & '06 graduates, current students, full retirees, and those "in between" jobs.

Your membership fee is \$35 (\$20 early bird special or if paid together with a select event registration).

Lifetime membership fee is \$250.

Contact Steve (info below) if you are not sure of your membership status.

Pay by Credit Card: Sign on to www.paypal.com, select "Send Money" tab and direct your payment to resnick@nav-capital.com. Detailed instructions are on the [Sloan website](#) (<http://mitsloan.mit.edu/alumni/clubs/newyork/index.php>) If you don't have a PayPal account, you will need to create one.

Or Send a check and sign up (payable to the MIT Sloan Club of NY) to:

Steve Resnick
c/oBrightWater Asset Management
598 Madison Ave., 5th Floor
New York, NY 10022

Be sure to include:
Prefix, First Name, Last Name, Email address, Year, Program, Biz Ph, Business Title, Business name & address, Home Ph, Home address

Chairman & Membership
Steve Resnick

"New Sloan Grad Welcome" event and the "Night of Poker" event details to follow once the dates have been finalized.

