It’s because of you and your support that the Kelley School of Business at Indiana University is creating career momentum for future business leaders. Thank you—alumni, friends, and corporate partners—for your investment in Kelley.

This generosity and support of our community make it possible for us to attract talented students across all our programs and promote academic excellence through the development of new degree programs and cocurricular opportunities. Further, your generosity allows us to create a vibrant student life and culture, to help diversity thrive, to offer global opportunities and experiences, and to prepare students for lasting career success.

Indiana University Kelley School of Business
INVESTOR’S REPORT
2018

$24M
RAISED

NUMBER OF DONORS:
7,163

EVERY GIFT MATTERS
From scholarships to innovative programs, your support enables Kelley to train the brightest minds and provides opportunities for deserving students to receive a top business education.

**TALENTED STUDENTS**

**RACHAEL SUN, BS’18**
Business Analyst, McKinsey & Company

“My MS in Information Systems degree completely changed my life. I went from my best prospects being a job as a software engineer in India to VP of Operations at Salesforce. Kelley started that spark and got me down this path.”

**GREGORY TOUPALIK, MBA’18**
Senior Consultant, Infosys

“I chose the Kelley School because of the people and the opportunities to learn abroad. The Global Business and Social Enterprise (GLOBASE) program was an important offering for me when I was deciding where to get my MBA.”

**CHRISYY SMITH, MSA’17**
Risk Advisory Staff, EY

“When I came to the Accounting Leadership Weekend, everyone made the idea of coming to a new town and a new school comfortable for me. The MS in Accounting program gave me a chance to get real-world experience working on a field consulting project.”

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**ARCHANA SUBRAMANIAN, MSIS’11, MBA’13**
**VICE PRESIDENT OF BUSINESS OPERATIONS, SALESFORCE**

“My MS in Information Systems degree completely changed my life. I went from my best prospects being a job as a software engineer in India to VP of Operations at Salesforce. Kelley started that spark and got me down this path.”
The Kelley School of Business is an innovator in business education—and we continue to pioneer programs thanks to your support. We’re also able to create professorships that enable us to retain and recruit the world-class faculty members that set Kelley apart from other business schools.

**ACADEMIC EXCELLENCE**

The Kelley faculty want to create real relationships with you. They are invested in you as a person—who you are and what you want to do—and they’re there to help you do your best.

**GIANMARCO MEDINA, BS’21, FRY SCHOLAR**

“Tenure-track faculty teach our students and also conduct cutting-edge research—research that gives Kelley students new frameworks for thinking about business and our world. This competitive advantage is possible because of donor support, which enables us to recognize these top faculty members and fund their important research.”

**LAUREEN MAINES, BS’78, MBA’79**
Executive Associate Dean of Faculty and Research, KPMG Professor of Accounting

“Kelley Direct students can expect to complete their online MBA core classes with full-time Kelley faculty, have access to the same career coaches as our full-time students, and participate in domestic and global experiential learning courses that strengthen their skills. We work to ensure that online students are just as much a part of the Kelley family as students who complete their degrees on campus.”

**RAMESH VENKATARAMAN**
Associate Dean for Information and Instructional Technologies, Chair of Kelley Direct MBA and MS Programs, and the John R. Gibbs Professor of Information Systems

“Kelley faculty want to create real relationships with you.”

**KELLEY DIRECT ONLINE**

**MBA & MS PROGRAMS**

- **#1** Online MBA Program
  Princeton Review, 2018

- **#2** Best Online MBA
  U.S. News & World Report, 2018

- **#4** Best Online MBA Worldwide
  Financial Times, 2018

- **#2** Online MBA for Veterans
  U.S. News & World Report, 2018

- **#2** Best Online MS Programs
  U.S. News & World Report, 2018

- **#1** Research in the World
  Financial Times, 2018
At Kelley, we believe succeeding together is a greater achievement than going it alone. This value permeates our collaborative culture. Your philanthropy allows Kelley to nurture this supportive community and provides resources for students to achieve balance and manage stress.

**BALANCED STUDENT LIFE & VIBRANT SCHOOL CULTURE**

"Universities across the country are seeing an increased need to focus on student mental wellness. The Kelley School is taking an active role in developing innovative programming focused on mentoring, maintaining balance, and making healthy choices. These lifelong skills will allow our students to stand apart from those at other business schools and enable them to have a significant positive impact on the organizations they join."

AWA DIAW, MBA’18
HR TRAX PROGRAM, MICROSOFT

"All schools say ‘look at culture, look at fit,’ but there is something about Kelley that brings everybody together. Students feel it in the beginning when they come in, and they feel it when they are being recruited. You leave Kelley and you feel part of that family."

REBECCA COOK, MBA’96
Executive Director, Full-Time MBA Program

"From the moment you get here, you feel cared for. The people at Kelley define your experience and enable you to achieve what you never thought possible."

AWA DIAW, MBA’18
HR TRAX PROGRAM, MICROSOFT

**FULL-TIME MBA PROGRAM**

#2 Career Services
Financial Times, 2017

#8 Alumni Network
The Economist, 2017

#10 Best Professors
Princeton Review, 2018

**IDALENE F. “IDIE” KESNER, MBA, PHD’83**
Dean, Frank P. Popoff Chair of Strategic Management, Professor of Management
Diverse teams lead to better decision-making. Your gift supports programs and scholarships for underrepresented minorities, women, LGBTQ+, and students from many different backgrounds. This year we’re celebrating the 10th anniversary of the William R. Fry Scholars Program, which gives undergraduate students who are traditionally underrepresented in business the financial support to attend a top business school and the personal support to find their paths to success.

"If I didn’t have the Fry Scholarship program, I know I wouldn’t be where I am today. The Fry gave me the courage to know that I can do anything and that I have the ability to do something great with my life."

ASHLEY MARTINEZ, BS’16,
FRY SCHOLAR
BUSINESS ANALYST,
DELOITTE

"I’ve had the opportunity to attend and judge the National Diversity Case Competition, and I can tell you with absolute certainty that this event shows why diversity and inclusion are so critical. Seeing the diversity of thought, perspective, and background of the students driving very different and innovative solutions is exactly why study after study shows that diverse teams that work inclusively perform better in solving complex problems."

KEN BOUYER
Director of Inclusiveness, EY Americas

"The Fry is life-changing. It allowed me to come to the best business school in the country and build a foundation for my career. I try to be a Fry Scholar others can look up to. When you have someone who looks like you who is successful, you know you can do it, too."

CHRIS FORD, BS’19
Professional Sales and Business Analytics, Fry Scholar
Frontline Sales Intern, 3M

"I have the opportunity to attend and judge the National Diversity Case Competition, and I can tell you with absolute certainty that this event shows why diversity and inclusion are so critical. Seeing the diversity of thought, perspective, and background of the students driving very different and innovative solutions is exactly why study after study shows that diverse teams that work inclusively perform better in solving complex problems."

CHRIS FORD, BS’19
Professional Sales and Business Analytics, Fry Scholar
Frontline Sales Intern, 3M

DIVERSE THRIVE
enabling

GLOBAL OPPORTUNITIES & EXPERIENCES

A global business education is a requirement for modern executives. From the Undergraduate Program to the Online MBA, Kelley offers opportunities to receive valuable international experience—and your contribution makes it possible.

MARISA STOLLER, MBA’18
Deputy Director, NorCal Design Center

“Our AGILE (Accelerating Global Immersion Leadership Education) assignment in Cuba was to advise two businesses, one in the capital city of Havana, and one in Vinales, a rural area. In getting set up for the AGILE course, we put together a lot of analysis and a lot of thought on what some of the immediate challenges facing these businesses might be and we put all that together from an American mindset. When we got to Cuba, a lot of our ideas didn’t fit in with how the culture and government work there. You learn your underlying assumptions are often wrong and you learn to be able to turn on a dime when you find out that’s the case. That’s really something that’s going to help me in the future.”

KATHRYN RADLE, BS’18
Associate, L.E.K. Consulting

“My trip to Athens marks the point in my Kelley career where I grew tremendously both personally and professionally. I gained confidence in my ability to work with clients as well as in my ability to work in a group. These skills have directly translated to my career in consulting.”

61% of Kelley undergraduate students study abroad

In 2017–18, Kelley undergraduate and graduate students studied in dozens of countries, including:

- Argentina
- Australia
- Austria
- Brazil
- Chile
- China
- Costa Rica
- Cuba
- Germany
- Ghana
- Greece
- Guatemala
- Hungary
- India
- Italy
- Japan
- New Zealand
- Peru
- Romania
- South Africa
- South Korea
- Thailand
- United Arab Emirates
- Vietnam

This year I participated in the first-ever GLOBASE China trip. China is the future for many of the businesses we will join after graduation, and I know my experience there will give me a leg up on the job experiences that await me. On a personal level, I know that GLOBASE not only taught me new skills but helped mold me into a better global citizen.

STEPHANIE SIMON, MBA’19, FORTE FELLOW
GLOBAL ADVANCED PRODUCT MARKETING INTERN, FORD MOTOR COMPANY
Kelley students and alumni are known among top companies for their talent, humility, and tenacity. Your support enables our top-ranked career services team to guide students to meaningful careers and connect students with recruiters from all over the country.

Undergraduate Top Industries for Full-Time Positions:
- Consulting
- Investment Banking
- Public Accounting
- Retail/Wholesale
- Technology

Full-Time MBA Top Industries for Full-Time Positions:
- Consulting
- Financial Services
- Manufacturing
- Healthcare
- Technology

Full-Time MBA Top Hiring Companies for Full-Time Positions:
- Accenture
- Anthem
- Cognizant
- Conagra Frozen Foods
- Cook Medical
- Crowe
- Cummins, Inc.
- Deloitte Accounting
- Deloitte Consulting
- Dow Chemical
- EY
- General Motors/OnStar
- KPMG
- PwC
- Target

Kelley boasts a fantastic alumni network that helped me prepare for my interviews and introduced me to leaders at their firms. I interviewed with more than ten companies over several weeks, and my very last interview of the semester happened to be final rounds with McKinsey & Company, my dream firm. I went to the office feeling prepared yet extremely nervous. Three hours later, I left the office smiling from ear to ear with a verbal internship offer to join McKinsey.

TANNER SNIDER, BS’18
BUSINESS ANALYST, MCKINSEY & COMPANY

preparing students for CAREERS WITH TOP COMPANIES

TYLER WHITSETT, MBA’18
Associate Brand Manager, Procter & Gamble

"While I was visiting schools during the application process, the career services team at Kelley was hands down the best that I interacted with. Not only did they understand what it took for me to reposition my brand and sell myself as a career switcher, but they also placed an emphasis on mindfulness and being self-aware—a component of the career journey that is often overlooked because of a desire to focus on technical skill development."

1,542 Companies recruiting students for internships and full-time employment in 2017–2018

$61,000 Average starting salary for undergraduates

$110,000 Median salary for full-time MBA graduates

29% Average salary increase for online MBA students during school or within six months of graduation

54% Online MBA students who earn promotions during school or within six months of graduation
When you give to the Kelley Shareholders Fund, you’re fueling the Kelley School’s momentum. The Shareholders Fund provides Dean Kesner and our faculty with the capital to deliver life-changing moments for our students—the moments that ultimately make Kelleys the leaders others want to follow. As a donor to the Shareholders Fund, you share in our success. Your gift touches every aspect of the Kelley School and enables us to do what we do best. Here’s how your gift to the Shareholders Fund makes a difference:

**SHAREHOLDERS FUND**

**ATTRACTS TALENTED STUDENTS**
Undergraduate scholarship support and funding for graduate student visits and recruiting events such as Kelley Preview Day, Kelley MBA Experience Weekend, and the Master of Science in Accounting Leadership Weekend

**PROMOTES ACADEMIC EXCELLENCE**
- Business Honors Program events
- Workshop-specific programming (Consulting, Investment Banking, Real Estate, and more)
- Case competitions

**CREATES A BALANCED STUDENT LIFE AND VIBRANT SCHOOL CULTURE**
- Student organizations, Kelley Living Learning Center, Induction Ceremony, orientation activities, MBA social events to promote student, faculty, and staff relationships (weekly coffee breaks and a monthly evening event)
- Mental wellness initiatives focused on impactful events like Balance Week
- Senior and MBA Graduate Recognition Ceremonies and programming

**HELPS DIVERSITY THRIVE**
- Diversity initiatives that support an inclusive student environment
- Graduate recruiting events for underrepresented minorities, women, and veterans

**ENABLES GLOBAL OPPORTUNITIES AND EXPERIENCES**
- Travel opportunities for students: undergraduate study abroad trips, Global Business and Social Enterprise (GLOBASE) for full-time MBA students, and AGILE consulting trips where Kelley Direct students work with small businesses in developing countries
- MBA Culture Night, where students from other countries share and celebrate their culture with their classmates

**STEWARDS OUR CORPORATE PARTNERS AND PREPARES STUDENTS FOR RECRUITING**
- Hosting roundtables and corporate recruiting events
- Distinctive Kelley hospitality for our corporate partners, creating an unmatched recruiting experience and higher placement rate for our students
We are pleased to recognize those who invested in the Kelley School's Bloomington Campus initiatives in fiscal year 2017 (July 1, 2016–June 30, 2017). Listings are by highest/lowest recent donation amount, alphabetically by the Kelley alum’s last name, followed by additional household recognition. IU students, alumni, faculty, staff, and friends are alphabetically by last name.

Married Kelley alumni are listed in bold by the higher degree-holding spouse.

*Denotes current member of the Kelley School’s faculty or staff.

†‡ Denotes donors who are now deceased.
Every gift matters.
Give today to continue the momentum for Kelley students, faculty, alumni, friends, and corporate partners.

KELLEY SCHOOL OF BUSINESS
GO FROM MOMENT TO MOMENTUM
Office of Development and Alumni Relations
1275 E. Tenth Street, Suite 3080
Bloomington, IN 47405

KEEP KELLEY’S MOMENTUM GOING

The Kelley School of Business relies on you to share your Kelley pride and tell your colleagues, friends, family members, and potential undergraduate and graduate students about Kelley. We also invite you to share your Kelley pride by connecting with us.

Follow us on social media:
- Kelliesschool
- gokelley.iu.edu/alumni
- Kelliesschool
- iukelliesschool

- Be inspired and share stories from the Kelley School’s social media channels
- Attend an alumni event and build your network by connecting with other successful alumni
- Access our alumni resources, including webinars and career development programming
- Maximize your giving power by participating in company matching programs when available
- Tell fellow Kelley alumni about the importance of giving back to the school because of the direct impact our alumni participation rate has on rankings

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