

## **San Francisco Bay Area Urban Financial Services Coalition December Notes**

American Business is in a interesting time right now. In 2007, the Urban Financial Services Coalition delivered a potent array of tools and services to members of the San Francisco Bay Area Financial Community.

If you attended and participated in the 2007 events, among other things you likely:

- 1) Have met two bank CEOs.
- 2) Have met at least two Senior Executives who have built -from scratch- complete offshore service centers for major financial corporations.
- 3) Have met one Executive Vice President and four Senior Vice Presidents.
- 4) You have met and are in touch with countless Investment people, IT people, Retail Sales people, Marketing people, International Banking people, Commercial Banking people, and the list goes on...
- 5) Have probably made new acquaintances from places including: Charles Schwab Bank, Alta Alliance Bank, Wells Fargo Bank, DWH Consulting, Ameriprise Financial Services, Bank of America, Clorox Corporation, Edward Jones Financial, The San Francisco Foundation, First Republic Bank, E-Trade Financial, First Bank, Merrill Lynch, WAMU, Comerica Bank, Travelers Corporation, Operation Hope, Federal Reserve Bank of San Francisco, Bernstein Financial, American Funding and Financial Corporation, WB Lending Solutions and the list goes on...
- 6) Participated in numerous briefings including globalizations' effect on business, working across generations and cultures in business teams, starting your own bank with the various regulatory and structural issues to be addressed, financial self care and planning for business professionals, compensation packages with its' more than 17 aspects, and the list goes on...
- 7) Have had the **joy** of helping with 2007 youth financial literacy workshops for Low and Moderate-income children ages 6 thru 17.
- 8) Have the **satisfaction** of providing food and gift baskets to low - income families in the Bay Area in the month of December.

### **What's the value of this?**

-Liz Ryan of Business Week Magazine writes:

'Expanding your list of job-search contacts is only one reason for corporate people **to get better at networking**. Possessing a varied and vibrant network of contacts helps you make better decisions; provides you with advice and moral support for career steps and transitions as you encounter them; and gives you another outlet (besides your own workmates, your spouse or partner, and your dog) to vent about and process your experiences at work.

When I was a young corporate HR bunny, I'd always hear the older, better-connected executives say things like, 'I'll call my buddy over at Amoco about that issue, he's an expert on petrodollars.' I remember thinking, 'How do they get all these buddies?'

-Career Insight March 26, 2007-

[http://www.businessweek.com/careers/content/mar2007/ca20070326\\_012522.htm?chan=search](http://www.businessweek.com/careers/content/mar2007/ca20070326_012522.htm?chan=search)

-It might also be added that the Senior Executives get major benefits in seeing their peers at these events and also getting an opportunity to personally sample what Business Professionals are really thinking and saying...

And we had **fun** doing it! Please watch for our new schedule for 2008 activities on our website!

Hope to see you soon.

Walter Brown, Jr. DE

Chairperson

SF Bay Area Chapter

Urban Financial Services Coalition