



## *UFSC San Francisco Bay Area Chapter NEWS*

Winter/Spring 2005

### **Atlanta, here we come!**

The UFSC 31<sup>st</sup> Annual National Conference is taking place June 13 – 19 in Atlanta, GA. The conference, “Continuing Our Legacy: Creating Wealth through Education, Education Empowerment and Diversity,” is designed to meet the specific professional development, mentoring and networking needs of financial services professionals, entrepreneurs and business students. This exciting event offers a great mix of professional educational seminars, networking, entertainment and career development.

The seminar and workshop topics cover current and relevant issues in financial services as well as material which fosters professional development for professionals at all levels and areas of specialty. The conference also offers educational tracks that aid in leadership and project management and preparation towards industry certification.



The conference is a great opportunity to network with colleagues from around the country representing a variety of local and national financial service corporations. Take advantage of this event to meet with some of our country’s leading experts in business and interact with recruiters from the nation’s top firms.

The cut-off date for Advanced Registration is May 31, 2005. Damita Barbee, the National President, is a local member of our San Francisco Bay Area Chapter. Please attend this great event and represent our local chapter and its leadership. Visit [www.ufsc.org/conference](http://www.ufsc.org/conference) or call (202) 289-8335 for more information on the conference.

### **Movin’ on Up**

Two recent seminars as part of our Continuing Education Program Series: “What Do You Know About Compensation?” and “Making the Right Moves” provided members with valuable information on how to move upward within an organization and the basics of how to understand the basics of interpreting your compensation plan.

During our October 20 general membership meeting, UFSC Board Member Otis Watson gave an engaging presentation for people of color on the skills needed to navigate in the business world, and take on positions of leadership. Otis shared suggestions from a number of African American business leaders who have worked their way up the corporate ladder. His six basic principles for success were:

- ✓ Set goals for yourself
- ✓ Let people know what you want
- ✓ An educational experience is vital in developing positive job skills
- ✓ Understand the politics involved in representing a corporation
- ✓ Associate yourself with good people
- ✓ Understand that just doing a good job isn’t enough – you’re expected to do a good, average job – you must be creative and do more in a corporate environment

During our January 19 general membership meeting, Roger Lewis, an accomplished Human Resources professional with over 14 years of progressive leadership success shared his insight into demystifying corporate compensation plans. Roger told us that compensation is made up of a number of factors and that employees of all levels should familiarize themselves with their company’s processes and policies around compensation. He suggested that employees hoping for a raise or feeling that they are underpaid should gather the facts about their contributions and accomplishments to their team or workgroup before approaching a manager or human resources representative.



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### **A Holiday Celebration to Remember**

The UFSC San Francisco Bay Area Chapter celebrated the spirit of the holiday season with a festive Holiday Mixer and Toy Drive on December 9 at a new hip nightclub called At Seventeenth in Oakland. More than 40 people attended the event and represented companies such as Wells Fargo, Union Bank of California, Comerica, World Savings, Morgan Stanley, Merrill Lynch, Mechanics Bank, Downey Savings, Comcast, and the U.S. District Attorney's Office.

In our continuing efforts to give back to the community and enrich the lives of the less-fortunate, the organization raised more than \$550 and all proceeds went to the Wall Street Wizards Program, a non-profit which provides financial education and training to high school students interested in pursuing careers in investment banking and financial services. Attendees also donated toys to give to children through The Hunter's View Mother's Guild, a community organization in San Francisco's Bayview-Hunter's Point neighborhood.

In addition to enjoying appetizing hors d'oeuvre and cocktails, attendees networked with new and familiar faces, enjoying great music and conversation. "It was a great time to catch up with folks, have a fun night and share the true spirit of the holidays by donating to local non-profits," said one member.



### **Online and in style**

The website of the San Francisco Bay Area Chapter of the Urban Financial Services Coalition is almost live! Our own Vice-President Rose Scott, a technology expert, is working closely with a talented web site designer and the test site is almost live and in living color.

The homepage will boast an animated, professional opening and additional pages will include membership, news page, corporate partners, job postings, UFSC Scholarships, a Western Region with contacts and a link, and an "About the Chapter" page, pictures of chapter activities, and sponsors' logos to really engage visitors. The website will also have a link to the UFSC National website so visitors can get more information about the organization at the national level.

Please contact Tarita Whittingham at [tarita.t.whittingham@wellsfargo.com](mailto:tarita.t.whittingham@wellsfargo.com) if you would like to submit content for the site. We want to put your submissions online!