Careers in the Common Good

A Night of Networking
Cohen Auditorium
February 1, 2012

values-driven work opportunities
in the not-for-profit, public, and private sectors
health, environmental, energy, education, social justice

Sponsored by Tufts Career Services &
The Leonard Carmichael Society
Welcome to this evening’s program. We encourage you to speak with as many of our volunteers as possible. To facilitate this process, please join small group conversations already in process, rather than forming lines.

Our roster is subject to last-minute changes.

CAN’T THINK OF WHAT TO ASK?

➢ Which of your jobs and experiences have been most helpful in preparing you for your work?

➢ Which skills or qualities are most important to be effective in your job?

➢ How would you describe your environment and the people with whom you work?

➢ From your perspective, what are the challenges of working in your type of role?

➢ Which criteria would you recommend for evaluating prospective employers and career paths?

➢ Which college courses and experiences have proven most valuable in your career?

➢ How are grades/GPA considered in the hiring process?

➢ How has your work affected your lifestyle and personal values? What obligations does your employer expect outside of work?

➢ Which professional journals, associations and organizations can help me learn more about your field?

➢ Are there trends or changes in your industry that I should be aware of?

➢ What is a typical career path at your organization?

➢ How does your employer support your professional development?

➢ Will my education prepare me for a job in your field? If not, how can I improve my candidacy?
Alumni Bios

James Weinberg
Psychology and Classics, A00
Founder & CEO, Commongood Careers

James Weinberg is a serial social entrepreneur who is dedicated to making the social sector more efficient, effective, scalable, and sustainable. He is the Founder & CEO of Commongood Careers, a retained search firm that enables over 200 innovative nonprofits across 29 states to recruit and hire outstanding talent at every organizational level. Concurrently, he also serves as the Co-Founder & Chairman of AchieveMission (formerly Talent Initiative), a nonprofit consulting firm that is dedicated to enhancing human capital management throughout the social sector. He also currently serves as the National Chair of Emerging Practitioners in Philanthropy, as a member of the Coro National Board, as the Catalyst Co-Chair of Reimagining Service, and as a convener of the White House Conference on Nonprofit Leadership. Previously, James served as the National Development Director at BELL and as the Executive Director of the Homeless Children’s Education Fund. He was also a Coro Fellow in Public Affairs. James has a master’s degree in management and public policy from Carnegie Mellon University, and holds a bachelor’s degree in psychology and classics from Tufts University, where he graduated Summa Cum Laude and Phi Beta Kappa.

Elizabeth F. Aguilo, LICSW
Mental Health/English, J86
Executive Director, Paine Senior Services

After graduating from Tufts in 1986, Elizabeth went on to get her Master’s in Social Work from Simmons College. She worked as a Protective Services Social Worker at Somerville-Cambridge Elder Services, and then as a social worker at the Cambridge Health Alliance’s Geriatric Unit. She has been the Executive Director of Paine Senior Services in Cambridge since 2000.

Ben Axelman
International Relations, A08
Renewable Energy Project Developer, Citizens Energy Corporation

Ben Axelman has been working for three years for Citizens Energy Corporation, a non-profit energy company founded by former Congressman Joseph P. Kennedy II. Citizens runs a heating oil assistance program that helps hundreds of thousands of people heat their homes every winter. Ben works for the for-profit division of the company, managing large-scale wind and solar energy projects through the development process.
Tamilla Azi  
Clinical Psychology, A03  
Operations Manager, Eliot Community Human Services

After graduating from Tufts, Tamilla completed a Master’s in Child Counseling in Australia and worked for several nonprofit agencies doing direct care with teenagers and adults. She is now pursuing an MPA at Suffolk University in hopes of working in HR/policy making within her agency.

Carrie Benjamin  
English, CMS Minor, A06  
Communications & Online Marketing Manager, FSG

Carrie is a strategic communicator who is passionate about the nonprofit sector. Her experience includes marketing, communications, branding, and fundraising. As Communications and Online Marketing Manager at FSG, Carrie helps develop the organization’s communications strategy, including website, social media, blogging, and video. She works with FSG staff to share their ideas with the sector and to provide opportunities for individuals and organizations to engage with FSG on how to achieve greater social impact. Before FSG, Carrie worked as the Development & Communications Manager at Peace First, a national nonprofit organization, where she assisted in the development of the organization’s communications and branding strategy, and managed the organization’s website, social media, and e-marketing efforts. Previously, she worked for the nationally-televised July 4th Boston Pops Fireworks Spectacular event.

Laura Berger  
Community Health and Spanish, A10  
Case Manager, Boston Health Care for the Homeless Program

Laura works as a Case Manager in the outpatient clinic at Boston Health Care for the Homeless Program. She is part of an interdisciplinary team that provides comprehensive health care to homeless and formerly homeless adults. As a Case Manager, she works to address the barriers that prevent homeless individuals from leading healthy lives. She manages a caseload of approximately 25 patients per day. She connects patients with community agencies to secure services such as housing, food, clothing, employment, legal assistance, and Social Security benefits, and provides referrals for appropriate placement in shelters, detox facilities, sober-living and low-income housing, and psychiatric day programs. She also leads two weekly support groups for general clinic patients and transgender clinic patients.

Robina M. Bhasin, Ed.M.  
International Relations, A03  
Associate/Education Specialist, Center for Social Innovation

Over the past eight years, Robina has been developing and implementing training and capacity building programs for health care practitioners, policy makers and educators from 18 countries, first with the Harvard Program in Refugee Trauma, and later at the University of the Middle East Project. Currently, she is an Associate and Education Specialist at the
Center for Social Innovation, where she develops and facilitates online training courses for human service providers working with people who are homeless and other vulnerable populations. Her work also involves new business and product development, as well as project management. Robina received her Master’s Degree in International Education Policy from the Harvard Graduate School of Education in 2007.

Lisa Brukilacchio
Occupational Therapy, BSOT80
Director, Somerville Community Health Agenda, Cambridge Health Alliance

Lisa began her extensive public health career as an Occupational Therapist (OT) at the Whidden Memorial Hospital in Everett, now part of Cambridge Health Alliance. The community hospital setting offered exposure and learning in inpatient, outpatient and homecare settings, and management experience as she tripled the staff size in three years. Finding herself most drawn to community based work, she began consulting part-time in the South End at an Adult Day Health Center. Since then she has worked in a variety of roles, including with adults with developmental or mental health issues and consulting in mainstreamed day care and school settings, public schools, and several convents providing respite services. In 1993, a freak sledding accident drastically altered her career path as she became a health care recipient with a broken back and spinal cord injury. Her subsequent career moves included serving as the Greenspace Coordinator for the City of Somerville, earning her Master’s in Education at Harvard, and holding several teaching and administrative positions at Tufts. In 2008, Lisa accepted the role of the Director of the Somerville Community Health Agenda at the Cambridge Health Alliance. As Director, she is charged with improving the health of local residents through facilitating collaborative community health processes, a task which calls upon all of her past experiences. Lisa continues the volunteerism she has pursued throughout her career by supporting future leaders in public health, environmental fields, and social justice work—a current personal and professional goal which she envisions pursuing for the rest of her life.

Megan Carter
International Relations & Russian and East European Studies, A08
Senior Associate, TDC

Megan Carter is a Senior Associate at TDC, a nonprofit consulting and research firm. At TDC, Megan works with nonprofit organizations across the sector, as well as a number of foundations and associations. She has spent much time studying capitalization issues facing the sector. She remains heavily involved in the Tufts University Alumni Association, serving on the Tufts Alumni Council and the boards of Active Citizens of Tufts, Boston, and the Association of Tufts Alumnae.

Adria Chamberlain
International Relations (concentrations in Leadership Studies and Human Security Studies), F08
Washington Forum Manager, Special Projects Manager, New Profit, Inc.

Addie serves as the Special Projects Manager to New Profit's President and Founder. In this role, she supports the President’s work on a variety of initiatives, including America
Forward, the Gathering of Leaders, and work on New Profit’s portfolio of nonprofit organizations. As a critical conduit to the President, Addie supports day-to-day projects, while also anticipating and responding to upcoming needs. Addie also manages the strategy, design, and execution of America Forward’s Washington Forum. An invitation-only two-day event held in Washington, D.C. for ~150 of the country’s leading social entrepreneurs, philanthropists, private sector leaders, and federal policy-makers, the Forum provides an opportunity for attendees to exchange innovative ideas and information, learn about the inner workings of the federal government’s Social Innovation Fund, and discuss opportunities and challenges present across today’s social innovation landscape. This year featured a day of sessions followed by a day of meetings with senior White House officials. Addie is a graduate of the University of Colorado at Boulder where she double majored in international affairs and political science and minored in the pursuit of fresh powder runs. She then spent six years working in private-practice immigration law in Cincinnati and Boston and focused on cases of asylum seekers, trafficked and battered persons, permanent residency, citizenship, and consular processing. Addie then attended The Fletcher School at Tufts and graduated in 2008 with concentrations in Leadership and Human Security Studies. During this time, she also worked for the Unitarian Universalist Service Committee’s Darfur awareness and advocacy campaign, as well for the International Institute of Boston’s Microfinance department. Following Fletcher, she worked as a Chief of Staff on Alan Khazei’s U.S. Senate campaign, and has now been with New Profit for two years.

**John Cisternino**  
Philosophy, A96  
Director of Research, The Tobin Project

John Cisternino is the Director of Research at the Tobin Project (www.tobinproject.org), where he has worked since 2008 to harness the power of academia to improve understanding of important public problems, and to identify workable solutions. John leads the Tobin Project research team with responsibility across all major initiatives, overseeing programming and providing strategic direction across four issue areas: Government & Markets, Economic Inequality, Institutions of Democracy, and National Security. He is the co-editor of New Perspectives on Regulation (The Tobin Project, 2009) with David Moss. He holds a B.A. magna cum laude from Tufts University (1996), a J.D. from Harvard Law School, and an M.A. and M. Phil in philosophy from Columbia University, where he taught courses in formal logic, philosophy, and literature.

**Elizabeth Cohen, MPH**  
Clinical Psychology, A97  
Executive Director, Families First

Elizabeth Cohen joined Families First in January 2012 as its third Executive Director. She has almost ten years of leadership experience in non-profits focused on variety of public health issues including violence prevention, comprehensive sexual education and supporting families dealing with health complications. Prior to her coming to Families First, Elizabeth was the Manager of Training at Planned Parenthood League of Massachusetts overseeing all external training to teachers and health professionals as well
as internal training for over 200 staff members including managers, health care staff and educators. Her past work experience also includes a two-year contract with WGBH Boston as the Director of Health Initiatives working on local and national outreach education campaigns focused on childhood asthma, cancer, caring for older parents and heart disease. The first part of her career was dedicated to advocating for survivors of sexual violence and their significant others through positions at the Massachusetts Society for the Prevention of Cruelty to Children, Boston Area Rape Crisis Center and as Executive Director at Rape Crisis Services of Greater Lowell. Elizabeth has a B.A from Tufts University and a Masters of Public Health from Boston University, where she developed and taught a course on sexual violence for four years.

**Moises Cohen**  
International Relations, A11  
New Sector Resident in Social Enterprise, Year Up

Moises is engaged in an Americorps year of service through New Sector Alliance’s Residency in Social Enterprise. Through this program, Moises is working at Year Up, a fast-growing non-profit headquartered in Boston. At Year Up, Moises works on various projects to increase the organization’s efficiency and effectiveness. Moises graduated from Tufts in 2011 with an International Relations major, and Judaic Studies and Leadership Studies minors. At Tufts, Moises founded a group called OneWorld to mobilize diverse groups across campus to collaborate in promoting sustainable solutions to global inequalities. Moises was born in Caracas, Venezuela and moved to the United States at age 14. He is looking forward to helping Jumbos become invested in missions that bring about social change.

**Susan S. Dickason**  
Political Science and Spanish, A04  
Senior Development Officer, Combined Jewish Philanthropies

Susan graduated from Tufts in 2004 with a double major in Political Science and Spanish. She is now active with the Association of Tufts Alumni (ATA) and Active Citizens of Tufts (ACT) Boston and enjoys connecting with fellow Jumbos and alums who want to stay involved and give back. As a Senior Development Officer at Combined Jewish Philanthropies (CJP), Susan loves to raise funds, work with donors on their personal philanthropic goals, and help to build a strong and vibrant community. Prior to CJP, Susan was Assistant Director of Corporate and Foundation Relations at Dana-Farber Cancer Institute. Susan received her Juris Doctorate in 2009 from Suffolk University Law School, and joined the Massachusetts Bar in June 2010. She is a member of Phi Delta Phi Legal Honor Society and was President of the Pre-Law Society while at Tufts. Susan was also a member of the National Political Honor Society. While an undergrad, Susan was also a member of the co-ed a cappella group sQ! and sang with Tufts Third Day Gospel Choir. She was a sister in Alpha Phi Sorority and volunteered through Tufts Admissions Office, providing information sessions to prospective students and their families. Susan lives in Boston with her husband Brandon, who is a Tufts alum, A’03. Her Father, Ted, is a graduate of the Tufts Dental School D’70.
Caroline Diczok
Greek & Latin; Art History, A10
Development Assistant, Reach Out and Read

Caroline is a native of Wilton, Connecticut and studied Greek and Latin language and art history at Tufts. Her experiences at Silvermine Guild Art Gallery in New Canaan, CT and at Boston’s Old State House Museum influenced her interest in the nonprofit sector. While at Tufts, she developed an interest in philanthropy from serving as her sorority’s philanthropy chair. Upon graduation, she pursued a career in development at Reach Out and Read. She supports their mission of school readiness by cultivating new donors, researching prospective funders, and managing their constituent management system.

Tai Dinnan
Community Health and Child Development, A09
Gardens Coordinator, Groundwork Somerville

Tai Dinnan grew up in a small town in Vermont, allowing her to develop a deep appreciation of nature and vegetable gardening. As Gardens Coordinator for Groundwork Somerville, Tai maintains and coordinates programming in eight public school yard gardens. She is also Groundwork Somerville’s Gardens Consultant. Tai serves on the board of the Community Growing Center and is a Senior Fellow in the Environmental Leadership Program.

Zach Dubin
English & Sociology, A07
Assistant Director, Principal & Major Gifts, Dana-Farber Cancer Institute & The Jimmy Fund

Zach started his career at Dana-Farber in 2008 as a Development Assistant. This entry-level role gave him a chance to learn more about fundraising and development and made him realize that he wanted to work directly with donors. In October 2008, he was promoted to Development Officer in Annual Giving and was the lead person for a new naming opportunity. After two years in this role, Zach was promoted to his current role, where he works with donors who have the capability to make major gifts. Outside of work, Zach sits on the board at Multi-Assistance Eating Disorder Association (MEDA).

Kenneth Fan
Computer Engineering, E01
Director of Business Development & Finance, Addgene

Ken is the Director of Business Development and a Board member for Addgene, a nonprofit repository for research samples called plasmids. He manages the company’s finance, accounting, international business, and special projects. Ken received a Master’s degree from the Fletcher School of Law & Diplomacy. He is a member of the Tufts Alumni Council and currently serves as Chairman of the Shared Interest Groups Committee.
Amanda Sonis Glynn
Sociology, J00
Career Advisor, Commongood Careers

Amanda Sonis Glynn is a Career Advisor with Commongood Careers, a nonprofit executive search firm and, in the spring of 2011, taught Future Philanthropists and Sociology of Law at Tufts University. Amanda was the Director of the Center for Public Interest Careers (CPIC) at Harvard College, where she oversaw multiple public interest fellowship and internship programs in nonprofit organizations around the country. She also directed the Public Service Network, supporting hundreds of students engaging in volunteerism, and served as Harvard College’s Sexual Harassment Hearing Officer. Prior to her work at Harvard, Amanda was a Skadden Fellow and Staff Attorney at the Medical-Legal Partnership at Boston Medical Center, providing legal services to pediatric patient families. Amanda currently serves on the board of JChoice.org and is a member of the Social Action Committee at Temple Shir Tikva. She is a graduate of Tufts University and Harvard Law School.

Erin Linsky Graeber
Master of Arts in Law and Diplomacy, F10
Senior Associate - Outreach and Communications, Product Stewardship Institute

Erin is the Senior Associate for Outreach and Communications at PSI. She has over six years of experience in NGO program management, development, and communications. Prior to receiving her Master’s Degree, Erin worked as PSI’s Development and Communications Associate. She has also conducted international sustainable development research and fieldwork for organizations including Oxfam America and Project Concern International. Erin received her Master’s in International Environmental Policy and Development Economics from the Fletcher School of Law and Diplomacy and her Bachelor’s in Political Science and Environmental Studies from the College of the Holy Cross.

Eleleanor Heidkamp-Young
International Relations, A08
Program Manager, StrongWomen Program, John Hancock Center on Physical Activity, Nutrition, and Obesity Prevention

Eleanor grew up in Milwaukee, Wisconsin and lived briefly in a small town in Germany during high school. At Tufts she majored in international relations, minored in communications and German, was a Tisch College Scholar, and a member of the President’s Marathon Team during her senior year. After graduating in 2008, she worked as a seasonal ranger for the US Park Service in Skayway, Alaska and returned to Boston to work as the assistant to the director of the John Hancock Research Center (JHRC). While working at the JHRC, she became increasingly involved with work on the StrongWomen Program and took classes to gain additional knowledge and expertise in nutrition and physical activity. She was promoted to program coordinator and more recently, manager. StrongWomen is a national evidence-based community exercise and nutrition program targeted to midlife and older women.
Grace Hollister  
International Relations, French, J02  
Program Manager, Innovations for Poverty Action

Grace is the Program Manager for the Deworm the World Initiative (DtW) at Innovations for Poverty Action, overseeing global operations and management of DtW’s work with governments in Africa and India. Grace’s expertise centers on the operations and implementation of development programs through her prior work at the US Government’s Millennium Challenge Corporation. She began her career in public policy at the nonprofit Innovations in Civic Participation.

Hayley Kamin  
Psychology, A10  
Research Coordinator, Dept of Child and Adolescent Psychiatry, MGH

Hayley graduated from Tufts in 2010 with a degree in psychology and classics. For the past year and a half she has been working as the Research Coordinator and Data Analyst for the Department of Child and Adolescent Psychiatry at Massachusetts General Hospital. Her research has focused on emotional, behavioral, and social functioning among children and adolescents, psychosocial screening in pediatrics, risk and protective factors in the development of psychopathology, and the benefits of early screening and intervention on later mental health outcomes. Her work with the department has involved organizing and executing numerous studies exploring mental health and developmental issues in children, collecting, inputting, and analyzing data, and contributing to the writing of several reports and papers for publication. She is currently applying to graduate programs and hopes to pursue a degree in either developmental or clinical psychology.

Stacy Harris Kaplan  
Child Study and Spanish, A96  
Clinical Social Worker (LICSW), Private Practice

Stacy received her Master’s in Social Work in 1999 from the Boston College Graduate School of Social Work. She has worked for many non-profits, as well as the Boston Public Schools. She is currently working at her own private practice, as well as contracting as a school counselor to a charter school in Boston.

Jennifer Karl  
Nutrition Communication, N06  
Director of Communication, New England Dairy & Food Council/Promotion Board

Jenny is a Registered Dietitian and national spokesperson for National Dairy Council. She is also the Director of Communication and a media spokesperson for the New England Dairy & Food Council. She is responsible for media interviews in the Boston market and also coordinates promotions and communication outreach to consumers, health professionals, schools, and retailers throughout New England. Jenny loves everything to do with food, and she enjoys working with farmers and helping to connect people to where their food comes from.
**Dayanne Leal**  
Fletcher: Socio-Economic and Human Development, F08  
Children’s Health Policy and Outreach Manager, Health Care For All

Dayanne was born and raised in Brazil in the city of São Paulo. She received a business degree from Universidade Paulista in Brazil and worked in her home country with EF Education for over 6 years in sales and marketing. The company then transferred Dayanne to Boston in 2001. Her passion for social justice motivated her to change careers and work for a non-profit organization. In 2004, Dayanne was hired by a health advocacy organization called Health Care For All and is currently their Children’s Health Policy and Outreach Manager. In this role, Dayanne leads advocacy efforts to improve health care policies for families and children and works to connect individuals to subsidized health insurance. Dayanne graduated from the Fletcher School at Tufts University in May 2008, and she acquired a Master’s in Socio-Economic and Human Development. Her commitment to social justice extends to Brazil, and she founded the Tropical Angels Project to rebuild and build homes for deprived children and their families.

**Cynthia Mark**  
History, J86  
Managing Attorney, Asian Outreach Unit, Greater Boston Legal Services

Cynthia Mark is the managing attorney of the Asian Outreach Unit at Greater Boston Legal Services. Ms. Mark specializes in the rights of low wage immigrant workers and limited-English-proficient persons. She graduated from Tufts University in 1986 and Northeastern University School of Law in 1994, and she clerked for one year with the Massachusetts Superior Court. She joined Greater Boston Legal Services as a Skadden Fellow after her clerkship, and has represented hundreds of immigrant workers over the past decade. Ms. Mark was instrumental in the enactment of Boston’s historic bilingual ballots in 2010, which primarily benefits elderly Chinese and Vietnamese speaking voters.

**Laura McNulty**  
Community Health and Spanish, A08  
Executive Director, Health Horizons International

Laura is the co-founder and current executive director of Health Horizons International, a non-profit organization dedicated to improving community health and primary health care in underserved communities of the Dominican Republic. She has worked and volunteered for health and social service organizations including LIFT-Somerville as an AmeriCorps member, Timmy Global Health, the Family Van, and the Massachusetts General Hospital Emergency Department. Laura’s main interest is in alleviating the causes and effects of poverty through direct service and comprehensive, community-based program development. She currently divides her time between the Boston area and the Dominican Republic.
**Bob McTighe**  
Engineering, E77  
Director of Finance & Administration, Northeast Energy Efficiency Partnerships

Bob is an accomplished executive with broad-based business experience. He has been instrumental in leading growth in varied finance, management, product development, and sales roles. His industry and nonprofit experience spans manufacturing, technology, and distribution firms selling semiconductors, industrial components, medical equipment, and building materials, as well as nonprofit organizations promoting energy efficiency. The majority of Bob’s work has focused on business formation, development, growth, and operational excellence. His management experience includes strategic planning, business development, finance, technical sales, and organizational development. Bob received his MBA from the Tuck School of Business at Dartmouth and a BS from Tufts College of Engineering.

**Ify Mora**  
Quantitative Economics and Spanish, A04  
Chief of Staff, The Barr Foundation

Ify is the Chief of Staff at the Barr Foundation. The Barr Foundation focuses on closing the educational opportunity gaps in Boston from early years through high school, mitigating climate change, enhancing the cultural vitality within Boston and addressing global poverty. Ify is responsible for managing and aligning key cross-functional internal processes and services and increasing the effectiveness of the Offices of the Executive Director and the Deputy Director. Before joining the foundation, Ify worked for three years as the coordinator of the Jonathan M. Tisch College Citizenship and Public Service Scholars Program (The Scholars Program) at Tufts. Ify graduated from the Harvard Kennedy School with a Masters in Public Policy and a concentration on the nonprofit sector in 2009.

**Rebecca Perlmutter**  
Masters in Law and Diplomacy, The Fletcher School, A10  
Campaigns Coordinator, Oxfam America

Rebecca Perlmutter is the Campaigns Coordinator for the international relief and development organization Oxfam America. Rebecca provides overall coordination within the Campaigns Department and across Oxfam America’s major advocacy campaigns on food justice, extractive industries, and humanitarian and aid effectiveness. She works on monitoring, evaluation and learning for the department and project manages key projects and initiatives. She started her position in January 2012 and has worked at Oxfam America in other capacities since November 2010. Prior to Oxfam America, Rebecca studied international development and global health at the Fletcher School of Law and Diplomacy. She spent the summer between her first and second year at Fletcher in Malawi developing a monitoring and evaluation plan for a girls’ education NGO. Rebecca’s other work experience includes three years at the Center for Strategic and International Studies in Washington, DC and consultancies with international NGOs, including Management Sciences for Health. She received her undergraduate degree from Bates College.
Betsy Rigby
International Relations, J87
Director of Development, Partners HealthCare System, Inc.

Betsy is currently the Director of Development at Partners HealthCare (PHS) and works to coordinate services from the PHS Development office to over 250 development staff in the Partners system. Betsy joined Partners in 1991 to launch the coordination of recruitment and retention efforts for fundraisers across the system and created a professional development series for fundraisers. She currently is helping build an infrastructure that fosters philanthropic leadership, organizational effectiveness and the professional growth of staff. Betsy has worked exclusively in fundraising for non-profits since earning a Master's degree from the Harvard Graduate School of Education in 1989. She has worked with the American Red Cross of Massachusetts Bay, The Medical Foundation, and the League of Women Voters. Betsy has been active in professional associations throughout her career. She served on the Board of Directors of the Massachusetts Association of Fund Raising Professionals for 12 years and on the Board of Directors of Women in Development for two years. She is currently a member of the Steering Committee for the Group on Institutional Advancement of the American Association of Medical Colleges (AAMC).

Katy Sawyer
International Relations, A02
Manager of Development, Jumpstart National, Jumpstart

Katy participated in the Jumpstart program during her senior year at Tufts. After completing a year of service at Jamaica Plain Head Start, she accepted a position as Site Manager of Suffolk University and Emerson College. She was promoted to Program Director in 2008, and spent two years leading programmatic efforts in Jumpstart's Northeast Region. In 2010 she was offered the opportunity to diversify her understanding of nonprofit fundraising and stewardship of resources by transitioning into a position in development. She currently works on Jumpstart's National Development team as the Development Manager.

Alison Schultz
International Relations, A10
Program Assistant, YouthBuild Just-A-Start

Alison is from Houston, Texas, and graduated from Tufts in December 2010. While at Tufts, she was involved in Jumpstart, Irish Dancing Club, and Sigma Iota Rho. She is currently a Program Assistant at YouthBuild Just-A-Start, an education and service program that works with youth that did not complete high school to prepare them for a post-secondary education or career.
Margot Rapoport Schwartz
Psychology & Community Health, A06
Public Health Analyst, RTI International

Margot graduated from Tufts in 2006 with a double major in Psychology and Community Health. After college she worked as a clinical research coordinator at The Dana Farber Cancer Institute in the Melanoma Program. Two and a half years later she began her Masters in Public Health at Boston University. While completing her Master’s, she worked full time conducting patient safety and quality research at Children’s Hospital Boston. Her work at Children’s included studies about measuring patient complexity, preventing adverse events, and the impact on teaching on the quality of care. After graduating with her MPH in Health Policy and Management in May 2011, Margot chose to continue her work in health care quality as a Public Health Analyst at the Research Triangle Institute, Program for Health Care Quality and Outcomes. As a Public Health Analyst Margot works on a variety of research and policy analysis projects for clients such as the Centers for Medicare and Medicaid Services and the Agency for Health Care Research and Quality. Her work is very varied and includes such topics as an evaluation of Medicare’s Accountable Care Organization Demonstration, an evaluation of a diabetes initiative in community health centers in Massachusetts, and the development of a toolkit for hospitals to make labor and delivery units safer. Margot is also a volunteer with the Consumer Health Care Quality Council at Health Care for All, a group of consumers who advocate for the patient in the Massachusetts health policy arena.

Danna Solomon
Religion, English, A11
Program Assistant, The Cambridge Center for Adult Education

Danna Solomon graduated from Tufts University in May of 2011 with a Bachelor’s in Religion and English. Her research is focused primarily in the field of gender studies and religious law. She currently works as Program Assistant at the Cambridge Center for Adult Education in Harvard Square, where she thoroughly enjoys adding to the daily operations of her workplace and interacting with the diverse group of faculty, staff, and students there. Danna's hobbies include writing, visual art, and theatre.

Hilde Petersen Steffey
Agriculture, Food & Environment - Friedman School of Nutrition Science & Policy, N05
Program Director, Farm Aid

Hilde Steffey is Farm Aid's Program Director and serves as the organization's principle issue analyst and liaison to farm organizations. She joined Farm Aid after spending close to a decade gaining perspective and exposure at various levels of the food system—from the halls of Congress to farmers markets, even on the seat of a tractor. Hilde has a Master’s degree in agricultural science and policy from Tufts Friedman School and spent a number of years teaching about agriculture, nutrition and environmental science before joining Farm Aid.
Mike Stone
Psychology, A07
President, Co-Founder, Abroad101.com

Mike Stone is a 2007 graduate of Tufts University with a BA in Psychology and a minor in Communications and Media Studies. After studying abroad in Talloires, France as well as Melbourne, Australia, Mike was motivated to create Abroad101, the first and largest study abroad review website. He has an extensive international background in the marketing industry through his experience in account management at Arnold Advertising, in Boston and Melbourne, Australia. Mike was also a Fellow in the Spring 2007 StartingBloc Institute for Social Innovation, where he was a winning team member of the Social Innovation Competition and a co-founder of DisasterLink, a natural disaster relief satellite communication system. Mike absolutely loved his time on the hill, and remains involved with Tufts as the co-chair of the Active Citizens of Tufts (ACT) Boston, as well as Alumni Council, Tufts Hillel Alumni Alliance, and the Tufts Alumni Admissions Program. Mike is excited to couple his experience in marketing and social entrepreneurship with his passion for travel at Abroad101.

Ellen M. Thompson
Child Development, J81
Program Manager, Community Schools, Department of Human Services, City of Cambridge

Ellen’s previous roles include Director of Education & Programs at Boston Children’s Museum and Kindergarten Teacher at Cambridge Public Schools.
TIPS FOR NETWORKING AT EVENTS

R.E.S.P.E.C.T.

Relationship Building - It’s about the people, not the food – don’t arrive hungry.
Do NOT ask for a job!
Wear name tag on your right shoulder so that it can be seen easily.

Enthusiasm - Enthusiasm and positive energy are contagious – be sure to project a positive attitude. Make eye contact when speaking with someone.
A positive attitude - enthusiasm – confidence – can go very far.
Develop a “Can DO” attitude – not a “what can you do for me” attitude.

Smile and Shake hands -
Make the first 5 seconds count with a warm smile and a firm handshake.
Introduce yourself – include first and last names and use your “script”, form small groups, introduce others – include them in the conversation.
Hold beverages/food in your left hand so that your right hand is free to shake hands.

Posture - Stand tall and look confident (even if you’re not!)
Enter the room with presence - stop, look, approach.
Don’t slouch, don’t lean.

Engage in conversation -
Arrive with 3 topics to discuss and remember to ask open-ended questions.
Spend 5-8 minutes, allowing enough time to speak to as many people as possible.
Enter into small groups and conversations – do not “stand in line.”
Practice graceful exits… “It’s been a pleasure talking to you.” DO NOT SAY… “gotta find a ladies room, get a drink, talk to someone else [more interesting]”

Cell phones OFF at all times.

Thank people - Remember to ask for business cards to send thank you notes to anyone who has spoken with you or given you contacts.
Follow up with the contact names that you have been given – Always send them thank you notes too.
How Will You Introduce Yourself? *Write Your Script!*

Your “Thirty-second Script”: Make it brief and memorable. Create a script in advance and incorporate one or two key points that relate to your background and goals.

Example: *My name is Jane Fields and I’m a senior sociology major. I just completed an internship at Bridge Over Troubled Water working with teens, and would love to hear about how you became a director at the Big Brother Association.***

Example: *My name is Alex Robinson and I’m a sophomore exploring careers and internship opportunities in non-profits. I was wondering what you enjoy most about your work with…….organization?***

Example: *My name is Sam Smith and I’m in the graduate program in Child Development. I’m exploring internships in schools and other educational settings and am interested in learning more about your work at Citizen Schools.***

YOUR TURN: __________________________________________

____________________________________________________

____________________________________________________