

Point Your Compass

Make your plans, finish the paper you are writing, get your reservations, and point your compass to Hilton Head Island for the 2003 USASBE meeting as we “Navigate to the Future.” Chuck Matthews has

developed an excellent program at a very pleasing venue. The January 23-26, 2003 meeting will include everything from competitive paper sessions to golf, a tour of Gulfstream Aerospace, and a trip to Savannah.

The conference will continue many of the successful events and activities of the past plus a few additions that should make the conference the best ever. One of the key attractions for the conference is the venue itself. The Westin Resort at Hilton Head is a great spot for the conference, and we have booked the entire hotel during the January 23-26 period just for USASBE.

Keynote speakers will include Kevin Learned, president of Albertson College, Jeffrey Timmons of Babson College, and

Robert Ezrapour, a highly successful entrepreneur who came to America as an Iranian immigrant and became an entrepreneurial success story. See page 2 for more information on the speakers.

Pre-conference workshops will be conducted by the Minority and Women Division, the Direct Selling Education Foundation, the Family Business Division, and the Experiential Learning interest area. The opening reception will be hosted by Rowan College. Coleman Elevator-talk sessions will be Thursday evening. And of course, there will be a plethora of competitive and invited papers, symposia, and workshops—enough to interest everyone.

Chuck is ably assisted by Mary Wilson Callahan, Workshop Chair, and Catherine Ashley-Cotleur, Competitive Paper Chair.



Four Pre-Conferences Slated

As of this writing, four pre-conference sessions are planned for this year's meeting. One is a session entitled “Experiential Learning in Entrepreneurship.” The object of this session is to learn and exchange ideas about using student entrepreneurship-related clubs to enhance entrepreneurship, with particular emphasis on Students in Free Enterprise (SIFE) and Collegiate Entrepreneurs' Organization (CEO!). USASBE members may be interested in the process of organizing and advising an entrepreneurial student group. This will be a “how to” session on maximizing the learning benefit to students.

The Direct Selling Education Foundation pre-conference is being offered for the second year. Direct selling executives and company founders will share their knowl-

edge of how the industry is affected by issues such as start-ups, family business and succession, growth and micro-enterprise. The pre-conference is made possible by a grant from the Richard DeVos DSEF Academic Institute. Attendance at the seminar is by invitation only and space is limited. DSEF will cover some of the costs related to attending the program. For more information, contact the DSEF Academic Project Director, Robin Diamond, at (202) 220-9430 or rdiamond@dsef.org.

The Minority and Women division is offering a half-day session on case writing. Case writing experts will join the division to provide training in writing cases about minority and women entrepreneurs. It will be open to all USASBE members, and preference will be given to new or

inexperienced individuals interested in developing their case writing skills for teaching or research. Participants in the workshop may submit a one-page proposal of a case study idea about a minority or women-owned business that will be evaluated by the divisional officers. The panel will award three mini-grants to fund the cases that look to be most promising.

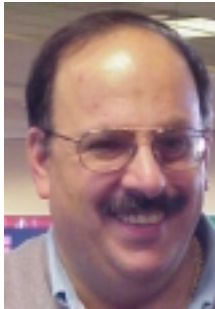
A family business pre-conference is being planned. More information will be forthcoming about the workshop.



The ocean view of the Westin Resort

From the President

I hope your summer is going well, and I hope to see all of you at our annual conference in January 2003 in beautiful Hilton Head, South Carolina. Chuck Matthews is assembling a first-class event, and you won't want to miss this opportunity to network, share research and ideas,



and explore the latest in entrepreneurial education trends, programs, and courses. (Quick reminder: Papers and Workshop deadline is August 28. Get your papers in!)

I was honored to accept the

President's Award on behalf of USASBE at the 47th ICSB World Conference.

President Klaus Havenga told the attendees at the gala banquet that USASBE was indeed the shining star of the International Council for Small Business (ICSB) affiliates. USASBE was one of the first affiliates formed when the ICSB was reconstituted as an international organization in 1977. Many USASBE members were in attendance, and hopefully many more will attend the 48th World Conference in Belfast, Ireland in 2003.

Awards such as these are a reflection of the dedication, hard work, and support of the membership, elected officers and board members, and our patrons and sponsors – especially the Coleman Foundation and the Hughes Foundation, the Kauffman Center for Entrepreneurial Leadership, the Edward Lowe Foundation, and the Direct Selling Education Foundation. Most importantly, this award is a reflection of the hard work and dedication of our executive office and its capable personnel.

Vice President for Special Programs Jeff Cornwall did a great job of presenting USASBE's proposal to host the 50th ICSB World Conference in Washington, D.C. USASBE is on its way to planning and promoting the 2005 ICSB World Conference.

A number of divisions have been awarded grants to enhance their division

through special projects, proposed pre-conferences at the annual conference, and development of relevant teaching materials in entrepreneurship education. Members of the board are reviewing proposals from professional web-developing and hosting companies to upgrade and expand our web site. Emeric Solymossy is busily working to ensure that the web site continues to provide timely and meaningful information to our membership. Many of you may have received a letter from VP of Membership Joe Bell welcoming you into the USASBE family. If you know colleagues who would benefit from USASBE, please encourage them to join.

Have a great summer. I hope to see many of you at the annual Academy of Management meeting in Denver in August.

George Solomon

Timmons, Learned, and Ezrapour to be Keynote Speakers

Jeffrey Timmons, the Franklin W. Olin Distinguished Professor of Entrepreneurship and Director of the Price-Babson College Fellows Program at Babson College, will deliver the Coleman White Paper leading off the 2003 USASBE conference. Speaking on "Entrepreneurial Thinking," Dr. Timmons is one of the most well-known entrepreneurship professors in America. He has been called the premier



entrepreneurship educator in America. In 1985, he designed and launched the Price-Babson College Fellows Program, aimed at improving teaching and

research by teaming highly successful entrepreneurship with an itch to teach.

Kevin Learned will speak on "A Cultural Paradox: Using Entrepreneurial Principles to Lead a College." Learned is the President of Albertson College in Caldwell, Idaho. Earning his Ph.D. in

entrepreneurship and strategy from Texas Tech University in 1995, Learned has been especially involved in international education. Practicing his belief that today's student needs to be global in perspective,



Learned has studied Spanish in Costa Rica, taught in Mexico, shared his expertise at the National Economics University in Hanoi, Vietnam, studied

small business in Saudi Arabia and Bahrain, and arranged for student exchanges with the University of Guadalajara in Mexico.

Robert Ezrapour is an Iranian immigrant who is now an American success story. After working for American



Express, he founded Community Traders, Inc., an import/export company dealing in textiles. He later founded Artimus Construction, a New York City developer of residential properties.

He has successfully specialized in low- to moderate-income housing in Harlem and Washington Heights. His innovative management processes have been so successful that he has run seminars for other companies.



Visit the pool or ocean in your free time.

USASBE Wins ICSB President's Award

Those attending the ICSB Conference in Puerto Rico were pleased to hear that USASBE won the 2002 ICSB President's Award. ICSB President Klaus Havenga told attendees at the gala banquet that USASBE was indeed the shining star of the ICSB family. USASBE President George Solomon added that the award reflects the dedication, hard work, and

support of the membership, elected officers, and board members, as well as our sponsors such as the Coleman and Hughes Foundations, the Kauffman Foundation, the Edward Lowe Foundation, and the Direct Selling Education Foundation. It is also indicative of the hard work of Joan Gillman and the executive office staff.



George Solomon and Sandra King with their President's Awards

News from the Divisions

A \$5,000 Coleman award was granted to fund the Women and Minority-Owned Business Case Writing Incubator Project. The project involves a half-day pre-conference session with nationally renowned case-writing experts. More details will be posted on the divisional USASBE web site.

A Minority & Women Division's web site is being updated with the help of Joyce Shelleman and Emeric Solymossy, the USASBE webmaster. A new "Resources" site within the M&W Division will provide links with relevant professional organizations and information about membership research and publications. Information for the divisional web site should be sent to Joyce at jshelleman@gwi.net.

The slate of officers for the Minority and Women Division is:
VP - Frances Amatucci, VP-Elect - Eugene Fregetto, Program Chair - Gregory Konz. Elections for Program Chair and Program Chair-Elect will be held in the fall. Nominations may be sent to any divisional officer before September 15.

Bob Fairlie will chair the Woman Entrepreneur of the Year Award Committee for the 2003 meeting. The division will seek nominations in the fall. Criteria for nominations include: being a minority

or woman entrepreneur, having served as a mentor, being involved in community service, having exemplified the entrepreneurial spirit in her/himself and the organizations she/he has worked with. More details will be posted on the divisional web site. Volunteers are still needed for the Award Committee.

Alliance Formed With NFIB

This copy of the *Liaison* came to you bundled with booklets from the National Federation of Independent Business (NFIB). This represents one of the recent alliances that USASBE has forged with other organizations. All USASBE members receive – free of charge – the most recent NFIB publications which are mailed along with the *Liaison*. This saves USASBE postage costs and provides you with the latest research that Denny Dennis and others at NFIB have produced. You can also request other free NFIB information.

Other alliances include the Coleman Foundation, the Hughes Foundation, the Kauffman Center for Entrepreneurial Leadership, the Lowe Foundation, SIFE, SCORE, NCIIA, and Entrepreneur Publishing. In addition, several organizations have signed on as sponsors, including Rowan College, The George Washington University, the University of Cincinnati, University of Texas-El Paso, John Carroll University, The Citadel, and others.

Operations Manual Underway

An operations manual is being developed for USASBE. It is a handbook of officer job descriptions and divisional responsibilities that should make transition from one year to the next much easier. The manual will be updated annually and distributed to all incoming officers at the Board of Directors Meeting at the annual conference. Ramona Heck (2001-02 Interim Senior VP-Operations) compiled a preliminary draft, and Howard Van Auken (2002-03 Senior VP-Operations) is finalizing a first draft to be discussed at the mid-year Board of Directors meeting in August 2002. The entire first draft will be completed after all requested information from officers has been collected.

Everything you need to know about USASBE is at www.usasbe.org

Liaison is published for the United States Association for Small Business and Entrepreneurship by the Robert and Carolyn Turner Center for Entrepreneurship at Bradley University. Questions or comments regarding the newsletter should be directed to:

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Golden Opportunities for Entrepreneurship

USASBE Selected to Host 2005 ICSB Conference

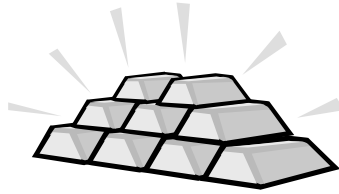
Jeff Cornwall, Vice President for Special Programs, made a proposal to ICSB for the United States Association for Small Business and Entrepreneurship to host the

50th World Conference of the International Council for Small Business in June 2005.



The proposal was presented at the 2002 ICSB meeting in San Juan, Puerto Rico. The last ICSB World Conference hosted by USASBE was in 1997

in San Francisco. For 2005, USASBE will be hosting a world-class event in Washington, D.C., that will celebrate this important



anniversary. The theme for the conference will be "Golden Opportunities for Entrepreneurship." The conference hotel will be the Crystal Gateway Marriott.

This conference is considered by many to be the 50th anniversary conference, since 1955 was the founding year of the National Council for Small Business Management Development, the predeces-

sor organization to both USASBE and ICSB. Washington, D.C., was selected as the site since it is a wonderful draw for members of foreign affiliates in addition to

**Navigate to the Future
USASBE 2003
Hilton Head Island
Deadline for papers:
August 28, 2002**

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