Today, health leaders face unprecedented challenges in a dynamic and rapidly changing global health care environment.

The Sloan Program is uniquely positioned to prepare the next generation of leaders to manage the growing complexities of the health care industry and guide it through its next stages of growth, transformation, and innovation.

A strong core management curriculum and practical experiential learning opportunities are the foundation of a Sloan education.

University-wide synergies with the Hotel School, the Johnson School, Weill Cornell Medical College, and the Department of Design and Environmental Analysis, among others, differentiate the Sloan experience. The new Cornell NYC Tech Campus presents unprecedented opportunities.

Alumni and friends of the program have always played a key role in supporting our efforts. To attract the very best students who will become tomorrow’s innovators, change agents, and leaders passionate about making a difference, I ask for your participation in the Sloan Program Sesquicentennial Scholarship Campaign.

Together, we can help ensure a strong future for Sloan.

—William D. White, Ph.D.
Director, Sloan Program in Health Administration

The Sloan Program has truly grown into an important program at the college and university, leading cutting-edge collaborative initiatives across campus. With the overarching mission of the College of Human Ecology to improve the health and well-being of people, Sloan is in the right place at the right time.

To continue its strong trajectory, Sloan must attract the finest students – students who will help define the quality and future reputation of Sloan. Robust scholarship support could not be more critical at this juncture.

—Alan D. Mathios, Ph.D.
The Rebecca Q. and James C. Morgan Dean
College of Human Ecology
The impetus for the Sloan Program Sesquicentennial Scholarship (SPSS) Campaign is simple: Unless Sloan can offer competitive scholarship packages to the most talented students, its future successes will be limited.

Total costs to attend Sloan for the 2011–2012 academic year were more than $42,000. Endowment funds allowed for spending of less than $25,000 a year—to be spread among more than 50 students.

The need for greater scholarship support couldn’t be more clear. The opportunity to attract and enroll the highest caliber of students is now.

The sizable grants many of us received years ago no longer exist. And without attractive funding packages, Sloan cannot compete favorably against peer institutions, many of which draw from significantly larger endowed scholarship funds.

The SPSS Campaign seeks to raise $2 million by December 31, 2015. Our goal includes raising funds for student aid to help meet the Program’s immediate needs and building scholarship endowment to provide a source of stable and perpetual support.

Please join me and the Campaign Committee in making a commitment to the program that prepared us so well to be leaders of our organizations and our industry.

–Michael J. Dandorph ’95

It is incumbent on all Sloanies, and particularly those of us who received financial support for our education, to ‘pay it forward’ and allow a new generation of young people to receive the kind of education we received.

I am proud of what the Sloan Program was then and is today. For us to recruit the best and brightest to Ithaca, we must offer competitive scholarship support.

–Lee H. Perlman ’82
SPSS Campaign Committee Member

I was very fortunate to receive a full scholarship from Cornell to attend the Sloan Program, which paved the way for my career in health care....

It’s time for the alumni to step up and support Sloan so that it can attract the most talented students, including people like me who could not have attended without financial aid.

This campaign for scholarship support is long overdue and is absolutely critical to our success.

–Michael W. Azzara’71
SPSS Campaign Committee Member
THE NEXT GENERATION OF HEALTH CARE LEADERS

The Sloan Program offers a rigorous academic curriculum, access to the depth and breadth of Cornell University, and a rich menu of opportunities for practical learning and mentoring. Armed with an exceptional multi-disciplinary framework, our students graduate prepared to develop solutions to complex problems across diverse sectors in health care.

HEALTH CARE CONSULTING The scholarship support I received from Sloan afforded me the opportunity to broaden my perspective on health care delivery in the United States and consider a wide range of career opportunities by facilitating my studies at one of this nation’s finest educational institutions.

–Elizabeth Donderewicz ’10, Senior Associate, Health Industries Advisory Practice, PriceWaterhouseCoopers

CLINICAL PRACTICE Attending a graduate program that was high in quality, yet affordable was especially important to me because I wanted to pursue a medical degree after my master’s. Receiving the Sloan Alumni Scholarship greatly helped to facilitate my decision to attend the program.

My experiences at Sloan and later, as a health policy consultant, provided me with the skills I have today to handle finances, business management, and external relations for our student-driven clinic, which cares for the underserved of Southeast Washington, D.C.

–Erwin Wang ’09, Doctor of Medicine Candidate, Class of 2014, Georgetown University

HOSPITAL ADMINISTRATION The work environment I find myself in is extremely complex, with unique social factors that influence every decision made. Working with physicians, nurses, and patients from all over the world with differing education, cultures, and expectations, mixed with a maturing regulatory system and an emerging insurance-based market, makes for an interesting challenge.

Sloan prepared me to problem-solve and understand issues from different perspectives, which has been critical to my work here in Abu Dhabi. I am very appreciative of the scholarship support I received.

–Claudia Chujoy Yockteng ’11, Administrative Fellow, Cleveland Clinic Abu Dhabi

HEALTH POLICY Sloan prepared me well to handle a variety of management challenges. In working at the intersection of business and health policy, we’re constantly trying to discover new trends in health data, looking at the world of exchanges, looking at how information powers the way decision making occurs.

The support I received from the Bernard and Bonnie Kershner Scholarship opened many doors. Financially, it gave me the support to attend a great university like Cornell. But more importantly, it reaffirmed that Cornell was serious about bringing me on board and committing to my education and well-being.

–Arnaub Chatterjee ’07, Special Assistant to the Chief Technology Officer, U.S. Department of Health and Human Services

HEALTH INSURANCE Knowing my career goals early allowed me to research many prominent national health administration programs. With two programs that fit my goals, it was the scholarship package that made Cornell and the Sloan Program especially appealing and influenced my final selection. Scholarship funds make a huge difference in the lives of current students and motivate future participation from graduates.

–Raleigh Hayter ’09, Healthcare Leadership Program Associate and Project Manager, CIGNA Healthcare
The scholarship provided to me by the Sloan Program allowed me to receive graduate training at one of the best institutions in the country and enabled me to connect with a network of alumni that led to an internship opportunity and subsequently a career in health administration.

The financial support meant I could focus on my studies and career path without having the stress of worrying about how I was going to afford to pay for school.

—Kyllan Cody ’04
Vice President, Operations
Methodist Charlton Medical Center

Carter Dredge, director of business development for St. Vincent Health System in Arkansas, is driven by two priorities: raising the quality of medical care and lowering costs.

Carter Dredge, director of business development for St. Vincent Health System in Arkansas, is driven by two priorities: raising the quality of medical care and lowering costs.

Dredge is at the leading edge of health care, working with groups around the country to envision ways to make the industry more efficient and effective.

One minute, he’s meeting with a San Francisco tech company to plan an advanced analytics platform that will allow hospitals to compare data on performance. The next, he’s gathering insurers, physicians, government agencies, and other hospitals to design a statewide episodic payment system, hoping to improve the current fragmented approach to medical billing.

“Nothing is more rewarding than working directly with a physician who has a great idea on how to improve care, as well as the bottom line, and helping him or her take that idea and turn it into a real opportunity,” he says. “It empowers others and energizes me—you just can’t beat that.”

Dredge credits the Sloan Program—and the “extremely generous” scholarship support and teaching assistantship he received—for making it possible to leave his job at Intermountain Healthcare and move his family from Utah to Ithaca. “The scholarship covered much of my tuition and living expenses, but more than that it enabled me to take risks and feel confident in my abilities to succeed,” he says.

“Sloan has done much more for me than I could ever repay, and it is my absolute pleasure to be a strong and supportive member of its alumni ranks.”
Many Sloan students enter the program straight from their undergraduate degree or with one to two years work experience. This leaves us in a tight financial position. Even the smallest financial assistance offers a sense of relief and shows that people care and are invested in our pursuit of higher education.

–Alyssa Schoen ’13
Sloan Alumni Scholarship Recipient
The strength of our alumni network has long been a hallmark of the Sloan Program. Specialized short course electives, seminars, colloquia, and lectures – many developed by and with alumni – help expose our students to the complexities of today’s health care environment. One-on-one coaching by successful alumni through the vibrant Doug Brown Executive-in-Residence Program provides yet another unique mentorship opportunity. These programs and other efforts by our leadership team have helped graduates achieve an outstanding placement record and have resulted in enhanced recognition of Sloan among our peers. They, along with Cornell’s many other resources, also benefit our recruiting efforts.

Nevertheless, competition is fierce. We constantly vie with other top schools that have much greater scholarship support—and we often lose out. To secure the Sloan legacy, we must recruit the nation’s top students. The stronger our students, the better we do in placement, which helps continue our upward trajectory.

As we approach our 60th and Cornell’s 150th anniversary in 2015, please join me and other alumni in marking this milestone by generously contributing to Sloan scholarship.

–Brooke Hollis ’78
Executive Director
Sloan Program in Health Administration

I remain highly appreciative of the Sloan education I received which provided me with an exceptionally useful framework on the shape, nature and fabric of the health care system and has given me wonderful opportunities over the years.

Today Sloan is competing for the best and most talented students, and it cannot do so without more substantial scholarship support. The time is now for those of us who have benefited from our Sloan education – and scholarships – to give back.

–Reginald M. Ballantyne III ’67
SPSS Campaign Committee Member

I was attracted to Sloan by the stretch of its alumni association. The alumni network was very impressive… Alumni come back, and they mentor and provide guidance to current students.

The directors of the program work closely with students to see that we get hands-on experience and hands-on knowledge. I’m really impressed by how they want you to succeed.

–Ethan Liederman ’14
Sloan Student Aid Recipient
The Sloan Program Sesquicentennial Scholarship (SPSS) Campaign, part of the Cornell Now - 2015 university campaign, aspires to raise $2 million in professional student scholarship support by December 31, 2015.

The SPSS Campaign seeks to raise both student aid and endowment scholarship dollars, to meet the Sloan Program’s immediate needs while building endowment to secure its future success.

**SPSS CAMPAIGN COMMITTEE**

- **Michael J. Dandorph ’95, Chair**
  Senior Vice President, Business Development,
  University of Pennsylvania Health System

- **Percy Allen II ’75**
  Retired President and Chief Executive Officer,
  Bon Secours Baltimore Health System

- **Michael W. Azzara ’71**
  Senior Consultant, Foley Proctor Yoskowitz LLC

- **Reginald M. Ballantyne III ’67**
  Senior Corporate Officer, Vanguard Health Systems

- **Mark T. Bertolini ’84**
  Chairman, Chief Executive Officer and
  President, Aetna

- **Andrew W. Dahl ’70**
  Senior Consultant, Recondo Technology

- **Lee H. Perlman ’82**
  Executive Vice President, Administration
  Greater New York Hospital Association

- **Nancy M. Schlichting ’79**
  Chief Executive Officer, Henry Ford Health System

**SPSS GOALS**

- **Student Aid:** $500,000
- **Scholarship Endowment:** $1,500,000

To learn more about the SPSS Campaign and to make your gift today, visit: [www.sloan.cornell.edu](http://www.sloan.cornell.edu) or call 1-800-453-7703.
For nearly 60 years, Cornell’s Sloan Program in Health Administration has been preparing new leaders to apply the management and organizational expertise necessary to improve the health and well-being of people in the United States and internationally.

The depth and diversity of Cornell’s research, combined with our strength in multi-disciplinary approaches to solving real-world problems, creates a distinct learning environment for today’s Sloan students and tomorrow’s health care leaders.

–David J. Skorton, M.D.
Cornell University President

www.sloan.cornell.edu