

THE COMPETITIVE ADVANTAGE – What Women Bring to the Table

ELIZABETH A. HALL '95

JENNIFER THOMAS ENGELHARDT M.B.A. '97

KATHI PARKINSON LENTZSCH '77

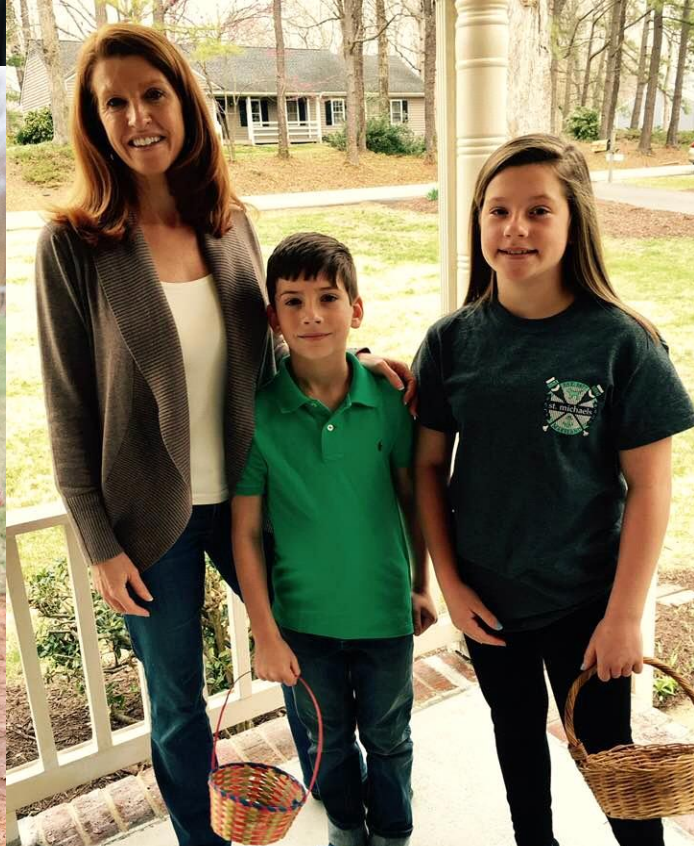
JANET MCNULTY OSBORN '85



WILLIAM & MARY
WOMEN

Jennifer Engelhardt

Partner/Principal, Ernst & Young



KATHI LENTZSCH

CEO & PRESIDENT, BARTELL DRUGS



April 26, 1977

Ms. Kathi Lentzsch
College Station
Williamsburg, Virginia 23186

Dear Ms. Lentzsch:

Thank you for taking the time to interview with us recently.

After carefully reviewing your experience and training against our requirements, both current and projected, I regret that we have been unable to identify an opening which would make full use of your interest and qualifications.

I am sorry my reply could not be more favorable. I do, however, want to thank you for your interest in IBM and wish you success in locating a challenging opportunity.

Very truly yours,
R. Z. Howard



Liz Hall

Financial Controller
Mars, Incorporated



JANET OSBORN



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 William & Mary Women

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