



2006 WBL Summit

WELCOME!

Founding Sponsor: Epstein Becker & Green, P.C.



California Welcome!

Ann Berkey
Vice President, Public Affairs
McKesson Corporation




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Let's "facilitate networking opportunities" and "increase our visibility!"

ROLL CALL

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2006 WBL Annual Summit

STATE OF THE FOUNDATION

Lynn Shapiro Snyder, Esq.
WBL Founder/President and
Nat'l Health Care & Life Sciences Practice Leader
Epstein Becker & Green, P.C.


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State of the Foundation

Metric	2001	2006
# Foundation Associates	362	1250
# Attending Summit	70	120
# FTEs	.25	2.0
# Articles & Publications	0	20+
WBL Events Other than Summit	0	24 (total for 2005)
# Board Searches	0	13
# Corporate Sponsors	2	24

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What's Ahead?

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What's Ahead?

- Continued outreach
- More articles & publications
- Greater publicity
- International travel
- More board searches

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YOU make the difference!

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Maximize Networking at the 2006 WBL Summit

- Sit with someone you do not know, **always**
- Analyze your own firm's board of directors and see if someone here could be a great addition to your board
- Think about who you know that should have been here but was not here and invite her to become a WBL Foundation Associate by sending her name to WBL
- Tell senior executive men about WBL so they too will use WBL as a resource

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A BIG "Thank You!" to our 2006 WBL Summit Sponsors

Ceremony to be held at tonight's reception

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WOMEN BUSINESS LEADERS
OF THE
U.S. HEALTH CARE INDUSTRY FOUNDATION™
WWW.WOMENLEADINGHEALTHCARE.ORG

2006 WBL Summit

Don't forget to save the dates...


2007 WBL Summit - March 7-9, 2007 Dallas, Texas
2007 WBL Israel Trip – July 13-19, 2007

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Plenary Session Appendix

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WBL Mission Statement

The goal of this foundation is to help senior executive women in the health care industry improve their businesses and continue to grow professionally.

Our objectives to achieve that goal are the following:

1. To facilitate networking opportunities for senior executive women and women board members in the health care industry;
2. To increase the visibility of senior executive women and women board members in the health care industry;
3. To expand the number of senior executive women in the health care industry; and
4. To expand the number of senior executive women from the health care industry who serve as members of a board of directors.


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WBL Mottos

1. There should be no such thing as a 'cold call' in the health care industry
2. You cannot recommend someone you do not know.
3. Who mentors the mentors? We mentor each other.

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- There are not enough women in our corporate board rooms today. (13.6% of Fortune 500 seats*)
- Firms should want more women on their boards.*
 - Brain power
 - Business experience
- The benefits of gender diversity have been quantified.*

So. . .

(*See Plenary Session Appendix for more details.)


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Why are there not more women in board rooms?

- *Lack of awareness regarding gender diversity issues?*
- *Lack of supply?*
- *Lack of networking?*

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WBL is working to dispel those myths!

How?

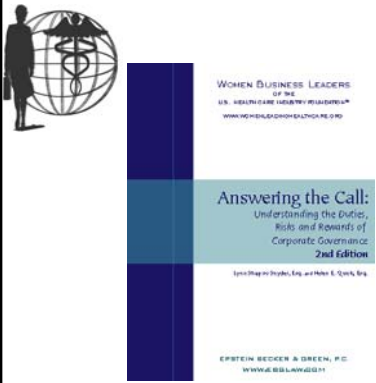
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Myth #1 – Companies do not need to think about gender diversity

WBL is raising awareness on the insufficient number of women in America's board rooms – and what it is costing American companies

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Answering the Call:
Understanding the Duties,
Risks and Rewards of
Corporate Governance
2nd Edition
Lynn Shapiro Esq. and Mark S. Epstein Esq.

EPSTEIN BECKER & GREEN, P.C.
WWW.EBGALAWFIRM.COM

• See the Executive Summary of "Answering the Call" 2nd Edition behind the "WBL Resources" tab in your program binder.

• A 3rd Edition of "Answering the Call" is planned for 2005.

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System Commentary Lynn Shapiro Esq.


The glass boardroom ceiling
Women have the know-how to solve corporate crises but aren't getting the chance

Regardless of how you slice it, women are not getting the chance to lead. In fact, they are being held back by a glass boardroom ceiling that is preventing them from reaching the top of the corporate ladder.

Having three points of view on a board puts a whole new twist on the concept of networking.

Lynn Shapiro Esq. is a senior advisor at Epstein Becker & Green, P.C. She is also a frequent speaker at industry events and a past president of the Women Business Leaders of the U.S. Health Care Industry Register.

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Is a Health Care Executive On Board?

Article for publication:

"Is a Health Care Executive On Board?: Why companies should recruit a seasoned health care executive for their board." - Lynn Shapiro Snyder

"In the United States, all companies are health care companies. . . And yet, most boards do not currently include someone who can be a resource to management for tackling this issue."


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Myth #2 – Not enough interested & qualified senior executive women exist

WBL is organizing the "supply" of senior executive women from the health care industry


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The current WBL Database has

1240 Foundation Associates!

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Myth #3 – There is no easy way to find senior executive women in the health care industry

WBL provides quality networking events for senior executive women from various sectors in the health care industry – and gets results


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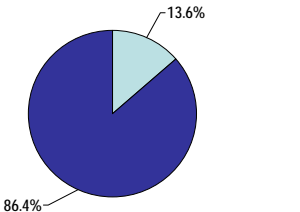
Are there enough women in our corporate board rooms today?

No.

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Women hold only 13.6% of board seats of Fortune 500 companies



13.6%
86.4%

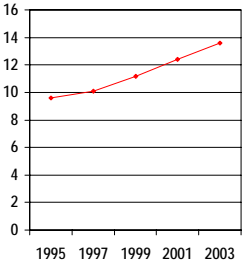
Female Board Members Male Board Members

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2003 Catalyst Census of Women Board Directors:


- Women held only **13.6%** of the board seats in 2003
- 12.4%** in 2001
- 9.6%** in 1995
- Increase of approximately **½% per year**



16
14
12
10
8
6
4
2
0

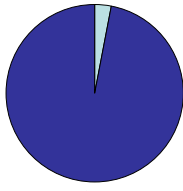
1995 1997 1999 2001 2003

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Women of color hold only 3.0% of board seats


- Women of color hold only 3.0 percent of board seats at the 415 companies for which Catalyst has data, compared to 2.5 percent of board seats held at 341 companies in 1999.
- Increase of **½ %** over 5 years.



3%
97%

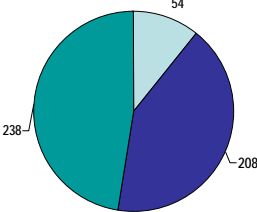
Women of Color Others

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Women on Fortune 500 Boards

- Fifty-four F500 companies have no women board directors
- Another 208 companies have just one woman director.



54
208
238

No Women 1 Woman 2+ Women

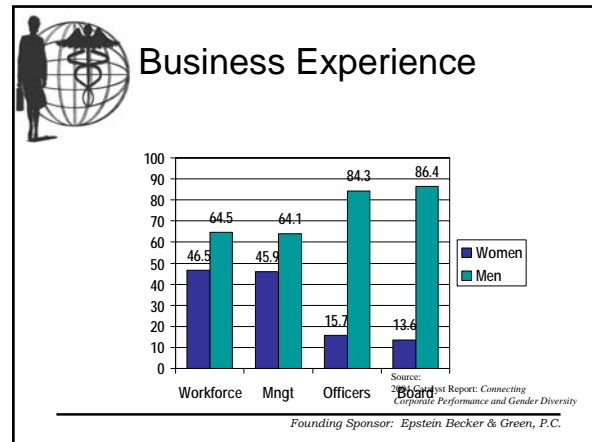
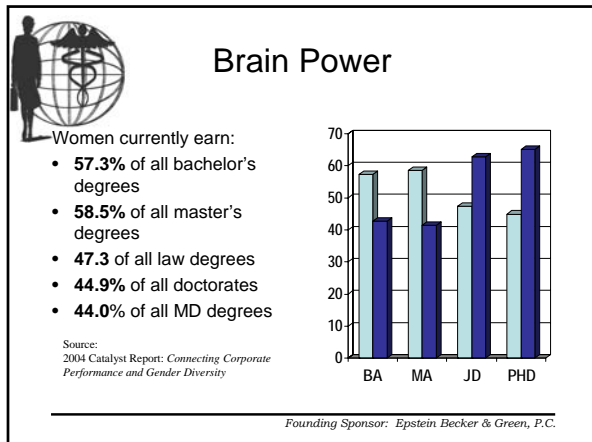
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Should firms want more women on their boards?

Yes.

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Can the benefit of gender diversity be quantified?

Yes.

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Data from the 2002 Conference Board of Canada Report:

Women on Boards: Not Just the 'Right' Thing. . .But the 'Bright' Thing

<http://www.womenleadinghealthcare.org/nonflash/PDF/canadareport.pdf>

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Women = Effectiveness

Organizations whose boards have 2 or more women	Organizations with all male boards
board averages 2.64 of 5 accountability practices	board averages 1.51 of 5 accountability practices
board reviews 5 or more nonfinancial performance measures regularly	board reviews 2.5 nonfinancial performance measures regularly
board explicitly assumes 94% of responsibilities recommended by TSE*	board explicitly assumes 72% of responsibilities recommended by TSE
gender representation is number 2 selection criterion for board	gender representation is number 9 selection criterion for board

*TSE stands for Toronto Stock Exchange.

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Data from the 2004 Catalyst Report:

Connecting Corporate Performance and Gender Diversity

http://www.catalystwomen.org/publications/executive_summaries/financialperformance.pdf

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