

## HEADLINES - FALL 2003



### Sam Wyly—2003 Murphy Award Winner

Dallas-based Fortune 400 businessman Sam Wyly was awarded the 2003 Murphy Award for a Lifetime of Achievement in Entrepreneurship. In a time when corporate values and ethics seem to be a thing of the past, Texas billionaire entrepreneur Sam Wyly quietly defines both. In honor of a lifetime spent creating exemplary businesses in diverse industries, secure jobs for thousands, economic growth across the country and an unequalled philanthropic legacy, The Murphy Enterprise Center was proud to honor Sam Wyly for his accomplishments.

Sam Wyly's 40 years as one of the country's most successful entrepreneurs reflects a career guided by innovation, diversity, uncanny timing and intelligent risk-taking. While most successful entrepreneurs excel in one industry, Mr. Wyly has consistently built industry leaders from the ground up across an extraordinarily diverse spectrum including: computers, telecom, retail, restaurants, venture capital and renewable electricity.

"My aim has always been to create successful businesses both for my investors and employees. Good companies that are good places to work make sound businesses and solid investments," notes Mr. Wyly. "I am honored to receive this prestigious award, and I share this with my managers and employees whose commitment and hard work have made my dreams a reality."

The award was presented at the Jerry Durant Family of Dealerships Leadership Luncheon, November 14, 2003.

### SEMINARS BEING OFFERED SPRING 2004

#### ARCHITECTING RESPONSIVE ORGANIZATIONS

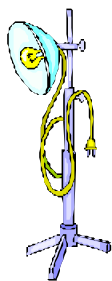
Architecting Responsive Organizations is an executive development program designed to help translate customer needs into bottom-line success. This hands-on, participant-centered program helps organizations to position themselves in the marketplace, establish and convey the value of your company, operate more efficiently, and integrate the components of your company in the most effective manner. The course walks you through the process of systematically breaking down complex organizational architectures into more manageable components. For more information e-mail [kuykenda@unt.edu](mailto:kuykenda@unt.edu) or call April Kuykendall at 940-390-7447.

#### MURPHY CENTER TEAMS UP WITH FRANKLIN COVEY FOR 7 HABITS TRAINING

If you've always wanted to go to a **7 Habits of Highly Effective People Workshop®**, but just couldn't afford it, the Murphy Center has an option for you! **For businesses that employ 60 people or less**, the Center is making available this highly acclaimed training. If you are looking for ways to build the effectiveness of some of your staff, this program is for you. Dates are **March 24-26, 2004**. Training will be held at the Hotel Inter-Continental in Addison. The cost is \$875 per person. Two or more from one company pay just \$825 a piece. To register, contact Joan Ackerson in the Murphy Center at 940-565-2848.

## SPOTLIGHT ON AN ENTREPRENEURIAL STUDENT

### ROB FURMAN



Computer Science major, **Rob Furman** says he never guessed his first job would be with an adoption agency. A **Kauffman** intern, Rob was placed with Adoption Access because they needed assistance in developing a database. Rob quickly completed that task, then also designed their computer network and brought them into the 21<sup>st</sup> century. When the CEO was looking at purchasing another business, she sent Rob to evaluate their IT system to see if it was compatible with what he had established for Adoption Access. Because Rob has proven his worth in the IT field, Adoption Access owner Debbie Hug has also brought him in on a new venture she and her daughter are starting. For Rob, a Kauffman internship has led to both business ownership and an ongoing career opportunity with Adoption Access.

If you are interested in a Kauffman Intern for Spring of 2004, please contact the Murphy Enterprise Center.

## WHAT IN THE WORLD IS YET?



The Murphy Center is pleased to support the work of **YET (Young Entrepreneurs of Tomorrow)**, a new student club for entrepreneurship at UNT. Students who are members have a wide variety of majors and interests, but all are interested in learning the "ins" and "outs" of business ownership. Guest speakers have been Venture Capitalists as well as successful business owners. Students from YET have participated in the UNT Boo Bash as a community service project, assisted the Murphy Enterprise Center and Rotary Club of Dallas in conducting Camp Enterprise, and are planning involvement in Habitat for Humanity and Adopt-A-Highway.



## UNT MURPHY ENTERPRISE CENTER

Camp Enterprise is an intensive three-day seminar conducted by the **Rotary Club of Dallas** on business issues for a select group of Dallas County high-school seniors. **UNT entrepreneurship students** assist Rotarians by serving as peer counselors and assistant group facilitators. The high school students interact with and learn from business executives, politicians, and entrepreneurs. Participating young men and women explore fundamental challenges, opportunities and obligations of the free enterprise system. Program participants benefit from the knowledge of guest speakers such as bank presidents, chief executive officers of leading Dallas corporations, successful entrepreneurs, and elected governmental officials. The highlight of the program is a computer simulation game which challenges students to apply management techniques they learned in previous sessions.

## ABOUT THE MURPHY ENTERPRISE CENTER

The purpose of the Murphy Enterprise Center at the University of North Texas is to provide students and entrepreneurs the opportunity to exchange ideas, enhance entrepreneurial skills, and engage in entrepreneurial efforts. Programs allow students to learn about entrepreneurship first-hand. The Murphy Enterprise Center helps entrepreneurs solve problems encountered in the start-up phase of business, provides low or no cost training for both students and business owners, and helps students and faculty take new discoveries as well as business ideas and turn them into reality.