Presented By: Michigan Theater
February 10 & 11, 2006
Presented By: Deloitte.
Scene List

**Act I**

9 to 5
Parent-Teacher Conferences
The Roscars: Part I
Stream of Consciousness
Circle of MAP
Missed Connections
The More You Know: Part I
We Work Hard for the Money
Ambassador Tour 2007
The Devolution of the MBA
Gunnerman
The Roscars: Part II
Top Gunner
Mr. Cold Call

**Act II**

OCD Recruiting Medley
A Bollywood Love Story
BUS 101: Skills for the Advanced Professional
One More Time
First Day at Work
Zombiecore
e-iMpact
The Seaweed is Always Greener
Reception Crashers
The Roscars: Part III
The More You Know: Part III
Increase in Tuition
A Little Patience

**Executive Board**

**Director**
Paul Berens

**Assistant Director**
Meera Rao

**Producer**
Dave Schultz

**Head Writers**
Dave Policar & Bridget Kaiser

**Video Director**
Mike Sanders

**Technical Director**
Paul Goydan

**Marketing Director**
Christie Clark

**Business Manager**
Julia Wing

**Stage Manager**
Rachel Friede

**Marketing Managers**
Irena Janjic, Jennie McConaghy & Daryl Sanford

**Scene Directors**
Raquel Almeida, Becky Bailey, Paul Berens, Aashish Dhamdhere, Kurt Dorschel, Aaron Harris, Bridget Kaiser, Tracie Lange, Joe Mancini, Jaime McGlothlin, Raul Oliva, Srinivas Pai, Dave Policar, Meera Rao, Leena Ray, Mike Sanders, Dave Schultz, Rob Whittier, Claire Yoon, Tom Young

**Writers**
Paul Berens, Kenny Bourne, Jessica Bryan, Justin Burrows, Hilary Cantor, Branton Cole, Shannon Dalpe, Aashish Dhamdhere, Susannah Dhamdhere, Kurt Dorschel, Ted Gast, Christina Giluytin, Dave Good, Jeff Hadden, Bridget Kaiser, Adrienne LaPointe, Tracie Lange, Efrem Lebovits, Alison Leff, Dan O’Connor, Raul Oliva, Mina Penna, Matthew Perry, Dave Policar, Meera Rao, Dani Samms, Mike Sanders, Ann Thai, Rob Whittier
Construct a remarkable career, one impossible business problem at a time.

Congratulations on Ross Follies 2006

Job well done!

Deloitte Consulting LLP
Proud Corporate Sponsor
In the 1860s, we connected a nation—east to west and west to east. Today we carry America’s way of life, from raw materials to finished goods, in a cost-efficient, environmentally friendly way. Though 140 years have passed, we’re still connecting a nation—past to present, present to future.
Dear Friend, welcome to the Michigan Theater where the culmination of many moons of many people’s efforts is about to…culminate. There are loads of people who gave time and talent to Follies 2006: Appetite for Construction, and this show fully reflects that.

Why Appetite for Construction? Because Ross is getting ready to undergo a major facelift with the building of a state-of-the-art, 270,000-sq.-ft. structure that is slated to open in the Fall of 2008. Also, because Axl just can’t finish Chinese Democracy, so someone had to do something.

I am very grateful for this team, and need to thank them: Dave Schultz is one of the most genuine guys you’d ever want to know and a damn good producer at that. We started preparing for this when we were still just bschool freshman, one year ago now. Meera Rao jumped into a previously nonexistent role and added gobs and reams of creativity and fun to this show. She took on huge responsibility and made an enormous creative and organizational contribution. Dave Policar was supposed to have reprise from Follies after writing season ended, but thankfully, Dave’s comic stylings influenced the show all the way up to this performance. Bridget Kaiser has the perfect blend of a great eye for funny and someone who got stuff done. She writes, sings, acts, dances, directs, and intimidatingly enforces our secrecy policy: (“triple secret lockdown”). Paul Goydan seriously upped our technical game (to the point of technological revolution) and did so speaking jargon the whole way. Julia Wing is the brains behind the business operations--she kept us solvent and always blew the whistle on extortion. Rachel Friede is our stage manager who makes it all happen, whom I recruited away from several other business school stage manager opportunities. Mike Sanders is the man who became responsible for all those videos. He nailed this role, People. Plain and simple. Christie Clark was the enthusiasm and “pop” behind our brand and image. She brought the fun and the ideas and put together and led a great team that included: Daryl Sanford, not only a Follies marketer but also one of our most talented executive board thespians (and he’s even married); Irena Janjic, not only the firstyear representative of the Deloitte Follies Mafia but also has a proclivity for creating breathtaking marketing communications; and Jennie McConaghy, a mktg. pro whose sweetness belies her rockstaritude (in the Sec. 5 band). Finally, the cast, crews, writers, directors, and choreographers. Thank you for sharing your talents and time…and at times having “a little patience.” Happy 20th Birthday to Follies and on with this show. Paul

From the Director

From the Producer

It is amazing to be bringing this show to you at long last. After close to a year of preparation, hard work, and a lot of fun, we are happy to be presenting the 20th anniversary of Follies here at Michigan Theater. Follies has a rich tradition here at Michigan and we are proud to be part of that tradition.

Over the past few weeks, many of my friends have stopped to ask how things are going and how I am holding up. Putting together a show of this size and scope is truly a massive undertaking but one I have thoroughly enjoyed. From starting by putting together our outstanding team right up to the last few rehearsals, it has been an experience colored by lots of laughter and some fun learning experiences. Who know that I would be able to get pretty good at editing music or that there is apparently a dance studio in the basement of the East Quad Dorm?

There are so many people to thank for making this show possible. First and foremost, I need to thank Mr. Berens for making this a truly fantastic journey over the last year. You are an amazing pleasure to work with. I would also like to give a big thank you to Meera for being so much help to both myself and Paul, I don’t know where this show would be without you. To the rest of the Follies Exec Board: Christie, Julia, Mike, Bridget, Dave, Paul, Rachel, Daryl, Jennie, and Irena, thank you so much for putting up with me and giving some much of you time, energy, and creativity into making the show possible. You are all fantastic! I would also like to thank all of the people directly or indirectly involved with Follies that gave so willingly of themselves when I called on them. Without you, this journey would have been much more difficult.

With that, I invite you to sit back, relax, and enjoy the show! - Dave
**Act I**

<table>
<thead>
<tr>
<th><strong>9 to 5</strong></th>
<th><strong>Stream of Consciousness</strong></th>
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<tbody>
<tr>
<td><strong>Writer:</strong></td>
<td>Meera Rao</td>
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<tr>
<td><strong>Director:</strong></td>
<td>Meera Rao</td>
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<td><strong>Choreographer:</strong></td>
<td>Meera Rao</td>
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<tr>
<td><strong>Performers:</strong></td>
<td>Raquel Almeida, Kristen Kulik, Alison Leff, Dave Schultz, Dave Wurster, Company</td>
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<tr>
<td><strong>Parent-Teacher Conferences</strong></td>
<td>Performers: Erin Chapman, Molly Christiansen, Branton Cole, Lily Fink, Calista Fredericksen, Mike Gaffney, Dave Good, Chad Hansen, Patrice Harduar, Quinn Kilbury, Tats Matsuiura, Kate Mescal, Chris Mullankey, Jan Svejnar, Shantanu Verma, Rob Whittier, Tom Young</td>
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<tr>
<td><strong>Writers:</strong></td>
<td>Kurt Dorschel, Alison Leff</td>
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<td><strong>Director:</strong></td>
<td>Srinivas Pai</td>
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<tr>
<td><strong>Performers:</strong></td>
<td>Aaron Harris, Alison Ettel, Omar Medeiros</td>
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<tr>
<td><strong>The Roscars: Part I</strong></td>
<td><strong>Camera:</strong></td>
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<tr>
<td><strong>Writers:</strong></td>
<td>Jeff Hadden, Bridget Kaiser</td>
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<td>Dave Schultz</td>
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<td><strong>Performers:</strong></td>
<td>Ted Aronson, Jay Field, Jana Halaby, Irena Janjic, Chris Martiniak, Cordelia Nance, Erica Robinson, Billy Robins, Dave Schultz, Nicole Thomas</td>
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<tr>
<td><strong>Camera:</strong></td>
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<td>Dave Schultz</td>
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<td>Christina Gilyutin, Dave Good, Efram Lebovits, Mina Penna, Mike Sanders</td>
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<td>Mike Sanders</td>
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<tr>
<td><strong>Director:</strong></td>
<td>Laura Gaffney</td>
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<td><strong>Circle of MAP</strong></td>
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<td><strong>Writers:</strong></td>
<td>Kenny Bourne, Susannah Dhamdhere, Adrienne LaPointe, Matthew Perry</td>
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<td><strong>Director:</strong></td>
<td>Becky Bailey</td>
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<td><strong>Choreographer:</strong></td>
<td>Becky Bailey</td>
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<tr>
<td><strong>Performers:</strong></td>
<td>Chris Huang, Kelli Anderson, Becky Bailey, Xuyan Lu, Linda Merus, Mina Penna, Jessica Witt, Brook Cunningham, Andrew Gilroy, Meera Rao, Wendy Ross, Mark Waterston</td>
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<tr>
<td><strong>Missed Connections</strong></td>
<td><strong>Director:</strong></td>
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<tr>
<td><strong>Writers:</strong></td>
<td>Hilary Cantor, Dan O’Connor, Dave Policar</td>
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<tr>
<td><strong>Assistant Director:</strong></td>
<td>Dave Policar</td>
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</table>
Act I

Missed Connections
Performers: Jaime Lynn Mc-Glothlin, Sarah Winkeller, Susannah Dhamdhere, Brock Williams, Cris Turney, Aashish Dhamdhere, Bodhi Burgess, Alison Ettel, Ashley Mer-ritt, Seunghee Ha, Dave Policar, Patrice Harduar

The More You Know: Part I
Writers: Kurt Dorschel, Alison Leff, Dave Policar
Director: Dave Policar
Performers: Mike Kurhajetz, Dan Stolarski, Jaime McGlothlin
Camera: Dave Policar
Video Editors: Dave Policar, Mike Sanders

We Work Hard for the Money
Writers: Jessica Bryan, Shannon Dalpe, Tracie Lange, Dani Samms
Director: Tracie Lange
Choreographer: Tracie Lange

We Work Hard for the Money

Ambassador Tour 2007
Writers: Paul Berens, Dave Policar
Directors: Paul Goydan, Dave Policar, Mike Sanders
Performers: Paul Berens, Sara Martin, Aaron Schultze, Raul Oliva, Meera Rao, Ted Gast
Camera: Mike Sanders
Video Editor: Mike Sanders

The Devolution of the MBA
Writers: Bridget Kaiser, Raul Oliva, Meera Rao
Director: Kurt Dorschel
Performers: Katie Cowan, Joseph Liu, Ash Pabalkar, Mike Sanders

Gunnerman
Writer: Paul Berens
Director: Paul Berens
Performers: Laura Mehaffey, Pavan Tapadia, Christine Gilyutin, Minh Phan
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## Act I

### The Roscars: Part II

**Writer:** Bridget Kaiser  
**Director:** Dave Schultz  
**Performers:** Sameer Agarwal, Christie Clark, Jana Halaby, Chris Huang, Rastko Kovacevic, Laura Lessin, Dave Schultz, Lilian Yip

### Top Gunner

**Writers:** Branton Cole, Ted Gast, Raul Oliva, Dave Policar  
**Director:** Raul Oliva  
**Performers:** Bethanie Archbold, Dave Chapman, Mike Gaffney, Ted Gast, Jeff Hadden, Aram Mazmanian, Mayur Valanju, Raymond Wacek, Bobby Wehmeyer  
**Camera:** Raul Oliva, Dave Policar  
**Video Editor:** Raul Oliva

### Mr. Cold Call

**Writers:** Rob Jericho, Paul Berens  
**Director:** Joe Mancini  
**Singer:** Hangjip Cho  
**Musicians:** Bodhi Burgess, Andrew Burk, Nate Johnson, Jennie McConaghy  
**Performers:** Jason Godley, David Wurster, Ann Thai.  
**Camera:** Joe Mancini, Mike Sanders  
**Video Editor:** Joe Mancini

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---Fifteen Minute Intermission---

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Dough

PLAY

POWA

get'em all

become a politician

join the GOVERNMENT

brought to you by RSBSGA

shoutouts to AC, AM, BC, EZ, ME, MK, MS, RK, RP, SW
## Act II

### OCD Recruiting Medley

<table>
<thead>
<tr>
<th>Writers</th>
<th>Director</th>
<th>Choreographers</th>
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<tbody>
<tr>
<td>Susannah Dhamdhere, Cris Turney, Sarah Winkeller</td>
<td>Claire Yoon</td>
<td>Ashanti Hosier, Soledad Lencioni, Wendy Ross</td>
<td>Jenny Barba, Erin Chapman, Madeline Chapman, Dipali Dasmahapatra, Aashish Dhamdhere, Seunghee Ha, Stephanie Hartshorn, Alex Infeld, Kristen Kulik, Adrienne LaPointe, Soledad Lencioni, Jennie McConaghy, Kristine Royer, Tara Rutan, Aaron Schultz, Keiko Shine, Cris Turney, Brandt Urban, Jessica Witt</td>
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<td>Mike Sanders</td>
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### A Bollywood Love Story

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<tr>
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<tr>
<td>Gaurang Vyas</td>
<td>Aashish Dhamdhere, Meera Rao, Mike Sanders</td>
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<td>Meera Rao, Mike Sanders</td>
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### BUS 101: Skills for the Advanced Professional

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<tr>
<th>Writer</th>
<th>Director</th>
<th>Performers</th>
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<tr>
<td>Kurt Dorschel</td>
<td>Aaron Harris</td>
<td>Jen Huffman, Alex Infeld, Mike McGohan, Dave Wurster</td>
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### One More Time

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<tr>
<th>Writer</th>
<th>Director</th>
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<tr>
<td>Alison Leff</td>
<td>Raquel Almeida</td>
<td>Nathan Arbitman, Alison Leff</td>
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### First Day at Work

<table>
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<tr>
<th>Writer</th>
<th>Director</th>
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<tr>
<td>Pavan Tapadia</td>
<td>Tom Young</td>
<td>Ricky Gordon, Tim Stallkamp, Hector Vayanos, Rachel Friede, Graciela Cruz</td>
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<td>Tom Young</td>
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### Act II

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<tr>
<th><strong>Zombiecore</strong></th>
<th><strong>The Seaweed is Always Greener</strong></th>
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<tbody>
<tr>
<td><strong>Writer:</strong> Justin Burrows</td>
<td><strong>Performers:</strong> Raquel Almeida, Bridget Kaiser, Czaria Valerio, Bethanie Archbold, Rebecca Bailey, Amy Fitzgibbons, Soledad Lencioni, Kate Mescal, Tara Rutan, Lilian Yip</td>
</tr>
<tr>
<td><strong>Director:</strong> Bridget Kaiser</td>
<td><strong>Editor:</strong> Rina Horiuchi</td>
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<tr>
<td><strong>Performers:</strong> Christie Clark, Kurt Dorschel, Rob Jericho, Sara Martin, Dave Policar, Leena Ray, Alfredo Sarria</td>
<td><strong>Writers:</strong> Raul Oliva, Rob Whittier</td>
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<tr>
<td><strong>Video Editor:</strong> Nate Johnson</td>
<td><strong>Director:</strong> Rob Whittier</td>
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<tr>
<td><strong>e-iMpact</strong></td>
<td><strong>Performers:</strong> Jana Halaby, Rajiv Mashruwala, Ashley Merritt, Christie Nordhielm, Raul Oliva, Leena Ray, Janelle Toles, Kevin Tsuchida, Pratap Whig</td>
</tr>
<tr>
<td><strong>Writer:</strong> Bridget Kaiser</td>
<td><strong>Camera:</strong> Rob Whittier</td>
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<tr>
<td><strong>Director:</strong> Bridget Kaiser</td>
<td><strong>Video Editor:</strong> Rob Whittier, Mike Sanders</td>
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<tr>
<td><strong>Performers:</strong> Sandeep Acharya, Maisie Chan, Al Cotron, Jaime Ferre- rosa, Carrie Gilbert, Jae Junkunc, Michael Lorberbaum, Angelita Mantilla, Kellie Mee, Laura Mehaffey, Shyam Pawar, Nanda Rajanala, Roman Rubchenko, Karthik Sivakumar, Kristin Ulmer, Michael Wier, Kristy Wu</td>
<td><strong>The Roscars: Part III</strong></td>
</tr>
<tr>
<td><strong>Camera:</strong> Mike Sanders, Bridget Kaiser</td>
<td><strong>Writers:</strong> Paul Berens, Aram Mazmanian</td>
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<td><strong>Video Editor:</strong> Mike Sanders</td>
<td><strong>Director:</strong> Dave Schultz</td>
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</table>

| **The Seaweed is Always Greener** | **Performers:** Sameer Agarwal, Par Gandhi, Sugato Bhattacharyya, Jana Halaby, Rahul Pandidhi, Sandeep Patel, Christi Peltier, Dave Schultz, Greta Tam |
| **Writer:** Ann Thai | **Director:** Dave Schultz |
| **Director:** Leena Ray | **Performers:** Sameer Agarwal, Par Gandhi, Sugato Bhattacharyya, Jana Halaby, Rahul Pandidhi, Sandeep Patel, Christi Peltier, Dave Schultz, Greta Tam |
| **Choreographer:** Rebecca Bailey | **Writers:** Paul Berens, Aram Mazmanian |
## Act II

### The More You Know: Part II

| Writer: | Kurt Dorschel, Alison Leff, Dave Policar |
| Director: | Dave Policar |
| Performers: | Adarsh Das, Mike Kurhajetz, Dan Stolarski |
| Camera: | Dave Policar |
| Video Editors: | Dave Policar, Mike Sanders |

### Increase in Tuition

| Writer: | Jeff Hadden |
| Director: | Jaime McGlothlin |
| Choreographer: | Karen Bernhardt |
| Performers: | Karen Bernhardt, Hilary Cantor, Jee Wook Han, Ashanti Hosier, Laura Green, Daisy Liemonta, Tats Matsuura, Jaime McGlothlin, Kristine Royer, Roman Rubchenko, Daryl Sanford, Angela Shue, Julia Wing, Eduardo Zawadzki, |

### A Little Patience

| Writer: | Paul Berens |
| Director: | Paul Berens |
| Performers: | Adrienne LaPointe, Andrew Gilroy, Becky Bailey, Daryl Sanford, Dave Policar, Jaime McGlothlin, Mark McGlothlin, Mark Waterston, Company |

And special congratulations to the new members of the Amazon.com team:

- Adam Goetsch
- Shannon O'Hara
- David Louie
- Manish Bansal
- Sean McMullan
- Catrina Zhang
- Dave Schultz
- Amit Deshpande
Glossary of RSB Terms

24s - 24 inch rims for SUV or truck wheels
Ariel, Flounder, Sebastian - Characters’ names in Disney’s “Little Mermaid”
AVC - Average variable cost
Babs, Scorekeepers, Ricks - Local bars
Bagels - Every Monday morning at Ross, the dean provides a breakfast of bagels and coffee. Dean Dolan rarely attends, but the bagels are typically gone within minutes
BBA - Bachelor of Business Administration
BIT 512 - A business school course in how to master the intricate details of MS Excel.
Buy the Call - Buying the option to buy a stock at a given price and given time.
Closed List - A guaranteed interview with an on campus recruiter
Coursepack - A collection of case studies, readings, and professor notes that students purchase to supplement a course. Coursepacks are known to be overpriced and very heavy.
Ctools - An interactive website where students can access course materials, submit assignments, and check to see who is online.
Deadweight loss - An economics term for a situation in which neither the producer nor the consumer of a good derives the maximum benefit from its sale or purchase.
Drunk-dialing - For guys this usually entails dialing a female that you are attempting to “court.” For girls this means calling an ex. For both this means doing so while intoxicated.
Fall B - The second half of fall semester.
Hill House - A house on Hill Street where eight MBA students live together.
Hollaback Girl - A girl waiting for a booty call yet one that won’t just sit around waiting for the guy to ‘holla back’ at her.
iMpact - A student and alumni database with resumes and pictures. “iMpacting” is typing the name of a person into the database to find out what they look like and other information.

Stephen M. Ross School of Business at the University of Michigan
Black Business Students Association
701 Tappan Street • Ann Arbor, Michigan 48109
www.umich.edu/~bbsa

The Black Business Students Association (BBSA) would like to proudly recognize the following BBSA members who were cast members of Follies 2006 “Appetite for Construction”:

Sheila Collins
Patrice Harduar
Ashanti Hosier
Ashley Merritt
Linda Merus
Erica Roberson
Wendy Ross
Nicole Thomas
Janelle Toles
Brock Williams
Glossary of RSB Terms

Manolos - Trendy Designer Shoes

MAP - Multidisciplinary Action Program. The premier action-based learning program at RSB. During MAP student teams serve as consultants and help companies solve real business problems. CMAP, IMAP, and EMAP are types of MAP projects.

MLP - Michigan Leadership Program. A week-long development workshop that all Michigan MBAs participate in prior to their first semester of business school.

MO - Management & Organizations. Often referred to as organizational behavior, a core MBA course that provides learning on teamwork and leadership.

NPV - Net Present Value

OCD - Office of Career Development

Shout-off - A yearly ritual in which first year MBA’s chant at each other for the amusement of corporate sponsors and MBA’s.

Sissy Drink - Any drink that doesn’t begin with “Coors” and end with “Light.”

SOS - Significant Other and Spouse

Straddle - Strategy to buy the option to buy and sell a stock at the same price and same time.

Team Charter - The first assignment for a MAP team. The team charter is a statement of the team’s objectives and members’ roles.

The Bus - A pre- and post-game football tailgate where MBA students participate in beer pong, bus dancing, and keg stands.

Tozzi Center - Financial Trading “Lab”

Wolverine Room - A cramped, dilapidated room used for core classes and electives.

Wolverine Venture Fund - A multi-million dollar venture capital fund operated directly out of the Ross School of Business.

Zingerman’s - Local restaurant that often supplies catering to corporate events.
Hey, Bobby Winston.
We always knew you would be a Big Star!

Happy Birthday, Buddy!

*From the Boys of 1012 Hill and the “Crack Den”*
Song Lyrics

Opening (9 to 5)
Ross gave a fortune
Got a tax deduction
About to start a lot of construction
Expandin’, plannin’, when’s it going to end?
Wake up for school
Try to get some coffee
walk to the lounge
where I get a latte
And this whole place is all going to go away
Building 9 to 5
What a way to raise our ranking
Mending this old dive
In the Journal, we’ll stop tanking
Reclaim number one
by renovating Kresge
it’s got to give you positive N-P-V
9 to 5
they’re bringing in bull dozers
you would think that they’d
wait til it stops getting colder
Move the B-B-As
And send em to North Campus
We’d like to transfer to Wharton if they’d let us
We go to school
Pay a lot of money
Most of the year
It’s not even sunny
And soon school’ll be a big construction site
But in a couple of years
Ross’ll look just fine
Wish I was getting’
My degree in ‘09
Gotta deal with this every day and night
Building 9 to 5
What a way to raise our ranking
Mending this old dive
In the Journal, we’ll stop tanking
Reclaim number one
by renovating Kresge
it’s got to give you positive N-P-V
9 to 5
they’re bringing in bull dozers
you would think that they’d
wait til it stops getting colder

Move the B-B-As
And send em to North Campus
We’d like to transfer to Wharton if they’d let us

Circle of Map
Some say they hate doing teamwork
Some say there’s nothing to fear
But none can ignore
What they’ve chosen Ross for
That MAP is the reason we’re here
The team coach wants to know
all your backgrounds
And determine your learning style
But you’re beginning to know
Teamwork’s going to blow
And this hell’s going to last for a while
In the Circle of MAP
CMAP, IMAP, EMAP
Bid on projects you like
You’ll get your fourth choice
It’s your one big chance
To use those MO soft skills
In the Circle, the Circle of MAP
There’re too many problems to mention
Your per diem is way too low
Learn to translate Chinese
You get stuck overseas
Team stress is beginning to show
The sponsors don’t like your conclusion
The faculty gave you a ‘low pass’
But you won’t give off clues
During your interviews
And you’ll lie to the incoming class
In the Circle of MAP
Hook up with your teammates
Hide the alcohol
In the expense report
Procrastinate
Until the last 4 days
In the Circle, the Circle of MAP
The team charter’s worthless
Only you do work
But you get your revenge
On the evaluation
Pray for a team That really functions
In the Circle, the Circle of MAP.
We Work Hard for the Money

We work hard for the money
So hard for it honey
We work hard for the money
So you better treat us right (2x)
We followed them to U of M
And wonder where we are
It’s strange to us
We left our jobs and gave up everything

3am on the hour hand
And we don’t know where they are
Those Scorekeeper’s happy hours
Just never really seem to end

We work hard for the money
So hard for it honey
We work hard for the money
So you better treat us right (2x)

2 years have come and gone
And we raked up lots of bills
Tuition we pay is close to 80 K
then 20 more in beer

It’s a sacrifice working day to day
While the MBA’s just seem to sleep and play
But it’s worth it all
Just to see them land the job

We work hard for the money
So hard for it honey
We work hard for the money
So you better treat us right

Gunnerman

Commercial 1 (so you’re at this corporate presentation in Hale):
And you’re so exultant
cuz this guy’s a consultant
so ask your highly esoteric question
(whoa-oh-whoa-oh-oh)
give ‘em your card
it’s not very hard
you are the Gunnerman
with a twist of his wrist
you’ve made the closed list
and only at the expense of a few classmates
GUNNERMAN-AN-AN

Commercial 2 (so you’re taking this corporate strategy class):
Butchaven’t done your reading
too many venture club meetings
so just rely on your intrinsic logical aptitude
(whoa-oh-whoa-oh-oh)

So let them all hear
about your previous career
you are the Gunnerman
got it made in the shade
participation grade
And your peers have now learned nothing
GUNNERMAN-AN-AN

Commercial 3 (It’s Thursday night and everyone’s at S’keepers but you’re at Kresge):
And you’ve been here before
When they’ve locked up the doors
But who’s gonna get the Excellent in MO
(whoa-oh-whoa-oh-oh)
And though it’s Notre Dame
You won’t make the game
Yeah mighty Gunnerman
Who is this girl?
She might rock your world
But she won’t help you get good grades
GUNNERMAN-AN-AN

Mr. Cold Call
I’m coming out of the bars
And I am feeling real drunk
Got three cases to read
Must surmise them all
It starts out with eBay
And now I’m fading away
It was just a few Zs, it was just a few Zs
Now I’m snoring in class
And the drool’s on my face
Gunnersons raising their hands
Jumping out of their place
Now they’re using Porter’s
And I begin to stir
Nothing will register
Well he shuffles his deck
Now, he pulls out a card
Now, I hear my name
And I just can’t wake, I’m too tired
I’ve fallen asleep…
Lots of drool, streaming right on down my face
Frameworks running through my mind
Answers that I can not find
But it’s just the price I pay
Dominick’s is calling me
I’m taking another fall
‘Cause I’m Mr. Cold Call
I’m coming into the break
Need to get some caffeine
Only half the class down
But I’m already creamed
The next case will be Dell
And I don’t know it as well
This is gonna be hell, this is gonna be hell
Now I’m skimming the case
And it’s not sinking in
Professor’s about to start
And there’s not much time left
Now he’s walking my way
To give me another chance
I think this coffee’s decaf
Well he’s speaking my name
Now, he wants a response
Now, and I don’t know
I just can’t fake it, I’m ill-prepared
I want to retreat
Tears of shame, streaming right on down my face
Frameworks running through my mind
Answers that I can not find
But it’s just the price I pay
Dominick’s is calling me
I’m taking another fall
‘Cause I’m Mr. Cold Call
A low pass… A low pass…
A low pass… A low pass…
Song Lyrics

OCD Recruiting Medley

This here’s a tale for you at Ross
Think you’ll graduate and be the boss
Let’s get real kids, listen to me
Play your cards right
And you’ll get to P&G
OK MBA1 let’s have some fun,
Meet me for a mock in K1321
Walk me through your resume and tell me
when you failed?
Eeh…wrong answer….just got nailed.
Resume submission and you’re wishin’
You’d worked more
before you reached Michigan,
Then how can you make your resume nice?
You lied to get in, now you pay the price
Job search frustration, first inclination
Return to Deloitte, escape the situation
But if accounting ain’t looking so dope,
A good resume will be your ray of hope.
Nothing’s stopping you from dropping
30 resumes to get this party poppin’
But if your points are gone, don’t cry to me
Network, kiss ass, and start with OCD
Once you get those offers though,
don’t be mean
Cause one man’s backup is another man’s dream
But before you drop, you know what to do,
Come on Ross students, do a resume review

***

I don’t know why I’m going
but I sure know I don’t what this job
hanging on the promises
that someday they’ll say yeah
when they make up their mind
and don’t waste more of my time
But here I go again, here I go again

Though I think I’m giving the right answer
It never seems to be what their looking for
Oh Dolan, why can’t you just
give me a little help
cuz you know you’re the dean…
and I need a job to pay your tuition fees
But these interviews are so overblown
Didn’t close list me,

so I know I’m gonna be a no
I’m stressing so I just gotta know-oh-oh
Would you make up your mind?
And stop wasting my time.

Wanted to be a banker for JP Morgan
now I’ll take a job to market tampons
was it a problem that I LP-ed finance
cuz it shows I don’t care…
and would rather drink beer on the Bus’ fare
But these interviews are so overblown
Didn’t close list me,
so I know I’m gonna be a no
I’m stressin’ so I just gotta know-oh-oh
Would you make up your mind?
And stop wasting my precious time.

But, Here I go again…[x4]

***

Somewhere out there
is an intern who loves cheese
Kraft Singles, Velveeta,
give that Cheez Whiz a squeeze

Somewhere out there is an internship for me
Hopefully in Chicago, and with a CPG

And even though accounting to marketing
is a stretch
I’ll spin my resume
and Kraft and I can be a match

And if you get an offer in New Jersey land, it
will help to know we’re working underneath
the same big brand

Somewhere out there,
if OCD can see us through
Then we’ll be together, at Kraft Cheese,
in Chicago, where dreams come true

***

Look, if you had one shot, one opportunity
To seize everything you ever wanted - One mo-
moment, would you capture it or just let it slip?

His palms are sweaty, knees weak,
arms are heavy
There’s vomit on his tie already,
Lounge spaghetti
He’s nervous, but on the surface
Song Lyrics

he looks calm and ready
To get the job, but he keeps on forgettin
The framework he wrote down,
he wants to crack the case
There’s just a stupid smile, frozen on his face
He’s stumbling, how everybody’s wondering now
The clock’s run out, time’s up over, bloah!
Snap back to reality, Ooh there goes BCG
Ooh, there goes McKinsey, he choked
He’s so mad, but he won’t give up that easy
No, he won’t have it, he knows
his whole back city’s rope
It don’t matter he’s broke
His credit ratings a joke
He’s so in debt that he knows
When he goes back to his student loans,
that’s when it’s Back to da recruiting suites
This whole job search
He better capture this moment,
and hope it don’t pass him
You better lose yourself in the job search
The moment you own it
You get a bonus don’t you know.
You only get one shot. Do not
Miss on-campus jobs, the opportunity comes
once in your first year, yo.
***

If you change your mind, I’m the first in line
You know I’m still free, Take a chance on me.
If you need me, let me know, And I’ll be around
When your intern fails to show,
And you’re feeling down.
If you find the space,
And no intern’s in my place
You know I’m still free, Take a chance on me.
Gonna do my very best, And it ain’t no lie
If you put me to the test, If you let me try
Take a chance on me
(That’s all I ask of you, today)
Take a chance on me

I don’t want the glamour,
don’t care about my project
As long as we’re together
I could make you coffee, even make some cop-ies, Get to know you better

You know, there’s so much that I wanna do
When I get a job from you
It’s magic
You wanted to leave me be
Cause I studied psychology
But it will give you thrills
To see my teamwork skills
If you change your mind, I’m the first in line
You know I’m still free, Take a chance on me.
If you need me, let me know, And I’ll be around
If your intern fails to show
And you’re feeling down.

The Seaweed is Always Greener

Look at these bullet points, aren’t they neat?
Wouldn’t’cha think my resume’s complete?
Wouldn’t’cha think I’m the girl,
the girl who has, everything?
Look at this school, treasures untold,
How many wonders can one campus hold?
Lookin around here ya think, sure,
she’ll get an internship.

I’ve got leadership roles aplenty
I’ve done community consulting galore
You want recruiter business cards?
I’ve got twenty!
But who cares, no big deal, I want more….

I wanna be where the MBA2s are,
I wanna be at Rick’s dancing
Walking around with those, what do you call em? …Offers!
Financial aid doesn’t getcha far,
a salary is required for shopping, dancing
Walking around on those…what do you call em? …Manolos!
Up where they strut, up where they run, up
where they sleep all day until one,
Wandering free, wish I could be,
An MBA2…

What would I give, if I could live
with job security
What would I pay, to spend a whole day,
drunk at the bus
Betcha second years,
just sit around drinking beer
Song Lyrics

Bet they don’t have to meet with MAP teams.
Bright 06 grads, sick of class, ready to work...
And ready to know what the MBA2s know,
ask em my questions and get some answers,
Like if I hook up with you
will I get on the closed list next year?
I want more beer! Wouldn’t I love, love to hang
out at Bab’s on Tuesday, Out of Fall B, wish I
could be, an MBA2.
The seaweed is always greener,
In somebody else’s lake.
You dream about graduating
But that is a big mistake.
With our 100 million,
Tear down the walls, strip the floor
We’ll have a sparkly new building—
What more is you lookin for?
Whao-Oh!
New facilities,
New facilities!
If you graduate,
You’ll be too late for new technology!
While you sit in your ugly cubicle
We will frolic in the new portico
Baby its better
Without a sweater
We’ll have central heat
Better food to eat
Outlets for laptops
Wireless at all stops…
New facilities!!! Yeah.

Increase in Tuition

Now, um, usually I don’t do this but uh….
Go head’ on and break em off wit a lil’ preview
of the remix….
No I’m not tryin to be rude,
But hey Ross students I’m feelin you
It’s September and tuition’s due
Remind’s me of my Lexus coup
That’s why I’m all up in yo grill
Trying to add it up in excel
I’m like the electric company
And I’ve come to collect the bill
So gimme that ching-ching
Or lemme give you that boot boot
Running my hands through my fro
Bouncin on 24s
While they say on the radio
It’s the increase in tuition
Hot and fresh out the kitchen
Students writing me checks
I’m a man on a mission
With my fundraising pitch
I’m like so what I’m rich
It’s some freakin easy money
I’m about to have me some fun
Your check better not
Bounce Bounce
Bounce Bounce Bounce
Now let me see that check amount you wrote
Once I get you in the Ross door
Tuition’s gonna raise some more
Gonna bleed you till you’re poor
Students I don’t care what you feelin
No more whining or bitchin
I’m bout to take out my spreadsheet and
Raise the tuition
So gimme that ching-ching
Or lemme give you that boot boot
Running my hands through my fro
Bouncin on 24s
While they say on the radio
It’s the increase in tuition
Hot and fresh out the kitchen
Students writing me checks
I’m a man on a mission
With my fundraising pitch
I’m like so what I’m rich
It’s some freakin easy money
I’m about to have me some fun
Crys-tal poppin for every administrator
We got food every where
As if the party was catered
I got MBA1s on left
MBA2s on my right
We bring em both together we got cash comin
in all night
Then after the graduation it’s the class donation
And after the donation its alumni contribution
And around about 50 you gotta give a million
Then head to retirement as a poor civilian
Song Lyrics

So gimme that ching-ching
Or lemme give you that boot boot
Running my hands through my fro
Bouncin on 24s
While they say on the radio
It’s the increase in tuition
Hot and fresh out the kitchen
Students writing me checks
I’m a man on a mission
With my fundraising pitch
I’m like so what I’m rich
It’s some freakin easy money
I’m about to have me some fun (2x)
Gene we off in this Benz
Throwin cash around
Raisin student fees
They are out of luck
Tuition’s up not down
Stroke it round and round
To the remix
We just adding it up...

A Little Patience

Shed a tear cause I miss the lounge
I’m still alright to smile
Marco, I crave you every day now
Was a time when I wasn’t sure
Where they moved my mail folder to
I guess it’s sitting somewhere down
in E now
Said, Dolan, take it slow
The construction will be fine
All we need is just a little patience
Said, discount the cash flow
And it’ll pay itself off fine
All we need is just a little patience
(patience)
Mm, yeah
I sit here in Wyly Hall
Cause they, tore down Davidson
If I can’t have the lounge now
I’ll wait here
Sometimes I get so tense
That I can’t go back to Hale
The men’s bathroom in Kresge is just too foul
Said, Dolan, take it slow
The construction will be fine
All we need is just a little patience
Said, sugar, take the time
To build our school just right
KPF Associates’ got what it takes
To make it,
Steve Ross paid it
we promise not to break it,
or ever run through it naked
...little patience, mm yeah, mm yeah

need a little patience, yeah
just a little patience, yeah
some more patience, yeah
need some patience, yeah

I been walking Tappan Street at night
just tryin to get this right
I know its hard to charge with no outlets
around
That’s why we’ll
put some more of those in the ground
And the name stays the same
but the classrooms all change
your world has been rearranged
but I need you
yeah, I need you
ooo, construction,
whoa, construction
oooo, construction
just a little more time-i-i-i-ime…
Cast Messages

Sameer Agarwal, MBA1 - I show you a follie, bitches!

Nathan Arbitman, MBA2 and Alison Leff, MBA1 - Nathan and Alison dedicate tonight’s performance to their director, friend, human buzzer and crazed laugh Raquel Almeida. They are still a little upset about catching her with Ned.

Karen Bernhardt, MBA2 - A big shout out to the cast of Increase in Tuition - you guys have got style, rhythm, and a serious case of shaking your ass! Give a million!

Hangjip Cho, MBA1 - Thanks to Dongsoo, Suah, Korean MBAs, EBS friends, Costa Rica MTrekers, Headnotes and Section 5. I LOVEYOU ALL. Let’s Rock!!!

Christie Clark, MBA2 - A special shout out to my marketing peeps (Irena, Daryl, and Jennie) who made life as marketing director WAY easy.

Laura Gaffney, MBA2 - Increase in Tuition crew - y’all are smokin’! Special shout-out to KB & Jamie for making us look so good. To the mister, I’d love to go get some bagels with you. LY&LB

Max Gopalan, MBA2 - Nothing beats the CGSPs and some serious Barry White.

Aaron Harris, MBA2 - To our friends and fellow Ross MBAs: Never gonna give you up. Never gonna let you down. Never gonna run around… and desert you. Never gonna make you cry. Never gonna say goodbye. Never gonna tell a lie… and hurt you. Wishing you all many laughs and k-stands… -Alex, Jen, Mike, Dave, and Aaron… aka BLIS 101.

Ashanti Hosier, MBA2 - Great Job ‘Increase in Tuition’ dancers! Let’s just have fun and do the d*mn thing!

Adrienne LaPointe, MBA2 - Give it up for the closing skit singers… FEEL the love! Eminem: We love you! Do it again!

Rajiv Mashruwala, MBA1 - To all Follies peeps, just remember: we’re all professionals, but we are not professional actors. Keep that in mind. Ricky, I dedicate this performance to you. I think you know why.

Tatsuyoshi Matsuura, MBA1 - Follies can be as unpredictable as romance. Unfortunately, my awful dancing is as predictable as heartbreak.

Jennie McConaghy, MBA1 - Thanks to Director Extraordinaire Claire. Maddy & Stephanie, you are my Dancing Queens! Hangjip and the band: let’s rock the Michigan Theater like never before.

Katarina Mescal, MBA2 - You’re pretty. You should also wear more pink.

Raul Oliva, MBA2 - Thank you to everyone that made my skits happen and all of my group members for understanding my lack of contributions over the past few weeks. I would be remiss, if I did not thank the lovely folks at Qdoba, Krispy Kreme, and In ‘n Out for changing my life. And of course, thank you bp for changing my life, as well. Love, Raul.

Rahul Pandhi, MBA2 - Big ups to the cast and crew of Bollywood Dreams! Filming our dance sequence in the portico was off the hizzy for shizzle! Also, big shout out to myself, playing myself in the “Indian Hair” sketch, you looked good dawg, real good! WOW!

Dave Policar, MBA2 - I’d like to send a shout out to the best bad cop this school has ever known. One Miss Bridget Kaiser. Thanks for keeping the talent in line.

Leena Ray, MBA1 - I want to thank everyone involved with “Mermaid” for their hard work and an awesome job! Specific thanks go out to Bethanie, a rockstar seamstress, for making the fins, Bridget for pulling off the crab, Becky for her sizzlin’ choreography, Dave S. and Andrew B. for music tips and edits, and Meera/Paul for being… there.
To Paul, Meera, and Dave:

Congratulations on a wonderful show. We laughed, we cried, we were filled with so much pride!

Love,
Your Friends and Lovers
Cast Messages

Kristine Royer, MBA2 - Hey Increase in Tuition! Aren’t you glad you auditioned? With Jaime’s directorial ambition Karen, our dance magician, Daryl and Eduardo in pimp condition, And all of the dancer additions, We’ve all been beaten into submission! But we’ll certainly go into remission After the 2006 Follies edition. Thanks for making it fun! Kristine

Kristine Royer, MBA2 - Fly girls why can’t you give me a little help to give that Cheese Whiz a squeeze, that’s all I ask of you today, yo yo. OCDRM in the house to rock that medley! Thanks for the type casting! Kristine

Daryl Sanford, MBA1 - I’d like to thank my friends and classmates for their support and encouragement and my lovely wife, Molly, for always boosting my ego.

Pavan Tapadia, MBA1 - I would like to thank Scorekeepers for providing the inspiration, motivation, and social lubrication to help me get through the weeks. I love you man!

Ann Thai, MBA1 - Dave W: you are the best drunk in the world, Jason G: I’m going to have to break off the engagement for obvious reasons, Joe M: Please stop trying to make me do nude scenes, it is NOT in my contract. Mina & Laura: W.O.W., APW I LUP you baby baby!!

Cristina Turney, MBA2 - You are the Follies casting directors. We are Follies Writers. We can’t sing, dance, or act, although we certainly tried to in our auditions. Thanks for giving us a line in the show anyway.

Czarina Valerio, MBA2 - To the out of this world Little Mermaid cast, it was fun being “under the sea” with you. And, it really does rock to be an MBA2! To my ladies, thanks for being patient with me (and my incessant coughing), and not asking questions when I bought blue fishnet stockings. I told you there was a reason.

Ray Wacek, MBA1 - Thanks to Raul, Policar, and the entire cast of Cougar for one of the best experiences I’ve had at RSB! Special shout-out to my wife Amy (love you lots!) and to the best section in the land - GO DEUCE!
WHO’S WHO ON THE EXECUTIVE BOARD

PAUL BERENS (Director) Director Paul Berens, MBA2, knew this past Spring that if he were to take his upcoming role in Follies seriously, he would have to invest in personal development. And he did...by attending Grad School Directors Camp in the Berkshires this past summer. While his internship employer did not appreciate Berens giving them a “two week notice” in late June, Berens has no regrets. He would like to make a dedication to all the fun(ny) and talented people who have touched Appetite for Construction, with whom it has been his pleasure to share this experience.

DAVID SCHULTZ (Producer) Dave is thrilled to step out from behind the Stage Manager’s table with this year’s Follies production and return to the stage. Ever since he first tripped over his kilt in a production of Brigadoon, Dave has known that it would all one day lead to this; producing a show that has over 170 people in it with the zaniest team of people ever assembled. Based on the success of this experience, Dave has decided to forgo his career at Amazon.com and instead head to LA where he can pursue a career as a big time Hollywood producer. He is hoping Al Cotrone has advice for how to translate his previous work experience on his resume.

MEERA RAO (Assistant Director) Meera Rao, Assistant Director, got her big break as an extra in a Battle of Gettysburg re-enactment at Busch Gardens in the summer of ’89. She is very excited to be making her return to the stage in Follies 2006. Meera would like to thank her buddy, Paul Berens, for being the most fun and most funniest director in all the land. She’d also like to thank her roommates, and most importantly Raul, for putting up with her over the last few weeks. And finally, she’d like to congratulate the cast and crew of Follies for putting on one heck of a show!

BRIDGET KAISER (Lead Writer) Bridget is the enforcer on the head writing team. Dave brought the funny, Bridget brought the pain. She’s a bruiser that mercilessly hunted down writers that broke the “triple-secret lockdown” rule of Follies writing sessions. She’s very sorry these writers can’t join you at the show tonight but maybe that will teach them to keep their mouths shut – I warned you people! Over and over again!...Originally Bridget was going to go into “Business” upon graduating from “Business” school but the Follies experience has inspired her to be either 1) a federal agent, 2) Dave Policar’s personal secretary or 3) a marine biologist. Bridget would like to give mad props to the exec. board, the writers and the family that is still willing to endure her school plays.

DAVE POLICAR (Lead Writer) Everyone knows Dave Policar, avid electric slider and Head Writer, but here are some interesting facts you may not know about Dave: He is an adept marksman and cross country skier, which allowed him to win a silver medal in biathlon at the Nagano Olympics. Before school he spent 4 months in the Black Hills of South Dakota searching for the elusive Pink Panther, but instead discovered the Lochness Monster, which apparently is amphibious and not living in Lochness. In 1995, he made a guest appearance on Beverly Hills 90210, as waiter at the Peach Pit (uncredited). Also, he is fairly certain he invented salsa and very certain he invented the banana.
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- Bruce Madej, Assoc. Athletic Director/ Sports Information Director, University of Michigan

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PAUL GOYDAN (Technical Director)  
Paul was asked to leave the band for chorus in 6th grade. Shortly after, the choir director recommended he take a free period. After being the only student ever to operate the spotlight in three grade-school Christmas musicals, Paul’s been behind the scenes ever since.

MIKE SANDERS (Video Director)  
When asked in an interview how his friends would describe him, Mike said, “slightly fragrant.” In between letting his cell phone ring during interviews and failing operations quizzes, Sanders spends most of his time alone in the multimedia lab wishing the Follies video software could do more--like maybe transform him into any 6’ 5” NFL strong safety who’s not Troy Polamalu. Others speculate Sanders might be happier if he were Jenna Bush. But he’d probably settle for a bathroom sink where the hot and cold water don’t come out of separate faucets.

JULIA WIN G (Business Manager)  
Julia found a lot of synergy with her business school education and the Follies Exec role of Business Manager. Julia keeps the production on budget by heartlessly discarding any typical actor perks such as red M&Ms in the dressing room or a hot tub backstage. She also keeps the executive board focused on the profitability of Follies, by ruling out such sure crowd pleasers as flying characters and pyrotechnics. (Apparently, these projects do not generate a positive ROI.)

RACHEL FRIEDE (Stage Manager)  
Rachel began her long-esteemed history of calling the shots back in nursery school. While her mom called her “bossy,” her teachers called her a “born leader.” Go figure. After spending 4 years on stage during high school, Rachel decided to take her bossy skills backstage for Follies. It’s been a lot of fun, and hope you all laugh very very hard. Or else.

CHRISTIE CLARK (Marketing Director)  
Christie loves the Ross School of Business. This is why she’s involved in nearly every organization at the school. It’s fun. You meet people. And you can spam the school. It’s ironic that in last year’s Follies, she was president of the E-mail Club. Being excessively involved is not conducive for landing a job before graduation. She hopes Follies will hire her full-time.

IRENA JANJIC (Marketing Manager)  
A little known fact about Irena is that as a child, she had to drink a spoonful of fish oil every morning as her parents practiced a hot new health fad on the kids. As a consequence, she never broke a bone in her life despite numerous freak accidents. Nowadays, she feels a good dose of humor is a more-than-ample substitute for the fish oil. Being a marketing manager for Follies has brought laughter to her life even more than Zoolander, which she has watched over 20 times. After all, there has to be more to life than being really, really, ridiculously funny.
WHO’S WHO

JENNIE McCONAGHY (Marketing Manager) Jennie is an MBA1 with an emphasis in Follies. She’s just like her b-school peers: she puts her pants on, one leg at a time. But once her pants are on, she goes out and gets corporate sponsorships for Follies. She would like to thank her family for coming to all her artistic productions and to P-Hat for letting loose her inner rockstar. Jennie apologizes in advance to the audience for any dancing she may be required to do in the course of tonight’s performance.

DARYL SANFORD (Marketing Manager) Mr. Sanford infiltrated the Follies Executive Board to further his chances of getting a good role on stage for the show. This proved to be a huge mistake as the seemingly innocuous Marketing Production Manager title actually requires a great deal of work. Who would have guessed? For future forays into the world of theatre, Daryl plans to just hire an agent. Book him to entertain your next wedding, birthday party, or group case assignment meeting.

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With additional support from SGA
Ross School of Business High-Tech Club
www.rosshightech.org
Join us at Necto after the Saturday show to celebrate the success of Follies!

516 E. Liberty
Free cover until 10pm
$2 drink specials
(rum and coke, vodka cranberry, Miller Lite)
1 free drink/person (while supplies last!)

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