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OurBusiness

FROM THE CEO

Search firm exec grew up on dairy farm

BY DAVID SHAROS
For The Sun

Growing up on a dairy farm in Wisconsin may seem like quite a stretch for someone who eventually became the national training officer for Smith Barney and then president of a local executive search and consulting firm. But Denise Wypiszewski, 41, has never exactly followed the mold.



Wypiszewski

"Both my husband and I grew up in Green Bay, Wis., and the fact is many of the people from there have never left," Wypiszewski said.

"He was a wrestler who was recruited at Nebraska, and I was awarded a scholarship to attend the University of Nebraska at Omaha where I graduated cum

laude with a double major in finance and banking. My courses in the stock market sort of piqued my interest, and I enjoyed the people I was meeting."

Wypiszewski's resume includes spending 17 years in the financial services industry, including the role as chief operating officer/managing director of Robert W. Baird's Private Wealth Management business. While there, she oversaw financial adviser and branch manager recruiting and transition,

which resulted in the identification and hiring of key talent essential to expanding the Baird "footprint" nationwide.

The Orchid Network, at 4008 Champion Road in Naperville, was launched

in February of this year. Like the flower from which the company gets its name, Wypiszewski says when it comes to finding the right executive, "talent, like an orchid, thrives in the right environment."

"We know that when companies look to hire executives, a lot of them look outside their organizations, and we find the right talent that fits their needs," Wypiszewski said. "Often, a company won't know who is available or is out there looking. We generally say it is a 90- to 120-day process to fill an executive seat in a company. We focus on serving senior management and board of director level recruiting needs for a broad cross-section of financial services as well as consumer and industrial products companies with a global presence."

Gary Silverman, executive advisor to Wypiszewski who has also been a former Ford Motor Company employee and a person with more than 35 years of experience in the executive search industry, said the CEO has all the right qualifications.

"The CEO needs a passion for the business, a vision of the future, and a game plan for achieving profitable growth, plus a deep appreciation for an understanding of the importance of 'human capital' and the highest standards of professional excellence," Silverman said.

"Along with that are the leadership skills to develop confidence with all stakeholders. Denise has a depth of expertise in the financial services industry and a broad network of relationships at the senior management level."

Silverman adds that he

and his boss "are a good match" as each brings different skill sets to the job.

"Denise brings a wealth of experience in financial services, which are complemented by my expertise in the financial, consumer and industrial industries, and my in-depth knowledge of recruiting senior management and board of director talent for both public and privately-held companies," he said.

Wypiszewski notes that the company also offers consulting services which she said "include organizational structure, business development, talent mergers and acquisitions." Orchid is currently doing about 75 percent executive search work and 25 percent consulting.

The Wypiszewskis have lived in Naperville since December of 2008 and are happy to have found a place

to settle in after moving around from Green Bay to Nebraska, Connecticut, Chicago, New Jersey and back here to Naperville.

Denise's husband, Joe, is the CEO of the household.

"My husband is a former electronics engineer and has been a stay-home dad for 14 years," she said. "We have a daughter, Riley, who will be a senior at Neuqua Valley, and a son, Tyler, who will be a freshman at the same school. Even though the kids are busy, Joe volunteers a lot and coaches and looks at all of this as a full-time job. We're big advocates for Naperville, and find it kid friendly and filled with a lot of good people."

Send recommendations for From the CEO to Dave Sharos at dsharos@yahoo.com. Make sure to send their name, phone number and e-mail address.

BUSINESS PEOPLE

■ Lifelong Naperville resident and business owner Ray Kinney was bestowed the title of JCI Senator with the Naperville Jaycees during a general business meeting in January at the Judd Kendall VFW. The achievement of JCI Senator is the highest honor granted by Junior Chamber International. There have been only two other Naperville Jaycees, Chuck Bueche and Al DeGeeter, who have achieved such distinction in the 50-plus year history of the organization. Kinney was honored for his outstanding achievements and his new role represents a lifetime membership in the organization.

■ EXIT Real Estate Partners, 6900 S. Main Street, Downers Grove, was ranked in the top 5 offices for sales volume, gross closed commissions and closed ends for the Illinois region for EXIT Realty.

■ Marita Manning, the city of Naperville's accessibility coordinator, has been named a certified Americans with Disabilities Act (ADA) coordinator.

This certification is the first of its kind in the nation and is issued through the University of Missouri School of Health Professions Disability Studies and Policy Center. Manning is one of only seven people in the U.S. who has completed the new program, and she the only recipient from Illinois, according to a press release from the city. The ADA Coordinator Training Certification Program was developed in response to a need for both quality training on the ADA and a mechanism to verify completed training and depth of knowledge base on ADA issues.

■ Bob Rutkoski of the First Student's Naperville office was presented with the Customer Service Presidential Award of Excellence for best overall customer service in First Student's Central Region. The company offers school transportation for several area school districts, including Naperville Community Unit School District 203.

Crossword puzzle appears on Page 34

H	O	L	L	O	W		C	L	O	D		A	T	T	A	I	N	E	D
E	R	O	I	C	A		F	R	O	D		M	O	I	S	T	U	R	E
C	O	U	N	T	S	N	O	I	S	E	S		A	N	T	I	E	T	A
		S	E	A	H	O	R	S	E			U	T	I	L	S		C	S
C	O	I	N		L	I	M	P	S	E	R	V	I	C	E		F	R	E
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P	E	P	S			C	H	I	C	K	E	N	F	L	I	N	G	E	R
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S	O	M	E	D	A	Y		D	I	V	O	T		G	E	N	U	S	E
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I	N	D	I	C	A	T	E		P	S	A	L	M	R	E	A	D	E	R
S	H	O	W	E	R	E	D		A	U	N	T	S		S	H	I	N	E
H	O	N	O	R	E	R	S		L	E	T	S		S	U	N	T	A	N

Sudoku puzzle appears on Page 34

3	4	5	2	9	8	6	7	1
6	7	2	4	5	1	3	8	9
8	1	9	7	3	6	2	4	5
2	3	7	9	8	5	1	6	4
4	8	6	1	2	7	5	9	3
9	5	1	3	6	4	8	2	7
1	9	8	5	4	2	7	3	6
7	2	4	6	1	3	9	5	8
5	6	3	8	7	9	4	1	2

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