

THE BOARDROOM

13 YEARS OF EDUCATING THE PRIVATE CLUB INDUSTRY
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Prominent Women in the Club Industry

A Q&A WITH INDUSTRY TRAILBLAZERS - PAGE XX

(Top Row L-R) Hilda Allen, Sally Burns-Rambo, Patricia Calder, Linda Carroll, Lisa Chris-Tietjen
(2nd Row L-R) Donna Coyne, Sue Fiscoe, Sandra Frappier, LuAnn Giovanelli, Kathy O'Neal
(3rd Row L-R) Jill Philmon, Rosie Slocum, Robyn Stowell, Beth Thiel, Crystal Thomas (4th Row) Terra Waldron



KATHI DRIGGS, BOARDROOM MAGAZINE LIFETIME ACHIEVEMENT AWARD NOMINEE - PAGE XX



Influential Women in the Club Industry

What does “influential” really mean? In every industry, a few people inarguably are outstanding at what they do. The private club industry is no different. While it’s never easy to define “influence,” some characteristics are certain – thought-leaders, trailblazers, forward thinkers, visionaries...true leaders; words synonymous with those who have been influential in this industry.

This is a first for *BoardRoom magazine*. With the help of industry experts *BoardRoom* proudly presents 17 prominent and influential women in the private club industry. Some are general managers, some vendors to the industry and others work within the industry itself. But all are charismatic, energetic, creative and a force to be reckoned with.

Hilda Allen, Sally Burns Rambo, Patricia Calder, Linda Carroll, Lisa Chris-Tietjen, Donna Coyne, Sue Fiscoe, Sandra Frappier, LuAnne Giovanelli, Kathy O’Neal, Jill Philmon, Rosie Slocum, Robyn Stowell, Beth Thiel, Crystal Thomas and Terra Waldron are a sample of outstanding women in the club industry. A special mention goes to Kathi Driggs who because of her contribution to the club industry is being recognized in this issue as a *BoardRoom magazine lifetime achievement award nominee*.

Females make up more than half the U.S. population, yet until very recently they’ve been vastly outnumbered in the private club industry. The industry is changing and with the help of these women and others like them, the club industry is taking a giant and positive step forward. Gandhi once said, “Be the change you wish to see in the world.” Whether these influential women are familiar with the saying or not, they’ve taken the words to heart. And we acknowledge their achievements.

Cover Story By Heather Arias de Cordoba



ROBYN NORDIN STOWELL
PARTNER
HOLME, ROBERTS & OWEN

"Robyn is a very thoughtful and collaborative attorney. She brings vast legal and industry experience to bear on each new assignment. She is a creative problem solver who invites parties to find win-win resolutions to the challenges that they encounter. At my former company, we chose Robyn to represent us after she had thrashed us when she represented a member group in a previous deal. Robyn is smart, hard working and extremely capable."

Henry DeLozier
Principal
Global Golf Advisors

INFLUENTIAL WOMEN IN THE CLUB INDUSTRY

BoardRoom magazine: How/when did you get started in the private club industry?

Robyn Nordin Stowell: As an attorney, my involvement in the golf industry dates from the early 90s when one of my clients made hundreds of millions of dollars of loans secured by golf and resort assets. Soon, I was helping developers and member groups transfer ownership or control of private clubs from developer to members. My broad experience has uniquely prepared me to address real estate, operational, contractual and corporate governance issues that arise in the acquisition and operation of club assets.

BR: What draws you to the club business?

RNS: I am particularly drawn to the transition from developer to member ownership or control and to modernizing clubs' membership and governance documents. I also really enjoy collaborating creatively with clubs to address today's challenges.

BR: What are the prospects for the advancement of women in the industry?

RNS: Women in the club industry, like the legal profession, have not been equally represented in higher management positions. But that is changing. Women can be successful if they invest in their own education and skills, work collaboratively with other professionals in their industry, and develop relationships with mentors who help advance their careers.

BR: What guidance do you have for women looking to get into the club industry?

RNS: Explore the full range of club opportunities and positions and find a role that is consistent with your life goals, priorities and skill set. Don't chase a goal that ultimately does not line up with your personal priorities. As an attorney with a national practice who is also a mother, I know it's not always easy to balance professional and personal priorities, but it can be done.

Participate in the great educational opportunities the industry provides, be active in industry organizations, and build relationships with other club professionals who can support and encourage you in your career. **BR**

Robyn Nordin Stowell is a partner in the law firm of Holme Roberts & Owen in Scottsdale, AZ. She represents buyers, seller, developers, member groups and clubs in all aspects of their legal needs. Robyn may be reached at (480) 624-4550 or by e-mail at robyn.stowell@hro.com

Women
IN THE CLUB INDUSTRY