ABOUT THE DONOR

Howard Wood, BSBA ‘61, grew up in the lead mining community of Bonne Terre, Missouri, just 60 miles south of St. Louis. His parents, both schoolteachers, wanted him to attend college, but they did not have the financial means to support his education. Howard and his brother, Donald Wood, BSBA ‘66, received scholarships from Henry Day, president of a mining and manufacturing business in Bonne Terre. After graduating from Olin, he went on to have a successful accounting career at Arthur Andersen & Co., quickly rising through the ranks. Switching gears, he took on the roles of CFO and CEO of Cencom Cable Television before co-founding two telecommunications companies, Charter Communications Inc. and Cequel III LLC.

Howard has been a champion of WashU Olin Business School for decades. Since 1995, Howard has served in leadership roles for the Olin Alumni Association and Olin National Council. In 1998, he established the Wood Leadership Fellows Program, which evolved into the Wood Scholars Program in 2016. Wood Scholars receive significant awards to attend Olin each year.

Howard also served on the Washington University Board of Trustees beginning in 2000, and he was named an emeritus trustee in 2011. He has been heavily involved in the success of the university and Olin and hopes to ensure a bright future for even more students through this challenge.

“That’s how I got to Washington University; otherwise, I would never have been able to attend,” Howard has said of his scholarship.
Wood Scholarship Challenge for the WashU Olin Business School

With this challenge, Howard and Marilyn Wood hope to inspire alumni, parents, and friends to help accomplished and dedicated students reach their full potential at Olin. The Wood Scholarship Challenge will match all new and increased gifts and multi-year pledge payments for undergraduate and graduate scholarships, up to a total of $400,000.

Scholarships give more students the opportunity to attend Washington University and become the innovative, ethical, and collaborative business leaders of tomorrow. Your gift will have a lasting and exponential impact on students, Olin, Washington University, and society.

HOW THE CHALLENGE WORKS

The Wood Scholarship Challenge for the WashU Olin Business School will provide the following for each gift of any amount, up to $25,000, for undergraduate and graduate scholarships at Olin, up to a total of $400,000.

<table>
<thead>
<tr>
<th>WOOD SCHOLARSHIP CHALLENGE</th>
<th>YOUR GIFT</th>
<th>MATCH PROVIDES</th>
</tr>
</thead>
<tbody>
<tr>
<td>New and increased gifts</td>
<td>$1</td>
<td>$1</td>
</tr>
<tr>
<td>Multi-year pledge payments</td>
<td>$1</td>
<td>$1</td>
</tr>
</tbody>
</table>

Yes! I/We will participate in the Wood Scholarship Challenge for the WashU Olin Business School.

Please designate my/our gift to support:
- [ ] Undergraduate scholarships
- [ ] Graduate scholarships
- [ ] I/We have the following preference for scholarship selection:
  - [ ] Need
  - [ ] Merit
  - [ ] Either

This gift will be funded as follows: (See payment options below.)

- [ ] A multi-year pledge* to be paid over _______ years (up to five years)
  - beginning _______
    - (The fiscal year runs July 1–June 30.)
  - Year 1 $ _______
  - Year 2 $ _______
  - Year 3 $ _______
  - Year 4 $ _______
  - Year 5 $ _______

- [ ] A recurring credit card gift as follows until canceled†:
  - $ ________________ (All of the payments must be the same amount.)
    - [ ] annually
    - [ ] quarterly
    - [ ] monthly

- [ ] A one-time gift of $ _______

This gift will be matched by:

Name of company

Please enclose matching gift form.

Personal Information
Name(s) ____________________________
Address _____________________________
City ___________________ State _______ ZIP _______
Telephone [ ] Home [ ] Business [ ] Cell
Preferred email _______________________

Payment Options
- [ ] Check (Please make checks payable to Washington University.)
- [ ] Credit card
- [ ] I/We intend to recommend this gift via:
  - [ ] a donor-advised fund
  - [ ] a family foundation.
  - Name of fund or foundation ____________________________

[ ] Other ___________________________

Credit Card Information
- [ ] Amex [ ] Discover [ ] Mastercard [ ] Visa

Account No. __________________ Exp. __________
Name on Card ___________________________
Signature ____________________________
(Please print.)

I/We prefer no listing in the Eliot Society Honor Roll.

*Your recognition level is based on your gift and will not include the challenge matching dollars.

THE ANNUAL FUND AND ANNUAL SCHOLARSHIPS
The Annual Fund provides essential unrestricted resources for the most critical and immediate needs at WashU Olin Business School, including scholarships. With your participation, Olin can open its doors to even more outstanding students, regardless of their financial need.

Donors may establish a named annual scholarship for each gift of $5,000 or more. Undergraduate alumni who have graduated in the past five years and graduate alumni age 35 and younger who have graduated in the past five years may establish a named annual scholarship with each gift of $2,500 or more. Scholarships may be named in honor of the donor or a friend or family member or in memory of a loved one.

ANNUAL FUND LEVELS OF RECOGNITION*

- Annual Fund Donor $1–$99
- Century Club Member $100–$249
- Century Club Fellow $250–$499
- Dean’s Committee $500–$999

*Your recognition level is based on your gift and will not include the challenge matching dollars.

ANNUAL FUND LEVELS OF RECOGNITION*

- Eliot Society Member $1,000–$2,499
- Eliot Society Fellow $2,500–$4,999
- Eliot Society Benefactor $5,000–$9,999
- Eliot Society Patron $10,000–$24,999
- Danforth Circle
  - Dean’s Level $25,000–$49,999
  - Chancellor’s Level $50,000 or more

Your gift to Washington University is tax deductible to the extent allowed by U.S. and Canadian law.