

The Board of Overseers of
The Tuck School of Business
is pleased to award the 2017 Overseers Medal to

Andrew R. Steele T'79

Tuck Ambassador
The Amos Tuck School of Business Administration
Dartmouth College

When Andy Steele joined the staff at Tuck, in late 1982, there was one person in particular he needed to impress: Jon Cohen D'60 T'61, the chairman of Tuck Annual Giving. TAG had met its ambitious fundraising and participation goals the previous year, setting a record, and now here was this new guy named Andy, aiming to pick up where Harry White T'74 left off. "I had lots of concerns," Jon recalled, "because Harry was very good and we worked well together. I didn't know if I could get used to Andy's pronounced southern drawl and slow delivery."

Jon needn't have worried. Andy proved to be a quick learner with good ideas, and Jon came to rely on him for all things TAG-related. In the process, Andy set the foundation for Tuck to be the leader in alumni giving participation in higher education. In hindsight, however, his initial success was just a warm-up. Andy's true gift would take a little longer to reveal itself.

That gift is evident in his current title—Tuck Ambassador. It was a role Dean Matthew Slaughter created for Andy when he was ready to step down from being the executive director of development and alumni services, and a position that only Andy could fill. He is charged with cultivating, supporting, and engaging the Tuck alumni community. This was, ostensibly, a new role, but the job description matches what Andy has been doing at Tuck for 35 years: building a vast knowledge of alumni and their families, befriending them with kindness and authenticity, and connecting them to Tuck and each other. These days, Jon Cohen describes Andy differently than he would have in 1982: "He exemplifies the Tuck values and Tuck culture at its very best," Jon said. "He's extraordinary."

Andy's unique talents and his admirable personality are the stuff of legend around Tuck.

From Kate Barlow, Associate Director of Alumni Relations: "When I first started working at Tuck I used to test Andy's memory, because I couldn't believe it. I would call out a random name of an alum and ask questions: where did they work, who were they married to, where did their children go to school, and he would happily answer all the questions and throw in bonus information such as, 'she has come back to Tuck every year for the VE program and is great friends with professor Blaydon.' Andy loves Tuck and it is his life. We are so fortunate to have had him at the helm of the alumni office for over three decades."

From Gina Clark Des Cognets T'01, Chief of Staff and Executive Director of the Office of the Dean: "Andy epitomizes the warmth and connectivity of our Tuck alumni network. His passion to support Tuck alumni in connecting with each other and with the school is contagious and

inspiring. Andy's brain is constantly whirring about ways to connect the dots between alumni. And his nearly encyclopedic knowledge of our alumni—and their spouses, families and dogs—makes a Google search engine seem slow.”

From Dean Emeritus Paul Danos: “He’s an incredible part of the Tuck mosaic, but he also embodies the mosaic. He’s the quintessential people-person that has the knowledge of the whole network and he does it for the good of Tuck. It’s a very rare kind of gift and it’s perfect for the kinds of jobs he’s had. He’s the master. No one else can compare.”

From Vijay Govindarajan, the Coxe Distinguished Professor: “I’ve always wondered about the secret sauce behind Tuck’s success. One thing is clear. Andy Steele is an integral part of it.”

From David McKane T’69: “I can’t think of anything that has to do with alumni relations or alumni gatherings that didn’t involve Andy, from all our reunions to overseer dinners. He is the straw that stirs the drink. He’s the general secretary of the U.N. He’s unreal.”

From Chris Jacobsen, Associate Director of Major Giving: “In my travels for Tuck I have not met one alum who does not know Andy. In fact, one question that I almost always receive is “How is Andy Steele?” It’s not unusual for otherwise serious, professional people to throw their arms around Andy if they haven’t seen him in a while. Tuck graduates feel close to Andy because he helps them connect not only to the Tuck of today, but also to Tuck as they knew it while a student.”

In recognition of his dedication to strengthening the Tuck network, and for being a friendly, welcoming ambassador for Tuck around the world, the Tuck School of Business Board of Overseers is pleased to honor Andrew R. Steele with the Overseers Medal for 2017.

Matthew Slaughter
Dean
Tuck School of Business at Dartmouth
June 10, 2017

Christopher J. Williams T’84
Chairman, Board of Overseers
Tuck School of Business at Dartmouth
June 10, 2017