

Preparing the Leaders of Tomorrow

Mosbachers Are Committed to Growing Eliot Society and Supporting Students

As a partner at St. Louis-based investment firm Edward Jones, Merry Mosbacher, MBA '82, spends her days supporting thousands of financial advisers who help secure their clients' futures. As president of the William Greenleaf Eliot Society, she helps Washington University meet its goals for the Annual Fund.

Mrs. Mosbacher's husband, Jim Mosbacher, also is a partner with Edward Jones. The Mosbachers are longtime members of the Eliot Society, which recognizes individuals who make unrestricted annual gifts of \$1,000 or more to Washington University. Recently the couple committed \$500,000 to establish the Merry and Jim Mosbacher Eliot Society Challenge, which will match new membership gifts at any level. The goal is simple: to inspire others to join the Eliot Society or increase their level of support.

"Eliot Society members are leaders of the Annual Fund," Mrs. Mosbacher says. "They provide unrestricted gifts that help fill the gaps in scholarship funding and other critical university needs." The Mosbachers' gift will support annual and endowed scholarships at Olin Business School.

Mrs. Mosbacher has seen how the university's needs have changed over time. When she decided to earn an MBA in the early 1980s, Olin Business School was helping its students adapt to an economy that was emerging from a recession.

"We were in Prince Hall—a lot different from today's Knight Hall and Bauer Hall," Mrs. Mosbacher says. "Bob Virgil was the dean, and he had just launched the Business Task Force to transform Olin into a first-class business school."

While Dean Virgil was leading the school, Mrs. Mosbacher and her classmates were

building their careers. "Internships were tough to come by," she says. "A lot of students were networking, trying to get real-world experience. It was a good time for us to explore our options and learn from each other."

Mrs. Mosbacher was fortunate to secure an internship at Edward Jones that turned into a permanent job in the company's Investment Banking department after graduation. "At that time, Edward Jones was a fairly small firm by industry standards," she recalls. "A lot of people on Wall Street thought it was just a small Midwestern company, but it has grown from 400 financial advisers when I started to more than 14,000 today."

Mrs. Mosbacher was named a principal in the firm in 1986, and in 1994, she became head of what was then Edward Jones' Insurance Marketing department. Today, as principal of Insurance and Annuity Products, she ensures the company's financial advisers have competitive products to offer their clients and oversees more than \$6 billion in sales a year.

Prior to serving as president of the Eliot Society, Mrs. Mosbacher chaired the society's Danforth Circle and Patrons membership committees. Olin Business School honored her with a Distinguished Alumni Award in 2012. She was recognized as a St. Louis Woman of Achievement in 2013 and has been named one of the 25 most influential businesswomen in St. Louis by the *St. Louis Business Journal*.



Jim and Merry Mosbacher made their first gift to Washington University in 1983. Since then, they have provided significant support for Olin Business School as members of the William Greenleaf Eliot Society.

Supporting Washington University is a family affair for the Mosbachers. Their sons James (J.T.), AB '10, MBA '15, and Michael, BS '12—as well as J.T.'s wife, Heidi Morris-Mosbacher, AB '09—are alumni. Both J.T. and Heidi are financial advisers with Edward Jones.

Merry and Jim Mosbacher have funded scholarships at Olin for many years. "We're committed to making education affordable for incoming students," Mr. Mosbacher says. "But more important, we encourage scholarship recipients to pay it forward once they have started their own careers by funding scholarships that will open doors for others." ■ — By senior writer Tim Fox