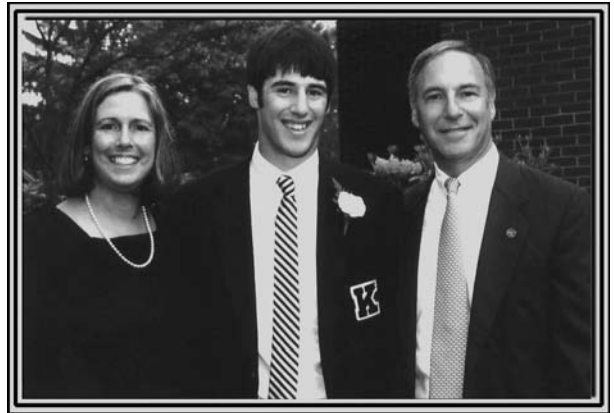

Profiles in Progress: Client Stories Sid and Ellen Zonn

Sid and Ellen Zonn met in college and married immediately thereafter. It was circa 1970 at the University of Massachusetts when Sid, a history major, and Ellen, majoring in Public Speaking and Education, found each other. Sid had come from Hull, Massachusetts near Boston and Ellen from Lower Manhattan. They have been together through Sid's Air Force officer days, beginning in 1972, and including a year's tour in Southeast Asia during the Vietnam conflict. Three years of law school followed for Sid at the University of Miami while he remained in the Air Force Reserve as a Captain. Ellen worked and earned her Masters degree in Higher Education Administration at the University of Miami as well.

A job as an attorney for Pittsburgh's Berkman Ruslander law firm brought the couple here where Sid remained from 1978 to 1988 and then to a similar position with Buchanan Ingersoll. Sid practiced labor law for Buchanan from 1988 until 2001 when he brought the national labor law firm, Littler Mendelson, to Pittsburgh as the office's Managing Partner. Then, in June of 2006, Sid was appointed Vice President and General Counsel for Robert Morris University.

Ellen had begun as a recruiter and trainer for the Joseph Horne Department Store upon their arrival in Pittsburgh in 1978. She soon became Director of Career Services (coincidentally) for Robert Morris College, as it was known then. She moved to the same position at the University of Pittsburgh's Katz Graduate School of Business.

Their son, Geoffrey, was born in 1987, and Ellen elected to spend two years at home with him before becoming Assistant Dean of Academic Advising at La Roche College. Ellen earned an Ed.D. in her field at the University of Pittsburgh in 1996 and rejoined Robert Morris University in the School of Communication and Information Systems as a faculty member teaching Business and Professional Communications.



Ellen, son Geoff, and Sid Zonn



The Zonn's Labradors Winston and Merlin

Sid and Ellen have both actively parented Geoff through his schooling and athletics. Geoff is a talented baseball player, who lettered in baseball, football and basketball at the Kiski School. Geoff is currently a freshman at Lynchburg College in Virginia where he is a pitcher on the varsity baseball team. He aspires to play professional baseball before entering his desired, long-term career as a coach and athletic trainer.

When Ellen, the professional career advisor, was asked to furnish advice to young people like her son Geoff, she replied. "Find something that you like doing. All else follows. While change is scary, it is also good." That's good advice to those of us wishing to follow our individual star while being fearful of possible consequences. Ellen referenced the \$35 in cash they had left over after closing on their first home while starting a new job in a new city back in 1978. But they knew something good was awaiting them and continued to pursue their goals. Today, they enjoy attending Geoff's baseball games in various cities, traveling to other destinations and spending time in their vacation home in North Carolina's Outer Banks. They take their two other family members, Labrador Retrievers, Winston and Merlin, to the Outer Banks and everywhere else possible in their travels.

Ellen went on to advise on the selection of an investment advisor. "Find someone you're comfortable with and trust, and who does the right things." Ellen and Sid have been our clients since 1989, and we are very grateful for the trust they have placed in us.