

JERRY SANDERS' MANAGEMENT STYLE

The following statement was made by Gary D. Lynn, who was the Chief Financial Officer of United Way during the period when Jerry Sanders was hired as President.

I worked at United Way during the period when Jerry Sanders was hired. He was very much of a closed-door person and didn't share information. This created an element of distrust in the organization. The management team was left out in the cold. People were very apprehensive, and felt intimidated by Jerry. His management style caused lots of friction. He treated employees poorly. The strong sense of teamwork and partnership that we had were gone after two years with Jerry Sanders in charge.

What troubles me the most is Jerry Sanders claim that he turned things around at United Way. He didn't. We didn't see any major improvement in campaign revenues. The improvements that we did get were mostly attributable to campaign chairs, like Rolf Benirshke and Ken Collings.