

The Deltasig[®]

of Delta Sigma Pi

Winter, 1990

*REVERSING
HURRY
SICKNESS*



Commentary



William R. Kinsella

Dear Brothers:

This past year, as never before, we have asked for your help. We have asked you to help us work toward expanding our scholarship program. We have asked you to help us work to fulfill our objective to provide greater educational programs and assistance for our membership. We have asked you to help advance the welfare and progress of the Fraternity to the fullest extent that you are able.

We are pleased to tell you that a record number of Brothers have answered this call for help through their contribution as charter Leadership Fund supporters. We have heard from hundreds of Brothers who have responded for the first time ever or the first time in many years.

Inaugurated in 1989, the first Annual Campaign of the Leadership Fund represents one of the most important developments in the history of our Fraternity. Your contributions to this past year's campaign have and will continue to help us meet our goal of increased scholarship and educational benefits to our Brotherhood.

With this new and exciting funding program now fully in place and enjoying generous and wide spread support, we look forward to all that we can accomplish together in 1990 and beyond. This new year marks the introduction of a special planned giving program in order to assist Brothers who are interested in using their estate plans or other long term vehicles to benefit Delta Sigma Pi.

In addition to their financial support, many Brothers have asked how they can continue to be involved. For example, we recently received letters from three Brothers in the Seattle area asking how they could start a new alumni chapter and even how they could start new collegiate chapters in the Northwest Region.

We are looking forward to the Spring issue of *The DELTASIG* which will contain a full report on the Annual Campaign and which will highlight and thank those many Deltasigs who have generously contributed.

To those of you that are still considering, we ask you to do whatever you can to help in this effort. Remember all that the Fraternity has meant to you and help us to continue those fond and invaluable experiences for those that will follow you. Some may ask you to "give till it hurts"; we ask instead that you "give till it feels good." We hope to hear from you soon.

A handwritten signature in cursive script that reads "William R. Kinsella".

WILLIAM R. KINSELLA
Grand President

The Deltasig of Delta Sigma Pi®

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Anthony

Deltasig

On Saturday, October, 21, 1989, Brothers of Delta Sigma Pi from across the country gathered at the Hyatt Regency Woodfield Hotel in Schaumburg, Illinois, a suburb of Chicago, for the banquet in honor of The Deltasig of the Year—1989 Anthony Z. “Tony” Fernandez. Some seventy members and guests attended the dinner and program including: Grand President William R. Kinsella, Past Grand President John V. Henik, Executive Director Michael J. Mazur, Jr., Mid-American Provincial Vice President Randy L. Hultz, Northern Provincial Vice President Samuel F. Shaheen, Western Provincial Vice President Paul J.P. Garcia, Great Lakes Regional Director Thomas A. Moran, Midwestern Regional Director Karen A. Winter and Golden Council members Michael R. Mallonee, Marilyn D. Franson, James F. Pendergrass, Carlos A. Hazday, Gus W. Schram, and Buz Sutton. It was a special pleasure to have both Joan and Susan Fernandez, wife and daughter of Tony, respectively, in attendance.

At the banquet, Grand President Bill Kinsella served as Toastmaster, while James L. Prescott of the Chicago Alumni Chapter delivered the invocation. The Deltasig of the Year award, one of the highest honors which the fraternity can bestow to one of its members, was presented to Tony Fernandez by Grand President Kinsella and Executive Director Mazur. Following acceptance remarks by Brother Fernandez, Mike Mazur delivered Fraternal Greetings to Tony on behalf of the Board of Directors, the staff of the Central Office as well

Z. Fernandez

of the Year—1989



Joining Tony Fernandez are Delta Sigma Pi Leadership Fund Trustees, (l. to r.) Gus Schram, Mike Mallonee, Bill Kinsella, Marilyn Franson, Vic Tabor, Carlos Hazday and John Henik.

as from several Brothers who had sent greetings in advance of the banquet.

Anthony Zachary "Tony" Fernandez was born in Chicago, Illinois, on July 4, 1931. He attended Eymard Prep School and Eymard College in Hyde Park, New York, where he attained an Associate of Arts Degree. He later attended Northwestern University in Chicago where he was a member of the Northwestern Chorale

Group, the Student Union, and the Commerce Club. He was initiated by the Beta Chapter of Delta Sigma Pi at Northwestern University on June 7, 1958, and served his chapter as Social Chairman, Deltasig Correspondent, Senior Vice President, and President.

He has been a member of the Chicago Alumni Chapter and has served in the roles of President, Vice President, and a member of the Board of

Directors. Additionally, he is a founding member of the Western Michigan Alumni Chapter.

Tony has served the International Fraternity of Delta Sigma Pi in a number of roles on the national level. He has served on several national committees and chaired the Committee on Ritual Revision. Additionally, he was elected to fill a vacancy on the Board of Directors of the fraternity in 1980 in the role of Central Re-

gional Director. He was elected the Great Lakes Regional Director in 1981 and served in that position for two years. In 1983, he was elected to the position of Director of Alumni Activities, a position which he held until August, 1985. Additionally, Brother Fernandez served as a member of the Executive Committee of the fraternity from 1981 through 1985.

Professionally, Tony was employed for some 29 years with the Brunswick Corporation and achieved a position of Director of Marketing for two divisions as well as serving as Corporate Personnel Director.

Tony has been a member of the Chicago-Midwest Credit Managers Association and served as the Vice President for that organization; was a member and President of the National Executive Club, and was a



Presenting Deltasig of the Year—1989 are Bill Kinsella and Mike Mazur.



Tony & Joan Fernandez

member of the Brunswick Men's Club. Additionally, Tony was the Choir Director and served on the Parish Council for the Notre Dame Church in Chicago. Tony is a member of the Order of the Silver Helmet of the International Fraternity of Delta Sigma Pi representing 25 or more years of continuous service to the fraternity and well known as the Brother who intones and leads the "Rose of Deltasig" at each Grand Chapter Congress.

Tony and his wife Joan currently reside in Norton Shores, Michigan, and, in addition to their daughter, have a son, Toby.



Tony & Past Grand President John Henik.



The Chapters Speak

NORTHERN PROVINCE

All is well in the North! Our chapters continue to get stronger although it looks as though we will be losing one. We have four active colonies. CEI totals are looking good and it seems as though we are innovating, creating new ideas and projects to prove and improve Delta Sigma Pi's leadership role.

The truest test of character is the action of an individual or group who is acting under adverse conditions. The character of the chapters in the Northern Province is shining! While it is a bit of a stretch to say that the elimination of blindfolding in our fraternity is an adverse condition, for some of our Brothers, it has been a

case of educating generally skeptical alumni, chapter members, faculty advisers and others as to the importance of the change. The result: There has been all but unanimous acceptance of an unpopular, but necessary moral directive.

For all of those Brothers who had to walk into an unsympathetic room, to carry this banner . . . thank you. For all of those who understood and accepted this change, despite your personal reservations . . . well done. I am proud of you for your foresight, your consideration and your courage.

Having completed the first "initiation season" without blindfolds, the consensus seems to be either: 1) It

wasn't as bad as first thought; or 2) Why did we wait so long to do this, it's a good idea. I feel that the decisions that were made were appropriate and prudent. I appreciate the support throughout the Province that we have received in taking this action under the Emergency Powers clause of the Bylaws. We now need to look toward future challenges in the membership area with the same foresight and fortitude as this issue so that we can continue to take a proactive role, as in the past, rather than slip into a reactive stance. I think we are true leaders! **Sam Shaheen, Northern Provincial Vice President**

EASTERN REGION

CONNECTICUT, THETA IOTA—Among our social activities last semester was a trip to the annual Yale-UCONN football game. The collegiate and alumni Brothers enjoyed a sunny tailgate party which was highlighted by our football team's victory. Another memorable event was a wine & cheese reception held at Faculty Brother Lewis Mandel's home in honor of our new advisor, Dr. David Palmer.

In October the Brothers made their second annual trip to Windham Hospital, dressed up in traditional (and not so traditional) Halloween garb, to visit the patients. Also, Theta Iota Chapter is thankful for an enlightening professional program which included presentations by two of our alumni, Terrel Bors-McDonald and Marcy Kramer. These recent graduates gave everyone a taste of the business world and how it has affected them as newcomers.

Of course, none of this would be possible without a successful fund raising program. By focusing on fund raisers that required no money in advance, such as plant, pumpkin, and jewelry sales, our funds have been maintained at a stable level.

The semester was rounded out with a Founders' Day party in November, as well as our initiation on November 18, which brought 15 new Brothers to our chapter.

—Albert Unger

SIENA, THETA UPSILON—Theta Upsilon Chapter just completed a successful first semester. We planned a lot of terrific events.

Our pledge class consisted of 11 people last semester. They have outstanding abilities and are an asset to the chapter. They have contributed a lot of great ideas to the chapter.



Theta Iota Chapter Brothers Nicole Somma, Cori Abel, Betsy Abel, Nannette Kares and Brian Desrosiers enjoy some strawberries during the chapter's information meeting at the University of Connecticut.

We have our entire school involved in our community service project. Our chapter is collecting tabs off the tops of soda cans. For each tab, a child receives five free seconds of kidney dialysis. We have been promoting this project and, so far, we have raised five free hours of dialysis. We are confident that we can raise many more.

We are growing as a chapter this semester and we are hoping to become even more prominent in the future. Our CEI point goal this year is 80,000 points and we have a great group of Brothers and potential initiates to make it happen.

—Kristi Lombardi

SUNY-BINGHAMTON, KAPPA LAMBDA—Our professional program this year has included prestigious speakers such as: Rob-

ert A. Frosch, Vice President of Research and Development at General Motors; John Rally, Assistant to the CEO of Hershey Corporation; and mock interviews with Price Waterhouse and Arthur Young.

We have been successful with our fund raisers, our major project being the first annual Employer Fair. This involved over 35 firms representing various professions and careers available to students upon graduation. Other financial projects included sponsoring a social event at a local nightclub, and having students fill our credit card applications.

We received local exposure by performing various community service events. Among them were answering telephones on television for a public station's fund raiser, holding a Cash Casino Night, with the proceeds going to S.A.M.S., partici-

The Chapters Speak

pating in a walk for hunger, and playing bingo with the elderly at a nursing home.

Other events included the area conference held here in Binghamton, our representatives attending the Grand Chapter Congress in St. Louis, and the initiation of 27 collegiate Brothers and a faculty Brother. Our chapter is proud of the fact that we obtained the maximum of 100,000 Chapter Efficiency Index points, as well as being chosen the most improved chapter in our region.

We are presently planning our ninth annual Rose Dance. In addition, we are already preparing for our 10th Anniversary Rose Dance celebration to be held in 1991.

—James P. Meehan & Albert K. L. Ng

BOSTON—After a super summer with many activities, including a regional beach party where we met many of our Brothers from afar, we headed straight into fall. Many events showed we can be charitable and have a good time doing it. These included a “can-can” party, where food was donated to help Boston’s hungry. We helped organize an Easter Seals fun run. We were all thumbs when we holiday gift wrapped for the Juvenile Diabetes Fund. These are popular events because alumni had great fun, along with knowing we were helping others.

We also help our local collegiate chapters. This includes assisting with a professional speaker, cheering on a football team and attending an initiation banquet.

We now look forward to meeting spring with our popular Super Bowl party and many other events. We also look forward to meeting many of you from around the country since we plan on a good showing at the Alumni Cruise. For more information about the Boston



Brothers from Iota Rho Chapter at Howard University celebrate the completion of a successful initiation with the help of Brothers from Gamma Sigma Chapter at the University of Maryland.

Alumni Chapter, call Gayle Gerhardt at 617 471-1966.

—Gayle Y. Gerhardt & Philip A. Weinberger

MIDEASTERN REGION

GEORGETOWN, MU—Washington, DC, will be the location of the 38th Grand Chapter Congress in 1991, and the Brothers of Mu Chapter are already getting prepared. President Jill Carey and Secretary Jon Tyras represented Mu Chapter in St. Louis last summer, and they brought back many ideas and suggestions. We feel that the foundation of a successful Grand Chapter Congress is a network of Brothers

who are familiar with one another and can work well together. The chapter has, therefore, dedicated itself to Brother relations on all levels. We have begun to increase faculty Brother awareness and participation, and are continuing to increase our respect within the School of Business Administration. An alumni newsletter and a brunch held over Homecoming weekend have helped us maintain contact with our alumni. Finally, we are strengthening our relationships with the other chapters in the DC area with whom we will be planning the 1991 events.

Within the collegiate chapter itself, the Brothers have been working very diligently toward the goal of reaching 100,000 CEI points for the year. Vice President for Professional Activities Riera and his committee have sponsored lectures and receptions on the topics of career planning and interviewing, as well as hosting presentations by accounting, finance and law firms. The Fund Raising Committee has planned a coat-check in the university pub which will run throughout the winter months. The Spirit Committee has divided the chapter into four teams for the second annual “Mu Olympics.” Events will include volleyball, kickball and Pictionary to name a few. Finally, Vice President for Pledge Education Landers is busy with this year’s pledges who have been working very hard. We are confident that they are beginning to understand the meaning of Brotherhood.

—Kelly N. Carpenter



Members and guests of the Boston Alumni Chapter enjoyed their annual outing to Fenway Park for a Boston Red Sox game.

HOWARD, IOTA RHO—Iota Rho Chapter has been growing over the past 10 years since its founding and now numbers over 235 Brothers. Many of those Brothers returned October 28 to help celebrate a Homecoming victory over Morehouse.

The Chapters Speak

From the founding president, Sheila Tyson-Bennett to the current president, Sydney S. Williams, Jr., Iota Rho Chapter has made an impact on the Howard University campus and the professional world.

Currently, Terri Lynne Martin (1988) is reigning as Miss School of Business and Nancy Flake (1987) is co-host and executive producer of "Small Business Magazine," a weekly business show on WHMM-TV Channel 32, Howard University.

Iota Rho Chapter is gearing up for the celebration of 10 years of Brotherhood. Celebrations will include activities during Iota Rho Week—March 6 through 10, 1990. The week will end with the traditional Yellow Rose Ball on March 10 at the Quality Hotel, Capitol Hill. The focus will be to reunite the entire chapter.

SHEPHERD, EPSILON KAPPA—This past August, Epsilon Kappa Chapter had the privilege of sending nine members to the 37th Grand Chapter Congress in St. Louis, Missouri. This delegation comprised approximately one-third of the chapter. Also, four members of the Shepherdstown Alumni Chapter attended.

Along with this distinction, we received the honor of being awarded "Most Improved Chapter in the Mideastern Region," an accomplishment in which our whole chapter took pride. This award, however, was not the only thing our chapter took home from St. Louis. From the various meetings and seminars we gained new ideas and information on recruiting, community service, pledge education, alcohol awareness and many other subjects. Far more important than this, though, is that Epsilon Kappa Chapter gained friendship, understanding and a universal sense of Brotherhood that can only be obtained through attending a Grand Chapter Congress.

—Karin M. Shifler

TEMPLE, OMEGA—The Omega Chapter at Temple University hosted its recruiting speaker on September 18. The speaker was Kathy McAfee from the FBI. Mrs. McAfee spoke about admission requirements for the FBI and shared some of her personal experiences. Our recruiting activities were brought to a close with a party at Pizzeria Uno. The party was a good way for Brothers and prospective members to meet in a relaxed atmosphere.

Leonard Dubin esq., President of the Pennsylvania Bar Association, spoke on November 8. His topic was Law and Business in Today's Society.

—Corina S. Molander

EAST CENTRAL REGION

AKRON, THETA KAPPA—Last semester Theta Kappa Chapter at the University of Akron was quite diligent in our pursuit of

excellence. We had a lot of success and fun selling programs at all home football games. Also a phone-a-thon, carnation sales, and entertainment book sales kept us quite busy and "in the green."

Socially, we road tripped to Bowling Green State University for a weekend of Brotherhood with our Theta Pi Chapter Brothers, and then to Kent State University for our Area Conference. Along with a "Welcome Back to School Party" and a "Hugo Party," in which Brothers from Beta Pi Chapter from Kent State visited, we had a great deal of fun.

Last semester Theta Kappa Chapter had 26 pledges who were well represented at every event. We are expecting a great deal from them in the future.

Along with all the fun we had, our professionalism still shines through. We toured the Federal Reserve Building in Cleveland, Ohio, and also the Roadway offices in Akron. In addition to being the sponsor of a forum on ethics given by new dean of the business college Russell Petersen, and many professional speakers at our meetings, we have been well informed and well represented in the business community around Akron.

—Peter J. DePietro

BOWLING GREEN STATE, THETA PI—The Theta Pi Chapter began its 20th year with the honor of being named the East Central Region's Most Outstanding Chapter.

This past fall, we hosted the annual Parent-Faculty breakfast held during Parents Weekend. Over 2000 business students, their parents, and 140 faculty members were invited to attend. That evening, we held a wine and cheese party for the Deltasigs and their parents. We welcomed back many alumni for Homecoming with a cookout and party after the Bowling Green football game. We also increased the size of our chapter to nearly 100 with the initiation of the 23 members of our fall pledge class.

We are looking forward to continuing programs that we participated in last semester such as: valentines delivered to elderly shut-ins; a 72 hour teeter-totter-a-thon to benefit the American Diabetes Association, and helping the Red Cross with their Bloodmobile visit.

—Ronald A. Scherger

DAYTON, EPSILON TAU—This past November, the chapter took a professional trip to Chicago and toured such places as The Chicago Board of Trade and the Tribune Company Printing Press. We also had a spokesperson from Shearson, Leaman and Hutton. Other professional events included a resume workshop and a co-sponsored motivational speaker.

Participation in community service has been very successful. Twice a week the Brothers go to the local YWCA for volunteer child care service. In September, we participated in "Adopt-A-Dumpster." Various clubs and organizations adopt a

dumpster in the "ghetto," our student housing neighborhood, and paint it. Participation and creativity prizes were awarded. In November, we participated in "Clean Sweep," clean up of the "ghetto."

We are very proud to announce that one of our Brothers, Carolyn Dunn, is the recipient of the Arthur H. Carter Scholarship. The Arthur H. Carter Scholarship is awarded by the American Accounting Association and chosen from the top one per cent accounting majors from accredited accounting colleges. Applicants are judged on excellence in education, personal character and leadership. Only 25 students in the nation are awarded this scholarship.

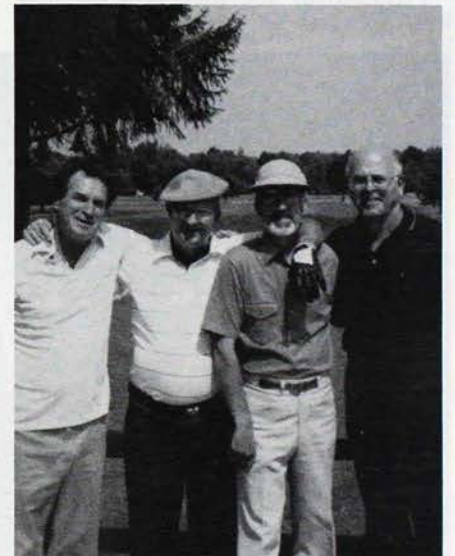
—Anne L. Dages

DUQUESNE, THETA RHO—Greetings from Theta Rho Chapter! Theta Rho Chapter is on the move and back on track. Last semester we initiated eight new members that are full of enthusiasm and determination. The Brothers of Theta Rho Chapter attended the Area Conference at Kent State University and had a great time!

In the beginning of last semester, Theta Rho Chapter represented Delta Sigma Pi at Duquesne University's annual carnival with a "Fishing for Success" booth where players had a chance to win live goldfish. It turned out to be a great fund raiser. We are also about to implement a "Top 10 Reasons to be a Business Student" T-shirt sale.

—Ileen D. Martini

KENT STATE, BETA PI—Brothers of Beta Pi Chapter participated in their Homecoming weekend events, held Saturday, October 14, 1989. Beta Pi Chapter shone strongly in all of the Homecoming festi-



Alumni Brothers from Beta Pi Chapter at Kent State University. John Magazine, Buddy Rogers, Tom Brown and Frank Calafiura enjoy a Deltasig alumni golf outing and dinner at the Oak Knolls Golf Course in Kent, Ohio.

The Chapters Speak

ties. First, they participated in the parade Saturday morning with a float in keeping with the Homecoming theme, "Cruisin' the 50's." The float committee, headed by Chairman Lorraine Hinton, designed a huge 50's car for the main body; it was followed by The Briefcase Brigade—several Brothers in business suits carrying briefcases, that, when opened, spelled out the words, "We Mean Business." In addition, two Brothers, Eddy Chiochetti and Mike Losneck, circled the float and brigade on their motorcycles, decked out in leather and denim. The float took second place overall, making 1989 Beta Pi Chapter's second year to place in the parade.

Also, two Brothers were chosen as Homecoming court candidates. Niki Boyson for Queen and Joe Raichel for King, a great honor for Delta Sigma Pi. Joe was chosen as King, and both he and Niki were honored in the parade and at the football game.

Finally, many alumni attended the game, parade, and party, and their presence gave all Brothers, both old and new, an opportunity to learn the true meaning of Brotherhood, especially the principle of unity.

—Nicole M. Boyson

OHIO, ALPHA OMICRON—Alpha Omicron Chapter had one of its most active quarters last fall at Ohio University. Starting with Parents Weekend, the chapter had a tailgate party for the parents before the football game and a "happy hour" later that evening.

For Homecoming at Ohio University, 49 Alpha Omicron Chapter alumni returned that weekend. Each alumnus was given a free Delta Sigma Pi T-shirt and there is no doubt that we will see most of them again next year.

Professional activities kept us busy with speakers at meetings, a faculty

breakfast for the faculty members in the College of Business Administration and services to the college, as well as to the community.

At our initiation, 14 new members were initiated into Alpha Omicron Chapter. We gave them our deepest congratulations and are depending on them to keep our chapter strong in the days ahead for Delta Sigma Pi.

—Kurt M. Hilliard

OHIO STATE, NU—Nu Chapter at The Ohio State University started the year off with interesting and "Nu concepts."

This year, Nu Chapter will be cruising across America in miles which are equivalent to Chapter Efficiency Index points. At every 10,000 mile marker, the chapter will sponsor a social event in relation to the topographical location. Our first stop will be in Salem, Massachusetts, which translates into a Halloween party.

Professionally, Nu Chapter is looking stronger than ever. In November we went out to dinner at a local restaurant with a "side-dish" in restaurant management from the owner. Also, this winter we are planning to go to Chicago, with hopes of touring The Chicago Board of Trade and Baxter Health Care Services.

—Michael J. Reuss

PITTSBURGH, LAMBDA—Coming off an exciting year that culminated in being named Most Improved Chapter in our region at the Grand Chapter Congress in St. Louis, Lambda Chapter wasted no time in getting the new year underway. After a successful fund raising project in which we all became on campus representatives for AT&T, we dove into our speaker program in which we take great pride. We had a full schedule of speakers during fall term. We had an exciting visit from Delta Omega

Chapter from West Liberty State College and we encourage Brothers from other chapters in the area to participate in our professional program.

Most of our 17 pledges and several Brothers dressed as various monsters when we helped the Upper Saint Clair Jaycees with their annual haunted house. Many were scared and it turned out to be a bloody night, but thankfully all the Brothers and pledges walked away unscathed.

Finally, we would like to take the time to welcome the new colony at nearby La-Roche College. We hope we can take an active part in helping to establish a chapter there and we intend to make some of the Lambda Chapter enthusiasm rub off.

—Gregory P. Englert

CENTRAL REGION

BALL STATE, EPSILON XI—The Brothers of Epsilon Xi Chapter would like to give Steve Whalen a special thanks for arranging a Saturday tour of The Central Office.

Last semester was one of our most successful pledge programs ever with 26 pledges. All of these pledges were a welcome addition since we lost 21 people to graduation last year.

We also have another success in our chapter. This is the marriage of Steve Buckley and Laura Gawlik. Steve and Laura are the first two people in our chapter to get married while still in school.

—Daniel E. Jones

BELLARMINE, KAPPA PSI—This past fall was very exciting for all of the Brothers at Kappa Psi Chapter. We participated in various community service, fund raising and professional activities. The largest event for the fall semester was the guest speaker we had on November 20; Jerry Ambramson, the mayor of Louisville. The mayor came to campus and addressed the entire student body.

Last semester we initiated our Mu Pledge Class. These new Brothers showed great determination and initiative during their pledge period which indicated that they would be good Brothers.

Another accomplishment was the development of our newsletters into a fund raiser. We did this by selling advertising space in our newsletter for \$15.00 a space. This turned a \$250.00 expense into a \$70.00 money maker.

Last semester we also enjoyed a much higher attendance record than in past semesters. This is due greatly to renewed enthusiasm that was brought back from the Grand Chapter Congress in St. Louis this past summer. Twenty per cent of Kappa Psi Chapter's collegiate membership attended the Congress and brought back some wonderful ideas that they shared with the remainder of the membership.

—Stephan J. Unger



Ohio University Dean of Students Joel Rudy spoke during one of Alpha Omicron Chapter's recruiting functions last fall.

The Chapters Speak

EVANSVILLE, IOTA SIGMA—"Brotherhood" is what the Iota Sigma Chapter was trying to achieve last semester. We started off experiencing the great sense of Brotherhood at the 37th Grand Chapter Congress. Our chapter sent five Brothers. They were so excited when they came back and had many great ideas. Thanks St. Louis!

The Brotherhood continued through recruiting. Everyone was so enthusiastic and it sure did show; we had 11 people pledge. We were excited and we are looking forward to the new initiates contributing much to our chapter.

We also had an Alumni/Founders' Day party which really summed up our theme of Brotherhood. We are fortunate to be getting reacquainted with our alumni and encourage our alumni to become more involved.

The Iota Sigma Chapter is off to a great start for the 1989-90 school year. We are aiming high for a 100,000 CEI point year and looking forward to sustaining this great sense of Brotherhood our chapter feels.

—Sandra L. Johnson



Iota Sigma Chapter Brothers from the University of Evansville enjoyed the sights of St. Louis Union Station during the Grand Chapter Congress last summer.



Kappa Psi Chapter Brothers at Bellarmine College get together after participating in a walk to benefit Louisville's homeless.

INDIANA, ALPHA PI—The Alpha Pi Chapter had numerous professional and community service activities last semester. Our professional events included speakers from Heller Financial and a visit from the head of Indiana University's Undergraduate Department, discussing the changes within the curriculum of the Business School. Community service events ranged from teaching children from the local Head Start program how to skate to "Jailing and Bailing" members of the community to benefit the American Cancer Society.

Last semester social activities included bowling after pledge meetings, a Homecoming pizza party for our alumni and a softball game against our rival business fraternity, in which we were victorious!

We had a strong pledge class that was involved in a few events of their own. They sponsored a car wash and a dance-a-thon to raise money. The pledge class also had their annual walk-out on October 18 to The Central Office.

We also welcomed two transfer Brothers Jim Thorne and Matt Braley to our chapter last semester.

INDIANA-INDIANAPOLIS, KAPPA SIGMA—Deltasigs from Indianapolis welcomed each other back last fall to what promised to be another eventful year. Last year was the first time the chapter received honorable mention for the Chapter Efficiency Index and now Vice President for Chapter Operations Camela Mayfield has the chapter proving itself even better.

Our "Meet the Chapter" recruiting function brought 38 unique faces from which we hope to acquire positive direction. Professional speakers spoke on subjects including real estate, Junior Achievement and motivation.

The Halloween season proved reason to party, so we brought out our costumes to party as only we Deltasigs in Indy can. The season also provided us with the opportunity to haunt at the Indianapolis Children Museum, support the Conner Prairie Headless Horseman's Festival and collect food for the needy.

Our fund raising goal was to see 500 sweatshirts with the university logo. It was an excellent way to put our business skills to work.

—J. Brent Creed & Kelly J. Eibs

INDIANA STATE, DELTA TAU—Delta Tau Chapter at Indiana State University just finished celebrating its birthday. We have been here at Indiana State University for 30 years. Along with our birthday we had a ceremony in which we retired our original gavel.

As a guest speaker we had our first operating president, Wayne McHargue, tell us about the early beginnings of our chapter. We also had Dr. Richard Becker, who was an advisor to our chapter for 25 years, speak to us about the forming of the Delta Tau Chapter. Dr. Becker also shared with us his memories of our founder, Dr. George Eberhardt.

—Douglas S. Lynn

MIAMI-OHIO, ALPHA UPSILON—The Alpha Upsilon Chapter of Delta Sigma Pi has been extremely busy this past year. During second semester of the 1988-school year, the chapter had an extraordinary opportunity to put knowledge into practice.

The Procter & Gamble Company, makers of Ivory, Prell, Pringles, etc., per-

(See CHAPTERS on page 15)

An Electric Entrepreneur

An update on how Brother Victor Kiam,
president and CEO of Remington Products,
keeps his company razor sharp

By Margaret Alison Hart

He's an internationally known executive, television star, and sponsor of an international tennis tournament. He's about to launch his own radio talk show and television sports show. One of his companies has been featured on *60 Minutes*, and his quirky personality has been spoofed by comedians Johnny Carson and Jay Leno. He owns an NFL team, has written two books, and Bloomingdale's is creating his very own brand of cologne.

Given all of this, you may start picturing scenarios straight from the files of *Lifestyles of the Rich and Famous*. Yet all the imagined amenities fade from your mind when you sit down to talk to Victor Kiam, the 62-year-old president and CEO of Remington Products Inc.—the world's second-largest manufacturer of electric shavers. Kiam does lead a very exciting and comfortable life, and he is recognized worldwide. But he doesn't act a bit like the flashy jet-setter his resume might lead you to imagine.

Dressed conservatively for a press conference in a typical businessman's gray suit, the only clue you get to his exotic travel schedule is his tanned skin. In person, he looks exactly like he does in the television commercials hawking his company's star product—minus the bathrobe. He'll tell you he's taller than he appears on the tube. But whatever his height, when

Kiam enters the room, his presence is felt immediately.

This entrepreneur will also be quick to tell you that he owns no corporate jets or yachts and no expensive vacation hideaways. In fact, he and his wife live in a modest home in Stamford, Connecticut, and he keeps an apartment in Manhattan. He flies coach class—"The front of the plane arrives the same time as the back of the plane"—and drives a 1976 Cadillac with 273,000 miles on it. "And I ain't trading that in for a fancy-schmancy made car," he proclaims.

Kiam dislikes social circles. "I don't get a kick out of going to cocktail parties and chatting with people that you're never going to see again," he says, preferring instead to attend strictly business functions. He eats at his desk every day, sometimes dining on such delicacies as a hot dog or a BLT. He doesn't take vacations ("I don't have time—too many things going on"), read for pleasure ("I don't have time—it usually takes me a month to finish a novel"), or spend his earnings on luxury items ("I don't have time to spend money—besides, I've got assets, but it's not money in the bank"). What he does have time for is work, and for promoting what some say is Remington's most famous product—Victor Kiam.

Kiam has gotten where he is today, he says, using the following formula: "70 per cent hard work, 20 per cent ingenuity, and 10 per cent luck." He's

made a name for himself in the business world by buying companies that were in serious financial difficulty—or just undervalued—and turning them around. He then puts his management style to work. It's his *modus operandi* that makes the companies he runs succeed, say observers. "He's an example of the classic American entrepreneur," says a Norelco executive. "He has revitalized Remington and made a good deal of money in the process."

Kiam was born and raised in New Orleans by his grandparents. His parents divorced when he was 4, and he saw very little of them during his adolescence. Through the GI Bill, Kiam attended Andover, Yale, the Sorbonne, and Harvard Business School. Kiam sharpened his sales and marketing skills during his first job at Lever Brothers, where he became marketing director. He later advanced to executive vice president of International Latex Corporation, where—while working for the Playtex division—he admits he once tested a girdle-type product for men called the Pot Holder. Kim was also the CEO of Benrus Watch Corporation before deciding to venture out on his own in 1979.

The first true test of his entrepreneurial skills came with the purchase of Remington. "Usually if you have a company that has a long history and unless the product itself has been made obsolete—like a buggy whip or

something like that—it's management that has caused the failure of the company," says Kiam, referring to Remington's condition at the time of his leveraged buyout. "If you can find that situation before it's deteriorated too

far and turn it around, then you have a great opportunity, because you can have the inherent advantage that the company was successful before management screwed it up."

Kiam's recipe for not screwing up includes "paying attention to detail, having a strategy and sticking to it, creating an environment in which all employees feel they are a partner in the company, and keeping employees informed about what you're doing." While it may sound like Management 101 at business school, it's working for Kiam.

In 1979, Remington's market share was dwindling and its sales declining. Then owned by conglomerate Sperry-Rand, Remington had lost more than \$30 million between the years of 1976 and 1979, with 1979 sales of \$43 million. Kiam, with \$1 million of his own money, bought the company in a \$25 million leveraged buyout that he paid off in less than one year, some 11 years ahead of schedule. He cut over-



Victor Kiam

head costs by eliminating more than 75 executive positions; consolidated all manufacturing into the Bridgeport, Connecticut, plant; instituted 100 per cent quality control; cut the cost of the razor; and eliminated company perks.

Going against the suggestions of business associates, Kiam didn't introduce any new products for the first five years. Instead, he concentrated on the existing product—the Remington Micro-screen Shaver. With a debt-to-equity ratio of 50-to-1, he explains, "I had to work my butt off to get the balance sheet in line."

For Remington employees, who on average have been with the company 10 or more years, Kiam instituted productivity and bonus incentives and increased communications between the shop floor and his office. He began a tradition of shutting down the production line at the Bridgeport factory at least four times a year for 15 minutes to talk to the

workers—at a cost to Remington of more than \$10,000 each time. Just four years after he bought the company, these bold moves made Kiam the subject of a *60 Minutes* segment, which reported that "morale at Remington is very

high. In trying to find out why, you keep getting the same two-word answer: Victor Kiam." Today, good workers earn good salaries; the average employee earns 35 per cent of his or her annual salary from incentive pay.

Kiam says he has an open-door policy. In addition to his famed 15-minute production line sessions, he makes regular tours through the factory talking with employees and listening to their suggestions. One employee, he relates, suggested the creation of a product called the "hospital shaver," sold today as the 3M Surgical Clipper by Remington. Many new product ideas, emphasizes Kiam, "didn't get started from some marketing genius sitting in a room somewhere with the door locked."

Along with the internal restructuring of the company, Kiam launched an aggressive advertising and marketing campaign that he says will cost approximately \$60 million worldwide

this year. In the now-infamous television commercials—which he’s made in the native tongue of more than a dozen countries—Kiam sports his own striped bathrobe. Displaying the shaver to the camera, he explains that he liked the product so much, he bought the company. And he promises consumers that Remington’s shavers “shave as close as a blade or your money back.” Consumers can still cash in on that promise.

Kiam admits his advertising has helped to sell his products. But, he adds, “I don’t know if I haven’t worn out my welcome, to be very honest.” Perhaps he has. Says a senior editor at *Adweek* magazine: “We haven’t paid any attention to him or his advertising in months.”

Since he took control of Remington, the number of employees has jumped from 200 to 2,300. The men’s electric shaver is now sold in more than 30 countries, including Japan, where it is the number-one selling men’s shaver, according to Kiam. “Victor Kiam is a true professional. He’s a definite example of hands-on management. Through his enthusiasm for marketing, he keeps the other guys sharp,” says Ray Palmer, senior buyer for K-mart, who says K-mart sells more Remington men’s electric shavers than any other brand.

Although Remington’s share of the men’s electric shaver market has risen dramatically, it is still second to Norelco—a subsidiary of the Dutch electronics giant N.V. Philips. Remington is number one in the ladies electronic shaver market, however; while in blades, Gillette dominates. “Victor is prone to keep trying to claim that he is the market leader (in men’s electric shavers),” says a Norelco executive, “but if you ask anyone who the leader is, the unequivocal response is Norelco.”

Kiam has capitalized on Remington’s success with men’s electric shavers by expanding the company’s range of products and acquiring new companies. Last year he introduced the Remington Lektro Blade and the Lady Remington Lektro Blade—cordless, battery-operated razors with vibrating twin blades. And Remington recently came out with Smooth and Silky—a product for women that removes hair at the roots—that competes with EPI Products’ Epilady. Epilady commands 99.9 per cent of

the epilation market, according to EPI’s Susanna Wilson.

Since Kiam is Remington’s sole shareholder, he doesn’t disclose its earnings; however, he projects sales to top \$350 million this year. And there are no plans to risk the success he’s enjoyed by taking Remington public. Says Kiam: “I don’t believe the public marketplace today is a vehicle for long-range building of business.”

And what of Remington’s and Kiam’s future? “I think we can become a large global company,” predicts Kiam. “We have unique products that sell all over the world right now.” Jim Stevens of *Appliance Magazine* agrees: “I think he’s become a real viable force in the global marketplace.”

Kiam’s business philosophy is simple: “Anything I go into, I go into because first it’s going to be satisfying.” If a company has something different to offer, then it also appeals to him. A case in point is the Franzus Company—the largest travel appliance company in the United States—which Kiam acquired in 1987. “Here was a unique company that really had no competition, and no other company had the breadth of line that they had,” explains Kiam, describing his interest in the company whose products include the World Time Alarm Clock and Foreign Money Exchange Calculator. “I would never become associated with a company that doesn’t have quality products.”

In 1983 he bought Remington Apparel Company, a manufacturer and distributor of men’s apparel, when a friend who was on the board told him the company was in trouble. “They were a highly efficient operation. The reason the company was in trouble was not the company’s people or its factory or its workers, but its management,” says Kiam. Today, the Remington Apparel Company’s products are sold in stores ranging from Saks Fifth Avenue to K-mart.

Kiam’s other recent acquisitions include his 1985 purchases of Act II (a party plan distribution company of women’s jewelry) and Remington Rand (office equipment and electronics), his 1987 purchase of Remington Electronics, and the 1988 purchase of the New England Patriots football team. Unable to devote 100 per cent of his time to all of his businesses,

Kiam says he tries to “get good people, give them a percentage of the action, and let them run them.”

The former captain of the Yale tennis team says he uses his time away from running Remington’s day-to-day operations to supervise the Remington Family Tennis Tournament, a father/son, mother/daughter international competition that he founded in 1985. He’s also the creator of a live Sunday night television show featuring the Patriots. Says Kiam: “I got involved with the Patriots because I felt that it would be a wonderful after-business environment. Not a full-time commitment, but one that’s exciting and fun.”

And when he has a spare minute or two, he’s busy drumming up ideas—like an entrepreneurial game show he’s hoping to get sponsorship for called “Drawing Board.” And then, of course, there’s his planned radio show. “It will be a one-minute feature with Victor each day, wherein he’ll be commenting on everything from life in a communist country to the latest news on Wall Street,” explains Jack Roberts, whose firm Jack Roberts Productions is producing the show. And Kiam’s putting the finishing touches on his second book, *Live to Win*, scheduled for publication this fall.

The list is endless, and so are Victor Kiam’s ideas. But not all of them have proved a success. Take his game show concept, for example. Kiam as host “comes across as part Monty Hall, part Pat Roberts,” says a reviewer in the June issue of *Inc.* magazine. The idea behind “Drawing Board” was to stimulate entrepreneurship; however, Kiam hasn’t yet been able to convince any buyers. But he’s not giving up: “I have so many things going on that if one doesn’t go, that’s not a major disaster . . . I still think it’s a good idea.”

Kiam’s first attempt as an author also met with less than moderate success. Titled *Going For It*—and entrepreneurial how-to book—it eventually made it to the United Kingdom’s best-seller list, but did not meet Kiam’s expectations in the United States. He invested some \$100,000 out of his own pocket to promote the book. “At the time there were just so many entrepreneurial

(See KIAM on page 16)

The Chapters Speak

(CHAPTERS from page 11)

formed an enormous test market on the campus of Miami University. In doing the project, P&G decided to utilize Miami's biggest asset to complete the project, the students. P&G petitioned bids from student organizations who wanted to participate in the project and chose those groups with the best overall proposals, people, talent, and price.

The Alpha Upsilon Chapter was selected to undertake the extensive marketing research portion of the project. During the entire second semester, the members of Alpha Upsilon Chapter spent long hours conducting taste tests, personal surveys, midnight interviews at movie specials and endless hours of data tabulation. The result of the long hours was a successful project for which P&G was extremely grateful. P&G praised the chapter for its professionalism and dedication. The project was also profitable, netting Alpha Upsilon Chapter \$5000. In addition, Jay Guesman, project leader, was awarded a \$1000.00 scholarship for his excellence in managing the research project.

As always, Alpha Upsilon Chapter would appreciate hearing from any chapter planning a visit to The Central Office. If possible, we would enjoy arranging a party-of-sorts to become acquainted with Brothers from other areas.

PURDUE, KAPPA OMEGA—"Brotherhood is it at Kappa Omega!" The Brothers of the Kappa Omega Chapter are once again bonding together in fraternal spirit to make this year one of the best years the chapter has ever experienced, and to achieve once again the Outstanding Chapter Award for the third consecutive year. Kappa Omega Chapter is striving for ultimate Brotherhood. These are the main goals that we are working toward.

We are well on our way in fulfilling our aspirations by starting off the year with our successful fund raisers such as our annual beer sign sale, and new financial ventures like wool sweater sales. Our professional activities, plant trips, along with our community service events continue to provide inspiration to students inside and outside of Delta Sigma Pi.

Alumni are not forgotten here! The Kappa Omega alumni apparently had a "bang" of a time at our All-Day Homecoming Party. There was plenty of celebration going on. It was terrific to see all who attended.

On November 17 the Kappa Omega Chapter welcomed 15 bright new Brothers from its Nu pledge class. Their enthusiasm will allow our chapter to continue in its growth and aspirations.

—Jeanie M. Tordi

HURON REGION

GRAND VALLEY STATE, LAMBDA XI—Our goals were many this past semester. For

our President, Nicole Victory, an operations manual was created to improve the transition of officers. For our recruiting committee we developed new methods to increase the numbers of pledges from two to many in the following semesters. These past few months have also seen a push to increase our alumni relations. Our alumni calendar was increased and we aimed for more alumni participation during our initiation.

We had our third annual game-a-thon for Indian Trails, a camp for the physically handicapped. We also had a very successful Halloween party at Brookcrest Nursing Home, Inc. We hope this will also turn into an annual event.

Our desk mat calendar, which is in its third year as a fund raiser, again increased our finances. We also sold T-shirts with our own special school of business (SOB) logo on it, which was offered to all business students.

A variety of speakers helped to round out our semester evenly. We had the opportunity to listen to government agents, management personnel and proprietors, just to list a few.

—Gayle L. Habegger

MICHIGAN, XI—October 22, 1989, marked the first ever meeting of Delta Sigma Pi, and Alpha Kappa Psi on the gridiron at the University of Michigan. On a day made for football, Xi Chapter dominated in a 20 point victory (raising our record to 2-0). After three years of frustration on the football field (0-5-1 record), the

determination of Xi Chapter finally paid off.

The rise in the prowess of the football team parallels the rise, in general, of the Xi Chapter of Delta Sigma Pi. Last year the Xi Chapter was voted the Most Improved Chapter of the Huron Region. We hope to continue to improve both on and off the field.

—John M. Pombier & Jeffrey A. Adkins

VALPARAISO, KAPPA PHI—The Kappa Phi Chapter at Valparaiso University has focused itself on promoting enthusiasm and fun within our chapter this year. This new energy was brought back by four of our members who attended the 37th Grand Chapter Congress this past August.

First semester was extremely busy for us. We had many professional activities, including speakers from the Secret Service Gainer Bank, and a professional dress expert, just to name a few. Our community service project took us to two local nursing homes to help them rake leaves and visit the residents. The chapter also co-sponsored a haunted house with a sorority on campus.

Our enthusiasm can also be seen around campus with a pledge class of 20 and a faculty initiate. In order to welcome our new pledges we had a graffiti party with plenty of music, dancing and fun. Their initiation celebration was a fun and successful one for all of us.

—Tammy A. Zerm



Brothers from Gamma Theta Chapter at Wayne State University celebrate after winning the Homecoming Spirit Week competition last fall.

The Chapters Speak

WAYNE STATE-DETROIT, GAMMA THETA—

Last summer sparked a great enthusiasm in the Gamma Theta Chapter. Our 40th Anniversary Banquet was held in May and we were very honored to have Past Grand President, John V. Henik, as our Keynote Speaker. At the last Grand Chapter Congress, we were recognized as the Most Outstanding Chapter in the region and achieved Honor Roll status for reaching the 100,000 CEI point milestone. Also, the "Greek Guy" pins we sold were a hit and were worn by many Brothers.

One of our goals was to increase the publicity of Delta Sigma Pi on campus. We successfully did this by entering the

Homecoming "Spirit Week" activities for the first time, and by winning the whole competition! This was a great week that pulled the Brothers together to work as a team. We also had local media coverage with one of our service activities, "Paint the Town," along with corporations such as IBM, we painted and repaired the homes of needy people in the area. Some of our other service activities included the Faculty Luncheon and the Business School Phone-a-thon.

Our biggest professional event occurred thanks to the efforts of many of the alumni of Gamma Theta Chapter. Seven of our most prominent alumni gave pres-

entations for our "Career Planning Session." This extremely informative event was followed by our celebration of Founders' Day. We have also had a variety of other professional events including tours, speakers and videos.

We ended our semester with the initiation of 18 new Brothers, a "Nuclear Graffiti Party" and an "End of the Decade Party" with alumni from the past nine years. We are all proud of what we have done professionally and for the community, but especially because we are Brothers of Delta Sigma Pi.

—Lisa M. Parent

Alumni Commentary

In the past few weeks I have spent a number of hours talking with many of our alumni, past officers, alumni chapter officers and quite a few of our Golden Council members. A common thread of these conversations dealt with the purpose and the goals of being an alumnus of Delta Sigma Pi.

While we are collegiate Brothers there are many activities that contribute to the formation of the bonds of Brotherhood. While we are alumni the activities are not as black and white as they were in college; we are no longer in close proximity as we were, and our time commitments are more demanding. The needs of our alumni demand a specific mission statement.

On a national level we are attempt-

ing to address this problem with the formation of a framework for our alumni chapters, and support programs to complement our alumni chapters. We are busy looking at successful alumni programs of other organizations to see what we can bring into our fraternity that will promote alumni participation. We are busy creating a network of alumni seminars to be available for all area, regional and Grand Chapter Congress meetings. These will cover more than just fraternity related topics, but topics of interest to the needs of our alumni (ex: Real Estate). Our alumni newsletter will be built on a network of alumni from each region to communicate the activities of our alumni, wherever they are.

Brotherhood in Delta Sigma Pi for

alumni must provide the means to provide comfortable interaction among our membership. Whether it be a Brother moving from one city to another who needs a welcoming hand at his or her new home, or a collegiate student who seeks out the advice of an experienced alumnus in a field of endeavor he or she is to consider for possible employment, we must provide the framework. This is the challenge of our Brotherhood over the next biennium, one we plan to be successful in meeting.

Fraternally,

MARC A. ROBBINS

Vice President for Alumni Benefits and Services

(KIAM from page 14)

books coming out that we got lost in the shuffle," he explains.

To young entrepreneurs, Kiam's advice is twofold: "First, be in a company and bring them ideas. The other way is to go out and do your own thing." If you're brave enough to venture out on your own, but don't have the financing, Kiam's advice is to continue working while getting your company started. "But don't cut your umbilical cord until you're sure it's successful," he warns. Most important, he adds, "make sure you have at least 20 per cent more money than you think you're going

to need." One of the things that kills most entrepreneurs, according to Kiam, is that in spite of the fact that they may be successful, they run out of money. "A real entrepreneur doesn't worry about the amount of money he has in the bank," says Kiam. "He worries about becoming number one in his field. Money comes secondary. If you want to work for the money only, you probably won't be successful."

He practices what he preaches. When Kiam isn't on the tennis courts or the air waves, you might find him pitching his forthcoming book or his own upscale men's fragrance, which

according to Bloomingdale's is due to be launched exclusively in the store this year. He may be working out the details of his tennis tournament, or meeting with the ad agency that does his media buying. It's all in a typical day's work for Kiam.

Margaret Alison Hart is associate editor at Chief Executive magazine in New York City and writes a regular column profiling CEOs.

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Bits and Pieces

Mergers

Martin J. Hauser, Adelphi, on April 1, 1989, to Ellen Zaslav, at Woodmere, NY.

Laura E. Snyder, Adelphi, on July 1, 1989, to John Abernethy, at Oak Ridge, TN.

Kenneth R. Cox, Adelphi, on September 2, 1989, to Jenine Hopkins, at Dix Hills, NY.

Traci L. Weillbaker, Ball State, on September 16, 1989, to Mark Schilling, at Auburn, IN.

Laura A. Gawlik, Ball State, on July 22, 1989, to Steven M. Buckley, at Granger, IN.

Julie C. Chow, Cal Poly-San Luis Obispo, on September 16, 1989, to David A. Hosford, at Sunnyvale, CA.

Annette C. Barringhaus, Christian Brothers, on June 10, 1989, to John K. Stipak, at Memphis, TN.

Suzelle C. Maldonado, Corpus Christi State, on October 31, 1989, to Jim Beiler, at San Francisco, CA.

Carolyn S. Dunn, Dayton, on December 30, 1989, to Steve D. Monnin, at Kettering, OH.

David G. Franckowiak, DePaul, on September 23, 1989, to Jean McCarthy, at Chicago, IL.

Dale G. Hempfen, Eastern Illinois, on February 18, 1989, to Jeri Pallardy, at Denver, CO.

Veronica M. Joseph, Florida State, on August 4, 1989, to Richard Skelly, Jr., at Jacksonville, FL.

Michael E. Whitt, Florida State, on October 14, 1989, to **Kerri M. Fanella, Florida State**, at Tampa, FL.

Eric S. Pollak, Georgia State, on September 16, 1989, to Allison L. Hicks, at Statesboro, GA.

Brian L. Davis, Indiana-Bloomington, on October 7, 1989, to **Marilyn L. May, Indiana-Bloomington**, at Greenwood, IN.

Jerry L. Carol, Indiana-Bloomington, on July 22, 1989, to **Susan D. Walters, Indiana-Bloomington**, at Valparaiso, IN.

Thomas E. Scifres, Indiana-Bloomington, on June 3, 1989, to Kim Wells, at Woodburn, IN.

Anne E. West, Indiana-Bloomington, on June 24, 1989, to Troy Frazer, at Noblesville, IN.

Angela G. Keesler, Indiana-Bloomington, on July 22, 1989, to Tony Goodman at Auburn, IN.

Debora S. Oliver, Indiana-Purdue, on September 2, 1989, to Martin J. Heiny, at Fort Wayne, IN.

David L. Demaree, Indiana-Purdue, on September 23, 1989, to **Cami S. McGahan, Evansville**, at Columbia City, IN.

Russell W. Hatch, Menlo, on August 5, 1989, to Michelle Hayes, at Portola Valley, CA.

F. J. Bradley Sams, Miami-Florida, on July 22, 1989, to Madelyn P. Daneman, at Miami, FL.

Lynn S. Schirmer, Miami-Ohio, on September 2, 1989, to Dale Woods.

Jeffrey C. Ledet, New Orleans, on May 20, 1989, to Diane Bradley, at New Orleans, LA.

Karen A. Brown, North Carolina-Chapel Hill, on September 23, 1989, to David C. Waller, at North Myrtle Beach, SC.

Dawn L. Yelton, North Carolina-Chapel Hill, on June 10, 1989, to Rodney S. Connor, at Morganton, NC.

William E. McNeely III, North Carolina-Chapel Hill, on June 3, 1989, to **Patricia A. Melton, North Carolina-Chapel Hill**, at Morganton, NC.

Laurence B. Leinbach, Jr., North Carolina-Chapel Hill, on June 17, 1989, to **Ann K. Bernasek, North Carolina-Chapel Hill**, at Winston Salem, NC.

Tracy B. Cooley, North Carolina-Greensboro, on June 10, 1989, to Archie Noell, at Clemmons, NC.

Wanda J. Hollowell, North Carolina-Greensboro, on August 12, 1989, to James D. Dean, at Summerfield, NC.

Christopher W. Kemp, Ohio, on August 12, 1989, to **Amy L. McCrady, Ohio**, at Pittsburgh, PA.

Timothy J. Brogla, Ohio State, on October 8, 1988, to **Teri A. Rinker, Ohio State**, at Pendleton, IN.

Shelley L. Barnes, Ohio State, on September 9, 1989, to Steve Curtis, at Alliance, OH.

Stacy A. Hickenbottom, Ohio State, on July 29, 1989, to George Helt, at St. Clairsville, OH.

Mark S. Slusher, Ohio State, on July 15, 1989, to **Kathleen A. Parnitzke, Miami-Ohio**, at Buffalo, NY.

Ben M. Speciale, Ohio State, on October 28, 1989, to **Kim Colton, Ohio State**, at Coshocton, OH.

Kenneth E. Voris, Ohio State, on September 2, 1989, to Shelly Glick, at Grove City, OH.

Scott M. Renda, Ohio State, on June 24, 1989, to Jackie Kimmel, at London, OH.

Daniel C. Sampson, Pacific, on May 27, 1989, to Catherine Bona, at San Mateo, CA.

William N. Haddad, Sr., Pennsylvania, on August 26, 1989, to **Deirdre K. Dunn, Pennsylvania**, at Bethlehem, PA.

Christopher N. Lane, South Carolina, on September 30, 1989, to Debra L. Dobbins, at Columbia, SC.

Rosina DiPressi, SUNY-Binghamton, on July 23, 1989, to Glenn A. Hirsh.

DIVIDENDS

To Brother **John T. Lawrence, Drake**, and Brother **Julie Mangan Lawrence, St. Ambrose**, on June 27, 1989, a son, Michael Ryan.

To Brother **Susan Mangin Fisher, Indiana State**, and **C. David Fisher**, on September 22, 1989, a son, Zachary David.

To Brother **Stephen C. Kling, Maryland**, and **Marge Kling**, on March 5, 1989, a daughter, Chelsea Amanda.

To Brother and Mrs. **Scott M. Renda, Ohio State**, on February 5, 1989, a daughter, Malori Beth.

To Brother **William N. Haddad, Sr., Pennsylvania**, and Brother **Deirdre K. Dunn, Pennsylvania**, on August 9, 1988, a son, William N. Haddad, Jr.

To Brother **Charles A. Hill, Washburn**, and **Danita Hill**, on November 23, 1988, a son, Scott Garrett-Wyman.

Memoriam

The fraternity, its officers, its staff and the editor of the magazine do not assume responsibility or liability for the accuracy of this column. Information in this column is printed as it is reported to The Central Office for record keeping purposes.

Patrick Mulene, Adelphi, 8-20-89

E. D. Chastain, Jr., Auburn, 3-24-89

James E. Gauger, Georgia Southern, 8-17-89

Forest J. Denman, Mercer, 7-18-89

Horace F. Beerhalter, Jr., Pennsylvania, 9-27-89

Benjamin M. Tomasulo, Rutgers, 5-12-89

Kimberly A. Pyle, Wayne State-Detroit, 9-89

Charles A. La Pointe, Johns Hopkins

NEW POSITON, MERGER, DIVIDENDS?

If so, please let us know!

Send us press releases, photographs and additional information about yourself.

Share your successes with other Brothers by sending them to:

EDITOR

The DELTASIG of Delta Sigma Pi

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REVERSING HURRY SICKNESS

by Bruce A. Baldwin



*The key factor
in Hurry
Sickness is the
all-consuming
need for task
completion*

In Aesop's well-known fable of the tortoise and the hare, the tortoise eventually wins the race by taking a slower and steadier pace than his opponent. This tale is analogous in some ways to the dilemma faced by many achievement-oriented individuals who might wonder if they should be like the hare, racing along the fast track, or if they should slow down to the tortoise's speed and thereby last longer. We all want to find a way of living that will help us to emerge a winner in the end, but it's sometimes confusing to ascertain exactly what that way is. One significant problem with the fast-track life is exemplified by Fred.

Fred is quite competent in his position as executive director of a large trade organization, but his professional image is becoming a bit tarnished these days. He seems to be chronically tired and feels overwhelmed by the number of demands placed on him. The quality of his life outside of work has suffered, too. The things he used to like to do around the house no longer give him the satisfaction he once knew. Fred is not sure what has happened, but he is sure that this is not the way he wants to live.

Fred suffers from an illness common in this day and age—Hurry Sickness. Although he has paced his career moves well, each new position

has brought with it more hurry. He hurries to get to the next meeting, to return those calls, to complete that budget, to arrange the next conference, and on and on, in a seemingly endless round of hurrying. And while all of these responsibilities clearly are a part of his position, the constant rush has changed Fred.

At home and at the office, with people and while alone, when at work or at leisure, Fred finds himself in a tremendous hurry no matter where he is or what he's doing. He just doesn't seem to be able to slow down anymore. All day, every day, he lives like the White Rabbit from Alice in Wonderland: "I'm late! I'm late, for a very important date!" Fred has lost control. His mind constantly races ahead to what he has to do next. At times this sense of urgency is almost overwhelming. Fred has a case of Hurry Sickness.

THE ROOTS OF HURRY SICKNESS

Defined from a psychological perspective, Hurry Sickness is a pervasive sense of urgency that is concerned solely with completing tasks without regard for other aspects of experience. With this definition in mind, let's examine the components of this common lifestyle problem.

The key factor in Hurry Sickness is the all-consuming need for task

completion. Enjoying the process is shunned in favor of getting done as quickly as possible, no matter what the activity. And this need for task completion extends to non-work activities such as fishing, gardening, or reading a book, erasing any enjoyment of these experiences because of the persistent need to "hurry up and get it done."

Getting done has become so strong a need because the payoffs received at completion has assumed primary importance. Fred's work experience has taught him that rewards only come at the end—after he's put forth a great effort to reach some goal. Not only does he derive a sense of personal satisfaction from achieving goals, but tangible rewards such as pay raises and promotions also come from accomplishments. Over time these payoffs have become linked to Fred's sense of self-esteem. Each success is a message to him: "You've done well. You're a good person because you've succeeded again." Fred's need for this kind of reassurance has become stronger than he would care to admit.

So his life is a frenzy of completing one task after another. He is obsessed with time—wasting it has become almost a sin. Fred strives to maximize his productivity by using time ever more efficiently, but this just makes him feel increasingly controlled by time. So he adopts maladaptive time strategies. These questionable tactics seem to help get more done in the short term, but they exact a high emotional price. Fred does everything faster, doubles up and does two things at once, and is constantly preparing for the next task even before he completes the one at hand. He has finally reached a point where he is driven to get everything done quickly even when there is no reason to get anything done at all.

Because of his emphasis on task completion, Fred's focus is on finishing without regard for other aspects of the experience. He has lost the ability to enjoy the race in his excessive drive to reach the finish line. The idea of "letting go" in order to find relaxing satisfaction in any activities never occurs to him. Without this essential form of relaxation he cannot rejuvenate himself emotionally, and Fred's chronic fatigue and pessimism are symptoms of this loss. Does your life exhibit these same symptoms?

SIGNS OF SICKNESS

Hurry Sickness manifests itself in many behavioral signals that may become apparent if you examine the manner in which you approach tasks. Though these changes have occurred gradually over many years, now they may be affecting virtually every facet of your life. Do any of the following manifestations of Hurry Sickness sound familiar?

Driving Pattern: It's amazing how much of your HS emerges when you step behind the wheel of a car. Here are a few of the telltale clues: You habitually drive faster than you used to, routinely speeding through intersections on yellow lights and constantly changing lanes to "jockey for position." You continually rail at the gross incompetence of other drivers and can't stand those who insist on driving at or below the speed limit.

Eating Habits: Perhaps your eating habits have changed without your notice as life has become busier and more rushed, and you simply don't have time to enjoy meals anymore. To get done faster you take bigger bites, finishing ahead of everyone else at the table. Table manners are time-wasters and yours have deteriorated for the sake of speed. Frequently you eat while driving or while working at your desk, allowing you to do more with what otherwise would be wasted time.

Communication Style: Your manner of communicating, even with those you care most about, has become problematic, and the result is that your relationships are not as solid as they once were. There is no longer enough time to give the emotional support and encouragement you used to provide, and you find yourself demanding more often than asking politely for what you want. It saves time if you carry on conversations while watching television, reading the paper, or opening your mail, and when others hesitate or grope for a word, you habitually fill in words or entire sentences to speed up the conversation. Instead of engaging in dialogue, you ask direct and pointed questions to elicit information as quickly as possible.

Family Involvement: The manner in which you relate to your family has changed, and now family members must "report" events to you, since you are not involved in their experiences. You're not home as much any-

more, and when you are, you're tired and tend to withdraw and isolate yourself or simply doze in front of the television. You no longer get involved in projects around the house and actually tend to do as little at home as you can get by with.

Leisure Activities: Your hurried life is so full of undone chores and responsibilities that relaxing has become ever more difficult, if not impossible. It seems that time off isn't really worth it because the work piles up so quickly when you're away. Many once-important friendships have died of neglect because it takes time to stay in touch. Vacations are rare, and if you do manage to take one it is probably in one large block of time that is supposed to relax you for the entire year. When you're not doing something "productive," you experience anxiety and guilt. You have given up former hobbies and diversions as you have become busier. In the little leisure time you do take, you tend to combine it with work or take your work with you.

Common Frustrations: You have so much to do and so little time to do it, and the pace of life around you is frustrating because it seems slow. So you do all you can to speed things up, such as walking up "up" escalators and down "down" escalators. Having to wait in even a short line irritates you, as do people who are not punctual. You would rather do things for yourself because no one else moves as fast as you, and it's also quicker than explaining how to someone else.

Inner Feelings: Your interior emotional life has changed over the year, and though you may pass this off as merely the loss of innocence and youth, that's not really the case. You constantly feel overwhelmed by all you have to get done, and that your life is out of control. The emotions that dominate your experience are impatience and anger. These days the



definition of a good day is one when you feel less pessimistic than usual. Your once-delightful sense of humor has disappeared and been replaced with a pointed sarcasm and an acerbic, cynical brand of wit. The occasional moods of happiness that you used to experience are long gone, and you have a sense that your inner spiritual self is wasting away.

LEARNING TO SLOW DOWN

Hurry Sickness is a common malady these days, and for most of us, finding symptoms of it in our lives is easier than we would like. Curing the dread disease is possible, but it requires a commitment to "bite the bullet" and submit to some steps that initially won't be comfortable. So if you're willing, you're ready to begin—one step at a time.

Accept responsibility for the problem. It is easy to blame HS on the pressures of the job, what you "have to do to survive," or on the insensitivity of the organization you work for. While there may be a grain of truth in these rationalizations, the source of HS lies with you. The drive to get ahead at any cost is at the root of the problem. It has caused you to lose perspective on your life, and until you accept responsibility for your situation you will not be able to confront the real issues underlying your Hurry Sickness.

Beware the paradoxical cure. Because you already suffer from HS, your initial tendency will be to hurry up and get better. This attitude, however, is part of the problem, not the cure. What is required is patience, perspective, and the ability to deal with setbacks in psychologically healthy ways. If you can accept that the only cure lies in learning to relate in other modes than the "hurry" one, you are well on your way. And as you slow down you will recover the capacity to enjoy experiences; this will in turn improve your relationships and allow emotional rejuvenation to occur.

Don't fall into the "time-management" trap. Achievement-oriented men and women love time-management strategies. They see these programs as means of becoming more organized and efficient, and it is often difficult to resist the temptation to carry the "organization/efficiency" philosophy to its extreme. The goal

To overcome Hurry Sickness, accept that problems and delays are part of life

of time management is to get oneself reasonably well-organized in order to have the time to enjoy life and loved ones. The victims of HS tend to use the extra time generated through time-management techniques to accept more tasks and get even more done—but this just increases stress and builds frustration. Such a misapplication of these techniques gains nothing but more pressure and aggravation. A much better use of the extra time would be to slow down and keep personal and career responsibilities in proper balance.

Accept the flow of life and the small stuff. Pause a moment and see if you can detect the flow of life around you. Most people speak in a steady rhythm, walk at a consistent pace, drive at or near the speed limit, and work at a fairly constant rate. Interruptions in the flow of things come when people make mistakes, unforeseen problems crop up, or miscommunication occurs. To overcome Hurry Sickness, accept the flow of life around you and also accept that problems and delays are part of life and cannot be completely eliminated. Just because you are in a hurry doesn't mean that everyone else will adjust to your fast-track pace, so slow down and understand that the status quo will probably not change no matter how hard you strive.

Confront your irrational anger and impatience. Angry flare-ups and continual impatience are damaging to relationships, both business and personal. But you have within you the capacity to choose not to be angry or impatient. Part of this control will come from merely accepting the way things are—not perfect—and the other part will have to come from a conscious decision not to become upset when things don't go exactly as planned. As you consistently and consciously choose to remain calm, it will become easier to do and you'll feel better because you'll be saving

energy rather than wasting it on useless tantrums.

Enjoy experiences, not rewards. The primary symptom of HS is rushing to "get done" and thereby obtaining a sense of completion or a reward. Breaking this habit means learning to enjoy experiences for their inherent value. When you can gain pleasure from the experience of "doing," there is no sense of a pressing need to finish the task faster; instead you become pleasantly involved in the experience without worrying or becoming distracted by an irrational need to complete.

Use deceleration techniques. These are strategies specifically designed to help you start the difficult process of psychologically slowing down:

.. Catch yourself when you find yourself falling into hurrying tendencies. Your skill at this will improve with practice, and you will learn how to put on the brakes when you begin to slip into high gear.

.. Remind yourself of the futility of hurrying and the negative impact it has on your life. Remember that you have more than enough self-control to cure HS.

.. Reschedule to avoid back-to-back appointments. Take a breather between or schedule a midmorning or midafternoon break. Use this time to relax and recharge. Leave home a few minutes earlier to make the commute to work more leisurely and pleasant.

.. Get away on family weekend excursions, day trips, or evenings out. Sometimes being at home is no more relaxing than being in the workplace, so get out of the house regularly in lieu of taking large blocks of vacation once or twice a year.

.. Focus on the positive and begin to build cooperation and team spirit by consciously dropping your negativity and cynicism. Look for the positive in yourself, your family, and your business associates. Respond to problems with encouragement and support rather than impatience and anger.

.. Make small talk with colleagues, family members, and your support staff daily. Taking time for pleasant chats will help you rebuild relationships, relax, and get to know the people you care about. Make it a point not to talk about work in these conversations.

(See HURRY on page 22)

Taking Note

Michael E. Mentuck, *Adelphi*, has accepted a new position as a Registered Representative with Equitable Financial Services in Lake Success, NY.

Patricia Serp, *Adelphi*, has accepted a new position as an Account Executive with Dreyfus Corporation in Garden City, NY.

Susan Salvador, *Adelphi*, has been promoted to the position of Community Banking Assistant with Marine Midland Bank in Jefferson Station, NY.

Robert Chichester, *Adelphi*, has accepted a new position as an Associate Staff Accountant with Peat Marwick Main & Company in Jericho, NY.

Laura Abernethy Snyder, *Adelphi*, has accepted a new position as Claims Adjustor with Allstate Insurance Company in Woodbury, NY.

Donna M. Armitage, *Adelphi*, has accepted a new position as a Real-Estate Review Appraiser with American Mortgage Banking.

Hanane Bitar, *Adelphi*, has accepted a new position as an Insurance Examiner with New York State Insurance in New York, NY.

Steven Goldstein, *Adelphi*, has accepted a new position as Database Administrator with Computer Associates in Garden City, NY.

Donna M. Smith, *Adelphi*, has accepted a new position as a Tax Consultant with Dale Mortgage, Bankers in Garden City, NY.

William R. Leonard, *Arizona State*, a certified public accountant, has opened his office for the practice of public accounting in Phoenix, AZ.

BADOWER NAMED PARTNER IN ANDERSEN CONSULTING

Myron R. Badower, *Arizona State*, has been named as a partner in Andersen Consulting and as a partner in the Arthur Andersen Worldwide Organization.

Badower joined Arthur Andersen & Company in 1978 after graduating from Arizona State University with a Bachelors Degree in Accounting. He joined the Kansas City office of Arthur Andersen & Company in 1978 and transferred to Minneapolis in 1983. During his career with the firm he has developed an expertise in applying advanced technologies to large corporate information systems. He specializes in consulting with clients in the financial services and health care industries.

Thomas D. Rosales, *Corpus Christi State*, has accepted a new position as a Tax Analyst with Nueces County in Corpus Christi, TX.

Laura Jean Leal, *Corpus Christi State*, has accepted a new position as an Internal Auditor with Nueces County in Corpus Christi, TX.

Susan Telschik, *Corpus Christi State*, has accepted a new position as Assistant Vice President with M-Bank in Corpus Christi, TX.

David S. Kilmnick, *C. W. Post*, has accepted

a new position as Residence Hall Director with SUNY Stony Brook in Stony Brook, NY.

Daniel J. Bak, *Dayton*, and **Jennifer L. Dirksing**, *Dayton*, passed their CPA Examinations in May of this year.

Anthony Chan, *Dayton*, has accepted a position with the Federal Reserve Board in New York.

Steven M. Berg, *Drake*, has been named Program Coordinator for the Muscular Dystrophy Association at its district office in Omaha, NE.

James F. Geer, *Georgia Southern*, a CPA and a 1981 graduate of Georgia Southern College, has been named Finance Manager for the Customer Service Division of Coca-Cola USA's Fountain Sales Department. In his new position he will assume responsibility for all budgeting, finance, and accounting control operations within the Division. He will also assume responsibility for all audit and operational review activity for the Fountain Sales Department.

Laura C. Cluskey, *Illinois State*, has accepted a new position as a Management Trainee with Associates Commercial Corporation in Peoria, IL.

STRONG NAMED SENIOR BUSINESS DEVELOPMENT MANAGER

Ronald A. Strong, *Illinois-Urbana*, has been named Senior Business Development Manager for Marine Midland Business Credit, the commercial finance arm of New York-based Marine Midland Bank.

In his new capacity, he will make Marine's corporate term lending services available to middle market companies in the Chicago area.

Prior to joining Marine, he was with Pittsburgh-based Mellon Bank, most recent as a District Marketing Manager.

A native of Rockford, Illinois, he earned his BS degree in Finance from the University of Illinois. He is a resident of Naperville, IL.

Debora S. Heiny, *Indiana-Purdue*, has been promoted to Senior Compensation Administrator with Magnavox Electronic Systems Company in Ft. Wayne, IN.

Jeffrey A. McEntire, *Louisiana Tech*, has accepted a position as Financial Analyst with International Paper Company in Natchez, MS.

Scott W. McKechnie, *Loyola Marymount*, has accepted a position as a Customer Service Supervisor with Yonex in Torrance, CA.

John F. Jones, *Loyola Marymount*, has been promoted to Operations Manager with Nationwide Transportation Services in Compton, CA.

Patricia L. Loper, *Loyola Marymount*, has accepted a position as Office Manager at Pacific Computer Products in Orange County, CA.

Jose Jimenez, *Loyola Marymount*, has accepted a position as Assistant Vice President and Audit Supervisor with Home Savings of America in Irwindale, CA.

Karie Y. Horie, *Loyola Marymount*, has accepted a position as a Tax Senior with J. Arthur Greenfield & Company in Westwood, CA.

Karl R. Hamrick, *Loyola Marymount*, is a Program Administrator with Hughes Aircraft Company in El Segundo, CA.

Mario E. Garnier, *Loyola Marymount*, is a Management Trainee with the Pepsi Cola Company in the San Fernando area, CA.

Paul D. Ganey, *Loyola Marymount*, owns his own home remodeling company in El Segundo, CA.

CAVE NAMED DIRECTOR OF MARKETING

Jeffrey J. Cave, *Loyola-New Orleans*, has accepted a new position as Director of Marketing with Media By Design in Princeton, New Jersey. Media By Design is an award winning video production firm that serves clients in business, government and health care.

Prior to joining Media By Design, he was employed as an advertising sales executive for a New Jersey based national publishing firm.

Jeffrey holds an M.B.A. in Marketing from the University of Minnesota and a B.B.A. in Marketing from Loyola University-New Orleans.

HATCH RECEIVES CPCU DESIGNATION

Russell W. Hatch, *Menlo*, has been awarded the professional insurance designation Chartered Property Casualty Underwriter (CPCU). The American Institute awards the designation nationwide to those who complete a 10-course program and meet rigorous academic, ethics, and experience requirements.

Mr. Hatch is a field representative for the San Francisco Operations Center in San Ramon, California, of ISO, Commercial Risk Services, Inc. He and his wife, Michelle, live in San Jose, California, with his daughter, Laura.

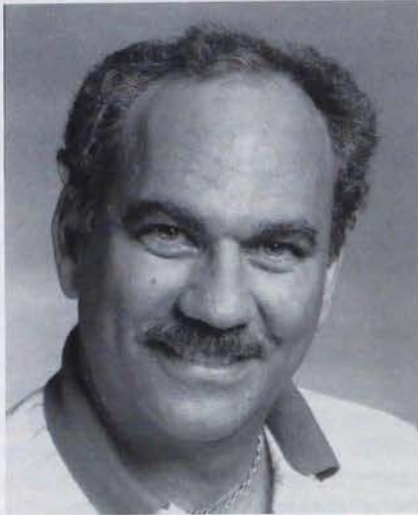
Lynn Shirmer Woods, *Miami-Ohio*, has been promoted to Auditor for the Medicare Audit and Reimbursement Department of Blue Cross Blue Shield of Southwestern Ohio.

Dennis J. Linehan, Jr., *Miami-Ohio*, is a Service Representative with Manpower in Itasca, IL.

Jeffrey T. Johnson, *North Carolina-Greensboro*, has accepted a new position as Sales Representative with Lanier Business Systems Worldwide in Greensboro, NC.

Leah R. Richey, *Northeast Missouri State*, is a Customer Service Representative with the Computer Systems Division of Toshiba America Information Systems, Inc., in Chicago, IL.

Taking Note



Gilbert A. Freeman

FREEMAN PART OWNER OF TRAINING CENTER

Gilbert A. Freeman, *Miami-Florida*, has recently become a part owner of Dave Antell's Personal Training Center located at the Doral Ocean Beach Resort on Miami Beach. His new position as Senior Vice President of Marketing for the Center will include responsibilities such as group sales, advertising, public relations and fitness instruction.

He was previously owner of Titan Aviation Corporation and was responsible for sales and marketing. Prior to his affiliation with Titan Aviation, he was a Financial Consultant for 16 years.

HAMILTON NAMED FOUNDATION DIRECTOR

Ellen Haegle Hamilton, *Northeast Missouri State*, has been appointed to the position of Director of the Sertoma Foundation.

Prior to her appointment, Ellen was the Director of Development for the Research Health Services Corporation. Before that, she was with the David Livingston Foundation of Tulsa, Oklahoma, and the Gateway Foundation in Broken Arrow, Oklahoma, where she was the Director of Public Relations.

A Cum Laude graduate from Northeast Missouri State University in 1981, Ellen is an alumnus of Iota Nu Chapter.

Heather A. Bailey, *Tampa*, has been promoted to a Public Relations Coordinator for Fidelity Federal Savings Bank in West Palm Beach, FL.

Kristie Stout, *Wayne State-Nebraska*, has accepted a new position as a Bank Examiner Trainee with the Kansas City Regional Office of the F.D.I.C. in Sioux City, IA.

APPLICATIONS ARE NOW BEING ACCEPTED FOR THE POSITION OF CHAPTER CONSULTANT

WITH THE INTERNATIONAL FRATERNITY OF DELTA SIGMA PI

The position of Chapter Consultant, a two-year, full-time employment opportunity, is an exciting, challenging and rewarding position for any member of Delta Sigma Pi who is a recent graduate or who will be graduating during the spring of 1990.

Men and women interested in the position of Chapter Consultant should contact Director of Chapter Services C. Dean Ferguson for further information about the position and application requirements.

All inquiries should be addressed to:

C. Dean Ferguson, Director of Chapter Services
The Central Office
Delta Sigma Pi
330 South Campus Avenue, P.O. Box 230
Oxford, Ohio 45056-0230

(HURRY from page 20)

.. Create quiet times in which to get in touch with your deeper feelings and maintain perspective. Try to set aside 30 minutes several times a week to be by yourself. Leisurely walks, sitting in a quiet chapel, or watching the sun set are helpful in getting comfortable with yourself once again.

LIFE IS FOR LIVING

When caught up in the throes of Hurry Sickness, you rush through life trying your best to get everything done that you think needs to be done. In this never-ending process of trying

to get caught up, you can't live life fully. Some insightful person once said, "Life is what happens to you while you're busy making other plans." Sufferers of HS, like Fred, know how true that remark is.

Abraham Lincoln, a great president and a very wise man, once commented, "The best thing about the future is that it comes only one day at a time." The future can be great if you live it richly and fully—one day at a time, or one task at a time—rather than just trying to get through each 24-hour segment of a life driven and twisted by Hurry Sickness. It's tortoise's pace so you can enjoy the race itself and live a little, too.

Dr. Bruce A. Baldwin is a practicing psychologist and nationally known author specializing in lifestyle management and promoting quality of life. He responds to many requests each year for seminars on topics of interest to professional organizations and businesses. This article has been adapted from Dr. Baldwin's book, It's All In Your Head: Lifestyle Management Strategies for Busy People! Available for \$11.45 POSTPAID from Direction Dynamics, 309 Honeycutt Drive, Wilmington, N.C. 28412.

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Headquarters Headlines

With this issue—of *The Deltasig* ends another era in the history of the publication and the history of the staff of The Central Office. Brother Michael T. Walsh has left the staff for another professional opportunity. Since 1981, Mike has been closely involved with *The Deltasig*, first as Associate Editor and then as Managing Editor. His dedicated service on the staff of Delta Sigma Pi began in 1978 as a Chapter Consultant, a position which he held until the summer of 1980. He returned to the staff in April, 1981 and was named Assistant Executive Director in June of that year.

Over his nearly twelve years of service, Mike has been a positive, motivating force for many of our members. My fondest memories of Mike are of those times when he would spend the extra time he really didn't have and would take the extra personal interest that was always genuine to just sit down with members on a one-on-one or more basis to mutually hammer out a plan for long range success. We are an organization of people and this basic person-to-person approach which Mike knows so well transcends the manuals, forms, laws and policies which are a part of Delta Sigma Pi.

Brother Walsh has been named the Executive Vice President of the Independent Insurance Agents of Kentucky, Inc., a trade association headquartered in Louisville. We all wish Mike, his wife, Carolyn (Theta Phi-South Florida) and sons, Patrick and Kevin, all the best in this new chapter in their lives.



Mike Walsh



Marge Wisecup

Also ending an era at The Central Office is Marjorie Wisecup. Marge retired at the end of January, 1990. She joined the staff in 1973 as a typist and was promoted to the position of Bookkeeper in 1977. Many of our readers have had the pleasure of meeting Marge at several of the Grand Chapter Congresses. We also wish her the best in her new life of leisure!

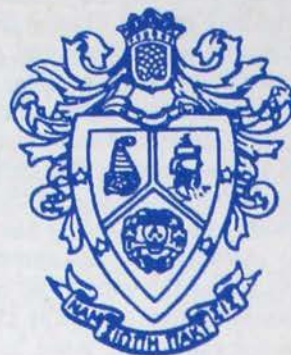
With endings and "good-byes" also come some beginnings. Joining the staff are two new members. Janet Morgan serves in the role of a Typist and joins us after several years with SCOPE, a non-profit organization which conducted Headstart, H.E.A.T., Senior Citizen and Meals on Wheels programs.

Also joining the staff is Lynnette Servaes, Chapter Consultant. A native Californian, Lynnette is a Fall, 1987 initiate of Epsilon Phi Chapter at California State University at Sacramento. She served her chapter as Secretary, Senior Vice President and as President. In addition, she attended the 37th Grand Chapter Congress in St. Louis and was the recipient of the Ben H. Wolfenberger Undergraduate Study Award in 1989.

Receiving a Bachelor of Science in Business Administration degree with a concentration in marketing and finance in 1989, Lynnette has a varied background of work experiences, most recently with Wells Fargo Bank. She is also involved in The International Order of the Rainbow for Girls. She affiliated with this organization in 1980 and has held several national offices including: Nevada Grand Worthy Advisor, Grand Executive Committee member and Nevada Representative to the 1986 World Conference. Lynnette will spend the next two years traveling among the chapters of the fraternity providing counseling and advisory services.



Lynnette Servaes



Delta Sigma Pi 1990 Alumni Cruise

**A fabulous 4 night cruise
on the
M/S Sunward II.
Departs Miami
on
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to the
fun-filled islands on the Bahamas.**

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