

The **Deltasig**

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of Delta Sigma Pi

The Journal of America's Foremost Business Fraternity

Spring 1999 - Volume 88, Number 3

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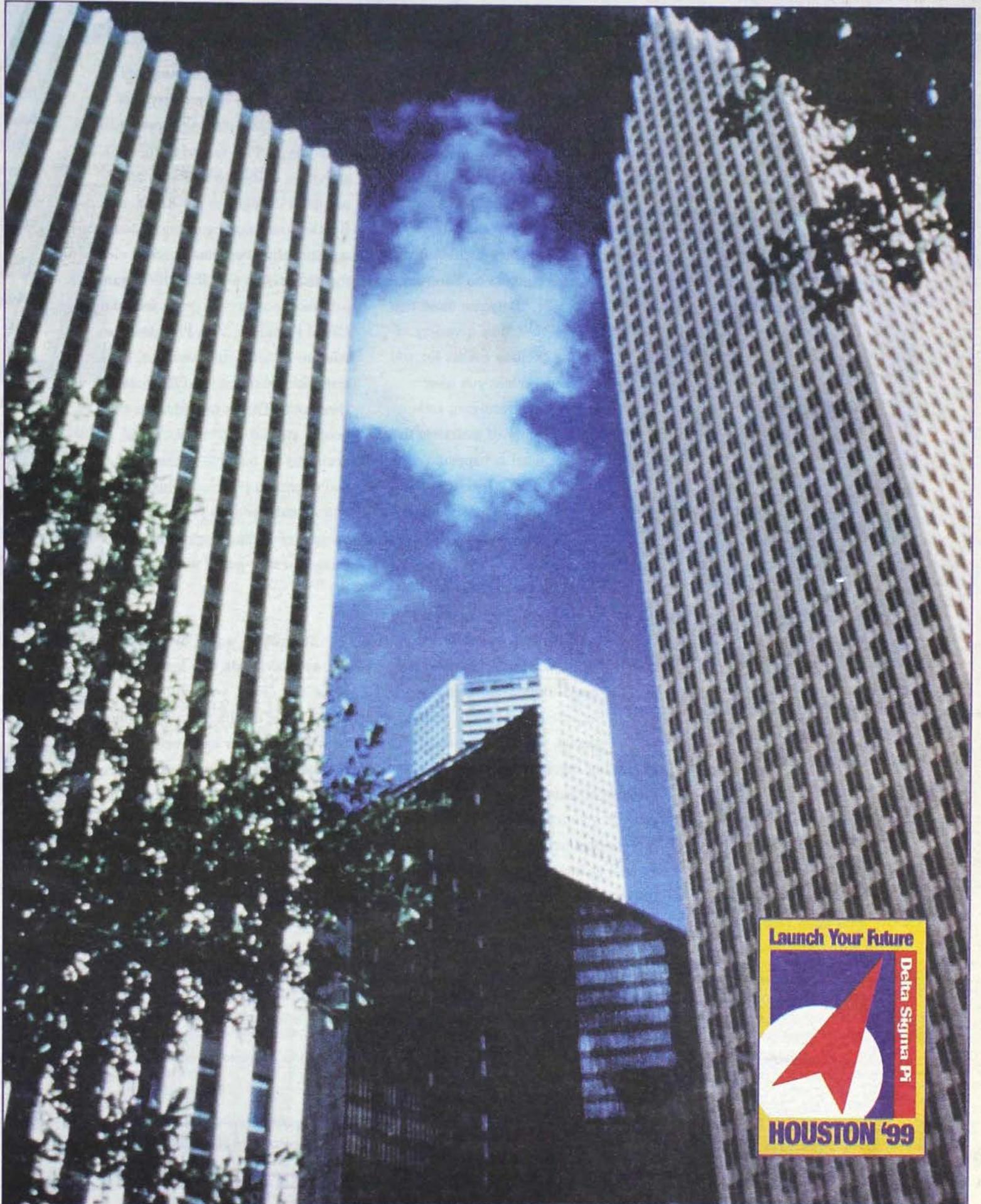


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Houston—site of the 42nd
Annual Chapter Congress,
alive with energy, rich
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mix of imagination, talent
and first-class attractions.
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Focus

ON THE FRATERNITY - GRAND CHAPTER CONGRESS

This coming August, Delta Sigma Pi will hold an event that sets the standard for Brotherhood. The event I am referring to is the 42nd Grand Chapter Congress (GCC). GCC will be held in Houston, Texas starting Wednesday, August 18, and concluding with a formal banquet on Saturday, August 21. Between these two dates there will be a variety of fun and exciting events for you to attend. While you have already been receiving and reading plenty of materials that describe what is happening at this 42nd GCC, I want to tell you about why you should make plans now to attend.



Norman Kromberg, Grand President, was presented with purple hat and boots at the 1997 GCC in New Orleans.

Over the past 18 months, many of you have heard me talk about the Purpose of Delta Sigma Pi. Delta Sigma Pi is a special organization and our Purpose is the core to making us special. GCC is one event that allows our organization to address our Purpose at several levels. GCC will provide a variety of opportunities for professional activities, social activities, as well as interaction of students, interaction with the community and Brotherhood. To bring this all to full potential, there is one key ingredient - people, you our Brothers.

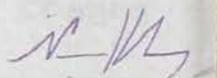
In addition to addressing our Purpose, GCC is the primary rule-making and law-making function for Delta Sigma Pi. As part of the GCC activities, delegates will vote on 16 proposed changes to the Ritual and Bylaws, our two governing documents. Additionally, the delegates will elect the people who will lead this organization for the next two years, including Grand President, Vice President for Alumni Benefits and Services, Provincial Vice Presidents and Regional Directors. This is important as the people elected will make critical decisions on budgets, strategic plans and operating policies. This process of voting and elections is essential to the success of Delta Sigma Pi and something I'm sure you'll want to be a part of.

Sometimes we all overlook what we, as individuals, can learn at events like GCC. First, you will be able to see how a large meeting is run, complete with a Chancellor and Parliamentarian. Our meetings follow Roberts Rules of Order and are very impressive. I like to refer to GCC as the shareholders meeting of Delta Sigma Pi.

Another benefit is the opportunity to meet people from all over the world. While Delta Sigma Pi does not currently have chapters outside the United

States, our membership is truly international. During the last 12 months, I have met people from every part of the world at Deltasig events, and GCC will provide the same opportunity for you. GCC gives you the chance to experience the diversity of Delta Sigma Pi.

Finally, you haven't forgotten about my purple hat and boots, have you? I was presented with the hat and boots at the 1997 GCC in New Orleans and was instructed to bring them back for Houston. That hat and boots have traveled with me to events in all four Provinces and are starting to show the wear and tear of the past two years. I look forward to being in the true spirit of Texas-style with my cowboy hat and boots and seeing all of you, the excited Brothers of Delta Sigma Pi in Houston.


Norman Kromberg
Grand President



42nd Grand Chapter Congress
JW Marriott-Houston
August 18-21, 1999

"Focus on the Fraternity" is a forum for elected leaders, staff, and interested Brothers to offer updates, viewpoints and commentaries on issues facing the Fraternity. Contact the Central Office if you have an interest in authoring a column. Final determination of content rests with the editorial staff.

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Features

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WELCOME BACK, EPSILON PHI CHAPTER

Epsilon Phi Chapter at California State-Sacramento, is reactivated after being inactive for seven years.

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CORPORATE TOUCH

Brother Susanna Avery has established a business with the corporate concept of "How you run your body is how you run your business." For her and her clients, it works.

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CHICAGO ADVISORY SYMPOSIUM

Fraternity, Foundation, student and business leaders meet to boost Deltasig business partnerships.

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BUILDING BETTER ALUMNI RELATIONS

Alumni relations is just that, a relationship. Improve yours and see the benefits with tips offered by Brother Ray Galbreth, Executive Director of Delta Chi Fraternity.

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BETTER LIVING THROUGH FRUGAL LIVING

Brother Angie Zalewski has turned her lifestyle into a business, offering tips for others on the benefits of a frugal lifestyle.

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Welcome Back Epsilon Phi Chapter

Delta Sigma Pi welcomes the new Brothers of California State University-Sacramento.

After several years of inactivity, the Epsilon Phi Chapter of Delta Sigma Pi at California State University-Sacramento was officially welcomed back into the Fraternity on December 5, 1998. The pursuit of reactivation began in 1996 and a student group was officially recognized as a colony in April 1997. The new group had some challenges to overcome in order to obtain recognition on campus as a student organization and achieved that goal in September 1997. After a year of colony operations, 28 students were initiated on December 5 as "reactivating founders."

The reactivating class, known as the Sigma Beta Alpha Colony, began a formal pledging process in the fall of 1998 led by their District Director Todd Mirell. The Board of Directors granted approval to reactivate the chapter based on the petition submitted to them earlier in the fall semester.

The culmination of their tireless efforts paid off with the initiation ceremony and reactivation presentation designating them as an active chapter

once again. The ceremonies took place on the campus in Sacramento, with a banquet following in the Ballroom of the University Union. The group obtained special permission to be one of the first student groups to have a function in the new Ballroom. Representatives from other chapters in the Western Region served as members of the Installation team for the ceremonies.

Western Regional Director, Claire Sammon Roberts, served as mistress of ceremonies for the reactivation banquet. One of the first students recruited in early 1997, Elton Fontaine, opened the program by extending greetings to the many guests who were present to share in the festivities. A historical perspective about the College of Business was presented by Amin Elmallah, Associate Dean of Business, and the colony's history and slide show was presented by Todd Mirell and the Colony President, Geoffrey Sakala.

The roll call of initiates reactivating Epsilon Phi Chapter was called by Grand President Norman Kromberg as



Ginger Wilhite accepts the Scholarship Key Scroll for Cal State-Sacramento from Provincial Vice President Gregory Howell. Looking on is Grand President Norman Kromberg (left) and Regional Director Claire Sammon Roberts (right).

they were presented with a Fraternity charge and chapter charter.

Numerous alumni members from the chapter prior to its becoming inactive were especially touched during this time of the program as were the new members who had worked so hard to achieve this goal. The original Scholarship Key Scroll had been located, re-framed and was given to the newly reactivated chapter by Provincial Vice President Gregory Howell. Brother Kromberg was assisted by Brother Roberts and Director of Chapter and Expansion Services Dale Clark with the presentation of member certificates.

Bill Stebelski, an alumnus of Epsilon Phi Chapter, spoke on behalf of all Epsilon Phi alumni and in conjunction with the Sacramento Valley Alumni Chapter, presented the "new" chapter with a wall banner. The banner had been preserved by alumni after the chapter closed in 1992. Additional remarks and a promotion

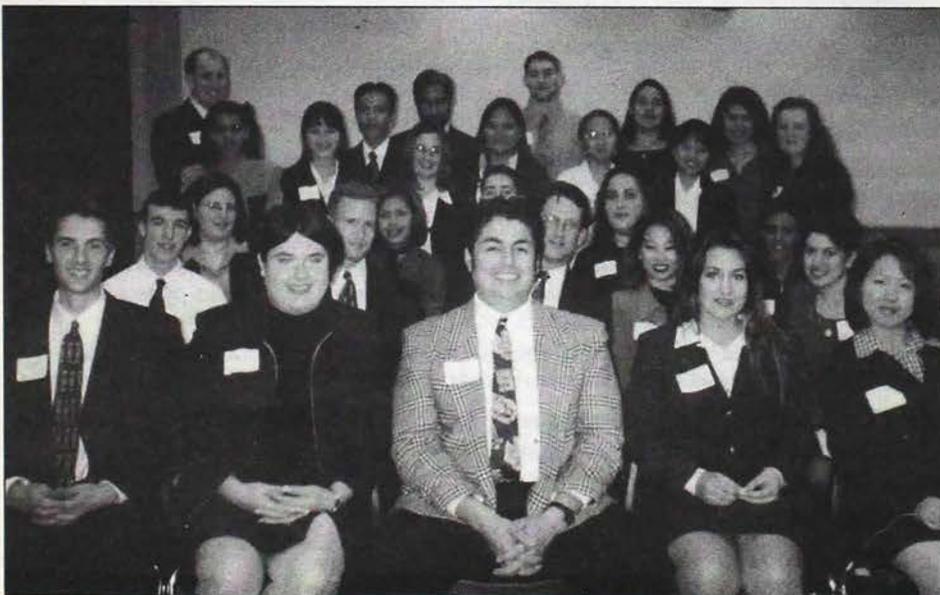
about the Delta Sigma Pi Leadership Foundation was presented by Trustee and Past Grand President Bill Tatum.

Brother Tatum and the Sacramento Valley Alumni Chapter also congratulated colony members the night before during an annual Christmas party they host.

Other presentations were made to Brother Mirell for his many efforts during the colony process and a Silver Helmet was presented to Golden Council member H. Nicholas Windeshausen.

The program closed with Fraternal Greetings by Brother Clark and the presentation of cards and letters from other chapters and members across the country.

The chapter has demonstrated their interest in the National Fraternity by having attended the Grand Chapter Congress and the Western Regional Conference. Their dedication to



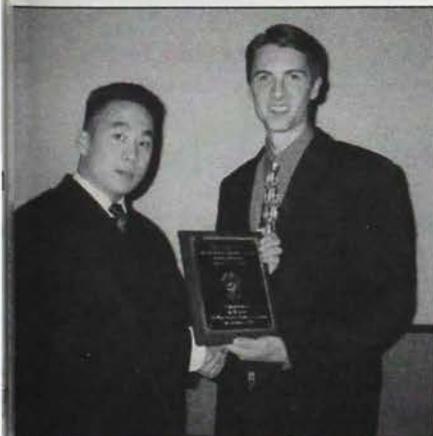
The 28 pledges for the newly reactivating Epsilon Phi Chapter assemble with excitement and anticipation immediately prior to their initiation into Delta Sigma Pi.



Geoff Sakala, Epsilon Phi President shares a final congratulatory moment with District Director and College Educator Todd Mirell who so faithfully served the colony above and beyond the call of duty from the colony's inception to its installation ceremonies. The Fraternity presented Todd with a gift of appreciation for his untiring efforts.

rious activities shows a strong commitment to continue upholding the objectives of the Fraternity. Their professional program has included such variety as financial planning, real estate, communications, insurance and investing. The current membership also has a combined grade point average that is more than 2 points higher than the entire business school average.

Epsilon Phi Chapter was first chartered on May 6, 1963 and closed in the fall of 1992. We are pleased to welcome them back as a newly reactivated chapter. Congratulations!

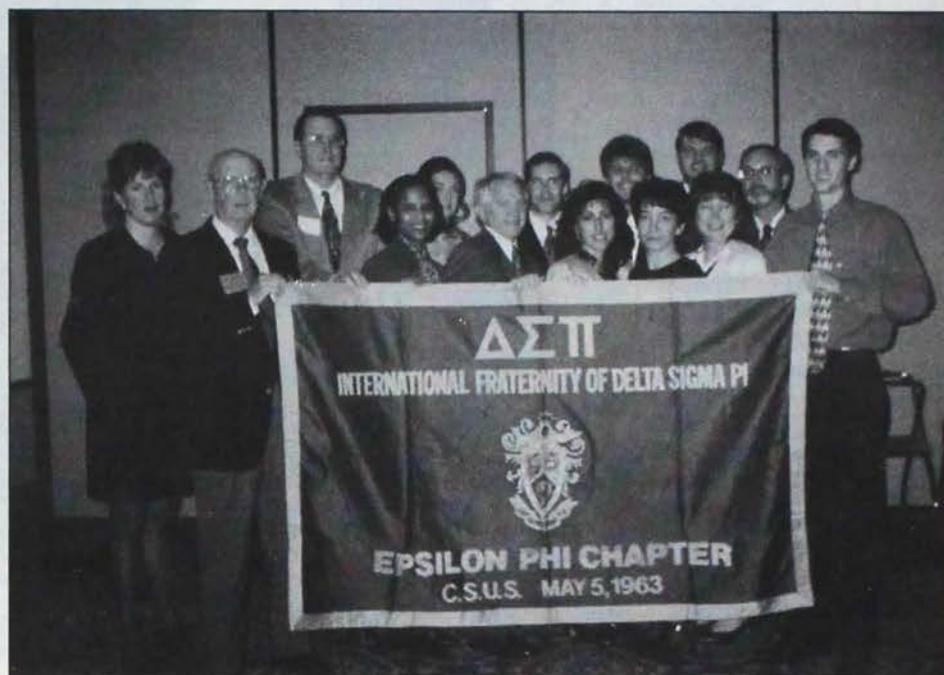


The Nu Rho Chapter at UC-Davis presents the newly reactivated Epsilon Phi Chapter with a plaque as a sign of congratulations and a commitment to further enhance joint projects between the two chapters.

California State University-Sacramento

In 1947, California state legislature created Sacramento Junior College offering junior and senior level coursework to 100 students while utilizing the facilities of Sacramento Junior College. The full four-year undergraduate program began in 1949. The school is now one of 20 in the California State University system and serves 24,000 students including 5000 at the graduate level.

The Division of Business was one of six original divisions formed in 1947 with 26 seniors as a business major in 1948. Now, there are over 3300 undergraduate business students and over 500 in the graduate program. The college is accredited by AACSB for both Business Administration and Accounting. ▲



Epsilon Phi Chapter alumni members and members of the Sacramento Valley Alumni Chapter presented the "new" Epsilon Phi Chapter with the original wall banner. The banner had been preserved by alumni after the chapter closed in 1992. Accepting is President Geoff Sakala (right).

DELTA SIGMA PI COLONY LISTING (3/16/99)

Delta Sigma Pi continues to grow and is interested in business schools with enrollment greater than 400. We are also placing priority on reactivations at previously closed chapters. We are excited about these current colonies and look forward to their installations as active chapters.

| COLONY NAME | COLLEGE/UNIVERSITY | CITY, STATE |
|----------------------|------------------------------|------------------|
| Gamma Beta Psi | George Washington University | Washington, DC |
| Alpha Omicron Delta | University of Redlands | Redlands, CA |
| Sigma Omicron Beta | Rockhurst College | Kansas City, MO |
| Lambda Alpha Epsilon | Univ. of California (UCLA) | Los Angeles, CA |
| *Lambda Rho Psi | University of West Alabama | Livingston, AL |
| Beta Sigma Beta | Wichita State University | Wichita, KS |
| *Eta Omicron Gamma | University of Arkansas | Fayetteville, AR |
| *Beta Beta Beta | University of Texas | Austin, TX |

*Indicates reactivation effort

For more information or further updates on expansion contact Dale Clark at 513-523-1907 (ext 232) or <dale@dspnet.org>.

March 19 Chicago Symposium Review

Leaders Meet to Boost Deltasig Business Partnerships

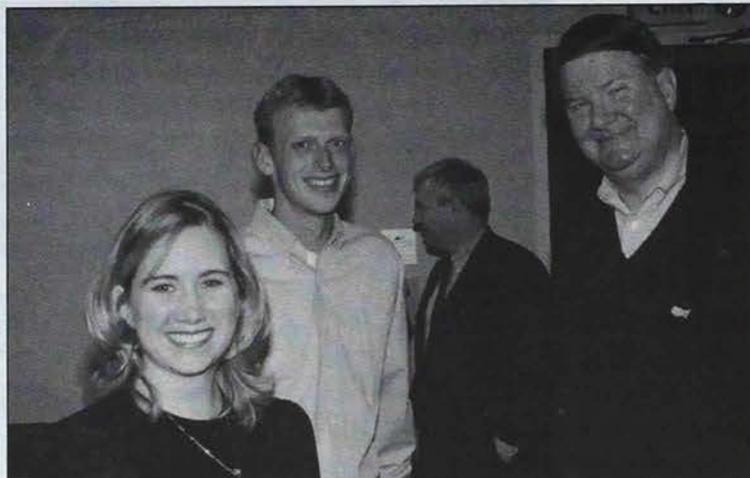
Delta Sigma Pi has, since its inception in 1907, sought to "promote a closer affiliation between the commercial world and students of commerce." Add the vast number of alumni Brothers we now have and it is obvious opportunities abound for the Fraternity to develop win-win relationships with the business community. Stage one of an aggressive effort by the Fraternity to identify and act on such opportunities occurred March 19 in Chicago.

Under the chairmanship and leadership of Past Grand President John Henik, a Delta Sigma Pi "Symposium" was held at the Hyatt Regency O'Hare. Corporate, Fraternity, Foundation and student leaders gathered to examine "where we are", "where we want to go" and "how do we get there?" in regard to developing stronger, mutually beneficial relationships with the business community. A cross section of interests and backgrounds were present to represent business and academia (see sidebar). The Fraternity Leadership was represented by Henik; Grand President Norm Kromberg; Leadership Foundation Trustee Joan Maag; Leadership Foundation Executive Vice President Bill Loftus; Mid-American Provincial Vice President Kathy Jahnke; Director of Education and Communications Shanda Gray and Executive Director Bill Schilling.

Chicago Alumni Chapter Shows Its Hospitality

As a perfect ending to an already exhilarating day, the Chicago Alumni Chapter hosted an evening of dinner and entertainment. With eight Symposium participants and nearly 20 Chicago Alumni Chapter members and guests, an evening at Gratzis! was enjoyed by all.

The enjoyable evening was organized by Brothers Jim Prescott (Loyola-Chicago) and Becky Gradl (Valparaiso). Chicago Alumni Chapter President Pete Bjelan (DePaul) offered a welcome to the Windy City and Grand President Kromberg briefed everyone on the days events and general Fraternity news. After the more formal dinner, several Brothers enjoyed further conversation at the renowned Deltasig frequented Harp and Shamrock.



Symposium participants included a mix of academia and business. From left: Meghan Trizil, Eastern Illinois; Brian Johnson, Northern Illinois; Jim Viehland, Executive Director of Beta Gamma Sigma Business Honorary (at rear); and Patrick Blanchard, Georgia Southern, President and CEO of Georgia-Carolina Bancshares.

Alumni Brothers expressing an interest in helping with further Advisory Board efforts (but unable to attend the March 19 event) include John Lymberopoulos, chapter advisor at Colorado-Boulder and an International Business professor; Dominick Tarantino, retired chairman of PricewaterhouseCoopers; and Ronald Vaughn, President of the University of Tampa.

The Symposium provided an open forum to review Fraternity/Foundation programs and status to-date; discuss new ideas and avenues to pursue; and to evaluate the need and form to continue such discussions in the future. It was the first thrust of efforts to create and define a "Deltasig Corporate Advisory Board" as an ongoing forum to ensure the Fraternity stays on the right

track and takes advantage of opportunities to build symbiotic relationships with the business community.

While there was vast input and exchange of ideas, with need for much follow-up and further definition, the following is a generalized encapsulation of "results" and "direction" from the Symposium.

Educational Programming Opportunities

Educational programming of the Fraternity has improved over time and emphasis should continue on developing it. Educational opportunities are an obvious target outlet for the intersection of business community, Leadership Foundation, student and alumni needs and wants. Business

skills like leadership vs. management, motivating others, situational leadership, public speaking, group communication, prioritization and giving interviews are examples where the Fraternity could meet needs often unmet by academia.

• Efforts should be made to broaden the learning opportunities already provided. Use of the Internet is an obvious example needing further development. A program of emphasis where Brothers present and pass on their "learning" from LEAD schools, officer roles, etc. to others in their chapter as professional programs and/or for CEI points was encouraged.

• Delta Sigma Pi should work to develop a "standard suggested curriculum" to lead our student members toward college courses most enabling them to grow and prosper once in the professional world. For example, interpersonal communications, impromptu speaking, writing skills, basic economics and self analysis are areas many schools don't require, but are clearly beneficial. The Fraternity generally cannot impact core curriculum offerings, so we should take the advisory role with our collegiates.

• Delta Sigma Pi should examine developing "case competitions" among our members to teach selling, marketing and competing in the marketplace. These and similar

efforts are needed to help differentiate our members in the marketplace.

• A few 2000 LEAD Regional Conferences are a good target to introduce large scale corporate partnering, jointly beneficial to Brothers and businesses.

Marketing Efforts and Research

• On the whole, we lack solid information as to what the Fraternity can offer demographically, statistically, etc. "Branding" information about us is lacking from external sources. Much research is needed to quantify what Delta Sigma Pi can offer, as well as what the perceptions of the Fraternity are in our related markets (alumni, students, faculty, parents, corporate America, etc.). Designating human and financial resources toward such research was deemed a necessary step in closing perceived or real gaps in our relationship with business.

• Publishing a newsletter or other communication device to increase our exposure to the business community was deemed low on the prioritization list due to cost/benefit ratio. Enhanced use of the Fraternity web site and promotion of it to businesses by Brother/employees can meet the same objective.

Leadership Foundation Issues

• The Delta Sigma Pi Leadership Foundation should continue in its role to support educational objectives of the Fraternity and its members. In order for the Leadership Foundation to be successful in raising corporate funds, we need to better establish our identity. Delta Sigma Pi is unable to demonstrate a large critical mass of defined quality (as noted under "research" above).

• Our members must be



The Chicago Alumni Chapter generously sponsored a gathering for Symposium guests and local Brothers. From left: Annette Henik, Executive Director Bill Schilling, Marilyn (Loyola-New Orleans) and Marc (Drake) Franson, and Lou Maul (Loyola-Chicago).

educated to ask their employers to support Delta Sigma Pi. Our limited resources should be directed at these insiders to help educate and encourage them.

- We must identify needs, set goals for funding and communicate them, not just "raise money."
- The Foundation should examine rewards for chapters that achieve at certain levels of scholarship or leadership — in order to help create value in our members that is attractive to corporate donors.
- Any of the research initiatives identified above that can be funded by the Foundation should be pursued.

Alumni and Alumni Chapters

- While Delta Sigma Pi is clearly collegiate focused and driven, alumni provide our greatest resource and opportunity for interaction with the business community.
- Alumni Chapters should have required expectations to sponsor programming with a defined focus. Purely social endeavors are not enough to warrant chartering or to draw in sustained support and interest.
- Consideration should be given to honoring a group of alumni chapters that meet and exceed established standards



Input from the fraternity meeting market, to sister business organizations, to big and small companies was received. From left: Fred Reichelt, Hyatt Hotels; Jim Viehland, Beta Gamma Sigma; Bob Kendall (Indiana-Northwest), Kendall, Rowley; Steven Kuptsis (New York-Albany), Successories.

(not just one or two top winners).

- Corporate alumni chapters (and/or occasional Deltasig gatherings) within large companies should be pursued.
- Service and volunteer opportunities should be more focused and defined in smaller time blocks and objectives to attract more capable Brothers for involvement.
- Creation of local chapter corporate advisory boards was deemed to have minimal value in general. However such boards would be an excellent avenue of defined program-

ming for alumni chapters to address needs and create interaction on several levels. Shadowing programs are another such example.

Keys to Future Success

- The concept of a Corporate Advisory Board, meeting annually, is good and efforts should continue to develop and support it. A diverse mix of interests, backgrounds, company size, geography, etc. is encouraged.
- Only one Advisory Board should be fostered to include needs of the Fraternity and Foundation. The role of this Board must be further clarified and a feedback and evaluation process developed to ensure participants know their input is being considered. More extensive Fraternity/Foundation background information should be provided future Board members to better prepare them for discussions.
- The Fraternity and Foundation *must* enhance their strategic planning efforts and include input and feedback from the Corporate Advisory Board as ongoing, routine, practice.



Delta Sigma Pi Leadership Foundation played a lead role in the meeting. From left: Leadership Foundation Executive Vice President Bill Loftus, Trustee Joan Maag (Bowling Green State) and Eduardo Aguirre (Louisiana State) representing NationsBank.

Conclusion

The essential questions for the next century for Delta Sigma Pi are, "How do we position ourselves in the changing worlds of business and higher education? What role are we going to play?" The first Delta Sigma Pi Symposium participants concluded that while we have

been a leader at what we do in the past, we must sharply focus on how to maintain our lead and adjust to the changing times. Strategic thinking, reinvention of our processes where needed, and strong leadership are needed. The Symposium participants provided a good measure of all three! ▲

Symposium Participants

In addition to the Fraternity elected leadership represented at the Symposium and listed in the article, the following attendees brought a variety of interests and backgrounds to represent the corporate world and academia. Many of the attendees are also Brothers, as indicated.

Eduardo Aguirre, Jr., *Louisiana State*
Senior Vice President, NationsBank

Patrick G. Blanchard, *Georgia Southern*
President & CEO, Georgia-Carolina Bancshares

Brian P. Johnson, *Northern Illinois*
Chapter President

Robert Kendall, *Indiana-Northwest*
Kendall, Rowley & Co. (CPAs)

Steven D. Kuptsis, *New York-Albany*
Senior Vice President of Administration, Successories

G. Thomas Landis, CPA
Managing Partner Nonprofit Service Group, Olive LLP

Fred Reichelt
Director National Accounts, Hyatt Hotels and Resorts

Meghan Trizil, *Eastern Illinois*
Chapter Senior Vice President

Jim Viehland, Executive Director
Beta Gamma Sigma Business Honorary

We Need Your Help!

Delta Sigma Pi is embarking on a new program designed to further strengthen our ties with the business world. While the initial steps have been taken to form the Corporate Advisory Board, we are looking for additional nominations for accomplished business leaders to serve in this advisory capacity. We are seeking alumni Brothers or other business leaders who have prominence and a proven track record in the business world.

If you are interested, or know of any candidates that meet these qualifications and who may be interested, please contact Bill Loftus at the Central Office (513/523-1907 ext. 230) or loftus@dspnet.org .

Frugal Living Takes Brother Zalewski, Partner Ricks to New Career

By Elizabeth Runyon, with Angie Zalewski

When Brother Angie Nietfeld Zalewski changed careers to be an at-home mom, she knew being frugal would be the key to success. Little did she know that her determination and frugal life-style would develop into a multi-media business with Zalewski teaching others how they also can achieve financial contentment.

Brother Angie Zalewski grew up on the family farm in Nebraska, the last of five children and the daughter of Depression-era parents. They instilled in her the essentials of frugal wisdom and the value of a simpler life.

A lifetime member of Delta Sigma Pi, Angie graduated from the University of Nebraska-Lincoln in 1984. She earned a degree in business administration with an emphasis in personnel law and computer science. She credits the Fraternity for giving her excellent training in business procedures, practices and professionalism. She used the training well in nine years of employment before changing careers to be a full-time mother and homemaker.

In 1993, Angie and her husband, Tom, while living on

one modest income, were able to buy land in the country and purchase two vehicles with cash from money they saved by using their skills in "black-belt" frugality.

It was also that year Angie met Deana Ricks. Though growing up in a "less-than-thrifty" home, Deana did receive a strong work ethic. Deana graduated from the University of Oklahoma with a degree in journalism and worked as an event planner for Arizona State University before starting a family with husband, Joe. In her 13-year career as an at-home mom, Deana learned the value of a simpler and more budgeted life-style.

Deana and Angie bonded immediately. They were soon sharing frugal knowledge and in May of 1997 were asked to give a money-saving tips workshop during a parenting seminar weekend held at their church.

"We developed a light-hearted and practical workshop titled *Stretching the Family Dollar, or, How I Bought a Minivan by Washing Out Baggies*," said Deana. "The response was phenomenal!"



Other presenters even canceled their workshops in order to attend ours. This made us realize there was a great thirst for common sense living information."

The workshop covered topics including identifying priorities; power grocery shopping; evaluating permanent vs. disposable purchases; and "Don't Forget the Duct Tape," a demonstration on how a variety of items can be restored and reused into another life.

"Word quickly spread," said Angie, "and other churches and organizations began asking us to present. With that, the Frugal Family Network was born." In response to workshop attendees, the two began publishing the Frugal Family Network Newsletter, full of useful, money-saving ideas written in an easy, conversational style. "I spend an average of \$135 a month to feed my family of four," said Angie, "and through the Newsletter, we share techniques so that others can successfully save also."

About the same time, the two became regular guests on KIXL radio station with a monthly program called "Frugal Fridays." They have since done quite a bit of television and are featured weekly on KEYE-channel 42, a CBS affiliate which is the top-rated news station in Texas. In April of 1998 with

the help of Angie's husband Tom, they launched a Web site.

The women have added a second workshop "Winning the Grocery Store Battle!" to their arsenal of savings hints and are working on a book, along with an audiobook of their "Stretch" workshop. "We look forward to empowering many more families with the skills to live well within their financial means," said Zalewski.

Angie and Tom Zalewski have two boys, Timothy (seven) and Adam (five), and live in the country near Dripping Springs, Texas. Deana and Joe Ricks are parents to Katie (11) and Alex (eight). They live in Austin, Texas. ▲

For information on the Frugal Family Network, see their Web site:

<www.frugalfamilynetwork.com>. A subscription to the Frugal Family Network Newsletter is available for \$10, write to: Frugal Family Network, P.O. Box 92731, Dept. D, Austin, TX, 78709. Their e-mail address: <frugal4u@juno.com>

Ten Easy Ways to Save \$100 (Or More) in 1999

1. Get your movie videos for free at the library, rather than renting.
2. Adjust your thermostat two degrees higher in summer and two degrees lower in winter.
3. Pack your lunch for work or school instead of buying it.
4. Hold a garage sale.
5. Plan your meals around weekly grocery store sales.
6. Pick just one home improvement project to do yourself instead of hiring it out.
7. Buy at least one business suit/outfit or winter coat at a garage sale or thrift store, instead of the department store.
8. Skip the vending machine and pack a snack.
9. Trim your family's hair yourself.
10. Change the oil in your car yourself.

Starting a Business

Brother Zalewski says, "The skills I learned with Delta Sigma Pi almost 20 years ago stay with me today and were an integral part in helping me become a successful entrepreneur." Some of her tips to anyone considering entrepreneurship:

1. Only sell a product or message that you completely believe in.
2. Research, research, research.
3. Do all the paperwork, i.e., business plan, partnership agreement, etc., first.
4. Get as much free advice from sources like SCORE, the Small Business Administration, etc. and check out a mentoring program.
5. Run a business of integrity. "In all your ways acknowledge Him, and He will direct your path." (Proverbs 3:6)



During a workshop, Angie Zalewski, (left) and Deana Ricks of the Frugal Family Network demonstrate the principle of "getting the last drop." By sending the end of cereal through a colander, you have rescued the "non-dusty" cereal no one wants to eat. Take the remaining cereal crumbs and put them in a jar to be used for topping a casserole or any other recipe that requires bread crumbs.

Avery's "Corporate Touch" is the Bottom Line in Stress Management

"How you run your body is how you run your business. That's the bottom line."

That's also the corporate concept for Brother Suzanne L. Avery's new business venture, Corporate Touch Massage Therapy Professionals. Avery says the parallel first came to her, a new graduate, while sitting at her desk in her first career as a production planner in Indianapolis, Indiana.

A 1981 graduate from Indiana University School of Business with a degree in marketing/management, Avery was initiated into Alpha Pi Chapter. Her career path began in production and inventory control and included office/marketing management for a CPA firm, trade brokering in Chicago, Jazzercise Franchisee and now founder/director of Corporate Touch. They all have in common "how you run your body is how you run your business..."

What is it that Corporate Touch provides? Namely, stress management for bodies in business. The primary service is on-site therapeutic, seated massage although other services such as conflict resolution are available to individual businesses as well.

What is "seated" massage? And why on-site? Seated massage or "chair" massage is just that—a 15-20 minute back, neck, arms, hands, shoulders and head massage utilizing a special, ergonomically designed massage chair. It involves no table, sheets or oils and takes

place directly through clothing.

"Most often it takes place in the conference room or an extra office," says Avery, "although we have also been in kitchen/break rooms and hallways. People tend to not mind where we set up, but are just glad to partake."

The convenience of being on-site is a big drawing card although Corporate Touch Massage Therapy Professionals are also found in coffee shops, Nordstrom stores and salons. This not only accommodates the general public for those aches and pains we all get, but is conducive to the business professional with a home office, including stay-at-home moms.

"One thing I've noticed with our sites is also the convenience. A person may be hurting and/or not able to turn their head as freely as normal, but the pain isn't quite bad enough for them to make an appointment for massage therapy," said Avery. "With the ease of popping into the coffee shop when they're already out running errands or on their lunch hour, they are much more likely to stop and do something about it."

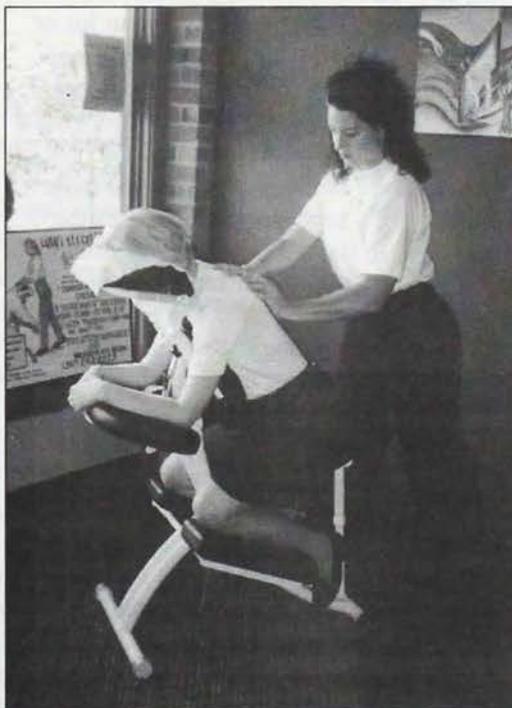
"Therapeutic massage helps maintain overall health and well-being, clears the mind, improves focus and invigorates," says Avery. It also assists in reducing heart rate and blood pressure, increase blood circulation, lymph flow and endorphins, the body's natural painkillers. "It simply helps to reduce stress and 80 percent of disease is stress related," says Avery. The bottom line is healthy workers = lower health care costs = increased productivity and profits.

In addition to the physi-

ological benefits, Avery believes Corporate Touch services also are a reminder to stand still. "It's like trying to run a business without a business plan," she says. "You can do it, but not for long. Our bodies are much the same way. You can override them, but not forever. On-site massage won't disrupt your workday, yet provides an alternative to a coffee break and takes about the same amount of time."

When asked what is the hardest part about running her business, Avery quite honestly admits, "Practicing what I preach. If I'm not running my body the way I want my business to run, then watch out! There are going to be delays and mishaps. The one thing probably we all can remember being shocked about in business is that many were not run according to our textbooks. After seeing so much reactive management, especially in manufacturing, I realized there is a time to stand still instead of waiting for a standstill."

Avery is a lifetime



Suzanne L. Avery, Indiana-Bloomington, is founder of Corporate Touch Massage Therapy Professionals.

Deltasig and former historian and senior vice president for Alpha Pi Chapter in Bloomington. She contributes much of her enthusiasm for corporate wellness to her involvement in the Fraternity.

"Especially since I.U.'s campus is so large, the smallness and the professionalism of the Fraternity provides a connectedness we all crave," she says. As a collegiate member, Avery as historian resurrected the chapter's newsletter which served to keep Brothers in touch. Avery said serving as vice president and heading membership drives was an invaluable experience for successful teamwork. "Just as it is in corporate America and life, we all bring different gifts to the table and the miracle of it all is when we do come together for one purpose," said Avery.

What sets Corporate Touch apart is that it not only serves corporate America, but is set up to build individual practices for massage therapists. "I've seen too many

good therapists quit or get burned out because they didn't know how to make a go of it," said Avery. "They are very good at what they do, but either didn't know how to do their planning and marketing or just didn't take the time. That's where we come in, servicing the individual practices." Corporate Touch focuses on making each therapist

successful by providing marketing plans detailing locale, corporate contracts and advertisements.

A unique concept that is also distinctive of Avery's company is a pre-paid "stress management card." Similar to a pre-paid phone card, these gift cards can be purchased in advance and may be used at any Corporate Touch location.

Avery has observed that her local corporate clientele is made up of progressive, fast-growing companies with management that realizes the importance of their most valuable asset—people.

Colleen Higgins, wellness manager for Reebok, International, said: "We've tried stress workshops in the past, but employees here prefer the massages. Massage has proven to be the best way to open the door on the whole stress issue—better than classroom workshops."

Corporate Touch is a member of the American Massage Therapy Association (AMTA), the largest and oldest national organization representing the massage therapy profession. Membership in AMTA is limited to only those massage therapists who have demonstrated a certain level of skill and expertise through testing and/or education. All AMTA therapists must agree to abide by the AMTA Code of Ethics.

On-site therapeutic massage is an easy wellness program to participate in. As Avery says, "All you need to do is relax and enjoy. And remember—how you run your body is how you run your business, that's the bottom line!"▲

Risk Management: Alcohol 101

By Bill Schilling, Executive Director

In February of 1998, the Fraternity's Executive Committee met and, among other decisions, agreed to prioritize alcohol awareness as a major emphasis for Delta Sigma Pi's risk management program. I don't need to tell you that alcohol use and abuse among college students, especially binge drinking, has been much in the news in the past year. Virtually every Greek organization in the country has been taking a hard look at solutions to this problem.

This fall, the Executive Committee's decision was reinforced when the Professional Fraternity Association (of which Delta Sigma Pi is a charter member) selected an innovative tool to use in the educational process: *Alcohol 101*.

Alcohol 101 kits were introduced to all PFA member groups in October. In this effort, Delta Sigma Pi and PFA join more than 700 college campuses that have adopted the program, as well as national organizations including the American College Personnel Association, American Council on Education, BACCHUS and GAMMA Peer Education Network, the National Collegiate Athletic Association, the National Interfraternity Conference and the National Panhellenic Conference.

The comprehensive program features an interactive CD-Rom for use by chapters, traveling consultants, volunteers and Central

Office staff; a three-ring binder enclosing the Facilitator's Guide; and a "reproducing master" of the Guide to facilitate making copies for chapter use.

What makes Alcohol 101 different from other educational programs?

Short answer: the reality based, interactive CD that is the highlight of *Alcohol 101*.

Enter Norm's world and he gives you a decision-based tour modeled on real decisions students make about drinking every weekend. The

The disc is narrated by the antic, determinedly hip Norm, a talking lava lamp.

participant tells Norm his or her height, weight, age and how recently he or she has eaten before entering a virtual party. At the party, the participant selects the background music, chooses the type and quantity of drinks consumed and hooks up with virtual pals. The rest of the evening is determined by the choices made and possibilities at the end vary, just like in real life. Some of the conclusions are harmless, others catastrophic.

The program was developed by the University of Illinois at Urbana-Champaign in conjunction with the Century Council. A university

spokeswoman, Robin Kaler, explained the program evolved after the usual process of dormitory discussions and classroom lectures. "We did very creative things," said Kaler in a report in the *New York Times*, "but we found that students could cite all kinds of statistics and data, and then when you asked them, 'What are you going to do on Friday night?' they'd say, 'Go out and get drunk.' The stuff just wasn't sinking in."

With *Alcohol 101*, the "stuff" should sink in. Delta Sigma Pi is providing each chapter's Vice

available from the Central Office library for "check-out" by Brothers.

Alcohol 101 training will also be available at the 42nd Grand Chapter Congress in Houston and other Fraternity educational events.

We were fortunate in being able to roll out the program at a number of the Regional Conferences this past fall. Students enjoyed the presentation and many were startled by the information they learned. Conference attendees will help introduce the program at the chapter level.

Alcohol 101 is a state-of-the-art tool in promoting alcohol awareness. Delta Sigma Pi's utilization of this tool on a national level is a very positive step in meeting goals established by our Executive Committee. It should also prove to be a beneficial and eye-opening method to help keep our Brothers sober...and most importantly... safe. ▲



President for Professional Activities one copy of the CD-Rom and a Facilitator's Guide. Each is encouraged to organize a group "showing" and discussion of the CD-Rom, as well as more in-depth use by individual Brothers on an ongoing basis. More copies are

If you wish to learn more about *Alcohol 101* in a virtual world, contact the Central Office at 513-523-1907 or <centraloffice@dspnet.org> to "check out" a copy.



Central Office Update

Staff Changes



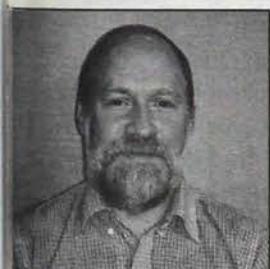
Donna K. Amrhein, *Atlanta Alumni*, has been promoted to Director of Administrative Services. Donna joined the Central Office staff in 1986, and has held several positions within the organization. Brother Amrhein is currently pursuing a Bachelor of Science in Business Administration-Accounting at Indiana University East. In her new role, she will oversee the Fraternity's financial operations and human resources administration, and brings to this position ten years of experience in the Fraternity's accounting area.



Cheryl Campbell joins the staff as Administrative Assistant/Bookkeeping. She handles Accounts Receivable and Accounts Payable for the Central Office. Any questions about a chapter's account can be directed to her at extension 234. Cheryl resides in Bath, Indiana with her husband Mike.



Shanda R. Gray, *Southwest Missouri State*, joined the staff as Director of Education and Communications, responsible for education and training; alumni relations programming; meeting and event management; The DELTASIG magazine and other publications. Shanda comes to us from American Century Investments in Kansas City where she was a Communications Consultant for employer-sponsored retirement plans. She served as Midwestern Regional Director (1993-97) and received the 1998 National District Director of the Year award. Shanda has a BS Degree in marketing management.



John Howington joins the staff as Director of Information Services. His responsibilities will include: computer system and database administration, website oversight and development, training and mail management. He has worked the last five years as system administrator for a public library system north of Cincinnati. Before that, he spent 10 years in library and information systems at Digital Equipment Corporation. John, his wife Jane, and fourth grade son, Josh, live in Oxford. Some of his pastimes include reading, puzzles, guitar, racquetball, youth soccer coaching, and information retrieval.



Erica L. Verderico, *Kent State*, joins the staff of the Central Office as Educational & Leadership Consultant. Erica is a 1998 graduate of Kent State University in Kent, Ohio and holds a Bachelor of Business Administration with a major in marketing and concentration in Spanish. As a collegiate she served her chapter as Senior Vice President and Ritual Chair. She also served as Chairperson for several committees. In addition to her involvement with Delta Sigma Pi, Erica was also an active member of the American Marketing Association, the Business Presidents Roundtable, the Kent Homecoming Committee and a Girl Scout Daisy troop leader.

You've Got Your Degree.

Now What?



See America... Improve your communication skills... **Meet** Brothers across the country... **Gain** independence... **Network** with some of the most successful people in the world... **Gain** personal and business skills... **Meet** prominent business leaders... **Have** the time of your life... **Start** a new chapter... **Do** something you strongly believe in... **Make a difference...**

These are just some of the opportunities available to a Delta Sigma Pi Educational and Leadership Consultant. The Central Office staff wants to help you discover and take advantage of opportunities and develop the skills desired by many businesses.

Our most talented and motivated Brothers are needed to help improve Delta Sigma Pi. We ask a lot of our consultants. We offer even more. Interested? For more information, contact Dale Clark, Director of Chapter and Expansion Services, at 513-523-1907, ext 232 or <dale@dspnet.org> or see more details on our Web site <www.dspnet.org>.

Building Better Alumni Relations

By Ray Galbreth
Executive Director, Delta Chi Fraternity

In his book, "Up Your Organization," Robert Townsend wrote: "There is nothing fundamentally wrong with American business today except for the fact that we are operating under all the wrong assumptions!" I believe that we can say the same thing about fraternity and, in particular, about what we call "alumni relations."

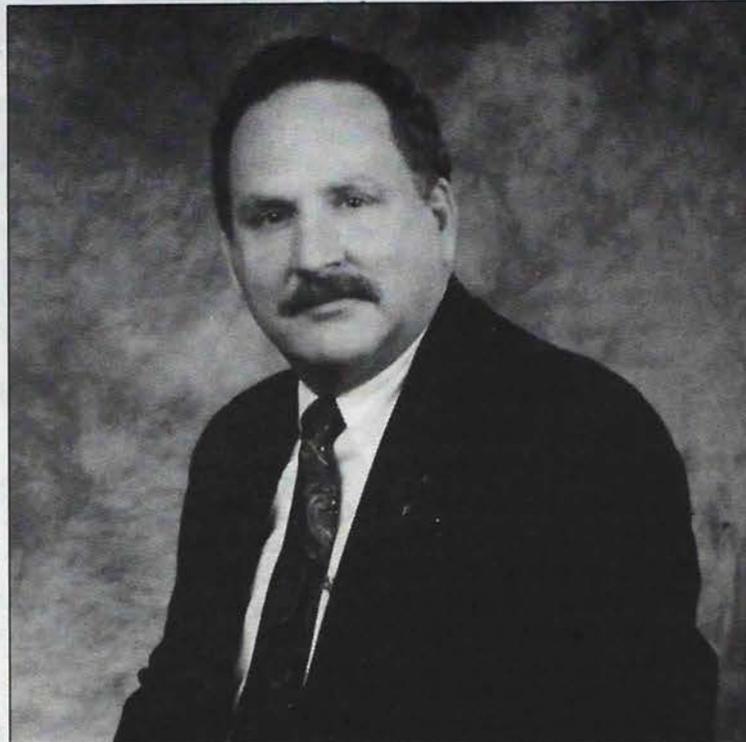
Over the last 18 years I served as executive director, and before that when I was a volunteer officer for Delta Chi, I've heard countless undergraduates bemoan the lack of alumni support for their chapter. I think everyone who has worked with his or her own fraternity has heard the same comments. Yet I have seen countless volunteers at work, and heard from countless members who have sworn to remain involved after their college days.

Could it be that, as undergraduates, our expectations are unrealistic? Are there other issues? I'd like to offer these thoughts.

Assumption: It is the responsibility of alumni to come back and be involved.

First, alumni relations is just that, a relationship. In the eyes of far too many undergraduates, the success of their chapter's program is defined by how much money their alumni send them. When asked to describe a "perfect" marriage, undergraduates do a fine job of talking about the partnership, of both parties meeting each others' needs, etc. When asked to describe a "perfect" alumni relations program, most talk only in terms of what the alumni can do for the chapter.

For any relationship to survive, it must be beneficial to all involved parties. Alumni



Raymond D. Galbreth, Missouri-Columbia, Executive Director of Delta Chi Fraternity

can provide undergraduates such things as mentoring, sharing of expertise in areas necessary for the functioning of the chapter and good, old-fashioned role modeling. They are a living illustration of the fact that membership continues after graduation and that the values and principles taught in the chapter have a very real application in the everyday world.

But undergraduates need to improve their hosting skills, must be willing to say "thank you," and need to heed the mature advice they receive. In other words, chapter members need to show that they are worthy of alumni support.

Assumption: We don't need alumni support.

In a survey by the American College Personnel Association, undergraduate leaders of living groups were asked to rank functions most important for their advisors. They responded in this way:

1. Provide advice when called upon;

2. Teach techniques for good leadership and fellowship;
3. Provide continuity with the history and tradition of the group;
4. Help members develop self-discipline and responsibility;
5. Prevent the group from breaking university (and Fraternity) rules; and
6. Supply the organization with information, expert knowledge, and insight gained through experience.

It is a rare undergraduate group that cannot gain from alumni involvement. A chapter that doesn't want alumni involvement is a chapter that needs it the most.

Assumption: There's nothing in it for the alumnus.

Alumni can benefit themselves in many ways by working with other alumni in helping a group of men and women who are at a critical stage in their development. Alumni learn about motivation, working with different

points of view in trying to achieve a desired end and understanding others. They enhance their individual network within the community, often times establishing business relationships with others they meet through their work with a chapter. They can develop or simply enhance close, personal friendships that carry over to their personal lives. The development of a model for a healthy relationship between and among undergraduates and alumni can assist in the personal growth of all involved.

Assumption: One alumnus can fix everything.

There are simply too many operational areas for one person to be expected to help with and still have time for a job and family! To enhance the potential for more alumni to become involved, we need to avoid the appearance of having to fill a "black hole" for the rest of their lives.

We need to cut the pie into bite-sized pieces with defined parameters, ask for a one-year commitment with an honorable "out" (and an opportunity to "re-up" if they wish) and talk about their being a part of a team of involved alumni. Too many alumni avoid involvement out of fear of being the only one involved, spending countless hours running from one crisis to the next, and not being able to leave on their own terms if need be.

Assumption: The role of an alumnus involved at the chapter level is understood by everyone.

When you talk to colleagues about their involved alumni, you often hear, "They aren't doing their job." When

Impulses and Misconceptions

- Never assume an alumnus has an abiding interest in the Fraternity.
- Some students want it (whatever "it" is) NOW. Be patient. It takes time to generate and keep alumni interest.
- Do not attempt too complex a program for alumni involvement.
- Do not assume that alumni will drop everything to come running back to the chapter. Timing is everything: never plan an alumni event during the winter holidays, for example.
- Do not be disappointed if only a handful of alumni attend an event—even if you have invited several hundred or there is a low response rate to a solicitation letter of any type. Average participation is about four to seven percent.
- Some students expect alumni to come to the chapter on their own. While open invitations to stop by anytime are nice, it usually takes a special event and a specific invitation to get someone to take time out of their schedule.

you talk to those alumni, you usually hear, "I don't know what they think I should be doing."

Try this: Have the chapter draft, on one piece of paper, a list of what they believe an alumnus in a particular position (District Director for instance) should and should not do.

Then, on a different sheet of paper, have them draft a list of what the chapter should and should not do in its relationship with the alumnus in that position. Concurrently, have the alumnus draft his or her opinions of the same items.

Have a meeting where the lists are exchanged and mutually agreed upon lists of both sets of responsibilities are developed and distributed.

Finally, each school year, the "relationship statement" should be reviewed, updated and reaffirmed. As the chapter expands and develops, the agreement will have to evolve with it. It should also be updated if the alumnus has any life changes (marriage, children, new job, etc.).

Alumni are volunteers, and we must understand the myriad of demands on their time. Chapters need to make it as easy as possible for them to be involved. They should have information about major events two months in advance and they should plan well-organized chapter meetings worth attending and lasting less than one hour.

As for alumni, I would be remiss if I didn't say it is a good idea to polish up on coaching skills. Often if we are doing something for free, we expect to be obeyed. No one likes to be told what to do and how to do it day in and day out. A well-intentioned

alumnus can quickly lose effectiveness if he or she does not take the time to get to know the undergraduates as individuals and to listen to what they have to say. In the process, the alumni volunteer may learn something as well and a better decision than either may have reached separately is often the result. It is also important to realize that, many times, the way a decision is reached matters far more than the decision itself.

We need to realize that, when an alumnus gives of his or her time and resources, there are usually others that are "giving" as well. Every hour the alumnus is with the chapter, he or she may be away from family, friends or career. That "gift" should not be ignored or it will cease to be given. Most everyone can accept a certain level of "community service" as long as the alumnus involved is clearly enjoying the service rendered and is being recognized for it.

So, what about alumni in general?

The vast majority of alumni will not be in a position to be directly involved with the chapter, usually due to geographic location but also simply due to other demands of their time and resources. Family, career and community work can all play into whether an alumnus, at a particular stage in life, will interact with a chapter and if so, to what degree.

At a minimum, each alumnus should maintain a good address with the Central Office and the chapter. At any given time, Delta Sigma Pi has thousands of lost alumni and

spends a considerable amount of time and energy trying to track down and/or keep track of current records.

If the chapter has your correct address, you are more apt to be included in mailings and invitations to chapter events. One of the primary ways for all Deltasigs to keep in touch is through this magazine, and through the Web site at <www.dspnet.org>.

Assumption: "National" doesn't do anything to help.

What does Delta Sigma Pi as an International Fraternity do to help regarding alumni involvement? More than most realize. The DELTASIG magazine is probably the number-one way alumni stay in touch. The DELTASIG is sent quarterly to all undergraduates, alumni out of school for one year, alumni who are life members or have donated to the Leadership Foundation in the last fiscal year and any alum who requests a copy. There is the Alumni Chapter Operations Manual, as well as "Alumni News" for alumni chapters. Upon request, the Fraternity provides free mailing lists/labels to collegiate chapters to assist them in contacting and locating their alumni. A 1998 Alumni Directory, in both hard copy and CD-Rom formats, was made available to all members of Delta Sigma Pi. There are alumni training workshops in conjunction with the Leadership and Excellence Academy training programs, including Regionals, National Officer Training, Grand Chapter Congress and more. The Vice President for Alumni Benefits and Services has developed a series of upcoming alumni travel opportunities to carry on where the 1998 cruise left off. Through the Chapter Educational and

Alumni Turn-Ons:

- Adequate notice of events: four to six weeks for regular events and eight to ten weeks for special events.
- Events starting on time.
- Acknowledgement of contributed time and money: thank you notes, phone calls, mention in the chapter newsletter, etc.
- Old scrapbooks, newsletters and recent awards.
- Being invited to initiation.
- Contact by other alumni who they may or may not know. Either way, alumni are more on the same level with each other, no matter what the age.
- Improved image of the chapter and Fraternity.
- Opportunity to help young people develop.
- Pride in being a Deltasig.
- Staying in touch with old friends, making new friends.
- Activities and progress of the Fraternity.
- Enthusiasm of other involved alumni.
- Regular communication through an attractive, quality chapter newsletter.
- Personal and professional networking opportunities.
- Reminiscing about Deltasig experiences.

Alumni Turn-Offs:

- Loud music.
- Last-minute invitations.
- Sitting or standing around an alumni event with nobody talking to them.
- Requests for money, especially if this is the only contact the alumnus has had with the chapter in a long time.
- Not being thanked for attending or contributing time and/or money.
- Invitations that don't include a guest or spouse (or perhaps even children). The chapter must be sure to make everyone feel welcome at events.
- Meeting strangers at social events.
- Local jokes.

Leadership Consultant program, staff has discussed alumni relations and programming with countless Deltasigs. Several awards for alumni, including Career and Lifetime Achievement Awards, as well as District Director of the Year and Chapter Advisor of the Year are offered. There is a lot more done to encourage alumni involvement too— from the Leadership Foundation activities to annual alumni outings to Alumni Day on April 25th—alumni involvement is a strong focus for Delta Sigma Pi. ▲

Editor's Note: Brother Galbreth is a 1968 Delta Sigma Pi initiate of Alpha Beta- Missouri-Columbia. He has been Executive Director of Delta Chi Fraternity since 1979, served on the Fraternity Executive Association Board of Directors from 1985-94, was president in 1992-93, and is currently a member of American Society of Association Executives. He has given over 200 presentations and written a handbook on Long Range Planning for International Fraternities. He currently serves on Delta Sigma Pi's Governance Task Force.

Dr. Ken Halsey- A Dedication to Education

Brother Ken Halsey, Wayne State-Nebraska, has brought dedication and a passion to a career in education spanning 40 years. His students have praised him as tough, but fair, and he's been honored countless times as an educator and a Brother.

Brother Halsey began his career as a teacher, coach and principal in South Dakota Public Schools in the 1960s. He earned a doctorate at Northern Colorado in 1973. Halsey became an instructor at Wayne State from 1971 to 1974, and says that this is when his association with Delta Sigma Pi began.

That association remains a source of much professional pride and satisfaction.

Halsey went on to serve as Chief Academic Officer at Black Hills State College in South Dakota from 1975-1986. He returned to teaching at Wayne State in 1987 and again became involved with Delta Sigma Pi as Faculty Advisor.

Dr. Halsey has received numerous awards in recognition of his outstanding career, including: the Nebraska State College System's Teaching Excellence Award in 1995, Outstanding Professor from the Blue Key, and eight Wayne State College teaching awards.

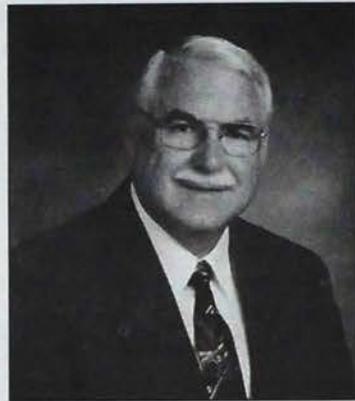
Additionally, Brother Halsey was named Delta Sigma Pi's National Chapter Advisor of the Year in 1994.

In July 1998, Brother Halsey was named interim president of Wayne State College, offering his 18 years of administrative accountability, 11 years as an administrator.

What have Dr. Halsey's students said about him? "He is able to take difficult concepts and bring them to an understandable form for students."

"A tough, but fair professor." "...does not 'teach down' or dilute his expectations in order to curry student popularity."

What does Dr. Halsey have to say about his teaching methods and practices? "It is important to encourage young people to consider the college classroom to be an enjoyable place, and I encouraged my students to 'have fun' in class," says Halsey. "I also, however,



Dr. Ken Halsey

advise them that as a former high school principal, I will be the judge of when they are 'having too much fun.'"

He goes on to say that he's aware that he must have the attention of the students before he can teach them. This awareness has caused him to accumulate a "grab-bag" of attention-holding devices.

Humor is a good attention-getter, says Halsey, and he uses it whenever it can lend a productive outcome. He also uses meaningful quotes and memory aids - both original and borrowed.

Dr. Halsey is a resourceful educator. He continues to look for ways to give his students that "something extra" and make them better because of it.

He has stayed fresh in teaching, he said, by keeping a hand in business. He was an owner of an egg-production plant in Wakefield, Nebraska, until the early 1980s; had two fast-food restaurants for a while in Missouri; and owned rental properties in the Black Hills of South Dakota.

He said he is far from a technological wizard in the classroom. "I tell students it's a three-way race (for me) between technological obsolescence, senility and retirement," he said. "I've been dragged, kicking and screaming, into the age of technology."

Always very involved with campus and community activities, Brother Halsey

found time to serve as the Faculty Advisor to Eta Pi. He feels that Delta Sigma Pi provides an excellent way to get to know students outside the classroom.

As Dr. Halsey's retirement nears and his service to Delta Sigma Pi as Faculty Advisor comes to a close, the Eta Pi Chapter had some kind words to share. "Dr. Halsey is like a father to our chapter. We initiated his wife, Erin, a year ago as an honorary member. We call her 'mom' at times because the Halseys have always gone above and beyond for Eta Pi, as well as the Fraternity and Wayne State."

In recognition of Dr. Halsey's dedication to educa-

tion and Delta Sigma Pi, the North Central Regional Volleyball/Basketball Tourney was renamed the "Halsey Invitational." The proclamation (included here) is a testament to his service.

As Dr. Ken Halsey nears retirement, we wish him well in his endeavors and hope he continues to pursue his dreams, hobbies and life's ambition. We look forward to his continued participation in Delta Sigma Pi events including the Halsey Invitational. ▲

Editor's Note: We thank Tallie Cooper, President of Eta Pi Chapter at Wayne State, for providing the information used in this article.

Proclamation

Whereas, Brother Dr. Ken Halsey attended his first Volleyball/Basketball Tournament more than 20 years ago; and

Whereas, Brother Halsey was the recipient of the 1994 Chapter Advisor of the Year Award and has been awarded the Silver Helmet for 25 years of service to Delta Sigma Pi, and

Whereas, Brother Halsey has devoted over 15 years of his service to the Eta Pi Chapter of the North Central Region of Delta Sigma Pi at Wayne State College; and

Whereas, Brother Erin Halsey has equally provided support and encouragement to many, many fellow brothers at Wayne State; and

Whereas, Brother Dr. Ken Halsey is retiring at the end of the 1998 - 1999 Academic Year and the North Central Region would like to continue seeing him and Brother Erin Halsey for many more tournaments to come; therefore, be it

Resolved, That on this thirtieth day of January, nineteen hundred and ninety-nine, the existing North Central Regional Volleyball/Basketball Tournament shall be renamed and referred to, from this point in time forward, as the:

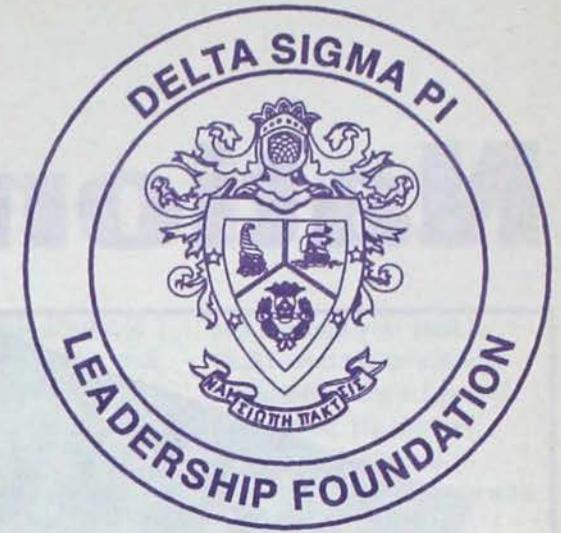
*Delta Sigma Pi North Central Region
Halsey Invitational
Volleyball/Basketball Tournament*



Dr. Halsey, Tallie Cooper, Erin Halsey and Matt Millbrodt (all Wayne State) during a "Hawaiian Tropics" theme party held at the Halsey's house last spring.

Leadership Foundation Seeks Grand Chapter Congress Sponsor Support as well as Silent Auction Sponsors

Your Leadership Foundation is actively seeking interested alumni and corporations to lend their sponsorship to this year's Grand Chapter Congress.



Delta Sigma Pi's
42nd Grand Chapter Congress
Houston '99

"Launch Your Future"

CORPORATE & ALUMNI INVOLVEMENT OPPORTUNITIES

\$5,000

Investors at the \$5,000.00 level will be entitled to all the benefits of 'Corporate Partnership' to include recognition in the pledge educational manual, article in the quarterly magazine, a 1/2 page ad in the convention program along with sponsor recognition in both the program and the educational program displays. These companies may also reserve a 'booth' on our Market Street during the convention.

\$2,500

The \$2,500.00 level entitles the company to an article in the quarterly magazine along with a 1/2 page ad in the convention program and recognition as a convention and educational program sponsor. These companies, too, may reserve a 'booth' on our Market Street during the convention. In addition, they will be entitled to all of the benefits of being a 'Corporate Sponsor.'

\$1,500

Those who provide support at the \$1,500.00 level are entitled to a 1/2 page ad in the convention program; and recognition as a convention and educational program sponsor.

\$750

Investment at the \$750.00 level entitles the company to be listed as a 'sponsor' in the convention program and on recognition signs outside of each educational program that is held during the convention.

\$500

Participants at the \$500.00 level will be listed as 'gold' educational program sponsors; and will be recognized on signs outside each of the educational programs presented during the convention.

\$250

Participants at the \$250.00 level will be listed as 'silver' educational program sponsors; and will be recognized on signs outside each of the educational programs presented during the convention.

\$100

Participants at the \$100.00 level will be listed as 'bronze' educational program sponsors; and will be recognized on signs outside of the educational programs presented during the convention.

There is an opportunity here for all businesses and corporations, large or small, as well as for every alumnus who wants to make a difference. This is truly a "win-win" situation for everyone.

It has become quite easy for alumni and businesses alike to become sponsors of this year's Grand Chapter Congress.

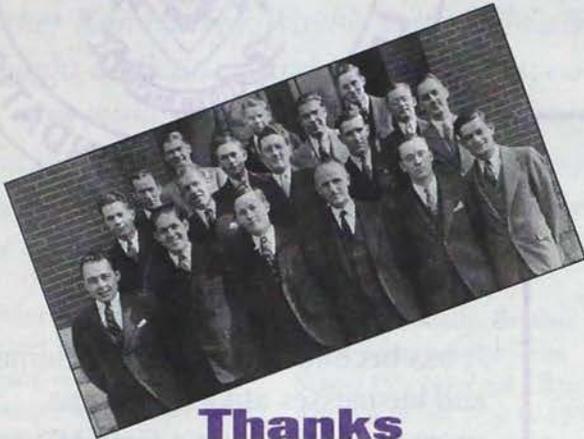
Regardless of the level of support, sponsors will receive recognition on the floor of the Congress. Take a moment to review the various levels of sponsorship that are available, and then select the one that best meets your needs and interests.

For additional information, or to receive sponsorship materials just contact Bill Loftus at the Foundation at 513-523-1907 (ext. 230) or e-mail at <loftus@dspnet.org>.

The Leadership Foundation is also seeking items for this year's Silent Auction. It will take place on Saturday, August 21st. Do you have...or have access to...any interesting items that you would be willing to donate? We hope that this auction will be the biggest and the best yet; and it can be with your support. Give it some thought and give us a call. Maybe it's an antique Delta Sigma Pi item, or maybe you have access to a vacation package or other items appropriate for this auction.

Again, that phone number is 513-523-1907 (ext. 230) and for e-mail it's <loftus@dspnet.org>!

National Alumni Day



Thanks for the Memory

Last year's National Alumni Day salute, on the back cover of *The DELTASIG*, featured a photo from Alpha Beta Chapter at Missouri. We thank Eugene Gibson, a 50-year Deltasig, who wrote in to identify these Brothers and talk about his life and career. In the picture, Brother Gibson is in the front row, third from the left. Here's some selections from his excellent letter:

"The picture is of Alpha Beta Chapter members and faculty sponsors. It was published in the *Savitar* 1935. I was headmaster and my brother Bob was a member. The chapter had been inactive for some time and local Brothers and some faculty members who had been Brothers helped establish an active chapter again.

In 1937 when the Grand Chapter Congress was held, I took one Brother from Alpha Beta Chapter and two from K.U. to Congress in Atlanta, Georgia. We picked up my brother, Bob, on the way.

I took all the statistics and accounting I could get at Missouri. My first job was a night shift calculator operator for the state office of the Agricultural Adjustment Administration (AAA). I made \$4 for a seven-hour night shift.

I was later chief statistician for the State of Missouri on the AAA program. I served in the Pacific as a major during World War II, 23 months in combat. I later worked for the Veteran's Administration.

I was called back to active duty for Korea in July 1951 and promoted to Lieutenant Colonel.

I was responsible for determining what it took to equip, feed and supply ten divisions (later increased to 20 divisions). I was there 17 months. When I came back to the states, I was chief of manpower control for support of all the Army bases in 13 states.

I then went to work at Ft. Monroe, Virginia. I was chief of the mobile plans division when I retired in July, 1970.

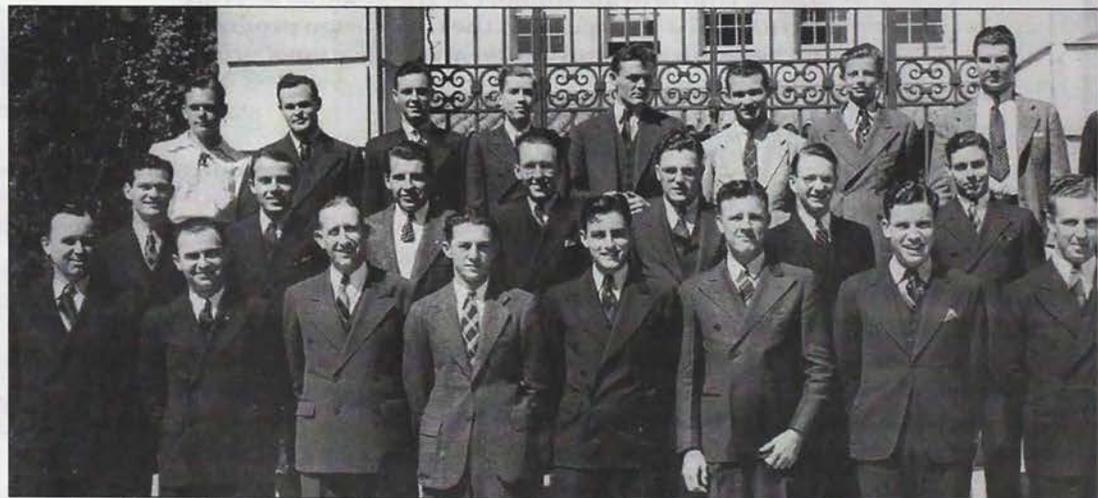
After I retired, my wife and I travelled a lot. We spent our winters in South Padre Island, Texas, and the rest of the time in Columbia, Missouri, until 1995, when we moved to northwest Missouri where most of my family lives. My wife passed away here at the nursing home, where I still live, in January of 1996.

I am now 88 years old and still proud to be a Deltasig!"

What will you do on April 25th - Delta Sigma Pi National Alumni Day?



Alpha Delta Chapter, Nebraska-Lincoln, will be celebrating their 75th anniversary this year. Can anyone identify the members in this photo from the archives? If so, let us know.



Another photo from the archives of Beta Kappa Chapter Texas-Austin, where a new colony has just been organized toward reactivating the chapter. Know anyone?

Plan now for April 25th.

Tell us what your chapter did to recognize National Alumni Day. We'll publish these events on the Delta Sigma Pi Web site.

Alumni NOTES

Angela J. Speigal, Akron, is a program analyst with PMG, LLP in Battle Creek, Michigan.

Debbie Gebelle, Akron, is the human resources director for United Wireless, Inc., a wireless communications company in Cleveland, Ohio.

Jason Smith, Akron, is a manager of financial services with World Group in Cleveland, Ohio.

Rebecca Moskovitz Smith, Akron, is a staff accountant/fixed asset administrator with Associated Estates Realty Corporation in Richmond Heights, Ohio.

Charles W. Edwards, Angelo State, is a lead programmer/analyst with Educational Testing Service in Princeton, New Jersey.

Hector E. Gonzales, Angelo State, is a director of accounting and controller with Southwest Texas Junior College in Uvalde, Texas.

Ronald D. Cross, Arizona, is an accountant with Vanguard Automation in Tucson.

Edwin H. Grant, IV, Arizona, is an analyst in Account Services with USWeb in Phoenix.

Kevin M. Davis, Arizona State, is an attorney and has his own law office in Sherman Oaks, California.

Kelli A. Smith, Baylor, is an environmental scientist with the US Environmental Protection Agency in Washington, DC. She is working with the agriculture sector on a national level.

Robert B. Ganes, Baylor, is an accountant with Thomas Kerrig Slovacsek & Craig PC in Bryan, Texas.

Patricia C. Williams, Baylor, is a marketing coordinator-PR with NEC America, Inc. in Irving, Texas.

Renee M. Kuhlman, Bellarmine, is assistant vice president of sales for Paul

Semonin Realtors in Louisville, Kentucky.

Sean C. Henderson, Bentley, is a manager-financial analysis with World Omni Financial Corp. in Deerfield Beach, Florida.

Rebecca Lacher, Binghamton, is a manager-human resources with PricewaterhouseCoopers in New York.

Marcia L. Koch, Buffalo, is an administrative accounting assistant with Campus Auxiliary Services, Inc. in Geneseo, New York.

Tony Nelson, Cal Poly-Pomona, is a broker with Synergy One Real Estate, in Covina, California.

Paul R. Hesse, California State-Chico, is a channel manager with Sun Microsystems in Irvine, California.

Stephen G. Kleiser, California State-Chico, is a technical instructor with Cisco Systems Inc. in San Antonio.

David G. Luff, California State-Chico, is vice president Affinity Channel with Planet Direct, part of the CMGi family of companies. Based in Andover, Massachusetts he will be responsible for the development of the newest channel of distribution: Affinity Partnerships. He lives in Newton, Massachusetts with his wife Deborah and two children, three year-old Jackson and 15 month old Julia.

Lance A. Dunn, California State-Fresno, is a registered rep/agent with Principal Financial Group in Fresno, California. He has qualified for early achievement award all four quarters in the first year with the company.

Gregg D. Martin, California State-Long Beach, has been placed on the board of directors for the Greater Long Beach Area Girl Scout Council. He is a general manager with Los Altos

Trophy in Los Alamitos, California.

Beverly P. Franklin, Central Florida, is a regional property manager with Apartment Investment and Management Company in Charlotte, North Carolina.

Ingrid E. Richrath, Central Florida, is a training engineer with Genesys Telecommunications Laboratories, Inc. in San Francisco.

Amy L. Grothaus, Central Missouri State, is a web manager with Kansas Farm Bureau Services, Inc. in Manhattan, Kansas.

Alexander R. Kanaan, Central Missouri State, is a business analyst with Dubai Aluminium Co. Ltd. In Dubai, UAE. He is looking forward to getting back in touch with fellow Deltasigs since his Deltasig material was lost in transit from the U.S. He can be reached at <rkanaan@dubal.co.ae>.

Joe E. Wisher, Cincinnati, is a help desk analyst with Arthur Andersen in Cincinnati.

Kyra I. Hamilton, Clemson, is a revenue coordinator with Vanstar in Alpharetta, Georgia.

Erin M. Wynne, Colorado State, is in the commercial real estate division with John Burnham & Company in San Diego.

Carrie A. Joiner, Connecticut, is a financial analyst with United Bank of Switzerland Corporation in Stamford, Connecticut.

Debbie S. Faltin, Drake, is an actuarial assistant with Mutual of Omaha in Omaha, Nebraska.

Kristen A. Roberts, Drake, is an actuarial analyst with William Mercer Consulting in Chicago.

Beth S. Vandaerlee, Drake, is a cost accountant with Procter & Gamble in Cincinnati.

John J. Wellik, Drake, is a vice president-controller with Dynamex Inc. in Irvin, Texas. He received his MBA in Corporate Finance from the University of Dallas Graduate School of Management in December, 1998.

Mandy M. Westphal, Drake, is an actuarial student with CIGNA Insurance in Hartford, Connecticut.

Sarah Young, Drake, is a staff auditor with Seldon, Fox and Associates accounting firm in Oak Brook, Illinois.

Marcy K. Dzurisin, Eastern Illinois, is an office manager with Princeton Furniture Inc. in Princeton, Illinois.

Eileen F. Jones, Florida, is a fiscal administrator with TCC/Juvenile Justice Training Academy in Quincy, Florida.

Monique Y. Cheng, Georgetown, is an attorney with Stairs Dillenbeck Finley & Merle in New York.

Donna L. McMurry, Georgia, is a tax manager with National Service Industries, Inc. in Atlanta.

C. Dean Ferguson, Georgia State, is serving as educational manager for Junior Achievement of the Palm Beaches. He lives in Greenacres, Florida, with his wife Heather.

R. Dale and Theresa M. Braddy, both Georgia Southern, are the proud owners of Braddy Tire & Auto Services, Inc. located in Gwinnet county on Highway 29 in Lilburn. They are a metro Atlanta Goodyear dealer providing a Goodyear line of tires along with two other lines and provide complete auto service using quality Napa auto parts.

Elie Hanna, Georgia State, is a technical advisor with Sirius Technologies of America in Cumming, Georgia.

Louis R. Taylor, Georgia State, has returned from a five

and one-half year stint in Osaka working in national headquarters for a Japanese corporation. He lives in Arlington, Texas and is attending Parker Chiropractic College in Dallas.

Carla Tousley, Grand Valley State, has been named retail delivery systems coordinator for Standard Federal Bank (a member of the ABN-AMRO Group) in Troy, Michigan.

Matthew G. Wallace, Houston, is an accountant with Sterling Steel Company in Houston.

Robert F. Domagala, Jr., Illinois, has joined the investment firm of Resolute Capital Management, which is headquartered in Washington with an affiliate company in Hartford. He manages investments for individual investors as well as their trusts, retirement funds and foundations. He has lived in Washington, DC since 1981.

Matthew A. Martin, Illinois State, is a capital project manager with Morton Metalcraft Company in Morton, Illinois.

Justin R. Thomas, Illinois State, is the owner of Thomas Insurance Service in Savoy, Illinois.

Sherry M. White, Iowa, is an account executive with BellSouth in Ft. Lauderdale, Florida.

K. Michele Hudnall, James Madison, is a product marketing manager with Tivoli Systems, Inc. in Indianapolis.

Jean M. Nepa, Johns Hopkins, is an applications support specialist with Checkfree Corporation in Perry Hall, Maryland, working in the area of compliance software development.

Tyrone McFarland, Kansas, is a sales manager with Hampton Inn in Frederick, Maryland.

Pamela A. Jantz, *Kennesaw State*, is a communication associate with The Vanguard Group in Valley Forge, Pennsylvania.

Steven T. Jones, *Kennesaw State*, is a financial analyst with Worldwide Clinical Trials, Inc. in Kennesaw, Georgia.

Robert A. LaRock, *Kent State*, is a collections officer with the Charlotte Postal Credit Union in Charlotte, North Carolina.

Dr. Alexander Liebling, *Lamar*, retired from the accounting faculty of the University of New Orleans in 1998 and assumed the position of Dean, Fred M. Hale School of Business, East Texas Baptist University in Marshall, Texas.

Michael J. Arduino, *Lewis*, is a senior technical support specialist with Ernst & Young LLP in Chicago.

Dale A. Fairbanks, *Mankato State*, is a materials planner with Bosch Braking Systems in St. Joseph, Michigan.

David E. Miller, *Mankato State*, is an admissions representative with Dakota County Technical College in Rosemount, Minnesota.

Julia K. Philbrook, *Marquette*, is director of marketing with Spa Hotel & Casino in Palm Springs, California.

James E. Moffatt, *Memphis*, is a newspaper advertising representative with The Commercial Appeal in Memphis.

Stephen J. Roberts, *Miami-Florida*, is an assistant manager with Wal-Mart in Durham, North Carolina.

James B. Holthus, *Miami-Ohio*, is vice president

of brand management for Imperial Home Décor Group in Cleveland. He is responsible for managing and building on the equity of the wall coverings brands manufactured and marketed by IHDG. Jim, his wife Deb and their three children, live in Hudson, Ohio.

Stephen V. Prostor, *Miami-Ohio*, has joined the Leveraged Capital/Private Equity Department at HSBC Securities, Inc. in New York as an associate director. HSBC Securities, Inc. is part of HSBC Investment Banking and The HCBS Group, which are both headquartered in London. The Leveraged Capital Group seeks to arrange creative debt and equity solutions to support acquisition finance, management buyouts, leveraged buyouts, and recapitalizations, for middle and larger middle market companies, nationally.

Gale A. Ray, *Mississippi*, is a credit union examiner, CU-9, with the National Credit Union Administration in Jackson, Mississippi. Her duties will include conducting credit union examinations, analyzing operations and reporting on findings, conclusions, and recommendations.

Danielle M. Fischer, *Missouri-Columbia*, is a sales management associate with General Mills in Dallas, Texas.

Elizabeth Sims, *New Mexico*, is a human resource manager with Sun Systems and lives in Anacortes, Washington.

Rodney A. Tigges, *New York*, is an associate director with Romac International in San Diego, California.

James E. Shaw, *North Carolina-Chapel Hill*, is a first vice president with Central Carolina Bank in Durham,

North Carolina.

Melissa A. Wood, *North Carolina-Greensboro*, is enjoying being a homemaker and mother to a three-year old son and a five-month old daughter. She has been elected as president of the North Carolina Piedmont Alumni Chapter for 1999.

Matthew P. Pasquinelli, *Northern Arizona*, is a registered representative with Scottsdale Securities in Phoenix, Arizona.

June I. Terry, *North Florida*, is a program manager with Naval Aviation Depot in Jacksonville, Florida.

James "Brian" Sliter, *North Texas*, is a self-employed CPA and accounting software consultant and lives in Carrollton, Texas with his wife and two children.

Desi Mayer Kate, *Ohio*, has her own business, PROMostuff, a promotional goods distributor. She is a full line distributor with customers nationwide and lives in Beachwood, Ohio with her husband Drew, daughter Jori, 15 and son, Ethan, 13.

Daniel L. Rositano, *Ohio*, is a manager of information services with Acme Broadcasting and KPLR-TV in St. Louis, Missouri.

Jessica C. Whittington, *Ohio*, is a marketing coordinator with Premier Inc. in Charlotte, North Carolina.

Sara E. Johnson, *Oklahoma State*, is a professional beauty consultant with Mary Kay in Frisco, Texas.

Stephanje C. Williamson, *Philadelphia Textiles*, is a financial aid administrator with ITT Technical Institute in Indianapolis.

Meredith L. Gurney,

Philadelphia Textiles, is a corporate officer with Shelter Island Hardware in Shelter Island Heights, New York.

Ethan A. Jones, *Purdue*, is a consultant with KPMG in Radnor, Pennsylvania.

Michael E. Breeze, *Rider*, is a business systems analyst with Vertex Inc. in Berwyn, Pennsylvania.

Lawrence F. Pesce, *Roger Williams*, is an associate wan specialist with Women & Infants Hospital in Providence, Rhode Island. He previously was a network engineer at Roger Williams University.

David L. Schoen, *St. Mary's*, is an investment sales/

service representative with USAA Investment Management Company in San Antonio, Texas.

M. Robert Smith, *San Diego*, has relocated to the midwest and is an Ekin technical representative with Nike in Lenexa, Kansas.

Bruce G. Queen, *San Francisco State*, is a materials manager with DiviCom in Milpitas, California.

Kenichi E. Nishikawa, *San Jose State*, is a systems administrator with Purple Moon in Mt. View, California.

Christopher P. Linhart, *South Carolina*, is a controller with Deutsche Bank AG in

Golden Council Member Spouses Initiated



Joe Ann and William Wilson



William and Norma Leonard



Charles and Ruth Sutton (more commonly known as "Buzz and Stonie")

Norma Leonard, Joe Ann Wilson and Ruth "Stonie" Sutton, all spouses of Golden Council members, became the newest Brothers of Gamma Omega Chapter at Arizona State University on November 21, 1998.

The three new Brothers have enjoyed a continuing involvement with Delta Sigma Pi activities. They have participated in more than 20 Grand Chapter Congresses and numerous regional meetings and continue to do so.

The initiation at Arizona State was host to Western Provincial Vice President Gregory Howell and Desert Mountain Regional Director Laurie Senko. Other guest included Golden Council members Charles Farrow, William Leonard, William Wilson, Joe Goldblatt, Buzz Sutton and 1977 Deltasig of the Year Carl Schneider, along with many local alumni.

The Fraternity gains much by the inclusion of these long time loyal spouses and now Brothers of Delta Sigma Pi.

Frankfurt, Germany. He is also a 1998 graduate from the MBA school of The Otto-Friedrich University in Bamberg, Germany.

Crystal M. Staton, *South Carolina*, is a senior securities analyst with Norwest Bank in Columbia, Maryland.

Tara L. Petryni, *South Florida*, is a market research manager with Kraft Foods in Rye Brook, New York.

Warren M. Greene, *Southeastern Louisiana*, is a sales manager with ISPA Inc. in Winter Haven, Florida.

Kimberly E. Norris, *Southwestern Louisiana*, is a human resource assistant with Iberia Medical Center in New Iberia, Louisiana.

Todd J. Alvested, *Southwest Missouri State*, is a print buyer with Valentine Radford in Kansas City, Missouri.

Tyler S. Bennett, *Southwest Missouri State*, is a vice president with Commercial Surfaces, Inc. in Kansas City, Missouri. He lives in Lee's Summit, Missouri with his wife Tonya and eight month-old daughter Aubrey Mikayla.

Shanda R. Gray, *Southwest Missouri State*, is Director of Education and Communications for Delta Sigma Pi in Oxford, Ohio.

Pamela D. King, *Southwest Missouri State*, is a coordinator in client services with Missouri Department of Higher Education in Jefferson City, Missouri.

Heather Bailey Ferguson, *Tampa*, is assistant vice president and training manager with Fidelity Federal Bank of Florida in West Palm Beach.

Jonathan I. Kline, *Temple*, is president/CEO of Strategic Differentiators, a unique global marketing

company specializing in global business enhancement via financial, marketing strategic and information systems consulting.

Bill Wrench, *Texas Christian*, has opened Windmill Accounting Services after 20 years in the U.S. Air Force and 10 years as the financial officer for a non-profit corporation.

Keir B. Jones, *Truman State*, has recently moved to sunny California to accept a position in the family business, Western Marketing Agents. They represent various manufacturers of food service equipment in the Southern

California and Nevada markets.

Kimberly D. Rumbough, *Truman State*, has moved to Burlington, Vermont with her husband who is vice president and controller of Blodgett Corporation and they are anticipating their first moose siting!

Charles Breckenridge Arrington, Jr., *Virginia*, executive vice president of The Virginia Bar Association, was inducted as one of 11 new Fellows of the Virginia Law Foundation. Induction is a special honor conferred by the Foundation Board to recipients who are deemed to be outstanding in their profession

and in their community.

Barbara A. Anania, *Western Illinois*, is staff analyst of manpower planning for United Airlines in Elk Grove Village, Illinois.

Eric D. Nelson, *Western Illinois*, is a portfolio analyst, with Northern Trust Bank in Chicago.

Amanda D. Holbert, *Western Kentucky*, is a computer programmer with Holley Performance Products in Bowling Green, Kentucky.

Cary J. Wagner, *Western Kentucky*, is a plant accountant with CSR Hydro Conduit Corporation in Henderson, Kentucky.

M. Dianna Danhof, *Western Michigan*, is a registered representative with First Investors in Oak Brook, Illinois.

Matthew R. Smith, *West Liberty State*, is an assistant manager with Advance America in Hope Mills, North Carolina.

Mark E. Pingry, *Wisconsin-LaCrosse*, is president of Nelson & Jacobson Inc. in Chicago.

Timothy B. Thompson, *Wisconsin-Whitewater*, is in sales with BFPE International. He lives in Greensboro, North Carolina with his wife and son, Dan 5 and daughter, Anna 2.

ALUMNI CHAPTER CONTACTS

Also see our Web site (www.dspnet.org) for contacts nearest you.

| | | | | | |
|--------------------------|----------------------|-----------------|-------------------------|--------------------------|----------------|
| Albuquerque, NM | Michael Metcalf | (505) 294-6783 | New York City, NY * | Dara Moore | (212) 517-2280 |
| Atlanta, GA | T.J. Shriver | (770) 967-1277 | Northern/Central NJ* | Brian Kraut | (732) 679-6614 |
| Austin, TX | Renee DeCarlo | (512) 436-8662 | Northern Virginia | Pamela Chibovsky | (703) 709-6699 |
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| Birmingham, AL* | Angela Porter | (205) 989-8741 | Pensacola, FL | William Mallett | (850) 494-9602 |
| Boston, MA | Sheldon Dubrowin | (281) 642-9484 | Phoenix, AZ | Larry Van Quathem | (602) 874-2399 |
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| Champaign/Urbana, IL* | Christopher Aubrey | (217) 234-2385 | Pittsburgh, PA | Aaron Madden | (412) 274-4925 |
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| Cleveland, OH | Michael Losneck | (440) 842-4548 | Saint Louis, MO | Don Fitzgerald | (314) 205-9094 |
| Colorado Springs, CO * | Shari Oswald | (719) 599-3614 | San Antonio, TX * | David Schoen | (210) 861-4256 |
| Columbia, SC * | Buck Fulmer | (803) 254-6844 | San Diego, CA | Catrina Conway | (619) 505-0513 |
| Columbus, OH | Rusty Stratman | (614) 799-0141 | Savannah, GA * | Romona Saussy | (912) 236-3115 |
| Dallas Area, TX | Lori Carow | (972) 939-0599 | Shepherdstown, WV | Tonya Houser | (301) 766-9020 |
| Denver, CO | Keith Beijer | (303) 689-7865 | Silicon Valley, CA * | Steve Geiger | (408) 927-0790 |
| Detroit, MI * | Jason Bennicoff | (248) 586-0936 | Sioux Falls, SD * | David & Jennifer Edwards | (605) 361-0881 |
| East Lansing, MI * | Ronald Stanton | (517) 695-2157 | South Florida | Dan Biesiadecki | (954) 429-9343 |
| Erie, PA * | Clifford Graves | (814) 452-0195 | Tallahassee, FL | Eileen Jones | (850) 574-0377 |
| Greenville, SC * | Melissa McNeill | (864) 277-2061 | Tampa Bay, FL | Heather Richards | (813) 985-7471 |
| Hawaii | Harold Kamei | (808) 961-5157 | Tucson/Old Pueblo, AZ | Naomi Martinez | (520) 579-5829 |
| Houston, TX | Jeff Berlat | (713) 669-9589 | Twin Cities, MN | Laurie Alexander | (612) 417-6931 |
| Indianapolis, IN | Jennifer Shumaker | (317) 823-5124 | Upper Ohio Valley, WV * | Amy Balog | (304) 336-7399 |
| Kansas City, MO | Justin White | (816) 413-8035 | Victoria, TX * | Teresa Kacer | (512) 771-2205 |
| Lafayette, LA | Jason Guileau | (318) 572-8677 | Washington, D.C. | Dan Friedman | (301) 962-6164 |
| Las Cruces, NM * | Vance Houston | (505) 527-4815 | West Hollywood, CA | Adrian Avalos | (213) 462-4814 |
| Lincoln/Greater Nebraska | Susan Rief | (402) 891-0694 | West Palm Beach, FL* | Rocco Ranaudo | (516) 547-9248 |
| London, England * | Ashok Arora | 44-181-746-1298 | | | |
| Long Beach, CA | Andrew Wilson | (310) 676-1547 | | | |
| Los Angeles, CA | Michael Hildebrand | (805) 259-0070 | | | |
| Louisville, KY | Beverly Santamouris | (502) 893-6663 | | | |
| Lower Michigan* | Vince Marra | (616) 345-8620 | | | |
| Mankato, MN | David Miller | (612) 322-3269 | | | |
| Mid-Iowa | Bill Honan | (515) 233-4685 | | | |
| Milwaukee, WI | Terrell & Susan Ford | (414) 442-9950 | | | |
| Mississippi Coast * | Janice Souza | (228) 865-5612 | | | |
| Nashville, TN | Jennifer Brooks | (615) 436-9175 | | | |
| New Orleans, LA | Kurt Brown | (504) 394-5952 | | | |

* Expansion Location

Rev. 1/6/99

SPECIAL INTEREST GROUPS

| | | |
|---------------------------------|----------------|----------------|
| Dining With Deltasigs (Chicago) | Alison Spring | (847) 492-0883 |
| DSP Cigar Club | Eddie Stephens | (561) 712-9530 |

Bits AND PIECES

Mergers

Jason M. Smith, Akron, on November 7, 1998 to **Rebecca Moskovitz, Akron.** They live in Aurora, Ohio.

Kenneth L. Moskowitz, Albany, on October 17, 1998, to **Lori Ann Bailey, Mississippi.** The couple met at Spring Fling 1996. They now live in New York.

Susanna Najera, Baylor, on November 7, 1998, to William (Bill) Andrew Clute in San Antonio, Texas. The couple lives in Greer, South Carolina.

Vivian E. Gonzalez, Central Florida, on September 12, 1998, to Craig J. Zetwo, in Kissimmee, Florida. They now live in Orlando.

Cole M. Giordano, Colorado-Colorado Springs, on September 12, 1998, to **Marie T. Stone, Colorado-Colorado Springs.** Approximately 30 Deltasig Brothers attended the wedding.

Tom Meehan, George Mason, on January 2, 1999, to Elizabeth Alger.

C. Dean Ferguson, Georgia State, on December 19, 1998, to **Heather A. Bailey, Tampa,** in West Palm Beach, Florida. There were approximately 80 Deltasig Brothers at the wedding. The couple now lives in Greenacres, Florida.

Douglas Hinton, Grand Valley State, on August 8, 1998, to **Jennifer Bowser, Grand Valley State.** The couple now lives in Grand Rapids.

Lisa C. Hiser, Iowa, on September 4, 1998, to W. Paul Harrington, in Winter Park, Florida. The couple lives in Tallahassee.

Shannon Glassman, Kent State, on June 27, 1998, to Brandt Deck. They live in Fayetteville, North Carolina.

Stephen J. Roberts,

Miami-Florida, on November 7, 1998, to Heather Woods, at Duke Gardens in Durham, North Carolina. They also now live in Durham.

James E. Shaw, North Carolina-Chapel Hill, on November 28, 1998, to Dr. Audrey Goodell in Mebane, North Carolina. After a wonderful honeymoon in festive and relaxed Williamsburg, Virginia, they now live in Durham, North Carolina.

Sarah E. Heath, Oklahoma State, on February 14, 1998, to Stewart Johnson. After a honeymoon in Maui, Hawaii the couple now lives in Frisco, Texas.

Sandy Alpher, Pennsylvania State, on October 24, 1998, to Douglas William Miller. The couple lives in Parsippany, New Jersey.

Jennifer Elilse Rosenthal, Philadelphia Textiles, on June 20, 1998, to Jason Mather Engleman at Lansdale, Pennsylvania.

Charles J. Brown, San Diego, on January 23, 1999, to **Lisa Noel Fenn, Cal Poly-San Luis Obispo,** at Santa Barbara, California. Over 100 Deltasig Brothers attended the wedding.

Sandra A. Yokoo, San Jose State, on July 18, 1998, to Charles Yun. The couple lives in Los Altos, California.

Thomas Riden, Jr., South Florida, on December 27, 1998, to **Dyan D. Dillion, South Florida,** in Blowing Rock, North Carolina.

April S. Garrett, Texas A&M-College Station, on January 2, 1999, to Jeffrey Thomas Diehl, on the island of Saint Maarten.

Jill D. Eix, Western Michigan, on May 16, 1998, to John Colling.

Dividends

To Brothers **Jonathan Hauser, Adelphi,** and wife **Glenna, Florida Atlantic,** on December 22, 1998, a daughter, Kaitlin Hannah.

To Brother **Kevin D. Wendling, Central Florida,** and wife Karen, on November 30, 1998, a son, Nathan James. He joins sister Kaitlyn.

To Brother **Carrie Enyeart Mahin, Central Missouri State,** and husband Patrick, on October 31, 1998, a son, Trevor Joseph.

To Brothers **Allan and Amy Carroll,** both *George Mason,* on February 11, 1999, a daughter, Lindsey Blaine.

To Brother **Kevin Johns, Hawaii-Hilo,** and wife Wendi, on April 30, 1998, a daughter, Haley Elizabeth.

To Brother **Melinda J. Orschell, Iowa,** and husband Greg, on December 25, 1998, a son, Jacob Alexander.

To Brother **Robert C. Jones, James Madison,** and wife Ann, on January 24, 1999, a son, Tyler Christopher. He was welcomed home by big brother Joshua, age two.

To Brother **Julia K. Philbrook, Marquette,** and husband Robert, on March 21, 1998, a son, Ryan Shaw.

To Brother **Cindy Lerner Williams, Maryland,** and husband Bill, on August 26, 1998, a son, Zachary Nathan.

To Brother **Christine D. Breaux, Southwestern Louisiana,** and husband Stephen, on December 25, 1998, a daughter, Lauren Nicole.

To Brothers **Tyler S. and Tonya Bennett,** both *Southwest Missouri State,* on June 12, 1998, a daughter, Aubrey Mikayla.

Memoriam

(Please note: The Fraternity, its officers, 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.)

Arizona

Jon Pennington Bailey

Arizona State

Frank Xavior Dietrick 10/98

Buffalo

Henry D. Norton

California State

Mark J. Ruble 12/98

East Carolina

John P. O'Carroll 10/98

Florida

Ralph W. Miller

Georgetown

Mason C. Hein 6/98

Georgia State

David English

Howard

Donald Burnham

Indiana-Purdue-Ft. Wayne

Kathy Rassuli 1/99

Marquette

Eugene L. Grass 6/98

Harold W. Grenell

Kenneth F. Schoenecker 2/99

Dale J. Van Ermen

Maryland

Marc Assaraf 3/98

Minnesota

Curtis I. Carlson

William D. Riek

Northwestern

Frank L. Paul

Oklahoma

John Buckner Bland

Paul Adrian Munding 12/98

Gerald S. Parks

St. Louis

Gerald A. Koetting 12/98

Temple

Sebastian W. Nicolo

Texas-Austin

Philip W. Ljungdahl

Wake Forest

Raymond A. Conely

Send us your news & photos and keep your data updated

The Fraternity is constantly improving our database for fraternal uses and would appreciate hearing from you. Send us other news items, as well. Please send by phone, fax, mail, e-mail <magazine@dspnet.org> or through our Web site at <www.dspnet.org>.

Name: _____

Chapter: _____

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Delta Sigma Pi • 330 South Campus Avenue • P.O. Box 230 • Oxford, OH 45056-0230
FAX: 513-523-7292 • email: magazine@dspnet.org • www.dspnet.org

Career Day Showcases St. Louis Alumni Chapter

By Don Fitzgerald

Members of the St. Louis Alumni Chapter (SLAC) have always taken Founders' Day activities very seriously. We consider involvement with the collegiate chapters a high priority as well.

In November 1998, members of the St. Louis Alumni Chapter organized a Career Preparation Day for students of Alpha Chi and Eta Nu Chapters (Washington University and the University of Missouri-St. Louis).

The Career Preparation Day was a professional event which gave the students an opportunity to have their resumes critiqued and to participate in a series of mock interviews. Fifty-one Brothers attended.

Each student received one-on-one attention with professionals who gave them advice on how to improve their resumes. Each student was also granted a 15-minute mock interview with a professional who works in the field of business matching the student's major area of study.

Areas of business covered included accounting, banking, finance, human resources,



A special cake was donated by the Alpha Chi Chapter for the Founders' Day luncheon.

international business, marketing, MIS and sales. Thus the interviews were tailored directly to the individual student's unique needs. After the interviews, each student was given feedback on their performance—right on the spot!

In a separate presentation room, a career panel of six professionals from different fields were on hand to answer any general questions students had about corporate life or certain companies and industries.

Throughout the day, three seminars were also offered. Craig Floerke, an investment broker trainer for Edward D. Jones & Co., gave a presentation on investments and

investment management strategies. Ed Horn, who was at the time a benefits consultant for Towers Perrin, Inc., educated participants about 401Ks, insurance plans and other company benefits. Also on hand was Don Fitzgerald in a seminar on the executive briefing, a highly effective form of cover letter.

The event was offered to the students for an entry fee of an article of clothing from the back of their closets. More than 100 clothing items were then donated the next day to Goodwill for distribution throughout the city.

Community services has always been an important part of St. Louis Alumni Chapter's activities, however, this year we decided to put more emphasis on serving our own community, the Deltasig community, by tapping into the expertise of all the alumni who are currently hiring managers and recruiters in their respective business fields. Every volunteer for the day was a member of the St. Louis Alumni Chapter.

We couldn't think of a better way to express the concept of Fraternity, and we

hoped to make a difference with these students. In our minds, there would be no better day to have such an event than Saturday, November 7, Founders' Day. The collegiate chapters coordinated with St. Louis Alumni Chapter to create a special luncheon to celebrate the holiday.

We hope to continue this event on an annual basis as there was a lot of positive feedback from students attending. We also hope to accommodate more students by inviting more chapters

from the region to attend in the future.

The St. Louis Alumni Chapter finished the day with a banquet at the Lemp Mansion, a Murder/Mystery Dinner Theater. Fifty-six alumni, students and guests enjoyed the dinner and entertainment. ▲

Editor's Note: Don Fitzgerald is an initiate of Alpha Beta Chapter at the University of Missouri-Columbia. He is District Director for Eta Nu Chapter (University of Missouri-St. Louis) and is president of the St. Louis Alumni Chapter.



Craig Floerke, Truman State (front right), an investment broker trainer for Edward D. Jones & Co., gives a presentation to students about investments and investment management strategies.



The Alumni Career Panel takes time out for a photo moment. From left: Karen Murray, Missouri-St. Louis; Ame Krippner, Truman State; Cynthia Homan, Washington-St. Louis; an Alpha Chi-Washington-St. Louis student; Dale Christ, Southwest Missouri State; and Golden Council member Jim Leingang, Truman State.



From left Robin Dickey, Washington-St. Louis; Jeff Grieshaber, Missouri-St. Louis; and Lambda Stephens, Missouri-St. Louis; critique resumes and give advice on how they can be improved.

Grand Chapter Congress- Experience Brotherhood at its Best!

very two years, the Fraternity schedules a national convention. Imagine, if you will, almost a thousand Deltasigs and their families gathered together.

That's Grand Chapter Congress, to be held this year August 18-22 in Houston, Texas.

Houston, "the first word spoken on the moon" according to natives, combines urban excitement with Southern hospitality.

Brothers will stay at the J.W. Marriott, ideally located in the heart of uptown Houston, located directly across from the world-famous Galleria, with its 350 specialty shops.

Rooms at the Marriott are \$85 for a single/double, and

\$95 for a triple/quad. Hotel features include indoor/outdoor pools, a health club, racquetball courts, basketball courts and a game room. Call 800-228-9290 before July 22nd to make reservations.

Congress itself offers an excitement like nothing you've ever experienced before. In addition to the "normal" banquet, ball, awards, receptions, dances, lunches, legislation, fellowship, seminars, etc... this year's Congress will be special.

"Launch Your Future" with events such as an incredible Friday evening professional rodeo and chicken and brisket Texas barbecue.

The tentative program officially begins on Wednesday,



The San Jacinto Monument highlighted by a fireworks display.

day, August 18th, with morning and afternoon educational, motivational and leadership sessions. Delegate orientation is at 5:00 P.M. Official activities for Wednesday conclude with the Grand President's Reception and Dance.

Thursday begins the business portion of Congress. Following the opening ceremonies, Gordon Bethune, CEO of Continental Airlines, will be initiated as a National Honorary Member and give the keynote address. At midday, everyone will gather for a luncheon to honor outstanding Deltasig alumni. The rest of the day will be devoted to voting on various

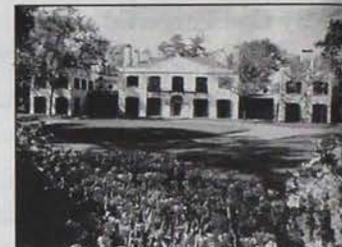
legislative and other matters which will chart the future of our Fraternity.

Friday will offer the Regional and National Award presentations and lunch, and candidate forums will be held so members have an opportunity to meet and speak with members seeking election to volunteer national officer positions. The evening concludes with the aforementioned Rodeo and barbecue.

Saturday begins with the closing sessions where the Fraternity's Board of Directors will be elected. That evening, a special alumni reception and silent auction will be sponsored by the Leadership Foundation.

The convention will come to a climactic finale with the Grand Chapter Congress banquet and dance. Deltasigs will come together for a fun-filled evening of fine dining and dancing.

The 42nd looks to be a great Congress. Make your plans, mark your calendars, and join us to "Launch Your Future!" ▲



The newly-restored Bayou Bend Collection and Gardens.

Hotel Information

Call 800-228-9290 for Marriott reservations before July 22!

The J.W. Marriott in Houston is adjacent to the world-famous Galleria Mall, complete with extensive food court, shopping, ice skating, entertainment—and Planet Hollywood. Free open air parking is available. Excellent room rates of \$85 single/double or \$95 triple/quad have been negotiated. **These rates are available only until July 22, 1999.** The hotel is expected to be sold out so act quickly to insure the discounted rate and a room!



The dramatic Houston skyline at night.

Travel Information

Litwack Travel Service, Inc., Delta Sigma Pi's Official Travel Agent, has negotiated special fares with several airlines and rental car companies. For discounted car rental or airline (except Southwest) information, contact: Litwack Travel Service, 58 East Mt. Pleasant Avenue, Livingston, NJ 07039, phone: 800-777-6800 or fax: 973-992-6674.

For a 10% discounted rate on Southwest Airlines call the Southwest Airlines Group and meeting desk at 800-433-5368. Refer to identification code E1209 (subject to terms and availability).

Make your arrangements no later than **July 15, 1999.**

FIND A WAY-Come to Houston!

By Kim Anderson, North Carolina-Greensboro

To any Brother who wants to experience ALL that the Fraternity has to offer: Go to Grand Chapter Congress! It is so hard to put into words how such an experience like this can impact your life, but one simple word I can use to describe it is AWESOME!

My first GCC was in New Orleans, where I met more people in five days than I think I have met in my five years of college, and made some of the best friends in my life. It is so much more than just the voting and the Ritual, the socializing and the networking.

GCC gives Delta Sigma Pi such a special, unforgettable

and lifelong place in your heart that no matter how hard times in your chapter may get, you never lose the passion and love for the Fraternity. There is nothing more powerful and fulfilling than to be able to partake in an event where the decisions you make will impact thousands of other people today, tomorrow and hundreds of years down the road.

The personal satisfaction that I receive from knowing that I am such an important part of a prestigious organization gives me a pride and a strength that I will carry with me for the rest of my life.

I encourage all Brothers out there to make the trip to Houston and truly experience what Brotherhood is all about. Do not let expenses scare you or stand in your way—if there is a will, there is a way.

Do the fund raising, go to the dean, go to your campus activities board, student government or your employer. The bottom line is that the funds are accessible, and if you really want this then you WILL find a way!

I look forward to seeing all of you in Houston!

DELTA SIGMA PI: Launch Your Future!
42nd Grand Chapter Congress Registration Form
 August 18-22, 1999 — JW Marriott-Houston



Please type or legibly print all requested information. Use a separate form for each person. This form may be photocopied as needed. Complete logistical information and a hotel reservation card will be sent after this registration is processed. Send completed registration forms to: Delta Sigma Pi; P.O. Box 230; Oxford, OH 45056-0230. Registrations paid by credit card may be faxed or e-mailed.
 phone: 513-523-1907 fax: 513-523-7292 e-mail: registration@dspnet.org

REGISTRATION POLICIES

- Registration fees do not cover any portion of hotel room costs nor meals which are not a part of the Official Convention Program for the respective registration category. Full adult registration tentatively includes the Alumni Lunch, the Grand President Reception-Dance, Professional Rodeo admission and BBQ, Awards Lunch, all Speakers and Sessions, Banquet and Dance.
- The Special Discount Registration Fee schedule is in effect until March 1, 1999. Registrations postmarked after March 1, 1999, will be processed at Advance Registration rates. Registrations postmarked after July 1, 1999, will be processed at the Regular rates. Do not send registrations to the Central Office that would be received after August 10, 1999. Register on-site at the Marriott at the \$250 rate.
- Cancelled registrations will be refunded in full less a 10% per person service fee if the written cancellation notice is received at the Central Office by August 6, 1999.
- Cancellations received after August 6, 1999, are not refundable.
- Transfer of registration will incur a 10% service fee.
- All fees are payable in full, in advance, in U.S. dollars.
- Hotel reservations and other travel arrangements including air or rail reservations, ground transfers, etc., are the responsibility of individual participants. Contact the Central Office for details.
- Participants in the events of the 42nd Grand Chapter Congress are expected to comply with the Delta Sigma Pi Risk Management Policy, state and local laws and guest policies of the JW Marriott Hotel.



Chapter # _____ Member # _____

Full Name _____ Name for Badge _____
 (i.e., "Jim" for "James")

Address _____

City, State, Zip _____ Daytime Telephone _____

E-mail Address _____

In Case of Emergency, Notify _____
 (include name and telephone number with area code)

Special Needs (Health, ADA, etc.) _____

REGISTRATION CATEGORY (check one): Spouse Guest Child

Fraternity Member — Collegiate Alumni Faculty District Director

Current Collegiate or Alumni Chapter Affiliation (list only one) _____

| REGISTRATION FEES | SPECIAL DISCOUNT <small>(postmarked by 3/1/99)</small> | ADVANCE <small>(postmarked by 7/1)</small> | REGULAR <small>(postmarked after 7/1)</small> | ON-SITE |
|--|---|---|--|----------|
| <input type="checkbox"/> FRATERNITY MEMBERS | \$ 185.00 | \$ 200.00 | \$ 225.00 | \$250.00 |
| <input type="checkbox"/> *SPOUSE or GUEST | \$ 150.00 | \$ 150.00 | \$ 170.00 | \$170.00 |
| <small>*Married Brothers registering pay one Member and one Spouse rate.</small> | | | | |
| <input type="checkbox"/> **CHILDREN 15 and under | \$25.00 | \$25.00 | \$25.00 | \$35.00 |
| <small>**Children's registration includes Saturday night meal, but no other meals or other ticketed functions.</small> | | | | |
| <input type="checkbox"/> DISTRICT DIRECTOR or FACULTY | \$170.00 | \$170.00 | \$200.00 | \$225.00 |

INDIVIDUAL EVENTS — Tickets may be available on-site for additional events that are not sold out. Space is limited and preference is given to those with full registrations. Secure great savings and insure seating by fully registering well in advance.

BANQUET/DANCE – Saturday night, August 21st (included in regular full registration) \$55 by 7/1 \$65 after 7/1

RODEO NIGHT (admission/BBQ dinner) – Friday night, August 20th (included in regular full registration) \$55 by 7/1 \$65 after 7/1

YELLOW DOG – Wednesday night, August 18– includes card and induction only (not included in regular full registration) \$10 by 7/1 \$15 after 7/1

FEE PAYMENT **TOTAL FEES:** _____

All fees must be paid in advance. SEE COLUMN AT RIGHT FOR IMPORTANT REGISTRATION INFORMATION AND POLICIES.

CHECK/MONEY ORDER (Payable to Delta Sigma Pi) VISA MasterCard Discover

Credit Card Number _____ Expiration Date _____

Full Name on Card _____ Signature _____

| | | | | |
|-----------------|----|---|-----------------|-----------|
| OFFICE USE ONLY | CB | 1 | AUTHORIZATION # | CONTROL # |
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Magazine 3/17

Congress is Coming!

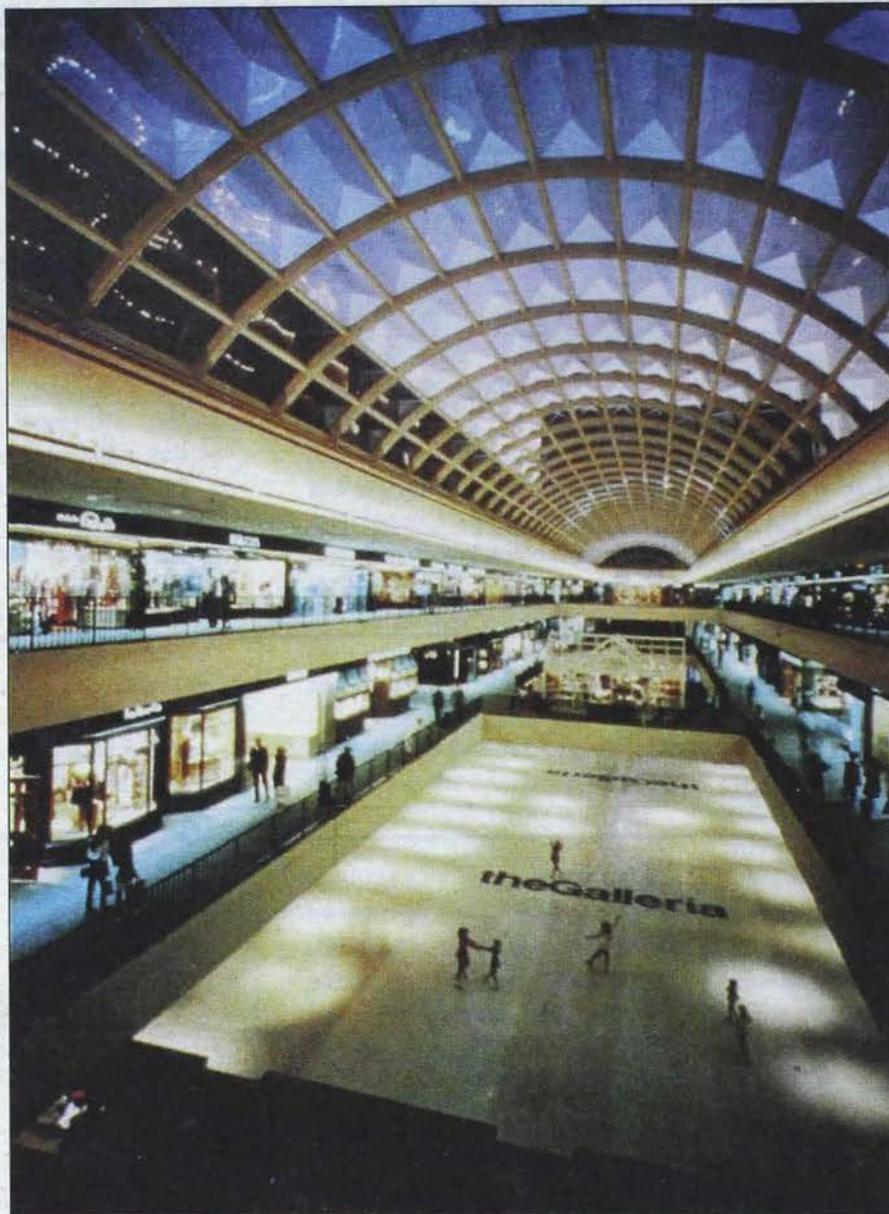
Countdown to Houston

10...
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1...

Ignition...

BLAST OFF !

**Launch
Your
Future!**



The Galleria, a shopping and entertainment complex with more than 350 specialty shops, restaurants, bars and stores, is located across the street from the J.W. Marriott.

Congress Schedule At-A-Glance

Tuesday, August 17 (Suggested Arrival)

- Registration, 10 a.m. - 9 p.m.

Wednesday, August 18

- Registration, 8 a.m. (daily)
- Opening Session, 8:30 a.m.
- Educational/Motivational/Leadership Sessions, 9 a.m.-5 p.m.
- Deltasig Marketplace, Noon-5 p.m.
- Delegate Orientation, 5 p.m.
- President's Reception & Dance; Yellow Dog Initiation (added fee), 8:30 p.m.

Thursday, August 19

- Opening Business Session, 8:30 a.m.
- Silent Auction, Thur/Fri, 9 a.m.-5 p.m.
- Honorary Initiation, Gordon Bethune, CEO of Continental Airlines; Keynote address; Alumni Lunch; Business Session, 10 a.m. - 6 p.m.
- Leadership Academy Reunion, 6 p.m.
- Optional Tours (added fee), evening

Friday, August 20

- Business, National Caucuses; COY Addresses; Awards, 8 a.m.-5 p.m.
- National Awards Lunch, 12:15 p.m.
- Deltasig Night w/Rodeo & BBQ, 6:30 p.m.

Saturday, August 21

- Business Session; Historical & Educational Sessions — Meet an astronaut, 8:30 a.m.- 4 p.m.
- Leadership Foundation Reception, 6:30 p.m.
- Banquet & Ball, 7 p.m.

*More information on page 22;
Registration form on page 23.*



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