

THE

# DELTA SIG

JULY 2004

The Journal of Delta Sigma Pi—America's Foremost Business Fraternity

"Shining On"  
in Orlando

Grand Chapter Congress  
August 10-14, 2005



# Five Chapters — 175 New Continues

Spring 2004 was a season of chapter growth as Grand President Kathy Jahnke presented four new chapter charters and reinstated another. Over 175 students and faculty members were initiated—with Brother Jahnke presiding over all.

The celebrations began February 21 in Miami when Florida International became host to the Xi Omega Chapter. As this was the third local chapter established, the Mayor of Miami-Dade County issued a proclamation declaring February 21 Delta Sigma Pi Day. On March 27, Radford in Virginia was granted a charter to become the Omicron Pi Chapter. April 17 brought the reactivation of Beta Sigma Chapter at St. Louis—which had been inactive since the 1968-69 academic year. Two new charters were awarded in May, the first on the 15th to the Omicron Rho Chapter at Cornell in Ithaca, N.Y., which had the Fraternity's largest pledge class this year with sixty-two pledges. Wrapping up the year, May 22, was the granting of the Omicron Sigma Chapter charter at California-San Diego.

Following the membership initiation ceremonies, each group had an installation banquet where parents, friends, and other brothers observed the chartering presentation and joined in the celebration. Each chapter was also presented with an engraved gavel and a plaque from the Leadership Foundation to record the winners of the Scholarship Key at their respective university.

## Florida International

Florida International was established by state legislature in 1965 and began its first classes in 1972. Though one of the newer public colleges in the United States, it is now also one of



TOP: FLORIDA INTERNATIONAL brothers take time out for a picture after becoming the newest members of Delta Sigma Pi on February 21. ABOVE LEFT: CORNELL brothers are all smiles during one of their first group photos together. ABOVE RIGHT: New RADFORD brothers celebrate the granting of their charter, March 27.

the largest with over 32,000 students. The College of Business Administration, department of economics, and School of Hospitality management enroll over 4,000 students eligible for consideration in the Fraternity.

As a colony, Xi Omega conducted a professional program featuring speakers on leadership, marketing, management, and investing. Their community service program included events with Special Olympics, Relay for Life, Habitat for Humanity, and the Possible Dream Foundation. Pledging was conducted by Golden Council member Carlos Hazday, *Miami-Florida*.

# Members — Deltasig to *Grow!*

## Radford

Radford (situated in southwest Virginia, not far from Blacksburg) began in 1910 as the State Normal and Industrial School for women. In 1944, they were consolidated with Virginia Polytechnic Institute as the women's division and named Radford College. Today, the co-educational enrollment exceeds 9,000 students, 1,400 of which are in the College of Business and Economics.

As a colony, Omicron Pi had the largest colony attendance at Fraternity conferences by sending multiple members to events in Atlanta, Richmond, Nashville, and Charlotte. They exceeded all requirements to obtain a charter by conducting eleven professional events and ten service projects. Some of these included a tour of the Newport News Shipyard, a professional dress workshop, speakers on investments, Roberts Rules, resumes and interviewing, Cracker Barrel Operations, Amerisuites Hotel Operations, and teambuilding. Omicron Pi conducted fundraisers for the American Heart Association, participated in Special Olympics, a Red Cross Blood Drive, a Martin Luther King Day event, visits to nursing homes, and a clothing drive for the Salvation Army. Pledging was conducted by Erin Wilcke, *Virginia Tech*, and District Director Donna Zachman, *North Florida*.

## St. Louis

This university is home to Beta Sigma Chapter, which first established in 1946 and initiated 922 men until 1968. The private Catholic Jesuit university was chartered in 1832 as the first university west of the Mississippi River. Today, 11,000 students are enrolled, over 1,400 of which are in the John Cook School of Business. (John Cook is also a brother.)

While working to reactivate the chapter, the colony attended several events with the St. Louis Alumni Chapter, hosted speakers on ethics, employment benefits, networking, and co-sponsored a campus leadership conference. Some of their service events included fire safety awareness, Relay for Life, Lung Association Asthma Walk, fundraisers for St. Judes Children's Hospital, holiday toy drives, donations to Ronald McDonald House and



*Representatives for the Delta Sigma Pi Leadership Foundation present Scholarship Key Plaques at all installations and reactivations. Leadership Foundation Trustee and Past Grand President Randy Hultz presents the plaque to Courtney Sauget, Vice President-Scholarship and Awards at ST. LOUIS.*



*CALIFORNIA-SAN DIEGO brothers proudly display their Scholarship Key plaque.*

hosting a Halloween party for an elementary school.

A number of Beta Sigma alumni, from prior to 1968, supported the reactivation in various ways. District Director support was provided by Lou Maull, *Loyola-Chicago*, and Dan Watkins, *Southwest Missouri State* and the group was pledged by Kevin Weber, *Missouri-St. Louis*. Additional involvement and support was provided by graduate student affiliate Virginia Gillespy, *Texas-Arlington*.

## Cornell

Cornell was founded in 1865 by New York Senator Ezra Cornell who donated his farm and his own money. In 1945, Cornell joined seven other universities to form the athletic Ivy League. Delta Sigma Pi is represented among several schools and departments including the School of Industrial and Labor Relations, School of Hotel Administration, and department of economics.

Among the colony's professional events were ethics films, an etiquette dinner also serving as a fundraiser and speakers on careers, investment banking, resumes, and the effects of fraud. The community benefited from their efforts through several events with the American Red Cross, Nature Clean Up, a soup kitchen, nursing home, and hosting a health fair. Pledging was conducted by District Director Kelly Northridge, *Nevada-Reno*, also a Cornell graduate student. Golden Council member Nick Steinkrauss, *Suffolk*, also provided much support.

## California-San Diego (La Jolla)

This university is one of ten campuses in the University of California system, enrolling over 24,000 students. The campus was formed during the 1950's, though its origin traces back to 1912 when the Berkeley campus located a marine field station in La Jolla. The Omicron Sigma Chapter was approved for a charter by the department of economics.

The colony conducted some unique fundraisers such as participation in a psychology/communications research experi-

*(continued on page 33)*

# THE DELTASIG

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**Note to Contributors:** The number of digital  
images being contributed to *The DELTASIG* has  
increased. The common settings on digital  
cameras are at 72 dpi and although that is fine  
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format such as .tif or .jpg). We can work some  
magic on low resolution or dark pictures, but  
generally the quality of our publication suffers.  
We are always happy to receive copies of  
photographs taken by conventional print  
cameras—and highly encourage this method.

## CONTENTS

### A Season of Growth – 2

The brotherhood has never been  
stronger as four chapters join and one  
returns. Congratulations to Florida  
International, Radford, St. Louis,  
Cornell and California-San Diego.



### A Century of Brotherhood – 6

See where it all began as we continue our historical series. Revisit the first issue  
of *The DELTASIG*, or experience it for the first time.

### That's a Wrap! – 10

Relive highlights from the 2004 LEAD Provincial Conferences in Houston,  
Pittsburgh, Albuquerque, Charlotte and Detroit.

### Doin' It With Pizzazz – 14

2004 National Collegian of the Year Stephanie Menio shares three rules to live by  
and the provincial, regional, and chapter COYs are revealed.

### COVER STORY – 38

### "Shine On" in the Land of Mickey, Shamu and E.T.!

Learn more about Orlando — the host to Grand Chapter Congress 2005! Brothers  
will join Shamu and friends for a special Deltasig party during the convention.

## DEPARTMENTS, etc.

Fraternal Forum...5

On Campus...12

Beyond Campus...18

Press Releases...21

Miami-Ohio Brother Pursues Entrepreneurial Dream...26

Deltasig Fights Domestic Violence...28

Letters...29

Leadership Foundation...30

Leadership Profiles...32

Notes...33

Successful Career Decisions...34

Brotherhood Network...36

Water Cooler...37

# Time, the Limited Commodity

"I just don't have time."... "I had 3 hours, where did the time go?"... "If only I had more time in the day." I am assuming you have either personally said or heard another person utter one of the phrases above. Collegiate brothers know all too well how sparse time can be in college. After making time for studying, sleeping, working, socializing, and the list could go on, there is very little left over for anything else. For many alumni brothers, the time commitments are just as tight and go a little something like: working, working, working, family, socializing, and sleeping.

So, the question becomes, do you really have time to do everything that is important? For many, the answer is yes, you do have time. For some, however, you may think the answer is no. However, in my opinion that person just needs to get their list of what is important narrowed down to what can fit into a normal day, week, month, or year.

My list, while it may be obvious, contains Delta Sigma Pi as one of those aspects of my life that is *important* to me, thus I *make* time. Of course, I don't really make time—instead I just prioritize my activities, making sure everything that is important gets some attention depending on its significance. This is not a new concept for anyone, but while most everyone knows this, how many people actually practice it all the time?

You may be asking yourself why I am writing this article if the concept is so obvious. The answer is twofold. First, after serving on the Board of Directors for two years, as the 2002 Collegian of the Year, I have seen first hand the *importance* brothers place on Deltasig and the time they seemingly *create* to advance its purpose. Second, I think all brothers feel the importance of the Fraternity, but may not contribute up to their potential because of time!

My travels have taken me to LEAD events, Provincial Councils, Grand Chapter Congresses, installations, and



Board Meetings. Pick any one of these events and you will find an overwhelming number of brothers and pledges who have given time to the Fraternity. It is not difficult to see. One experience I had recently, along with many of you, involved over 1,000 brothers traveling to Palm Springs to take part in a Grand Chapter Congress hotter than any other. I was amazed when I saw the hard work and dedication put forth by colony members in order to receive their charter. What about a LEAD Provincial Conference or LEAD School where hundreds of brothers take part in a weekend of education, brotherhood, and fun? And then there are the Board Meetings. While many of you do not see the dedication first hand, I can tell you those board members dedicate an entire weekend (meaning from 8:00 AM to 11:00 PM) of planning, strategizing, and taking care of other fraternal matters. Those first-hand experiences all demonstrate the importance that thousands of different brothers (both alumni and collegiate) place on the Fraternity and the time

they are willing to create for its advancement.

There are, of course, hundreds and thousands of various instances of brothers placing the importance of the Fraternity high on their lists. I also realize there are brothers who do not meet the expected level of participation. I know these brothers are not

bad brothers, instead they have a different ranking of where Delta Sigma Pi fits in with other priorities in their life. That is okay! We have to understand that Deltasig cannot and will not be #1 for all brothers. For one thing, it wouldn't make for a very effective Fraternity! For those brothers who have Deltasig towards the bottom of their list, or even off the list completely, I would like to remind you of the commitment you made to the Fraternity and to your fellow brothers. Whether you made that commitment last month, several years, or even several decades ago, remember what Deltasig meant to you then and reevaluate what it means now.

You do have a choice in how you allocate your time. So, the next time you hear about a Delta Sigma Pi professional event, a national conference, or an opportunity to give your time in other ways on a local or national level...stop yourself from saying "I just don't have the time." Once you have stopped, think about what is important to you and make sure to keep in mind your commitment to the Fraternity, what others in the Fraternity do, and the limitless opportunities you have available. Let that be an inspiration to you, as it is for me. ▲

Fraternally,

Kevin McLean  
2002 National Collegian of the Year



Kevin McLean  
2002 National Collegian of the Year

"Fraternal Forum" allows elected leaders, staff, and interested members 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.

# Delta Sigma Pi Over the Years

## Exploring the Growth of America's Foremost Business Fraternity

**A**s our 2007 Centennial approaches, we will continue chronicling the first 100 years of the Fraternity. Different time periods throughout the Fraternity's history will be examined as we bring to light the important events (and commentaries) that have helped shape us into what we are today. Over the past 100 years, we have seen world wars, stock market crashes, the assassination of a President, The Great Depression, an historic moon landing and the loss of a nation's innocence on September 11, 2001. The Fraternity has experienced the relocation and construction of a Central Office, the induction of female members, the closing (and re-opening) of many chapters, and the induction of its 200,000th member.

As we continue this series, we revisit the first issue of *The DELTASIG*, then called *The Deltysig*, as well as other memorable submissions pieced together from other early issues. In addition, check out what significant events occurred in 1907, our founding year!

*All excerpts are reprinted exactly as originally stated.*

### Wed, January 10, 1912

This first issue of *The DELTYSIG* for 1912 wishes all the brothers a most successful and happy new year.

Let us all work together, now for a larger and stronger Fraternity. To do this we must put our shoulder to the wheel and help it over the rough spots in the road to prosperity.

The year of 1911 has been one well worth putting a big X on. We have conducted successfully a summer home in which our brothers were able to spend many a jolly week-end. Then again this fall we secured a fine apartment at 68 Washington Square South and furnished it up in great style. This is really the right sort of progress. Will we do as well for Delta Sigma Pi in 1912? If we pull together as in the past we will do better. Join the ranks of the progressives now.



*Samuel Vettraino receives the Loyalty Cup from fellow Detroit brother Warren Sterling.*

### January 11, 1914

Our new house at 132 W. 4th St. just off the Square, marks the biggest single advance our fraternity has ever made... Completely located, tastefully decorated and with plenty of room to hold informal dances and receptions it is proving more and more a center for social activities the like of which we have never before been able to enjoy.

### March 7, 1914

*DELTASIG* has been definitely recognized by the National Organization as the official fraternity publication... A big new field of vital importance to every man will be open beginning next month.



*Northwestern-Chicago brothers clown around during a meal at convention.*

### **November 2, 1914**

THIS IS A SPECIAL EDITION issued at this time to call more than usual attention to the biggest event of the year, the inauguration of the series of special talks by outside experts to be given at the New York fraternity house during the coming months.

### **January 1, 1915**

We have now reached the point in our progress where these limited pages do not suffice to contain the current news. With every number we have to slash really interesting copy; but it has come to the point where even that is not enough. So beginning with this number and until our increasing circulation allows of the use of type we are going to drop out unnecessary words and abbreviate wherever feasible. We're going to ask you to appreciate its necessity and put up with it for a little while.

### **December 30, 1915**

To be a good loyal Fraternity man, you should pay your dues, attend the meetings, support the affairs, bring around some new men, eat your stray dinners at the House, buy a bond, join the Graduate Chapter and, when you get fired, insist that the Fraternity get you a better job at once. Gosh! It takes a whole lot to be a good loyal Fraternity man. But if you accept even a few of these obligations the Fraternity will prosper, maybe get some more Chapters and generally it will be a good successful year. . . . It has happened this way in the past and our boys are all the best people on earth.

## **The Year 1907**

The founding of Delta Sigma Pi wasn't the only event to occur in 1907. Check out what else was going on around the world.

- January 6**—Maria Montessori opens her first school and daycare center for working class children in Rome
- January 14**—An earthquake in Jamaica kills over 1,000 people
- May 27**—A Bubonic plague outbreak begins in San Francisco
- June 15**—44 nations meet in the second Hague peace conference
- July 29**—Sir Robert Baden-Powell founds the Boy Scouts
- August 13**—New York City Cab Company (Yellow Cab) founded
- September 26**—New Zealand becomes a dominion
- October 1**—Plaza Hotel opens in New York
- November 16**—Indian Territory and Oklahoma Territory become Oklahoma and admitted as the 46th state (New Mexico, Arizona, Alaska and Hawaii yet to come)
- December 31**—1st ball drop at Times Square to signal the New Year



*Detroit brothers share a moment of brotherhood.*

### **January 1922**

Initiative has been defined as energy or aptitude displayed in the initiation of action, especially of action that tends to develop or open out new fields. This initiative is one of the essential qualities of an operative-ness, perseverance, competitiveness, appearance, refinement, and open-mindedness.



*Brothers from Alpha Kappa at Buffalo kept each other in line.*

## May 1929

May I mention briefly four qualities, which go to make up character. The first is integrity. We put our money in a bank with a sense of security because we believe in the integrity of those in charge. In second place, character implies obedience to law, irrespective of whether one likes the law, believes in it or opposes it. A third requisite of character is clean living. A new emphasis on high ideals of personal living is greatly needed in business today. The fourth and final quality which I would mention is singleness of purpose or loyalty. Nothing truer was ever said than that "no man can serve two masters." No gain to be derived from undertaking to ride two horses at the same time can begin to equal the satisfaction thus realized.

*By John D. Rockefeller, Jr.*



*Recognize any of these Kentucky brothers?*

## May 1956

*The Grand President's Column  
(J. Harry Feltham, Johns Hopkins)*

This issue of *The DELTASIG* brings us to the close of another college year. True to the way of life, it has meant to us much joy but some sorrow; serious problems, lots of hard work, yet many rewards. . . . Delta Sigma Pi is a lifetime choice. One of the rewards of this choosing is the fact that while you have been completing your education at college, you have been cultivating friendships with men of character and business ethics that are the highest. When we leave college, we find even a deeper meaning in Delta Sigma Pi because it is then we enter into the Fraternity's alumni clubs, where the more mature and already established business men of our Fraternity are meeting, exchanging ideas and helping each other wherever possible.

## November 1956

On September 1, just about one year from the date the construction contract was signed, Delta Sigma Pi moved its Central Office from 222 West Adams Street in Chicago, where it had been since 1926, to its new building on 330 South Campus Avenue in Oxford, OH. . . . In August the Grand Council of Delta Sigma Pi held its annual meeting in Oxford to view first-hand the progress that was being made on the building in which The Central Office will live.





*Cal State-Chico brothers send delegates to the Western Regional Convention.*

### May 1958

“Delta Sigma Pi Enters Latin America With Delta Mu Chapter Installation”

The truly international character of Delta Sigma Pi was expanded further when on Saturday, March 8, Delta Mu Chapter was installed in Mexico City College, Mexico. This, as far as we know, is the first American College Fraternity Chapter to be established in Latin America.

### March 1959

“A Word from the Central Office”

As we write this the activities of the first semester of the 1958-59 college year have come to a close. From our vantage point at The Central Office, we note added strength in our undergraduate chapters. Not only are they stronger in terms of numbers of members, but also in program and general campus acceptance. Thus far, this college year has the ear marks of being one of the greatest in Delta Sigma Pi's history. All of our activity at The Central Office in the months to come will be directed toward making this a reality.

### Other 1907 Happenings...

- ▲ The Diamond Sutra (a Buddhist Scripture) of AD 886 is discovered... it is dated as the earliest example of block printing.
- ▲ The Autochrome Lumière is the first color photography process marketed.
- ▲ Writer Rudyard Kipling won a Nobel Peace Prize.
- ▲ First Ben-Hur movie filmed.
- ▲ Actress Katherine Hepburn born.
- ▲ Chicago Cubs vs. Detroit in World Series
- ▲ Radiometric dating sets world age at 2.2 billion years.
- ▲ Fall of stock market sparks financial panic across U.S.
- ▲ President of the United States: Teddy Roosevelt
- ▲ 2.8% unemployment

### Facts on The Big Apple—Home to Deltasig's Alpha Chapter at New York

- 1898**—The five boroughs incorporate into one as “Greater New York”
- 1892-1924**—12 million immigrants through Ellis Island alone
- 1908**—A young Bob Hope arrived at Ellis Island from England.
- 1912**—Titanic set to arrive April 16, it sank April 14.
- 1913**—The Woolworth Building (the “Cathedral of Commerce”) was the world's tallest building until 1929.
- 1929**—Stock market crash.



*Deltasig Roses from Marquette.*



It was all smiles at the Houston Provincial where brothers from many regions caught up with old friends and met Past Grand Presidents Bill Tatum, Mike Mallonee and Norm Kromberg.

## Announcing the 2005 LEAD Provincial Conferences

### Northeastern

Washington D.C.

February 4-6

Marriott Dulles, Washington D.C.

### North Central

Lisle, IL (Chicago suburb)

February 18-20

Hilton Lisle

### Southern

Birmingham, AL

February 18-20

Birmingham Hilton

### South Central

Kansas City, MO

February 25-27

Hilton Kansas City Airport

### Western

Reno, NV

February 25-27

Reno Hilton

Register at [www.dspnet.org](http://www.dspnet.org).

# LEAD Provincial Conferences— *Houston, Pittsburgh, Albuquerque, Charlotte, I*

**Leadership and Excellence Academies for Deltasigs (LEAD)** provide a premier opportunity to maximize your potential. LEAD events offer excellent programs through which you can further develop your professional, personal and leadership skills. A variety of LEAD events are offered year-round by Delta Sigma Pi, including: Schools, Provincial Conferences, Volunteer Leadership Workshops, LeaderShape® and the educational programs at Grand Chapter Congress. All members of Delta Sigma Pi, collegiate and alumni, benefit from these excellent educational experiences. Deltasigs are discovering that LEAD offers the best in the journey for professional, personal and leadership growth.

It was another successful round of conferences, for the attendees, the Fraternity *and* the Leadership Foundation—over \$24,000 was raised to support scholarships and educational programs. In total, nearly 1,300 attended the five events, of which nearly 10% joined the Grand President's Circle.

Houston proved very successful having the highest attendance of national leaders, as well as three past grand presidents. The highlight of the weekend was a moving speech by George



The Houston Provincial had the honor of welcoming founder Henry Albert Tienken's son George, *Georgia State*, and wife Judy (center). On hand to welcome them were Grand President Kathy Jahnke and Past Grand President Norm Kromberg.



Brothers enjoy some down time in Pittsburgh. Speakers at the conferences included Brad Karsh with JobBound, Joe Mayne with the Mayne Speaker and Tim Augustine with The Herman Draack Company. Collegian of the Year, individual recognition awards and Leadership Foundation presentations also took place during the Provincials.

Tienken, *Georgia State*, son of founder Henry Albert Tienken, after receiving his Silver Helmet award. Duckie Webb, *Houston*, was recognized for his many contributions to electronically advance the awards and recognition processes of the Fraternity via the web site. Also during the weekend, Leadership Foundation and Centennial Steering committee meetings were held.

Pittsburgh brought in the most attendees of any LEAD Provincial with close to 300 brothers. In fact, due to the large turn-out, the final banquet had to be held across the street at Heinz Field, home of the Pittsburgh Steelers. It was at the banquet that 2004 National Collegian of the Year Stephanie Menio, *Pittsburgh*, was presented her award. Presenter Joe Mayne, *St. Cloud State*, once again wowed

# — 2004

## , Detroit



Networking and group interaction are some perks of a conference, like this one in Detroit. Attendees gain insightful information from the wide array of activities offered.

the crowd with his Saturday morning keynote and the weekend was kicked off with a Mardi Gras party hosted by the Pittsburgh Alumni Chapter.

Albuquerque saw the honorary initiation of city Mayor Martin Chavez. Brad Karsh of JobBound led a motivational keynote address and several sessions, as he instructed attendees in the art of interviewing. Brothers were also unexpectedly greeted with snow...lots of snow. Proving that provincials are nothing if not always full of adventure!

Speaking of snow, Charlotte attendees had quite a surprise when they were greeted with *13 inches* of the white stuff. Despite the harsh weather, Deltasigs persevered and the event went on.

The weekend in Detroit started with a karaoke night hosted by brothers from Wayne State-Michigan. Keynote speaker Tim Augustine, *Kent State*, was at the top of his game with a motivating address to those in attendance. Several alumni were recognized during the weekend—Clarence “Red” Frank, *Detroit*, received the Cornerstone Award recognizing his contributions of over \$5,000 to the Leadership Foundation and Ben Larson, *Indiana*, was recognized as being the 200,000<sup>th</sup> initiate of Delta Sigma Pi. ▲

## The Countdown Has Started!

Visit [www.dspnet.org](http://www.dspnet.org) for 2004 LEAD School registration.

### Minneapolis LEAD School—October 16

Registration Fee: \$35 if received by 9/23, \$50 after 9/23

#### Minneapolis Marriott City Center

30 South 7th Street, Minneapolis, MN 55402

800-228-9290 or 612-349-4000

Rate: \$105/night + tax for 1-4 people

Reservation must be made by 9/24.

Mention Delta Sigma Pi for discount rate.

### Riverside LEAD School—October 23

Registration Fee: \$35 if received by 9/30, \$50 after 9/30

#### Riverside Marriott

3400 Market Street, Riverside, CA 92501

800-228-9290 or 909-784-8000

Rate: \$99/night + tax for 1-4 people

Reservation must be made by 9/30.

Mention Delta Sigma Pi for discount rate.

(All meetings will be held at the Riverside Convention Center—directly across the street from the hotel.)

### Tampa LEAD School—October 30

Registration Fee: \$35 if received by 10/7, \$50 after 10/7

#### Doubletree Hotel Tampa Westshore Airport

4500 West Cypress Street, Tampa, FL 33607

800-222-8733 or 813-998-2214

Rate: \$89/night + tax for 1-4 people

Reservation must be made by 10/6.

Mention Delta Sigma Pi for discount rate.

### Buffalo LEAD School—October 30

Registration Fee: \$35 if received by 10/7, \$50 after 10/7

#### Buffalo Niagara Marriott

1340 Millersport Highway, Amherst, NY 14221

800-334-4040 or 716-689-6900

Rate: \$89/night + tax for 1-4 people

Reservation must be made by 10/8.

Mention Delta Sigma Pi for discount rate.

### New Orleans LEAD School—November 13

Registration Fee: \$35 if received by 10/21, \$50 after 10/21

#### Radisson Hotel New Orleans

1500 Canal Street, New Orleans, LA 70112

800-333-3333 or 504-522-4500

Rate: \$99/night + tax for 1-4 people

Reservation must be made by 10/20.

Mention Delta Sigma Pi for discount rate.

## On Campus



**BUFFALO**

### Bowling Green/Theta Pi

We saw a revived community service spirit over the semester. We tried several new activities and had a lot of fun! Our chapter sold candy grams and asked for donations from the community to raise money for the American Heart Walk of the American Heart Association. After assembling many candy grams, and through the generous help of the community, we raised over \$1,450! We organized a bingo night at a local nursing home—and even taught a 102-year-old woman to play bingo for the first time. Ronald McDonald House and the Humane Society also benefited from our services. Our final activity involved being pen pals with kids from a local day care. At the end of the year, we held a picnic to meet our pen pals. Potato sack races and an indoor picnic made for a great afternoon! We encourage other chapters to try out new events! It increases enthusiasm, gets members excited, and can be a lot of fun!—*Matt Richard*

### Buffalo/Alpha Kappa

This spring we held weekly study sessions, to further our academics, and several brotherhood events (including volleyball, basketball and bowling), to help us relax and have a good time. We had an alumni night in which several Buffalo alumni came to our meeting—we learned valuable chapter history from them as well as getting to know them on a more personal basis. We held five professional events with speakers from businesses such as Aldi, NorthWestern Mutual and Jim Cipriano, a representative from a job-placement agency, who spoke on negotiating



**CALIFORNIA-BERKELEY**

job offers. Our chapter put in a lot of hard work this semester with fundraising and community service events. One major community service event was 'Kid's Day,' where we sold newspapers to raise money for underprivileged children. Another successful community service event was a blood drive held with a turnout of more than 100 people. Finally, we held a credit card application fundraiser that proved to be most successful.—*Julie Van Erden*

### California-Berkeley/Rho

As we sat together watching the sunset on our last night in Puerto Vallarta, Mexico, we reminisced about all the good times we have had as Deltasigs. This spring break trip was just another episode in the long history of our chapter demonstrating our commitment to one another.

Among the various activities in which we participated, the hike up a mountain to see a gorgeous waterfall stands out in our minds. The long hike up a virtual wasteland was at times trying and discouraging. When faced with adversity (even as trivial as hiking up a mountain), we

can always turn to each other for help. With encouragement from each other, we all made it up to the waterfall and were able to take in the beautiful scenery, hidden away in the depths of the mountain.

Later that same day, our brothers braved the jellyfish infested waters to snorkel in the Pacific Ocean. We took a detour over a rainforest canopy, gliding from tree to tree, in cable harnesses. The adventures we had exploring the landscape of Puerto Vallarta showed our sense of brotherhood in action.

We also experienced some cases of food poisoning and one frantic trip to the emergency room for stitches. Despite the few setbacks, our brothers continued to persevere on our quest for spring break fun. The tasting of local cuisine (we recommend the shrimp tacos), dancing the night away, and talking till sunrise, we filled every moment of our trip with memories.

Now, as graduation looms near, and seniors prepare for departure, the brothers of Rho are left with these memories of our brotherhood to treasure. No matter what, we'll always have Mexico!—*Hannah Ko*

### Cal State-Fullerton/Lambda Sigma

On April 24, we celebrated National Alumni Day with a barbeque. At the event, some of our spring pledges had the opportunity to interact with alumni brothers, including some from other chapters. It was a great day at Brother Sheth's house, who graciously offered his home to hold the event. At the conclusion of the event, a special awards ceremony was held. This ceremony was put together so that we could recognize the alumni brothers who continuously keep giving back to their home chapter. Overall the event was a great turnout. There is no better feeling than having our alumni come back to support their home chapter. We would like to thank all the brothers that attended the event, including Stefan Perez, Valerie Martinez, Ross Asis Jr., Haun Huyunh, David Ranson, and Corey Polton. We would also like to thank the brothers of the Lambda Phi Chapter for joining our event.—*Helen Thai*

### Illinois State/Iota Chi and Western Illinois/Lambda Omicron

Our chapters recently had the opportunity to participate in an inter-chapter exchange. The event took months of planning, but immediately paid off the moment the chapters met.

The brothers responsible for organizing the event were Curtis Benson, *Western Illinois*, and Mike Rizzudo, *Illinois State*. Although travel was involved, many brothers took part in this day of fun and enjoyed a day of sun and softball. Much was learned from our exchange, including new and exciting fundraising ideas. With this experience, we were not only able to grow personally and professionally, but also able to gain the knowledge and insight of our fellow brothers.

—*Leslie McFarron*



**TEXAS-ARLINGTON** brothers, celebrate the end of another intramural game.

## On Campus



*INDIANA* brothers Megan Kendall, Erin Riggs, Samantha Lofgren and Laura Robison at the National Alumni Day Cookout. Over 30 alumni returned for the Little 500 weekend. Events included Charity Jello-mania, a "pre-race breakfast," and the cookout.



*TRUMAN STATE* brothers celebrate their Rose Formal at Lake of the Ozarks. Throughout the semester, the chapter bonded at various brotherhood events including board game night, ice cream parties, bowling, and their 13th Annual 5K Walk/Run for Cystic Fibrosis.

### Nebraska-Omaha/ Gamma Eta

This semester we started a new fundraising tradition and hosted an event called Rock and Bowl 2004. Organizations from around campus were invited to compete in a bowling tournament, charging teams \$30 for a team of four to participate. At the completion of the tournament, we had a local band, Liquid Static, play in the alley we rented. Every participant got a raffle ticket and others could purchase one for a dollar. We had a \$2 cover charge to watch the band. At midnight we had a drawing for raffle prizes—all of which were donated by area businesses. Rock and Bowl proved to be very successful. We raised money, strengthened connections with area businesses and secured participation from other fraternities and the

student government. All who were there had a great time and saw firsthand how Delta Sigma Pi mixes business with pleasure.— *Megan Tracy*

### Nevada-Reno/Delta Pi

Imagine having your deepest wish come true. On April 10, our chapter helped make the dream of home ownership come true for two families by volunteering at Habitat for Humanity. Brothers donated their time and tools to the construction of walls and window frames. "We had so much fun," said Brother Tori Simcoe. "It was great to work with the families that would eventually live in the houses we were helping to build. I can't wait to do it again." Not only were homes constructed, teamwork among the brothers was built. This experience impacted the brothers so much that



*TEXAS CHRISTIAN* brothers at the Cook Children's Medical Center in Fort Worth, where they colored and played Bingo with the patients.



*NORTH CAROLINA-GREENSBORO* brothers celebrate National Alumni Day by putting together a picnic for local alumni.

the chapter has agreed to make Habitat for Humanity a regular community service event.

We have also been assisting second grade ESL (English as a Second Language) students at Echo Loder Elementary. Through a bi-weekly pen-pal program, brothers keep in contact with one of 25 second grade students. "The kids are so excited about the program, their teacher says they talk about it for days after they get their letters," said Brother Kelsey Walker, Vice President-Community Service. Due to this relationship, brothers decided to further volunteer their time and read stories to the children in the ESL class.

Our chapter is more excited about community service than ever before, and we've decided to do both activities every semester.

— *Cassandra Azzam & Julie Newton*



*Brothers from WAYNE STATE-MICHIGAN* are all smiles while volunteering at a local Detroit area soup kitchen.

### St. Thomas/Nu Tau

Our chapter became pioneers for a volunteer program with Junior Achievement. The Dean of the Business Division introduced the program to us with great hopes of planting the seed with our chapter and later expanding the program to the whole campus. It is an honor for us to start the program and a great opportunity to help local elementary and high schools learn and understand the basic concepts of business. Junior Achievement is a program that fell exactly into the purpose of Delta Sigma Pi, preparing youth for the commercial world. The program allowed brothers to better learn the simple concepts themselves, as well as build a professional relationship with the organization. We also hosted our first Presidential Luncheon. This event allowed brothers to meet and discuss topics concerning the chapter in a casual setting. Brothers voiced their opinions on dislikes, changes, and ways to better the chapter. Overall, we are proud of our accomplishments and would like to congratulate all 21 of our newly initiated brothers.—*Nadine Yang*

# COLLEGIANS OF

## “Think Big...Be Flexible...Do It with Pizzazz”

by Stephanie Menio, Pittsburgh, 2004 National Collegian of the Year



*Stephanie Menio, Pittsburgh (second from left), receives the National Collegian of the Year plaque from Vice President-Organizational Development Claire Sammon Roberts, Northeastern Provincial Vice President Mark Chiacchiari and Past Grand President Randy Hultz. She joins the Fraternity Board of Directors in August and will serve a two-year term. She served as chapter president, chapter consultant (a position created for her as an extension of her chapter's executive committee), social chairperson, member of the awards and banquet committees, and vice president-fundraising.*

When I began my collegiate career at Pittsburgh, I adopted a personal motto to guide my decisions throughout life—“Think Big...Be Flexible...Do It with Pizzazz.” In the spring of 2001, I researched a number of student organizations at Pittsburgh and the only one that fit my motto was Delta Sigma Pi.

When I “Think Big,” I am referring to the tremendous resources and international focus that Delta Sigma Pi offers. Every LEAD event, Congress, or chapter initiation is taken to the highest level. From the Board of Directors down, there is a feeling that nothing is out of reach or too big to accomplish when you have brotherhood. With the new colonies being installed, Delta Sigma Pi is growing and others now have the opportunity to achieve their dreams on the Fraternity's grand scale.

“Be Flexible” encompasses the opportunity for every brother to implement their ideas to make the Fraternity stronger. We are always looking for exciting new business approaches to maintain the highest standards of professional development. We do not accept the status quo and are not too rigid for improvement. We may bend, but we will never break because we have the flexibility to adjust to life's trials and tribulations.

“Do It with Pizzazz” is brotherhood. When I first met the brothers of Lambda that spring, their sense of brotherhood was truly illuminating. The sense of pizzazz intensified during national events when the leadership and staff took that enthusiasm to motivate us in workshops. Pizzazz is the excitement you felt when receiving your badge during initiation or when you finally completed the strategic planning for the upcoming year. Delta Sigma Pi is the foremost business Fraternity because we have that extra pizzazz to put us at the top.

Take this motto and use it. Believe in yourself and your collegiate and alumni chapters and anything is possible. I am extremely excited to be your 2004 National Collegian of the Year and I look forward to meeting each and every one of you. Together we will, “Think Big...Be Flexible...and Do It with Pizzazz.”

## Clyde Kitchens/Thoben Elrod 2004 Collegians of the Year

Each year, collegians from every chapter who demonstrate what it truly means to be a Deltasig, are chosen as collegians of the year.

The following criteria, in order of importance, are taken into consideration in the selection of chapter candidates, the regional and provincial winners, and finally the selection of the National Collegian of the Year: Fraternity involvement, leadership, and commitment; university or college and/or community involvement, leadership, and service; pursuit of professional development through courses and work experiences; and scholastic average, including all courses completed prior to chapter nomination. Other criteria considered includes, in no particular order: ability to represent the Fraternity on the National Board of Directors, leadership ability, dependability, responsibility, honesty, integrity, sincerity, moral character, personality and professional attitude.

Regional winners are selected by a committee appointed by the Regional Vice President. One provincial winner is selected by each Provincial Scholastic Development and Awards Committee. Each provincial winner is eligible to be selected as National Collegian of the Year. The National Scholastic Development and Awards Committee selects the national winner.

Regional Collegian of the Year winners received a pearl and ruby badge and a \$400 award from the Delta Sigma Pi Leadership Foundation made possible by the Clyde Kitchens/Thoben Elrod Scholarship Fund and Sidney Sparks Scholarship Fund. Provincial Collegian of the Year winners, in addition to their regional awards and recognitions, will receive an additional \$500 scholarship (only if they enroll in graduate studies within five years after being selected). The national winner also serves as a voting member of Delta Sigma Pi's Board of Directors for a two-year term

# THE YEAR



Nicole Smith



Eric Steele



Jane Ackerson



Thomas Gilbertson



Michael Hayes



Tiffany Lawrence

and becomes eligible for a \$3000 graduate scholarship from the Delta Sigma Pi Leadership Foundation made possible by Mr. and Mrs. Sidney A. Sparks.

### North Central Province

Nicole Smith, *DePaul*—Provincial and Great Lakes Regional COY

### CENTRAL REGION

Eric Steele, *Indiana*

### GREAT PLAINS REGION

Jacob Petersen, *Wayne State-Nebraska*

### HURON REGION

Jane Ackerson, *Western Michigan*

### NORTH CENTRAL REGION

Thomas Gilbertson, *St. Thomas*

### Northeastern Province

Stephanie Menio, *Pittsburgh*—National, Provincial and Allegheny Regional COY

### EASTERN REGION

Daniel Maloney, *Pennsylvania*

### EAST CENTRAL REGION

Michael Hayes, *Miami-Ohio*

### MIDEASTERN REGION

Tiffany Lawrence, *Shepherd*

### NEW ENGLAND REGION

Meghan Dockery, *Roger Williams*

### NIAGARA REGION

Patrick Mazur, *Penn State-Behrend*

### South Central Province

Erin Morley, *Oklahoma*—Provincial and Southwestern Regional COY

### GATEWAY REGION

Rebecca Birschbach, *Southwest Missouri State*

### GULF SOUTH REGION

Amanda Rusich, *Loyola-New Orleans*

### GULF WESTERN REGION

Jessica Trice, *Texas A&M-Kingsville*

### MIDWESTERN REGION

Abigail Halsey, *Rockhurst*

### Southern Province

Karin Grant, *Central Florida*—Provincial and Atlantic Coast Regional COY

### CENTRAL GULF REGION

Tara King, *West Florida*

### MID-ATLANTIC REGION

Shawn Doran, *Longwood*

### MID-SOUTH REGION

NaTasha Turner, *East Tennessee State*

### SOUTHEASTERN REGION

Tara Springfield, *Georgia College & State*

### SOUTH ATLANTIC REGION

Kelly McCarthy, *South Florida*

### Western Province

Grace Kangdani, *Cal State-Fullerton*—Provincial and Pacific Coast Regional COY

### DESERT MOUNTAIN REGION

Katie Craer, *Arizona State*

### ROCKY MOUNTAIN REGION

Katharine St. Peter, *Colorado State*

### SOUTH PACIFIC REGION

Ian Lee, *California-Los Angeles (UCLA)*

### WESTERN REGION

Mary Tam, *California-Davis*

(continued on page 16)



Patrick Mazur



Erin Morley



Amanda Rusich



Jessica Trice



Abigail Halsey



Karin Grant



Kelly McCarthy



Shawn Doran



Tara King



Grace Kangdani



Katie Craer



Katharine St. Peter

## 2004 Chapter Collegians of the Year

*Chapter Collegian of the Year recipients listed here are as reported by the Regional Vice Presidents.*

**Alabama** - John Summerlin  
**Albany** - Anthony Arrigo  
**Arizona** - Zachary Pendley  
**Arizona State** - Katie Craer  
**Auburn** - Blake Henry  
**Ball State** - Amanda Pitner  
**Bellarmine** - Amanda Hall  
**Bentley** - Thomas Brouillard  
**Binghamton** - Mitchell Cepler  
**Bryant** - Stephen Mathiasen  
**Buffalo** - Christopher Kuroski  
**Cal Poly-Pomona** - Rachele Cardona  
**Cal Poly-San Luis Obispo** - Julia Corcoran  
**Cal State-Chico** - Dave Crain  
**Cal State-Fresno** - Danielle Kupina  
**Cal State-Fullerton** - Grace Kangdani  
**Cal State-Long Beach** - Sakiya Spears  
**Cal State-Northridge** - Leonardo Melgar  
**Cal State-Sacramento** - Bobby Nouredini  
**California-Davis** - Mary Tam  
**California-Los Angeles** - Ian Lee  
**California-Riverside** - Nathan Greenberg  
**Central Florida** - Karin Grant  
**Central Missouri State** - Milan Galabov  
**Christian Brothers** - Dustin Morgan  
**Cincinnati** - Jacquelyn Ducat  
**Clemson** - Andy Davis  
**Colorado-Boulder** - Matthew Ragole  
**Colorado-Colorado Springs** - Steve Alexander  
**Colorado State** - Katharine St. Peter

*Each chapter may nominate one collegiate member for the Collegian of the Year award. Applications are due November 15. For complete guidelines visit the Awards & Recognition Guide at [www.dspnet.org](http://www.dspnet.org).*

**Connecticut** - Peter Rogers  
**Dayton** - Matthew Arko  
**DePaul** - Nicole Smith  
**Drake** - Nichelle Dawkins  
**East Tennessee State** - NaTasha Turner  
**Evansville** - Alexa Schultz  
**Ferris State** - Diana King  
**Florida** - Esther Falchook  
**Florida State** - Tawana Lewis  
**Florida Southern** - Kathy Paight  
**George Washington** - Nawal Ziyadeh  
**Georgetown** - Ryder Riess  
**Georgia** - Katie Googe  
**Georgia College & State** - Tara Springfield  
**Georgia State** - Susan Vogtner  
**Grand Valley State** - Hannah Morrison  
**Houston** - Michael Lipana  
**Howard** - Ida Thompson  
**Illinois State** - Chantel McGarigle  
**Indiana** - Eric Steele  
**Indiana State** - Ryan Bates  
**Indiana-Purdue at Fort Wayne** - Tina Albertson  
**Indiana-Purdue at Indianapolis** - Kinkade Courtney  
**Indiana State** - Ryan Bates  
**Iowa** - Nicole Cook  
**Iowa State** - Teri Boger  
**James Madison** - Megan Cech  
**Johns Hopkins** - David Crouch Jr.  
**Kansas** - Anthony Vyhanek  
**Kent State** - Matthew Brusko  
**Kennesaw State** - Jennifer Flowers  
**Longwood** - Shawn Doran  
**Louisiana State** - Sumit Jain  
**Loyola-New Orleans** - Amanda Rusich  
**Marquette** - Sarah Hoversen  
**Marshall** - Erin Bradley  
**Mercer** - Lori Miller  
**Miami-Florida** - Maria Lopez  
**Miami-Ohio** - Michael Hayes  
**Michigan State** - Bryan Benjamin  
**Minnesota** - Susan Eder  
**Minnesota State** - Pablo Maida  
**Missouri-Columbia** - Mark Haddad  
**Missouri-Kansas City** - Melissa Hupp



Mary Tam



Tara Springfield



NaTasha Turner

**Missouri-St. Louis** - Elizabeth McGee  
**Nebraska-Lincoln** - Jaclyn Charles  
**Nebraska-Omaha** - April Harris  
**Nevada-Reno** - Rossitza Todorova  
**New Jersey** - Jennyfer Nesci  
**New Mexico** - Andy Friedenstien  
**New Mexico State** - Sarita Laloo  
**North Carolina-Chapel Hill** - James Palmer Jr.  
**North Carolina-Greensboro** - William Pomarico Jr.  
**North Florida** - Jonathan Roy  
**North Texas** - Matthew Gallia  
**Northern Arizona** - Joe Paulson  
**Northern Colorado** - James Bowman  
**Northern Illinois** - Jeremy Netzel  
**Ohio** - Michael Williams  
**Ohio State** - Suzanne Rohrig  
**Oklahoma** - Erin Morley  
**Pacific** - Michelle Seli  
**Pennsylvania** - Daniel Maloney  
**Penn State** - Erin Branagan  
**Penn State-Behrend** - Patrick Mazur  
**Philadelphia** - James Hoult Jr.  
**Pittsburgh** - Stephanie Menio  
**Redlands** - Kathy Salcido  
**Rider** - Diane Bukowczyk



**Rockhurst** - Abigail Halsey  
**Roger Williams** - Meghan Dockery  
**St. Cloud State** - James Johnson  
**St. Edward's** - Brent Pohl  
**St. Joseph's** - Christa Damminger  
**St. Mary's** - Misty Saldivar  
**St. Thomas** - Thomas Gilbertson  
**Saginaw Valley State** - Mary Bedford  
**San Diego** - Allison Ruiz  
**San Diego State** - Henry Yamamoto  
**San Francisco** - Janet Hetzel  
**San Francisco State** - Karan Goel Jr.  
**San Jose State** - Natalie Nguyen  
**Santa Clara** - Erica Paul  
**Shepherd** - Tiffany Lawrence  
**South Carolina** - Shaunda Prince  
**South Dakota** - Angela Reisch  
**South Florida** - Kelly McCarthy  
**Southern California** - Michelle Mierz  
**Southern Mississippi** - Stephen George  
**Southwest Missouri State** - Rebecca Birschbach  
**Syracuse** - Julie Covitz  
**Tampa** - Elizabeth Brewer  
**Temple** - Diana Francis  
**Tennessee** - Priscilla Rogers  
**Texas-Austin** - Brandi Taylor  
**Texas-El Paso** - Clara Collins  
**Texas A&M-College Station** - Allen Duty  
**Texas A&M-Corpus Christi** - Lance Smith  
**Texas A&M-Kingsville** - Jessica Trice  
**Texas Christian** - Jason Ruth  
**Troy State** - Joshua Bowen  
**Truman State** - Elizabeth (Betsy) Schmidt  
**Valparaiso** - Leslie Morrow  
**Virginia Commonwealth** - Aisha Ball  
**Virginia Tech** - Jin-Gak Bae  
**Washington-St. Louis** - Michelle Hajdu  
**Wayne State-Michigan** - Tiangey Coomber  
**Wayne State-Nebraska** - Jacob Petersen  
**West Alabama** - Christina Chapman  
**West Florida** - Tara King  
**West Virginia** - Michael Dougan  
**Western Illinois** - Sean Raney  
**Western Kentucky** - Jennifer Bauer  
**Western Michigan** - Jane Ackerson  
**Wingate** - Rachel Bleacher  
**Winona State** - Nicholas James

## Check out our Current Colonies!

The following lists include our current efforts and a priority wish list based on business enrollments that meet our requirements. An \* indicates a chapter has previously existed at this school, but is now no longer active.

### Current colony efforts:

Wright State - Dayton, OH  
 Ohio Dominican - Columbus, OH  
 \*Northwestern-Evanston - Evanston, IL  
 \*Denver - Denver, CO  
 \*Cal State-Hayward - Hayward, CA  
 Francis Marion - Florence, SC  
 \*Wisconsin-Whitewater - Whitewater, WI  
 Massachusetts-Amherst - Amherst, MA

### Priority Wish List for Development:

#### WESTERN U.S.:

Oregon - Eugene, OR  
 Oregon State - Corvallis, OR  
 Arizona State West - Phoenix, AZ  
 Cal State-San Bernardino - San Bernardino, CA

#### SOUTHEAST U.S.:

\*Kentucky - Lexington, KY  
 Northern Kentucky - Highland Heights, KY  
 \*North Carolina State - Raleigh, NC  
 \*East Carolina State - Greenville, NC  
 Appalachian State - Boone, NC  
 North Carolina - Charlotte, NC  
 Old Dominion - Norfolk, VA  
 \*Virginia - Charlottesville, VA  
 Middle Tennessee State - Murfreesboro, TN  
 Valdosta State - Valdosta, GA  
 Georgia Institute of Technology - Atlanta, GA  
 College of Charleston - Charleston, SC  
 \*Mississippi State - Starkville, MS

#### NORTHEAST U.S.:

\*Ithaca College - Ithaca, NY  
 Oswego State - Oswego, NY  
 \*New York - New York, NY  
 Pace - New York, NY  
 \*Babson College - Babson Park, MA  
 Quinnipiac - Hamden, CT  
 Southern Connecticut State - New Haven, CT  
 Central Connecticut State - New Britain, CT  
 Delaware - Newark, DE  
 Goldey-Beacom College - Wilmington, DE  
 Towson State - Towson, MD  
 New Hampshire - Durham, NH  
 Montclair State College - Montclair, NJ  
 Villanova - Villanova, PA

#### MIDWEST / PLAINS:

Kansas State - Manhattan, KS  
 Northwest Missouri State - Maryville, MO  
 Bellevue - Bellevue, NE  
 \*Southern Illinois - Edwardsville, IL

#### SOUTH CENTRAL U.S.:

\*Southeastern Louisiana - Hammond, LA  
 \*McNeese State - Lake Charles, LA  
 \*Sam Houston State - Huntsville, TX  
 Texas-San Antonio - San Antonio, TX  
 Central Oklahoma - Edmond, OK

#### GREAT LAKES AREA:

Toledo - Toledo, OH  
 Central Michigan - Mt. Pleasant, MI  
 \*Eastern Michigan - Ypsilanti, MI  
 Minnesota - Duluth, MN  
 Wisconsin-Oshkosh - Oshkosh, WI

If you have friends, relatives, or other business students or faculty contacts at any of these schools and are interested in helping start a chapter, please contact Dale Clark, Director of Chapter and Expansion Services, at the Central Office at 513-523-1907 (x232) or at [dale@dspnet.org](mailto:dale@dspnet.org).



## Calling All ΔΣΠ Alumni and Families!

Excited to show off your newly remodeled house? Been told you make the best pancakes in the neighborhood? Wanna show off your domestic skills and help your Fraternity at the same time? Volunteer to host an educational and leadership consultant in your home, invite them for a meal, or both, during their visit to a chapter in your town.

## Beyond Campus

### “Beyond Campus” provides

opportunities for alumni chapters to share their activities and events with brothers across the country. Does your chapter have something to share? See the contents page for details on where to send your articles and pictures.



*Thank you to all the golfers who participated in the ATLANTA Alumni Chapter Golf Tournament benefiting the Leadership Foundation.*

#### Atlanta Alumni Golf Tournament a Success!

by J. Barrett Carter, *Georgia State*

On April 4th, the Atlanta Alumni Chapter held our first golf tournament benefiting the Leadership Foundation of Delta Sigma Pi. The tournament was a huge success! It was held at the historical Bobby Jones Golf Club in Atlanta. Several brothers participated by playing in the tournament, volunteering their time and service to assist in the management of the tournament, as well as donating their money to the cause. A total of 15 golfers hit the links in an effort to support the Leadership Foundation, several of which were guests or family members of the brothers playing in the tournament. Some of the golfers were lucky enough to have Past Grand President Bob Busse join them to putt-out on the last few holes.

After all the raffle tickets were sold, putts made and scorecards tallied, the tournament raised, after all expenses, a total of \$2,402. The Atlanta Alumni Chapter is grateful for the golfers who played, the volunteers who donated their time and the donors who gave of their money to support a wonderful organization. Be on the look-out for next year's tournament and plan to make it a weekend trip to beautiful Atlanta in the spring!

#### Detroit

Our chapter is working to provide contributions to the Leadership Foundation and starting new activities to further improve relations with undergraduate chapters, such as the “Big Big Brother” program.

Last February we took part in a very successful and fun community service event, the UCP/Detroit Red Wing Alumni Hockey Game. The event was held at the Dearborn Ice

Skating Center and over 25 brothers and friends were in attendance.

—*Andre' McGee*

#### Pittsburgh

Since our refranchising in November of 2003, we have grown to 26 members representing 10 collegiate chapters. Our first fundraiser has been to collect used cell phones for the Cellfund program. We have already collected over 30 of our 100-phone goal. Working cell phones



*The BOSTON Alumni Chapter participated in a regional volleyball tournament on January 31 hosted by the Nu Sigma Chapter (Roger Williams) at their Newport, RI campus. Joining in the competition were teams from Nu Sigma, Lambda Tau (Bentley) and Xi Psi (Bryant). Taking home BAC-sponsored awards were: RWU Team 1 (1st place), Bryant (2nd place) and Bentley (3rd place). BAC team members pictured (standing from left): Larry Andler, Anais Weckert, 2004 Lifetime Achievement recipient Richard “Nick” Steinkrauss and Peter LaCava. Sitting (from left): Deb Lang, Rachel Irving and New England Regional Vice President Paul Carpinella.*

will be given to the elderly and battered women's shelters as emergency 911 handsets. Nonworking phones will be broken down for spare parts or recycled. If you would like to contribute to this cause, or use this as your next fundraiser, please visit our web site [www.dspalumni.com](http://www.dspalumni.com).

Thanks to our president, Andreas Beck, for getting our web site up and running. He designed the page and set up a unique business model where you can help support our chapter by doing what you do already. There are no pop-ups or banner ads on our site but we do ask visitors to visit the “Shop With Us” section. For those brothers who shop online, you can now support Deltasig with every purchase you make. When you link to any of the nearly two dozen online retailers through our site, we earn money.

Other projects in the works include the start of a scholarship

fund to help collegiate brothers with the ever-rising cost of tuition.

If you would like to learn more about our chapter and what projects are in the works, or just want to meet other Deltasig alumni like yourself, visit our web site at [www.dspalumni.com](http://www.dspalumni.com) or join us at the Church Brew Works [www.churchbrew.com](http://www.churchbrew.com) on the first Wednesday of every month. —*Colin Ernst*

#### Twin Cities

We kicked off another year of the Mentorship Program with collegiate brothers from Minnesota and St. Thomas. Currently, 22 collegiate brothers have been paired with alumni mentors. The expectation of the mentors is to be in contact with their mentees monthly. Some examples of activities the pairs have done include lunch at the General Mills corporate campus and a tour of the company, a mock interview prior to internship interviews, and lunch

## Beyond Campus



*Alice Bodie, Miami-Florida, a First Lieutenant in the U.S. Army was transferred to a base in Germany last spring, and then transferred to Iraq in April. Brother Bodie returned to Germany this April after completing one year in the field.*

outings. A large group event of bowling was also held in February.

The participants in the program are really enjoying it. The alumni can give something back to collegiate brothers and share stories about their career path and experiences, and the collegiate brothers are learning more about the business world. The program is also giving collegiate brothers the opportunity to get to know the brothers in TCAC to foster relationships for their future. Another large event is planned prior to the end of the school year.—Tara Spieker

### Brother Briggs Returns Home!



In the Press Releases section of the March '04 DELTASIG, we announced that Golden Council member Amy Briggs, *Minnesota State*, had re-enlisted for six more years of service. In April, Brother Briggs returned home to the luxuries of indoor plumbing, take-out food, her bed and cats. She is currently enjoying her summer in "much-cooler-than-the-desert-Minnesota!"

### Congratulations to the following Silver Helmet recipients, honored for 25 years of service to Delta Sigma Pi:

**Robert Swanson, Drake**, is a human resources manager with Kramer International in Milwaukee, where he is a member of the Milwaukee Alumni Chapter.

**Jack Wallace, Houston**, is a State Farm Insurance agent in Houston and is a member of the Space City Houston Alumni Chapter.

**Thomas Lieven, Michigan State**, is vice president/controller with United States Processing and lives in Brown Deer, Wis. He is a member of the Milwaukee Alumni Chapter.



*Congratulations to Vice President-Organizational Development Claire Sammon Roberts who received her Silver Helmet at the Albuquerque LEAD Provincial Conference. Helping her celebrate 25 years of Fraternity service were husband and Golden Council member, Mark Roberts and Grand President Kathy Jahnke.*

**John Possell, Northern Illinois**, works as a comptroller for the City of Greenfield in Wis., and is a member of the Milwaukee Alumni Chapter.

**Claire Sammon Roberts, San Francisco State**, currently serves Delta Sigma Pi as Vice President-Organizational Development and as a Leadership Foundation Trustee. Brother Roberts also serves as chair of the National Organizational Development Committee. Claire is vice president with Wells Fargo Merchant Services and lives in Orinda, Calif., with husband Mark, *San Francisco*.

**Mark Orlovsky, Wisconsin-Whitewater**, is a senior information services analyst in business applications with S.C. Johnson & Son in Racine, Wis. He is also a member of the Milwaukee Alumni Chapter.



*Brother Herbert Young was presented the Golden Helmet award at a chapter meeting at Rider. He graduated in 1951—the 446th person to be initiated into Beta Xi Chapter. Brother Young is still actively involved with the chapter, attending many meetings. He's also involved with the Rider Alumni Association and has been vital in the founding of a Delta Sigma Pi scholarship for undergraduate brothers. Most recently he contributed to the chapter by purchasing a new banner to be displayed at Fraternity events.*

### Congratulations to the following Golden Helmet recipients, honored for 50 years of service to Delta Sigma Pi:

**Edward Alarupi, Marquette**, is a retired official with Milwaukee City Development and is a member of the Milwaukee Alumni Chapter.

**Daniel Fuss, Marquette**, lives in Wellesley Hills, Mass., with wife Rosemary, where he is a supporting member of the Milwaukee Alumni Chapter.

**Anthony Gahn, Marquette**, is retired and lives in Milwaukee with wife Ruth Ann. He is a member of the Milwaukee Alumni Chapter.

**Carl Schetter, Marquette**, lives in Napa, Calif., with wife Susan and is a supporting member of the Milwaukee Alumni Chapter.

**William Webster, Marquette**, is a retired chairman of the board with Crescent Woolen Mills Company. He lives in Two Rivers Wis., with wife Nan and is a member of the Milwaukee Alumni Chapter.

**Herb Young, Rider**, lives in Yardley, Pa., with wife Joan, and is a partner with Young & Ahrens Partnership. He has been a loyal member of the Beta Xi Chapter at Rider. Each year he works on an alumni luncheon and helps raise money for various Deltasig scholarships.

### National Delta Sigma Pi Blood Drive a Success!

Deltasig's first-ever national blood drive was a project created by National Community Service Chair Patti La Marr and her committee—benefiting the American Heart Association.

Nationwide, 1,621 units/pints were collected—potentially impacting the lives of 4,112 people. Some interesting statistics on chapter participation: 23% showed interest in participating, 17% actually participated and 2% were individual contributors. The provincial winners that collected the greatest number of units/pints: North Central-*St. Thomas*; Northeastern-*New Jersey*; South Central-*Texas-Arlington*; Southern-*Georgia College & State*; and Western-*California-Davis*.

Congratulations to the Zeta Mu chapter at Texas-Arlington for collecting the greatest number of units/pints for a chapter. The Northeastern Province collected the greatest number of units/pints for a province. The Northeastern and Western Provinces were tied for the largest number of chapters participating in a province.

Many thanks to National Community Service Chair Patti La Marr, *Redlands*, and all the volunteers for putting together a successful drive.

## Beyond Campus

# Five Arizona State Brothers Celebrate 50 Years of Brotherhood

We all know Delta Sigma Pi is not just four years, but for life! In May, five brothers who truly live this creed were honored with the Golden Helmet Award—recognizing 50 years of Fraternity service. Not only are these brothers receiving their Golden Helmets together, they were all initiated together at Gamma Omega Chapter at Arizona State.

The University Club of Arizona State housed the event where more than 50 brothers and family members came to celebrate with recipients Charles “Buzz” Sutton, Donald Bird, Allen Greb, Maurice Jones, and Darrell Sawyer, all Arizona State brothers. Some of Buzz’s fellow Deltasig Lifetime Achievement recipients (he was honored with the award in 1993) were on hand to offer congratulations: Past Grand President Richard Parnitzke (1997), William Leonard (1990), and Carl Schneider (Deltasig of the Year 1977). Also offering best wishes were Grand President Kathy Jahnke, Desert Mountain Regional Vice President Susan Rief, Leadership Foundation Trustee John Richardson, and Golden Council members Bill Wilson, Chuck Farrow, Laurie Gail Senko, Joe Goldblatt, Sandra Garrison and Larry Van Quathem. Representatives from the Arizona State chapter included president Dave Glanzrock.

Grand President Kathy Jahnke and Executive Director Bill Schilling shared highlights of the recipients’ careers and fraternal service, while Buzz, and others, shared memories of their 50 years in Deltasig.



Arizona State brothers celebrate their 50 years in Deltasig. From left: Donald Bird, Darrell Sawyer, Grand President Kathy Jahnke, Buzz Sutton, Maurice Jones and Allen Greb.

### Charles “Buzz” Sutton

Buzz has a long list of fraternal accomplishments. He was one of the founding members of the Phoenix-Thunderbird Alumni Chapter in 1958. He received the Delta Sigma Pi Lifetime Achievement Award in 1993 and his Silver Helmet Award in 1981, for 25 years of service to Delta Sigma Pi. Buzz served as a Leadership Foundation Voting Trustee from 1989–1999. In 1999, the Board of Trustee’s recognized Buzz as a Trustee Emeritus for his many years of service to the Foundation. Both Buzz and Stonie have been supporters of Delta Sigma Pi throughout their life. In addition they have supported the Leadership Foundation and most recently achieved the Centurion Giving Level, representing more than \$100,000 in cumulative giving. To honor them, the Archives Room at the Central Office was named for Buzz and Stonie in August 2000—The Buzz and Stonie Sutton Archives Room.

### Allen Greb

Brother Greb, and wife Delores, have four children (three of whom attended the ceremony), 11 grandchildren with one on the way, and one great-granddaughter. At one

time they managed an Indian trading post named Geronimo on Old Hwy 66—later opening their own Trading Post in Sedona. Allen began working for Motorola soon after that and eventually retired in 1991 as a public relations representative after 30 years of dedication and service. He enjoys fishing and cutting wood. Allen received his Silver Helmet in 1986 and is also a founding member of the Phoenix-Thunderbird Alumni Chapter. Brother Greb now resides in El Pine, Arizona also known as the White Mountains.

### Maurice Jones

Brother Jones, and wife Minda, have seven children, 40 grandchildren, and nine great-grandchildren. In 1985, he won the Citizen of the Year from the City of Mesa and three years later won a Presidential Citation, signed by Ronald Reagan, for his involvement in the community. Brother Jones developed a Hunger Program, helped pass the bill in the State of Arizona Legislature and established the Arizona Food Bank. He has served on the Board for choosing the Man and Woman of the Year for the City of Mesa. Maury continues to work two days a week at the Church of Jesus Christ Latter-

Day Saints and continues to be involved in several other community activities.

### Donald Bird

Brother Bird, and wife Geraldine (Gerry) have three children, four grandchildren, and one great-grandchild. In 1991, he retired as director of installation and repair from West Communications. Donald and Gerry have a cabin in Show Low, Arizona where they spend five months of the year and reside the rest of the year at their home in Phoenix. He is the Vice Chairman of the Board at Sunwest Federal Credit Union and serves on various other organizations such as the Phoenix Telephone Pioneers and Maricopa Mounted Sheriff’s Posse, where Brother Sutton is also a member.

### Darrell Sawyer

Brother Sawyer and wife, Dorothy, have two daughters, both graduates of Arizona State, and three grandchildren. Darrell served in Korea and Japan for four years. He started Sawyer Aviation, one of the largest privately owned companies in Phoenix and sold the company after 39 years. Sawyer Aviation sold fuel, planes, had a flight school, chartered planes and did maintenance. He still enjoys flying—and takes his own plane out at least once or twice a week. Darrell is also a member of the Executive Association of Greater Phoenix and has been a member since 1969. Brother Sawyer has also been involved with Arizona Business Leadership (an educational group) for 20 years.

Congratulations, brothers, and thank you for your many years of dedicated service to Delta Sigma Pi. ▲

## Did you?

Start a new business or job? Get a promotion? Get recognized for an achievement?  
Share your good news here!

**Sharyn Price**, *Akron*, is an associate market manager with Permatex, Inc. in Hartford, Conn.

**Thomas Furnari**, *Albany*, is a senior consultant with Ernst & Young in Manhattan.

**Justin Cranmer**, *Arizona*, is a human resources analyst with Afni, Inc. in Tuscon.

**Sonia Rosalez**, *Arizona State*, is a business management associate with General Mills in Scottsdale, Ariz.

**Charlene Rose**, *Ball State*, is a senior tax analyst with Wal-Mart Stores, Inc. in Bentonville, Ark.

**Danielle Benson**, *Baylor*, is an associate claims representative in Temple, Texas.

**Lisa Chard**, *Baylor*, is a credit analyst with Southwest Bank of Texas in Houston.

**Laura Goldman**, *Baylor*, is an assistant client manager with Willis of Texas, Inc. in Houston.

**Regina Lawson**, *Bellarmine*, is an accounts payable manager with United Electric Company in Louisville.

**Lindsay Meador**, *Bellarmine*, is a claims processing specialist with Humana, Inc. in Louisville.

**Brendan Kelly**, *Bentley*, is an editorial assistant with the American Society of Clinical Oncology in Alexandria, Va.

**Amy Krick**, *Bowling Green State*, is a human resources director with Contract Lumber, Inc. in Pataskala, Ohio.

**Adam Bellinger**, *Buffalo*, is a SPA associate with PricewaterhouseCoopers in Florham Park, N.J.

**Heather Solomon**, *Buffalo*, is an assistant vice president with M&T Bank in Buffalo.

**Cassandra Wilson**, *Buffalo*, is the director of editorial systems with H.W. Wilson Company in New York, N.Y.

**Christopher Fung**, *California-Berkeley*, is an audit manager with PricewaterhouseCoopers LLP in San Francisco.

**Kaleb Smith**, *Cal Poly-San Luis Obispo*, is a senior systems support specialist with Symantec in Springfield, Ore.

**James Hollingsworth**, *Cal State-Chico*, is an agent with State Farm Insurance in Oroville, Calif.

**David de la Pena**, *Cal State-Fullerton*, is a senior designer with Lionakis Beaumont Design Group in Sacramento.

**Charles Carmichael**, *Cal State-Northridge*, is a project manager and software engineer with Northrup Grumman in Redondo Beach, Calif.

**Michael Hildebrand**, *Cal State-Northridge*, received his MBA from Woodbury University in Burbank, Calif.

**Amy Hodge**, *Central Florida*, is a senior financial analyst with Progress Energy, Inc. in Lake Mary, Fla.

**Adam Wallace**, *Cincinnati*, is a software architect with Standard Register in Miamisburg, Ohio.

**Andrew Clay**, *Clemson*, is in sales with Marshall Associates in Orlando.

**Brendan Matthias**, *Colorado-Boulder*, is a consumer lender with TCF Bank in Milwaukee.

**Robert Eddings**, *Colorado-Colorado Springs*, is a real estate appraiser with Exact Appraisals in Colorado Springs, Colo.

**Holly Kunisch**, *Colorado State*, is in management with Bath and Body Works in Tuscon.

**Robert Glasser**, *Connecticut*, was recently appointed as executive vice president and chief financial officer with Tadiran Telecom, Inc. in Port Washington, N.Y.

**Joyce Orr**, *Connecticut*, is a staff accountant with H. Muehlstein & Co., Inc. in Norwalk, Conn.

**Shridhar Shah**, *Connecticut*, is an IT-leader (Asia) with GE Supply in China.

**Mark Schulte**, *Dayton*, is a CRM administrator with Sensient Colors, Inc. in St. Louis.

**Randell Lindgren**, *Denver*, is an account executive with Insight Enterprises in Tempe, Ariz.

**Jeffrey Zych**, *DePaul*, is chief financial officer with Vista National Insurance in Lemont, Ill.

**Joseph Geldhof**, *Detroit*, received the Volunteer in Public Schools award from the Plymouth-Canton School Board. He lives in Canton, Mich.

**Kelly Baluta**, *Drake*, is an actuarial associate with Allstate Financial in Northbrook, Ill.

**Kevin McLean**, *Drake*, is a senior business analyst with American Express Financial Services in San Diego. He currently serves on the Fraternity Board as 2002 National Collegian of the Year.



### Top Gun, Deltasig Style!

A fellow Deltasig received the "Top Gun" award, and no, it doesn't have anything to do with the movie! Bobbi Blades, *West Florida*, won the Realtor of the Year award at the Pensacola Bay Area Chapter of the Women's Council of Realtor's Top Gun Awards Banquet.

The Top Gun Award was named in reference to Pensacola being the birth place of Naval Aviation. Brother Blades, a "Top Gun," explains that the Naval Air Station Pensacola is an important part of Pensacola's economy, history and lives. She says, "pilots who achieve the honor, status, and success of becoming a Blue Angel are called "Top Guns."

The Real Estate Award with the same name is in recognition of success in our industry." The Pensacola Bay Area Chapter is a part of the National Women's Council of Realtors—the 17th largest women's organization in the country.

Brother Blades is an independent contractor who believes she works with the "best of the best" in real estate in "a little piece of heaven in the Florida Panhandle." Of her work, she says, "I run my business within the boundaries and ethics established by my profession and the integrity I hold comfortable and dear to myself. I am blessed in this business in that I can see the results of my efforts and realize the rewards as well."

Bobbi not only works hard, she has fun with her job! Some memorable stories that come to mind include a time when she stepped out of a kitchen through the porch due to a termite problem! Brother Blades enjoys her career immensely. She works based on the foundation of, "faith, integrity and ethical service." She strongly believes that in life, you receive back what you put out.

Bobbi is married to John Watton, *Florida Atlantic*, a Golden Council member who formerly served as a chapter consultant on the Central Office staff. Both Bobbi and John have recently been involved voluntarily giving seminars on credit management to Deltasigs at various LEAD events across the U.S. ▲

## Press Releases

**Jaffrey Blanks**, *Drake*, is the director of recruiting for Softlink Solutions, Inc. in Maplewood, Minn. He currently serves Delta Sigma Pi as the North Central Regional Vice President.

**Donald Dugas**, *Duquesne*, is a computer systems administrator with Alaska Bible College in Glennallen, Alaska.

**Mary Blotna**, *Eastern Illinois*, is a business manager with Heneghan and Associates, P.C. in Jerseyville, Ill.

**Marci Sanders**, *Eastern Illinois*, is an account executive with CGI Communications, Inc. in Rochester, N.Y.

**Aaron Bauer**, *East Tennessee State*, is an accounting supervisor with Acclaim Federal Credit Union in Greensboro, N.C.

**Kevin O'Toole**, *East Tennessee State*, is a direct marketing manager with LendingTree, Inc. in Charlotte, N.C.

**Leandro Festino**, *Evansville*, is an analyst with Meketa Investment Group in Braintree, Mass.

**Larissa Smith**, *Evansville*, is a leasing agent with Valley Management in Evansville, Ind.

**Omari Barksdale**, *Ferris State*, is a legislative assistant with the Detroit City Council in Detroit.

**Ramona January**, *Ferris State*, is a stock plan administrator with The Bank of New York in Detroit.

**Todd Riley**, *Ferris State*, is a graphic designer with Dionte's Pixels, Inc. in Detroit.

**Melissa Axel**, *Florida*, is a graduate assistant with Nova Southeastern in North Miami Beach, Fla.

**Curtis Kaslewicz**, *Florida*, is a materials coordinator with Country Pure Foods in Deland, Fla.

**Kimberly Wentisky**, *Florida Atlantic*, is a tech support specialist with Giles & Ransom, Inc. in Bensalem, Pa.

**Pat Mullin Adler**, *Florida State*, was just named publisher of *The Cape Courier* in Cape Elizabeth, Maine.

**Tashara Bernard**, *Florida State*, is a financial relationship representa-

tive with Merrill Lynch in Jacksonville, Fla.

**Monique Borland**, *Florida State*, is a systems analyst with BearingPoint in Atlanta.

**Renee Cobbler**, *Florida State*, is a contact center consultant with Spherion Corporation in Ft. Lauderdale.

**Linda Dowdell Mazzeo**, *Florida State*, is operating vice president at Federated Logistics and Operations in Atlanta.

**Jessica Hartfield**, *Georgia*, is a planner in training with Fuller & Company in Atlanta.

**Amanda Paley**, *Georgia*, is an assistant marketing specialist with J. Smith Lanier and Company in Duluth, Ga.

**Keeshia Massey**, *Georgia College & State*, is in the business office in the ENT Center of Central Georgia in Macon.

**Patrick Blanchard**, *Georgia Southern*, was inducted into the Central Savannah River Area (Augusta Regional) Business Hall of Fame in Savannah. He currently serves Delta Sigma Pi as Chairman of the Leadership Foundation.

**Shapala Fletcher**, *Georgia Southern*, is in the U.S. Army Corps of Engineering in Savannah.

**John Ryan Jr.**, *Georgia Tech*, is president of Ryan Hess Morais Financial Associates, Inc. in Charlotte.

**Roana-Nicole Santiago**, *Georgetown*, is the president of Ampy's Inc. Day Spa in Honolulu.

**Tracey Kozadinos**, *Houston*, is a contracts administrator with Enron Corporate Services in Houston.

**Miracle Meeks**, *Howard*, is an accountant with Del-Jen Inc. in Little Rock, Ark.

**Samuel Wilson**, *Illinois*, is a senior business systems analyst with Washington Mutual Bank, FA in Irvine, Calif.

**Darrell Gilmore**, *Indiana*, is the director of program management with Cargill, Inc. in Minneapolis.

**Jan Wade**, *Indiana-Purdue at Ft. Wayne*, is a kitchen manager with Tumbleweed, Inc. in Fort Wayne, Ind.

**Sean Murphy**, *Indiana-Purdue at Indianapolis*, is a realtor with RE/MAX Real Estate Groups in Indianapolis.

**Edward Young**, *Indiana-Purdue at Indianapolis*, is CFO with Midwest Capital Corporation in Indianapolis.

**Heather Lewis**, *Indiana State*, is a catering coordinator with Morrison Management in Louisville.

**Jeremiah McCulley**, *Indiana State*, is a product manager-car seats with Dorel Juvenile Group in Columbus, Ind.

**Becky DeStigter**, *Iowa*, is a marketing strategist with Park Place Marketing in Mason, Ohio.

**Michelle Huber**, *Iowa*, is a manager of business development with Shell Oil in Marlton, N.J.

**Veronica Black**, *Johns Hopkins*, is a sponsored projects coordinator with Johns Hopkins University in Baltimore.

**Meghan Hill**, *Kennesaw State*, is a senior manager of education with the Junior Achievement of Georgia, Inc. in Atlanta.

**Jessica Fitzpatrick**, *Longwood*, is an associate with Goodman and Company, LLP in Norfolk, Va.

**Alana Richards**, *Longwood*, is a consultant with IBM in Fairfax, Va.

**Billy Aguillard**, *Louisiana State*, is a financial planner with Mutual of Omaha in Baton Rouge.

**Michael McNulty**, *Louisiana State*, is a senior accountant with The Gautreau Group, LLC in Baton Rouge, La.

**Elizabeth Brown**, *Louisiana Tech*, is a private banker with Hancock Bank in Baton Rouge, La.

**Jovon Brumfield**, *Louisiana Tech*, is a human resources coordinator with Horseshoe Casino in Bossier City, La.

**Jacob Chambers**, *Louisiana Tech*, is a staff accountant with Susan K. Fortson-Whitelaw, CPA in Shreveport, La.

**Raymond Hertz**, *Maryland*, is an attorney with Hertz & McElwaine in Greenbelt, Md.

**Richard "Scott" Johnston**, *Maryland*, is a director with Healthcare Financial Management Association in Washington, D.C.

**Charles Winstead**, *McNeese State*, is a controller with Fastener Solutions in Montgomery, Ala.

**Joel Maners**, *Memphis*, is a partner with Golden Circle Graphics in Jackson, Tenn.

**William Atwater**, *Miami-Florida*, is a certified financial planner with Atwater Consultant, Inc. in Melbourne, Fla.

**Julie Richardson**, *Miami-Florida*, is the assistant treasurer with the Lennar Corporation in Miami.

### Official Delta Sigma Pi Merchandise



### Over 100 Deltasig Items!

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**Eddie Stephens**, *Miami-Florida*, opened The Law Offices of Eddie Stephens, PA, in West Palm Beach, Fla. He currently serves as president of the West Palm Beach Alumni Chapter.

**Catherine Dieckman**, *Miami-Ohio*, is vice president of human resources with Commerce National Bank in Columbus.

**Ryan Hojnacki**, *Miami-Ohio*, is a management trainee with Cintas Corporation in Charlotte.

**Marc Motter**, *Miami-Ohio*, is a senior sales representative with Holophane Div., Acuity Brands in Birmingham, Ala.

**Lisa Edelstein**, *Michigan State*, is a logistics engineer with Penske Logistics in Wixom, Mich.

**Mary Ambalathunkal**, *Minnesota State*, is a credit manager with Wells Fargo in Lakeville, Minn.

**Troy Doyle**, *Minnesota State*, is a sales representative with IBM in Marietta, Ga.

**Beth Elliott**, *Minnesota State*, is a marketing coordinator with the American Association of Cereal Chemists in Burnsville, Minn.

**Adam Evenson**, *Minnesota State*, is a financial advisor with American Express in Burnsville, Minn.

**Dale Fairbanks**, *Minnesota State*, is a materials manager for Barko Hydraulics in Superior, Wis.

**Katie Johnson**, *Minnesota State*, is a program material insurance associate with General Electric in Minneapolis.

**Joe Tousignant**, *Minnesota State*, is a division sales representative with National Paperboard Group in Belle Plaine, Minn.

**Stacy Wellner**, *Minnesota State*, is a human resources coordinator with Menards in Burnsville, Minn.

**Wesley Ketchum**, *Missouri-Kansas City*, is a financial analyst with Cerner Corporation in Kansas City, Mo.

**Henry McDaniel**, *Missouri-Kansas City*, is a program coordinator with Muscular Dystrophy Association in Kansas City, Mo.

**Jessica Peak**, *Missouri-Kansas City*, is a business operations analyst with Boeing in Wichita, Kan.

**Jason Roberts**, *Missouri-Kansas City*, is a senior presentation coordinator with Secured Capital Corporation in Los Angeles.

**Brian Schaeffer**, *Missouri-Kansas City*, is a deputy chief with the city

of Yakima fire department in Yakima, Wash.

**Christopher Caskey**, *Missouri-St. Louis*, is a site location analyst with Save-A-Lot in Earth City, Mo.

**Gary Friedman**, *Missouri-St. Louis*, is a developer with Alpha Data Systems in St. Louis.

**Jennifer Gutmann**, *Missouri-St. Louis*, is a senior auditor with Anheuser Busch in St. Louis.

**Steve Loher**, *Missouri-St. Louis*, is the chief financial officer with G&W Engineering Corp. in St. Louis.

**James Schafers**, *Missouri-St. Louis*, is a project manager with Rose International in Chesterfield, Mo.

**Richard Straczynski**, *Monmouth*, is the president of Solutions Equal Progress, L.L.C. in Somerset, N.J.

**April Harris**, *Nebraska-Omaha*, is an accountant with Pentagon Federal Credit Union in Omaha.

**Norm Kromberg**, *Nebraska-Lincoln*, is a project director with Ameritrade in Omaha. He currently serves Delta Sigma Pi as a Past Grand President and Trustee of the Leadership Foundation.

**Jason Allen**, *New Mexico State*, is a technical specialist with the U.S. Department of State in Washington, D.C.

**Stephen Gonzales**, *New Mexico State*, recently received his Masters of Business Administration from New Mexico State. He is a second lieutenant with the United States Air Force and is an acquisitions manager for Air Force Space and Missiles at Los Angeles Air Force Base.

**Kathleen Lazo-Thompson**, *New York*, is an account executive with Victor O. Schinnerer & Co., Inc. in Chevy Chase, Md. She currently serves Delta Sigma Pi as the Eastern Regional Vice President.

**Brian Dennis**, *Nicholls State*, is a manager at The Coffee Table in Thibodaux, La.

**Farrah Dillard**, *North Texas*, is an accountant with Songin & Company, CPAs in Williamsville, N.Y.

**Traci Becka**, *Northern Arizona*, is an underwriter with Federated Insurance in Phoenix.

**Richard Sloss**, *Northern Arizona*, is an analyst with Accenture in Chicago.

**Naomi Barnes**, *Northern Colorado*, is a supervisor of financial

## Children of the Sky

A dream has come true for one of your Deltasig brothers! Marselus Martin, *Illinois State*, has become a published author. After a year of writing and six months of editing, Brother Martin's first novel is finally out. His novel is entitled "Deceptions: The Children of the Sky."



The book is a "mystery with a science fiction twist" and involves a protagonist named Casper Perry who discovers a space warp in the Grand Canyon. This space warp has the ability to transport him to the unknown 12th planet of Nibiru where he encounters a powerful alien race. Mix in four human families with unknown alien children, and you've got one suspenseful novel! Luckily for fans of Marselus' work, he is in the process of writing another novel. His plan is for the Deceptions Saga to be a five-to-six book series. This summer Brother Martin will begin writing, "Deceptions II: The Renegade."

Brother Martin got the idea for his saga through a dream he had. He wrote down the dream and began creating characters and locations for the story. About the story writing process, Marselus says, "I kept feeling as if something was missing. Finally, it became too difficult to write and I put it on hold until last year." He says that once he changed some of the titles and character profiles to his liking, the writing went much smoother.

Writing a book has been a dream for Brother Martin since his pledging days at Illinois State. Martin can remember having to write a short biography on himself in his pledge book. Included in this biography was his dream to write a book. Brother Martin says, "It feels like my novel and Delta Sigma Pi go hand-in-hand."

When asked what his favorite Deltasig memory is, he had a hard time picking just one. He finally decided on his chapter's annual Barn Dance. He described this event as, "a true bonding experience either as a pledge, collegian or alumni member." Martin could not be happier that his dream has finally come true, and neither could his Delta Sigma Pi brothers. Congratulations!

Children of the Sky can be purchased at [amazon.com](http://amazon.com) and [BarnesandNoble.com](http://BarnesandNoble.com). ▲

services with T-Mobile in Thornton, Colo.

**Benjamin Cleaver**, *Northern Illinois*, is a total client service agent with Country Insurance and Financial Services in West Des Moines, Iowa.

**David Kathan**, *Northern Illinois*, is a director for Software Architects, Inc. in Indianapolis.

**Michaelangelo Picart**, *Northern Illinois*, is a subscription sales manager with Pheasant Run Resort and Spa in Saint Charles, Ill.

**Julie Petchal**, *Ohio*, is a senior consultant with Covansys in Columbus.

**Misha Goloborodko**, *Ohio State*, is a financial analyst with The Limited Stores, Inc. in Columbus.

## Press Releases

**James Deaton Sr.**, *Oklahoma*, is an attorney with James F. Deaton, Attorney in Okemah, Okla.

**Brent Robinson**, *Oklahoma*, is an account manager with Homecomings Financial in Dallas.

**Mary "Cathy" Blickley**, *Our Lady of Holy Cross*, is a payroll and employee benefits manager with Our Lady of Holy Cross College in New Orleans.

**Mark Grueniger**, *Pacific*, is an investment specialist with Banc of America Investment Services Inc. in Los Angeles.

**Kenneth Hoskin**, *Pennsylvania*, is a special projects manager with AdMark International Executive Search, Inc. in Honolulu.

**Ira Kisver**, *Penn State-State College*, is a financial advisor with Merrill Lynch in Dallas.

**Desmond Hasty**, *Philadelphia*, is an associate account executive with Fiberlink in Philadelphia.

**Jennifer Bricker**, *Pittsburgh*, is a sports manager with Sports Monster, Corp. in Lakewood, Colo.

**Kevin Hammond**, *Quincy*, is a senior branch office administrator with Edward Jones in Midland, Texas.

**Daniel Karczewski**, *Quincy*, is a food service director with Great Western Dining in Great Bend, Kan.

**Donald Hunt**, *Rider*, is a consultant with Don Hunt Consulting, LLC in Dahlonega, Ga.

**Marco Perfetti**, *Rider*, is a programmer analyst with Covance, Inc. in Princeton, N.J.

**November Samnee**, *Rockhurst*, is an account representative with Thomson-West in St. Louis.

**Chad McWilliams**, *St. Ambrose*, is an underwriter with Bituminous Insurance Co. in Rock Island, Ill.

**Tom Johanneck**, *St. Cloud State*, is an engineering manager with Lockheed Martin in McLean, Va.

**Tim Garland**, *St. Edward's*, is an agent with Garland Insurance Agency in Austin.

**Rene Gonzalez**, *St. Mary's*, is a manager of general accounting with Bimbo Bakeries USA in Fort Worth, Texas.

**Vadim Gurevich**, *St. Thomas*, is a product manager with Synovis Surgical Innovations in Plymouth, Minn.

**Karen Stamann**, *Saginaw Valley State*, is a sales and service representative with SBC Communications in Saginaw, Mich.

**Mark Scelfo**, *San Diego*, is a vice president with Speak, Inc. in San Diego.

**Edmund Baxter**, *San Diego State*, is vice president with Merrill Lynch in Palo Alto, Calif.

**Christopher Ingle**, *San Diego State*, is a sales coordinator with Marriott International in San Diego.

**Robert Rhoades**, *San Diego State*, is director of sales and marketing with MontereyBay.com in Monterey, Calif.

**Alice Hsu**, *San Francisco*, is a financial advisor with American Express Financial Advisors in San Francisco.

**Jennifer Ng**, *San Francisco*, is an underwriter representative with Chubb and Son Insurance in Whitehouse Station, N.J.

**Shari Quinn-Yates**, *Siena*, is a market development associate with The College Board in Duluth, Ga.

**Carrie Buttke**, *South Dakota*, is a personal banker with Wells Fargo in Portland, Ore.

**Joseph Kump**, *South Florida*, is a financial consultant with Mass Mutual Financial in Lake Worth, Fla.

**Sean Reddy**, *Southern California*, is a risk analyst with Marsh in San Diego.

**Gregory Clark**, *Southern Mississippi*, is a Client Service Coordinator with Hattiesburg Clinic in Hattiesburg, Miss.

**Sarah Doyle**, *Southwest Missouri State*, is a claims adjuster with the May Company in St. Louis.

**Amber Barnes**, *Texas A&M-Corpus Christi*, is a marketing coordinator with WKMC Architects in Corpus Christi, Texas.

**Kitty Richards**, *Texas A&M-Corpus Christi*, is a credit specialist with First National Bank in Graham, Texas.

**Jacqueline Wilson**, *Trinity*, is a settlement specialist with JP Morgan Chase in Newark, Del.

**Rahil Calcuttawala**, *Truman State*, is a travel director with Maritz in St. Louis.

**Paul Camp**, *Truman State*, is an assistant professor of finance at the Metropolitan State College of Denver in Denver.

**Robert Gentry**, *Virginia Commonwealth*, is an application manager with Retek, Inc. in Atlanta.

**Kristi Heath**, *Virginia Tech*, is an accountant with Cumberland Resources in Abingdon, Va.

**Ray Killam**, *Washburn*, is presi-

## Mike Walsh Takes Lead Role at Phi Sigma Kappa



Mike Walsh, *Miami-Ohio*.

Since June, Mike Walsh, *Miami-Ohio*, has been serving as Executive Director with Phi Sigma Kappa, a men's social fraternity, headquartered in Indianapolis. Brother Walsh brought to the job his 11 years of experience on the Delta Sigma Pi staff and 13 years as chief executive officer of the Independent Insurance Agents of Kentucky, based in Louisville.

Mike clearly is no stranger to this type of role. From 1981-90, he served Deltasig as assistant executive director. He was directly involved in the expansion and installation of 13 chapters and conducted more than 300 chapter visits to 158 different colleges and universities. Brother Walsh also served as managing editor of *The DELTASIG*. He currently resides in Louisville with wife, Carolyn, *South Florida*, and sons, Patrick and Kevin, but will relocate to the Indianapolis area.

Brother Walsh now joins the ranks of four other Deltasigs currently serving as executive directors of national fraternities: Bob Biggs, *Cincinnati Alumni*, with Phi Delta Theta; Bill Martin, *Atlanta Alumni*, with Phi Gamma Delta; Ray Galbreth, *Missouri-Columbia* with Delta Chi; and of course our own Bill Schilling, *Nebraska-Lincoln*. ▲

dent of Essociates Group, Inc. in Overland Park, Kan.

**Douglas Gilbert**, *Wayne State-Nebraska*, is a financial services professional with New York Life in Omaha.

**Sean McLemore**, *West Florida*, is a manager at Radio Shack in Orlando.

**William Hill**, *West Liberty State*, is a senior defense analyst with the U.S. General Accounting Office in Washington, D.C.

**Steven Weimer**, *West Liberty State*, is a kitchen/supervisor/chef at Wheeling Island Racetrack and Gaming Center in Wheeling, W.Va.

**Tifani Conard**, *Western Illinois*, is an asset recover associate with DuPage Credit Union in Naperville, Ill.

**Tom Pugh**, *Western Kentucky*, is a realtor with New Homes Realty in Houston.

**Jane Ackerson**, *Western Michigan*, is an assistant IP planner with GM PlanWorks in Detroit.

**Tara Dziurman**, *Western Michigan*, is a sales coordinator with H. B. Stubbs Company in Warren, Mich.

**Stephen Rinvelt**, *Western Michigan*, is a human resources generalist with Robert Bosch Corporation in Farmington Hills, Mich.

**Heidi Gempeler**, *Winona State*, is a claims representative with Social Security Administration in Lancaster, Wis.

**Sandra Glofelty**, *Wisconsin-La Crosse*, is an associate with Resources Connection in McLean, Va.

**Stephanie Schuster**, *Wisconsin-La Crosse*, is in West Coast sales with Wave Securities, Archipelago, LLC in San Francisco.

**Jessica Severson**, *Wisconsin-La Crosse*, is a data analyst with Liberty Enterprises in Roseville, Minn.

**Robert Morris**, *Xavier*, is an area manager with amazon.com in Campbellsville, Ky.



## Milestones

Did you just tie the knot? Welcome a new bundle of joy? Do you know a brother who has recently passed away? If so, please inform us. Email your mergers, gains, and losses to [magazine@dspnet.org](mailto:magazine@dspnet.org) or mail your news to the Central Office.

### Mergers

**Robin Hatt**, *Kansas*, on May 2, to David Smith. They live in Kansas City.

**Julia Buresh**, *Minnesota State*, on May 22, to Chad Wentzel. They live in Bear Lake, Minn.

**Stacy Wellner**, *Minnesota State*, on May 8, to Michael Grunden. They live in Burnsville, Minn.

**Alison Moore** and **Jay McCulloch**, both *Missouri-Columbia*, on May 31, 2003. They live in O'Fallon, Mo.

**Chet Oberling** and **Tammy Mulligan**, both *New Orleans*, on April 17. They live in Slidell, La.

**Michael Borromeo** and **Michelle Liwanag**, both *Northern Illinois*, on July 19, 2003. They live in Chicago.

**Cheryl McChesney** and **Michael McClea**, both *Philadelphia*, on May 29. They live in Newark, Del.

**Papita Padmanabhan**, *Saginaw Valley State*, on December 31, to Praveen Nair. They live in Saginaw, Mich.

**Trent Casto**, *West Virginia*, on January 3, to Emily Johnstone. They live in Hawaii.

**Stephanie Smith**, *West Virginia*, on September 13, to Eliu Villatoro. They live in Atlanta.

**Matthew House**, *Winona State*, on July 19, 2003, to Mary Gnemi. They live in Dallas.

**Jessica Baker**, *Wisconsin-LaCrosse*, on June 7, 2003, to Steve Severson. They live in Apple Valley, Minn.

**Katie Walicki**, *Wisconsin-LaCrosse*, on January 3, to Don Paulsen. They live in Phoenix.

### Gains

**Derrick Singletary**, *Bellarmino*, and Amanda on March 22-Kaitlyn Marie. They live in Louisville. Derrick currently serves as the Mid-South Regional Vice President.

**John Semsel** and **Lisa (Rueshoff) Semsel**, both *Boston* on March 3-Andrew Gerhard. They live in Millburn, N.J.

**Richard**, *Cal State-Fullerton*, and **Corinne Hoppock Blevins**, *California-Riverside*, on February 2-Hunter Collin. They live in Brea, Calif.

**Mark Shulte**, *Dayton*, and Shannon, on May 7-Miles Joseph. They live in St. Louis.

**Julie Roach**, *Dayton*, and B. Randall on September 23, 2002-Kelsey Morgan. They live in Beavercreek, Ohio.

**Linda Dowdell Mazzeo**, *Florida State*, and Joe on January 7-Michael Frances. They live in Atlanta.

**Korin (Borton) Epps**, *Grand Valley State*, and Jamie on March 16-Jada McKenna. They live in Streamwood, Ill.

**Laura (Smith) Kuhnert**, *Grand Valley State*, and Rob on June 27, 2003-Ryan Andrew. They live in Rockford, Mich.

**Erik Konicki**, *Houston*, and Roberta on March 5-Alexandra Elizabeth and Abigail Grace. They live in Houston.

**Carrie Semrad**, *Houston*, and Steve on April 20-Oliver. They live in Houston.

**Rob Jones**, *James Madison*, and Ann on July 15, 2003-Erin Grace. They live in Fairfax, Va.

**Tami Jones Dumville**, *Longwood*, and Kevin, on April 14-Olivia Claire. They live in Mechanicsville, Va.

**Louis Maull**, *Loyola-Chicago*, and Peggy on March 19-Samantha Ellen. They live in Glendale, Mo.

**Kelly Heflin** and **Deverick Wilder**, both *Oklahoma*, on March 4-Fiona Chase. They live in Idabel, Okla.

**Laura (Baker) Renoll**, *Penn State-Behrend*, and Mark, on April 7-Ryan. They live in York, Pa.

**Lee Sloan**, *Penn State-Behrend*, and Robin, on April 7-Isaac Raymond. They live in Irwin, Pa.

**Meredith Gurney Page**, *Philadelphia*, and Brett on January 8-Lily Michelle. They live in Shelter Island Heights, N.Y.

**Chuck**, *San Diego*, and **Lisa Brown**, *Cal Poly-San Luis Obispo*, on March 24-Dylan Alexander. They live in Pleasanton, Calif. Chuck currently serves as the Western Provincial Vice President.

**Robert** and **Kelly Tavarez**, both *San Jose State*, on May 23-Bernadette Marie. They live in Austin.

**Arturo Perez**, *Texas-El Paso*, and Rossana Gonzalez-Ayala on March 24-Alessa Kandra. They live in Houston.

**Robby**, *Truman State*, and **Beth**, *Memphis*, **Hultz**, on March 27, 2003-Alexander Lane. Alexander was born on March 27, 2003 with his adoption being finalized May 7, 2004.

**Mike** and **Vicky Mitchell**, both *Washington-St. Louis*, on April 1-Charles Douglas. They live in Ellisville, Mo.

**Heather Troyer**, *Washington-St. Louis*, and Bryan, on June 9-Matthew Evan. They live in West Carrollton, Ohio. She currently serves Delta Sigma Pi as a Membership Services Coordinator with the Central Office.

**Rodney Kirk**, *Western Kentucky*, and Ketra on December 14-Eagan Ellis. They live in Southbury, Conn.

### Losses

*The Fraternity and its representatives assume no liability for the accuracy of this column. The information is printed as it is reported to the Central Office for record keeping purposes.*

*Alabama:* **Robert Minnix** (unknown)

*Auburn:* **Mary Stephanie Fortner** (May 2)

**Alfred Green** (April 1)

*Buffalo:* **John Dauria** (June 16)

*California-Davis:* **Gregory Prewoznik** (May 12)

*Cincinnati:* **George Ross** (June 2003)

*Creighton:* **Raymond Van Overschelde** (December 30)

*Denver:* **Walter Sharp** (March 4)

*DePaul:* **Lawrence Charles Bialas** (September 2000)

*Ferris State:* **David Templeton** (May 16)

*Georgia:* **Loy Rast, Jr.** (February 11)

*Georgia College & State:* **Gina Wicker** (May 15)

*Indiana:* **Emily Wertz** (September 9, 2000)

*Johns Hopkins:* **Robert Stipsak** (March 19). (Brother Stipsak was married to H.G. "Gig" Wright's daughter, Barbara.)

*Kent State:* **William Sullivan, Jr.** (December 17)

*Minnesota State:* **Charles Woolsey** (April 1)

*Nebraska-Lincoln:* **Eldon Johnson** (unknown)

**Paul Kugler** (December 21, 2003)

*North Carolina-Chapel Hill:* **Milton Hinnant** (March 2004)

*Penn State-State College:* **John Wiedenman** (December 15, 1998)

*Rider:* **Wayne Johnson** (unknown)

*Rutgers:* **Seth Butler Jr.** (February 20)

*San Francisco:* **John Burns** (unknown)

*Shepherd:* **Richard Keplinger** (June 17)

*Southern California:* **Frank Adams** (April 15, 2002)

*Wisconsin-Whitewater:*

**Kenneth Arndorfer** (unknown)

**George Pulsford** (June 25, 2002)



**IN MEMORY OF:** *Dorcas Mocella, longtime supporter of Delta Sigma Pi, and wife of 2002 Delta Sigma Pi Lifetime Achievement recipient Bob Mocella, passed away April 28, 2004. All brothers share in this loss and offer our prayers and best wishes to Bob, Northwestern-Chicago and Bob Mocella, Jr., Eastern Illinois, and Bob's nephew John Mocella, Wisconsin-Whitewater. Pictured, Dorcas (fourth from right) poses with family and Grand President Kathy Jahnke at husband Bob's 2002 Lifetime Achievement Award banquet.*

# Miami-Ohio Brother Pursues Entrepreneurial Dream

## **Entrepreneur... educator... philanthropist... advisor.**

These are the many hats Kent Lutz, *Miami-Ohio*, has worn during his professional career.

After graduating in 1970, Brother Lutz's career started with The Ohio Company, where he assisted companies in expanding their business models and financing their growth. He then went on to be part of the Victor Palimeri team that managed the real estate portfolio of the bankrupt Penn Central Transportation Company. With that under his belt, Brother Lutz joined the team of Jacobs, Visconsi & Jacobs—a large regional mall shopping center developer. His focus was on assisting the development of surplus properties surrounding JVI's regional malls.

After experimenting with mall development, Kent went on to join The Mead Corporation as vice president of its real estate group. He took part in the development, financing, marketing, construction, leasing and management of the corporation's 25,000,000 square foot real estate portfolio. He was also a partner in a private entrepreneurial real estate development company that developed a significant condominium project in Cincinnati known as Spring Hill.

Brother Lutz left The Mead Corporation in 1988 and formed his own private investment company—with interests in a variety of business ventures and real estate—and created his family's Private Foundation, to support his philanthropic and charitable activities.

In 1999, Brother Lutz was invited to come on as director of the Goering Center for Family & Private Business, where he serves as director. Brother Lutz also serves as adjunct professor of entre-



*Kent Lutz, Miami-Ohio*

preneurship and finance in the College of Business at the University of Cincinnati. Kent has used his leadership skills and entrepreneurial background to create one of the leading community-wide and educational Family Business Center resources in the country.

He works to assist privately owned family firms with many of the challenges they face in successfully managing and transitioning their entrepreneurial organizations from one generation to the next. Brother Lutz enjoys his dual roles, as an entrepreneur and teacher. Says Kent, "I am very fortunate to be in a unique position, to work with students to help them understand the challenges of being a successful entrepreneur on one hand, and on the other hand, work with highly successful entrepreneurial family businesses to support them in their efforts to achieve even greater success. I have the best of both worlds!"

## **A Leader in Entrepreneurial Studies**

The Goering Center for Family & Private Business is a leading non-profit, membership, education, and information community resource serving the family business community and the advisors that serve them.

The primary objectives of the Center are: developing curriculum to address issues unique to family and privately-held businesses, sponsoring research into these issues to extend knowledge and providing opportunities for education and information to the community at large. Through various partnerships, the center assists its members in learn-

ing more about the many challenges they face as families in business. Some of Goering's clients include LaRosa's, Graeter's, Griffin Industries and TGI Friday's.

Additionally, the center's Next Generation Institute has evolved into the premier program in the country focusing on developing the future leadership of family firms. Over the last four years, this mentored program has produced over sixty "next generation leaders." The Executive Luncheon Series, Member Breakfast Series, Community Partnership Programs, Economic Roundtable, and Newsletter Supplement published in the *Cincinnati Business Courier*, along with the Next Generation Institute and Family Business of the Year event round out the educational and community components of the Center.

## **Looking Ahead to the Future**

Exciting things are in store for Goering. The Next Generation Institute model will form the foundation for a regional, then national, conference focusing on the development of families in business next generation leadership. Another project being implemented is an assessment tool allowing the center to identify issues that families in business should address and figuring out how best to assist them.

Effort is underway to develop a private foundation with the mission of assisting in the funding of family business education and providing scholarships for those interested in pursuing entrepreneurial and family business careers, not only at the Goering Center, and the University of Cincinnati, but through other colleges and universities around the country. The infrastructure

and capitalization of the foundation is currently being developed, and will be operating in the first quarter of 2005. Currently the center is partnering with a college in Colorado to conduct a series of family business educational seminars in each quarter throughout 2005.

Last, a curriculum is under development at the University of Cincinnati focusing on the professional development of advisors serving the entrepreneurial family business community. Courses will be offered and upon completing the courses, advisors will receive their CFP(Certified Financial Planner) designation.

For more details, or membership information, email The Goering Center at [Goering@uc.edu](mailto:Goering@uc.edu).

### **Delta Sigma Pi: A Valuable Asset**

Brother Lutz says Deltasig proved to be a very valuable asset to his collegiate years. "As an undergraduate at Miami-Ohio in the mid-to-late 1960's, I needed a stabilizing force in my life that helped me understand the world of business better. Part of that experience came from my involvement with Deltasig. I was a chapter officer and enjoyed having the opportunity to meet and discuss the world of business with local leaders and what it takes to be a successful business leader. It was practical and first hand information and not just academic rhetoric learned in the classroom. My brothers, at that time, were some of my closest friends on campus. We all had idealistic views of the world and thirsted for as much knowledge as we could gather that would help us succeed. The Fraternity was a channel for us to help satisfy that thirst. Over the years, I have been very proud to say that I am a member of Deltasig. My early involvement with the Fraternity helped shape my personal character and planted the seeds of my passion for entrepreneurship and desire to strive for not only success, but to make a significant difference in our world."

His recent Fraternity involvement includes working to possibly establish one or two new local chapters, and

being available to speak and share his 35 years of business experience with several Cincinnati-area chapters.

Brother Lutz calls Delta Sigma Pi an incredible organization whose mission is to mold and shape the character of its members, so they can go on to make a significant impact in, not only the world of business, but the world as a whole. "I am very honored and proud to be called

a brother. As a lifetime member, my success was shaped and continues to be shaped by the high standards established by Deltasig. These are standards that must be preserved in our challenging and competitive world of business, and we as a Fraternity must continue to be the beacon of light that leads the way." ▲



*John Goering, Cincinnati*

*The Goering Center for Family and Private Business is located in a suite on the 6th floor of the College of Business at the University of Cincinnati.*

### **The Goering Center for Family and Private Business**

Brother John Goering, *Cincinnati*, continues to donate his time and financial gifts to the University of Cincinnati. John serves on the university's foundation board, faculty club, and is a strong supporter of the Cincinnati Bearcats.

It was his generous gift, in 1988, which endowed the Goering Center—he continues to serve as the center's chairman. The Goering Center for Family and Private Business is located in a suite on the 6th floor of the College of Business at the University of Cincinnati. John's family owned a successful lumber company that was sold in the late 1980s and from that sale came the passion to support family business education. Brother Goering continues to support the activities of the center and is very pleased with the growth that has occurred over the last five and a half years.

# Deltasig Fights Domestic Violence

## *Texas Tech's Sheryl Cates Named National Spokesperson*

by Jackie Andolino

According to the National Institute of Justice, one in three U.S. women report being abused by an intimate partner. That is one shocking statistic. Women can rest a little easier now knowing that one of our Deltasig brothers is helping to eliminate the existence of domestic abuse.

Brother Sheryl Cates, *Texas Tech*, has worked for 20 years trying to curb domestic violence, and has recently been named the National Spokesperson for Domestic Violence. Brother Cates' main branch of work has been with the Texas Council on Family Violence (TCFV). The TCFV is a non-profit organization that is a nationwide leader in the fight against domestic violence. They provide public education and training on the subject of domestic violence as well as being the only 24-hour toll-free hotline for victims of domestic violence.

After Brother Cates spent a decade in direct services for domestic violence victims, she became the Executive Director of Women's Protective Services of the third largest shelter in Texas. While in this position, she created fresh programs that not only helped this particular shelter, but also became models for other domestic violence organizations nationwide. Some of her programs have involved developing a 24-hour outreach program that assists men who batter as well as their victims. Alongside TCFV, Brother Cates founded a public awareness campaign entitled "Break the Silence, Make the Call," which has increased the amount of help line calls through tactics such as statewide polling, television PSAs, television spots



*Sheryl Cates, Texas Tech, stands proudly front and center as President Bush declares October Domestic Violence Awareness Month.*

and 1.5 million print pieces distributed throughout Texas and the United States.

Before becoming the National Spokeswoman in October of 2003, Cates had already established herself through several media outlets. Cates was featured on ABC's *Primetime Live*, and *The John Walsh Show*. Brother Cates and the organizations she leads have also been highlighted in *TV Guide*, *Glamour*, an Oprah web site as well as many other state and national publications and broadcast events. Cates was a featured guest at the Lifetime Television launch event the "Times Square Project," which was organized by Lifetime Television and New York City's Mayor's Office.



After being named National Spokesperson, Sheryl joined President Bush in announcing a Domestic Violence Awareness month, as well as unveiling a "Stop Family Violence" postage stamp. She participated in a White House roundtable discussion which included U.S. Attorney General John Ashcroft and Human Services Secretary Tommy Thompson. Since that meeting, Ashcroft

announced that the Violence Against Women Office would become a prominent office with a director appointed by the President who will report to the Attorney General.

Since taking control at TCFV, the annual operating budget has practically doubled, and she has been responsible for raising over \$7,000,000 in contracts, charitable contributions from foundations, businesses and individuals.

Brother Cates has certainly made her place as an outstanding public figure in the fight against Domestic Violence. On the issues, she states, "We will never be able to provide services to all victims of severe abuse, let alone victims of verbal and other forms of abuse. We must emphasize prevention in the communi-

ties where we live, therefore creating safer homes, neighborhoods and safer families." ▲

*Sheryl Cates, National Spokesperson for Domestic Violence, met with President Bush to participate in a White House roundtable discussion on this important issue.*

## Do you have something to share?

We'd like to hear from you with comments or questions regarding the Fraternity or the magazine. Letters should be sent to: Editor, Delta Sigma Pi, 330 South Campus Avenue, Oxford, OH 45056, or email [magazine@dspnet.org](mailto:magazine@dspnet.org)

### Provincial Proclamations

"Joe Mayne was absolutely fabulous. I thoroughly enjoyed his keynote address, as well as the two breakout sessions I attended. Excellent job on bringing him to the LEAD Conference."

—Houston attendee

"I thought getting Brad Karsh to keynote and present was a major accomplishment. As a Fraternity, we need to incorporate more presenters like Brad for our seniors and recent alumni."

—Albuquerque attendee

*(Brad Karsh is president and founder of JobBound—a company committed to helping college students and recent graduates land their first job or internship.)*

"I really got a lot out of Tim Augustine's sessions. I am a freshman this year and won't be interviewing for a while, but I learned a lot about things I can do now so I will be ready when the time comes. He gave great presentations and I would definitely go to them again!"

—Detroit attendee

### In the Spirit of Brotherhood...

"I recently attended a conference in Albuquerque for my job and had the pleasure of meeting the brothers and pledges of Gamma Iota at New Mexico. This chapter took care of me from the moment I arrived. From taking me to a campus-wide committee service project to playing golf with the pledges, this chapter was a great host. Plus, they expressed concerns within the chapter—I tried to assist them in their planning for the next year and before long they were picking my brain for long term projects. They are a creative and driven chapter and I am glad to have met them. The brotherhood within this chapter made me feel like I had known them for years. I felt the leadership of Delta Sigma Pi needed to know about my great brotherhood experience."

—Huron Regional Vice President KJ Foster

"On April 17th, I was getting a lot of kudos for the reactivation of St. Louis. But I was not alone. I would like to express my deepest appreciation and gratitude to Executive Director Bill Schilling and his staff for their efforts over the past twelve months. The staff was both incredibly accessible and extremely prompt in rendering assistance. If I wanted something, it was in my email box straightaway. If I wanted advice, it was given, and it was accurate. Over these nearly eighty years, the Central Office has kept this Fraternity alive in the lean times and prepared us for expansion when the opportunities presented themselves. I am proud to call you my brothers."

—Louis Maull, Loyola-Chicago

### March Marvels

"Thank you so very much for the great article in the March '04 issue of *The DELTASIG*. I'm showing it to everyone, and I'm just tickled that some brothers I haven't seen in a while will be able to share my excitement now, too."

—Julie Hyzy, Loyola-Chicago  
(“Cool Careers”)

"I wanted to thank you for including my picture and caption in the “Deltasigs Around the World” article. I'm sorry I didn't know Brother Berndt, also from Connecticut, since I was stationed in his home of Heidelberg, Germany from 1989–93. I completely agree with his assessment of his birthplace, since my wife and I loved it there."

—Sean Mahan, Connecticut



1947 Grand Chapter Congress, Minneapolis.

### Winner of National Alumni Day Contest

In the March '04 issue, we asked readers to help identify brothers in our Alumni Day photos, for a chance to win a Pearl and Ruby Badge. Brother Glen Galles, Minnesota, is the lucky recipient and here is his story:

*"I was pleasantly surprised when I turned to page 35 and recognized a picture of brothers seated at tables. This is a scene of the 1947 Grand Chapter Congress, held at the Radisson Hotel in Minneapolis, possibly on the last evening of Congress. The first two tables on the right are mostly Minnesota brothers. I am at the second table on the right, closest to the photographer, in a light colored suit wearing glasses. After the meal, the big event was to assemble the entire group on the stage of the auditorium and have a group picture. I was appointed to accomplish this task—see photo below. You can observe that after 58 years, my fading memory has shaken a few cobwebs."*

Fraternally, Glen F. Galles



1947 Grand Chapter Congress, Minneapolis.

## Leadership Foundation

# A Reminder from the Leadership Foundation President

## *Double Your Donation!*

by Gregory W. Howell, Vice Chairman and President of the Leadership Foundation

*One fact* that many alumni forget about when giving is that their employer may match their gift to the Leadership Foundation. Matching gift programs not only give employers the opportunity to express their corporate philanthropy, but also demonstrate that they appreciate their workers by supporting the educational and other charitable organizations valued by their employees. Several firms use their resources to enhance the quality of the educational experience for Deltasig students and expand the Foundation's scholarship opportunities. Corporations that have given matching dollars to the Foundation in the past include Verizon, Wells Fargo, Coca Cola, ING Funds, Home Depot, First Data Corp and T. Rowe Price Associates.



Of 11,500 companies surveyed by Blackbaud, Inc., 80 percent matched their employees' cash donations at least dollar for dollar in 2002. More than 640 gave \$2 for every \$1, and 80 gave matches of three to one. In some cases, gifts from spouses and retired employees may also be eligible for a match. Ratios for matching gifts can vary from employer to employer, depending on the company's specific program. If you're not sure whether your employer has a matching gift program, email [foundation@dspnet.org](mailto:foundation@dspnet.org). We can do a little research to not only find out if they do, but we can obtain details on the program.

If your company has a program, request a matching gift form from your employer's web site or human resources office, and mail it, completed and signed, along with your gift, to the Delta Sigma Pi Leadership Foundation. We'll do the rest!

Again, on behalf of the Trustees of the Delta Sigma Pi Leadership Foundation, thank you very much for your generosity. Your generosity not only honors Deltasig leaders of the past, but it more importantly helps make Delta Sigma Pi a better organization for our future leaders.



Clarence "Red" Frank, Detroit, receives the Cornerstone Award recognizing his contributions of over \$5,000 to the Leadership Foundation. On hand to present the award were Vice President-Organizational Development Claire Roberts and Grand President Kathy Jahnke.

### An Exciting Year

The '03-'04 fiscal year has been an exciting one for the Delta Sigma Pi Leadership Foundation. The generosity that Deltasigs express across the country allows the Foundation to fund undergraduate scholarships, graduate fellowships and grants to the Fraternity for educational programs and leadership development. On behalf of the Trustees of the Foundation, thank you very much.

The year started out with a bang at the 2003 Grand Chapter Congress in Palm Springs, where a single event record in donations was achieved. A great amount of gratitude is owed to those volunteers and donors making it all happen. The event

culminated with a gift from the Inland Empire Alumni Chapter as a result of their Silent Auction (see picture). We only wish Grand Chapter Congress occurred every year! As August 2004 is quickly approaching, please consider a gift to the Leadership Foundation in August, so that the month is just as successful as it was when we were all in Palm Springs.

Other alumni chapters across the country are being very creative in their fundraising efforts. Thank you to Barrett and Kim Carter and the Atlanta Alumni Chapter. On April 4th they held the Atlanta Alumni Chapter Golf Tournament. Not only did the brothers in Atlanta have

**Leadership Foundation**



*Inland Empire Alumni Chapter President Patti LaMarr presents Leadership Foundation President Greg Howell with a \$1,000 check from the Silent Auction held at the 2003 Grand Chapter Congress.*



*A check in the amount of \$2,402 was presented to Patrick Blanchard, Chairman of the Leadership Foundation, by J. Barrett Carter, Atlanta Alumni Chapter treasurer and chairman of the golf tournament. Some of this contribution was designated to the Bob and Dorothy Busse Scholarship Fund and the remainder was donated as undesignated funds. The donation of the proceeds from the golf tournament made the Atlanta Alumni Chapter the first chapter in the 2007 Centennial Society.*

a great time, but they also raised funds to make a generous donation to the Foundation's general fund and to the Bob & Dorothy Busse Scholarship Fund.

We would like to encourage other alumni chapters to follow the example of the Inland Empire and the Atlanta Alumni Chapters by being creative in your fundraising efforts for the Foundation. ▲



*At the Florida International installation, Carlos Hazday, Miami-Florida, received the Leadership Foundation's Cornerstone Award, after achieving a giving level of more than \$5,000.*



*During the Deltasig (Beta) House Corporation Board Meeting in April, more than \$12,000 was contributed to the Leadership Foundation—with another \$72,000 arriving by July 1. This brings them recognition in the 2007 Centennial Society, starts four new scholarship named funds with the Foundation and fully endows the Chicago Alumni Chapter-Gig Wright Scholarship Fund. As the house corporation works to dissolve by September 2005, additional gifts to the Leadership Foundation are anticipated. At the meeting: (front, from left) Leadership Foundation President Greg Howell, Mark O'Daniell, and Vince Field. (back, from left) Bob Mocella, Jack Metcalf, Grand President Kathy Jahnke, Virgil Needham, Jack Nikoleit, Jim Wills and Charlie Miller.*

## Leadership Profiles

**Leadership Profiles** honors non-elected, volunteer brothers who exemplify leadership and service to Delta Sigma Pi.



*Kelly Northridge*

**Kelly Northridge**, *Nevada-Reno*, recently served as district director for the Cornell colony. As a collegian, Brother Northridge held numerous positions including president, senior vice president and vice president-pledge education—she was also the Western Regional Collegian of the Year in 1997. After college, Kelly served as president of the Sierra Nevada Alumni Chapter. She currently lives in Ithaca, NY, but will be moving to California following graduate school at Cornell.

### FUN FACTS:

- ▲ Her favorite Deltasig event to attend is Grand Chapter Congress, “because of the energy, the brotherhood, and all the amazing people I meet each time.”
- ▲ One thing people would be surprised to find out: “My senior year in high school I was runner-up for the title of ‘shyest’ in my class.”
- ▲ She describes Delta Sigma Pi in one word: Family

**Raymond Jones**, *Pittsburgh*, currently serves as a chapter advisor at Pittsburgh, where he is also a member of the faculty. He recently served as a session facilitator at the 2004 Northeastern LEAD Provincial Conference.

### FUN FACTS:

- ▲ His favorite Deltasig event to attend: “I enjoy attending events where several of our brothers have the opportunity to hang out and socialize with people from the Student Affairs office—in an informal setting. Our Student Affairs office recently



*Ray Jones*



*Chuck Kilbride*

took our brothers to a Pittsburgh Pirates baseball game. I enjoy events like these, in that they are a great opportunity to network while also having fun. Like many Delta Sigma Pi events, it puts forth the positive idea that professional development can occur in a natural and even enjoyable setting.”

- ▲ Ray is a sports fanatic—he follows Pittsburgh professional teams and the University of Pittsburgh, and participates in a few as well. He plays basketball in the winter and softball in the summer. Ray also coaches basketball at the same elementary school he attended many years ago. Next year will be his 15th year of coaching!
- ▲ He describes Delta Sigma Pi in one word: Energy

**Carlos Hazday**, *Miami-Florida*, is a Trustee Emeritus of the Leadership Foundation and a Golden Council member. His past offices include pledge educator for recently installed Florida International, pledge educator for Barry, Leadership Foundation trustee, Southern Provincial Vice President, South Atlantic Regional Director and Miami-Florida alumni advisor. Brother Hazday is enjoying retirement in Miami.

### FUN FACTS:

- ▲ His favorite Deltasig event to attend: Grand Chapter Congress. “It gives me a chance to visit with old friends; it allows me to get lost in exploring a new city or area and forget for a few days about the daily routines; I always get to meet a few new interesting brothers; and of course, the memo-



*Carlos Hazday*

ries, always the memories that we end up talking about for years to come.”

- ▲ The person Carlos most admires is Leonardo Da Vinci. “His ability to be such a multifaceted individual with interests in the sciences, the arts and everything in between is a constant inspiration.”
- ▲ He describes Delta Sigma Pi in one word: Experience

**Chuck Kilbride**, *Tampa*, became an honorary initiate in March of 2003. Since that time he has conducted training seminars at Deltasig conferences in Charlotte, Orlando and Atlanta. Brother Kilbride also attended the Florida International installation in February. His daughter, Jeanne Kilbride Gregory, and son-in-law Shawn are also members of the Tampa chapter. Chuck currently resides in Clearwater, Fla., where he is a senior consultant in the Tampa office of DBM (Drake Beam Morin)—he works in the areas of career coaching, performance management, effective selection, transition support services and marketing.

### FUN FACTS:

- ▲ His favorite Deltasig event to attend: leadership conferences. “I am able to meet other brothers who are in the process of starting their business philosophies and foundations. It also showcases me as a reference to any who would seek my help in the professional area of career development.”
- ▲ Brother Kilbride, who often gets mistaken for the original James Bond, has sung on the radio, with the Florida SunCoast Symphony, in musicals and with his church choir. He is a past high hurdles track champion of Philadelphia and past Track Coach of the Year in Miami-Dade County. Chuck has also had the opportunity to travel around the world eight times in his career with Pan American World Airways.
- ▲ He describes Delta Sigma Pi in one word: Dynamic ▲



## 175 New Members *(continued from page 3)*

ment, conducting a chocolate chip pancake sale, and hosting a Korean barbeque plate lunch sale. The group toured the TD Waterhouse Company as part of their professional program as well as hosted a variety of speakers on topics of corporate sales and marketing, human resources, ethnic diversity, sexual harassment, business etiquette, and communications. Service projects included Special Olympics, adopt-a-family, visiting a retirement home, a friendship home for mentally ill, renovation on a homeless shelter, and "Cares for Kids." Pledge education was conducted by District Director Ellen Erena, *San Diego State*, with assistance from Jill Vasant and Malia House, also of *San Diego State*. ▲



*The new brothers of FLORIDA INTERNATIONAL enjoy their new membership in Delta Sigma Pi at the post initiation banquet with Grand President Kathy Jahnke (far left), South Atlantic Regional Vice President Claire English (standing second from right), Southern Provincial Vice President Mitch Simmons (far right) and Pledge Educator Carlos Hazday (sitting center).*



*April 17 was a milestone day for Delta Sigma Pi as Beta Sigma Chapter at ST. LOUIS was reactivated with the support of two new faculty initiates, scores of Beta Sigma alumni and members of the St. Louis Alumni Chapter.*



## Central Office Improvements

Check out the new Champion windows, installed over Presidents' Day weekend, and just in time for Cicada Fest '04! The windows, in addition to landscaping projects, are a welcome addition to the headquarters.

## We Need Your Help!

To celebrate the growth and success of Delta Sigma Pi over the past century, future issues of *The DELTASIG* will feature member-submitted photos, article reprints, photos from the Deltasig archives, and a historical account of Delta Sigma Pi through the decades. We are looking for entries and/or photos that illustrate Fraternity life throughout the years. So take this chance to dig through your photo albums and relive your favorite Deltasig memories. We will feature Centennial-related articles and photos from now till our Centennial celebration in 2007 so submissions can be made at any time.

Send articles and photos to: Assistant Director of Communications, Delta Sigma Pi, 330 South Campus Avenue, Oxford, OH 45056 or via email to [magazine@dspnet.org](mailto:magazine@dspnet.org).

## Delta Sigma Pi a Winner!

At the May College Fraternity Editor's Association (CFEA) Annual Conference held in Oak Brook, Illinois, Deltasig was honored with two CFEA/North American Interfraternal Foundation (NIF) Awards. The 2005 Grand Chapter Congress logo won 3rd Place Logo Design and the May 2003 "Eat Mor Chikin" *DELTASIG* cover took 3rd in the Critic's Choice category. With over 500 entries received for consideration, this is quite a feat!



# Successful Career Decisions

by Susan D. Strayer



**A**re you preparing for a job search or a career change? The following hints will help make your search successful and rewarding.

Since the boom of the economy in the early 1990s, the world of recruiting and placement has changed dramatically. Advances in technology, increased demand for positions and recruiters with decreased time are all significant factors to consider. Whether just out of college, or just out of a ten-year job, don't jump into the job search process without considering some of the most important factors.

While career satisfaction is always a prime goal, it often becomes a bigger topic of conversation in a down or stagnant economy. With unemployment hovering at 6%, many people are reluctant to leave an unfulfilling job because of the difficulty in finding a new position. For the over 9 million unemployed, the fear of finding a new paying position is all too real. Regardless, if you're facing the fear, the best defense is a good offense. The following are key points to help you through a job search or a career change.

## Understand the Economy

In a normal economy, job seekers can expect to search for 3 to 9 months for that perfect position. But in a down economy, it typically takes 6 to 18 months. Go into a job search with a realistic view of the time it might take. If

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Susan D. Strayer is founder and president of University and Career Decisions ([www.ucdecisions.com](http://www.ucdecisions.com)). She also serves as the assistant director of career services for the School of Professional Studies at The Johns Hopkins University.

unemployed, keep a positive attitude and be prepared to take a part-time job to help bridge the expense gap. If currently employed, think twice before jumping ship too quickly. The income and health benefits you currently enjoy may well offset job dissatisfaction. When the economy is sputtering, rash decisions will likely hurt you in the long run. The best advice is to stay employed and start searching on the side.

### Look Inward and Set Boundaries and Goals

You wouldn't buy a house without first assessing your finances and determining geography, so why start looking for a job without setting some personal and financial boundaries? Be sure to involve your family in the discussion and come to a compromise in these areas before you start a job search.

- **Geographical limits** – How far are you willing to commute? Be sure to factor in the cost of commuting, including parking, car and mileage costs, etc.
- **Salary** – If currently unemployed, take a good look at your finances and determine how long you can live off of severance pay or savings. You should create a budget or take a good look at the one you have, and ask how much you are willing to cut back.
- **Childcare** – How will a new position affect your childcare situation? Make sure to take into account hours, cost and distance.
- **Benefits** – Do you require certain medical or other benefits? If you or a dependent has a condition that must be covered, be sure to take it into account.

### Look Outward at Your Options

Do your research. What industries are strong? What kind of career are you looking for? The next best thing to actu-

ally doing a job is to talk to someone who is doing it. Get out from behind your laptop and schedule phone and personal interviews with people who are doing what you want to do. Ask questions like, "What's on your calendar?" "What's on your to do list?" "What do you like most about your job?" "What do you not like about your job?"

### Market Yourself

Create a plan for getting where you want to be, make a list of your qualities and decide which ones you want to sell. Think of a tangible product example, for instance, all shampoos clean your hair, but aren't necessarily branded on that notion. So don't try to sell every single quality you have or just the obvious ones. Instead, pick the skills and abilities that will sell the best in the particular job market you are searching and focus your self-marketing plan on the "four P's of marketing." In addition to thinking about you—the product, think about price (what are you asking for in return?), place (where can you sell your product most effectively?) and promotion (the tools you'll use, such as résumés, networking and informational interviews, to promote your product.)

### Prepare Résumés that Get Results

Use your self-marketing plan as the foundation to create your résumé—the package for your product. When writing your résumé, go beyond a simple job description, and tell the reader what you do better than anyone else. Get noticed by focusing on your achievements, accomplishments and results. Include metrics (cost savings, percentage of goal achieved, number of staff members managed, etc.) to tell the reader what you did, who it was for, why you did it and the outcome.

Recruiting technology has advanced significantly, so stay away from fancy fonts, lines, graphics, and italics—résumé management systems used by

big companies won't recognize them. Instead, use a simple font and bullet points to make it easy to read and don't go over two pages regardless of your experience. Résumés are typically read counterclockwise, so put job titles and employer names on the left and dates on the right.

You have four to seven seconds to make an impression, so start your résumé with a profile or summary section. Briefly tell the reader who you are, what you bring to the table and what you're looking for so the reader will want to keep reading.

### Get Organized

Don't send your résumé to every company in your area. Create a job search spreadsheet to track companies of interest, contacts made and résumés sent. It is helpful to keep notes for each opportunity, last contact and next steps for each company. The spreadsheet becomes your working "to do" list and ensures that you manage your search time effectively.

### Be Willing to Invest the Time

The more you invest in a job search, the more you will get out of it. It's that simple! If you are unemployed, you should spend between 35 and 40 hours a week on job searching activities. If you're working, you should aim for at least 20 hours a week. Schedule time each week for your search and be persistent.

Treat your job search like a business project. Set clear goals, schedule specific work time and make your search a priority. Think about how much effort you put into making your personal and family relationships work. If you put the same energy into a job search, you'll find value in your career. ▲

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## Brotherhood Network

Looking to become involved with an alumni chapter? Please contact the following brothers for information on the alumni chapter in your area!

The list includes alumni chapters franchised for the 2004-2005 year as of July 1, 2004.

### Alabama

BIRMINGHAM  
Brittani Valone  
205-668-7741  
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SACRAMENTO VALLEY  
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### Connecticut

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860-277-2277  
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Alumni chapters must charter or re-franchise by June 30 of each year for full benefits and reduced cost. Franchised alumni chapters are entitled to certain benefits, including a vote on their Provincial Council and the Grand Chapter Congress.

Chapters may still franchise late from July 1-August 31 for select benefits by paying an increased fee. For more information on franchising requirements, please visit the "Alumni" section of our Web site at [www.dspnet.org](http://www.dspnet.org).

No alumni chapter or contact in your city? You can start a new alumni chapter! For information, contact Kate Flick at [kate@dspnet.org](mailto:kate@dspnet.org) or call (513) 523-1907 x244.

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avery.moore@cox.net

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Jennifer.gress@williams.com

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ilfarmgirl73@juno.com

### West Virginia

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JLowman@citynet.net

### Wisconsin

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262-814-1814  
chris@therauseragency.com

This list includes brothers that are seeking to begin alumni chapters in various areas.

Want to be a founding member of an alumni chapter—or just join some brothers for a good time? Contact the following brothers for more information on local activities!

### UNITED STATES:

ALBUQUERQUE-ZIA, NM	Angela Cook	505-890-3215	angelah2003@msn.com
ALCATRAZ, CA	Joseph Riego	707-645-9227	joe@joeriego.com
ANCHORAGE, AK	Jeff Erwin	907-261-5981	Jeff.Erwin@ubs.com
ANTELOPE VALLEY, CA	Erica Verderico	661-255-9035	elv1579@aol.com
ASHEVILLE, NC	Alfred White	828-277-4013	awhite@NBA.com
BOWLING GREEN, KY	Mandy Hanson	270-358-0492	mhanson@hardin.k12.ky.us
CHARLESTON, WV	John Akerman	843-763-1102	charlestonavc@aol.com
COLUMBIA, SC	Buck Fulmer	803-791-5566	buck-hlm@sc.rr.com
DECATUR, IL	Christopher Aubrey	217-234-2385	deltasigmapi891@hotmail.com
DES MOINES, IA	Ben Cleaver	515-988-6721	benc79@hotmail.com
DUBUQUE, IA	Tom Jaeger	563-543-1982	tom.jaeger@agedwards.com
FT. LAUDERDALE, FL	Curtis Bernstein	516-784-0255	chernstein@healthcareappraisers.com
FRESNO, CA	John Stillwell	559-471-9106	johnstillwell@aol.com
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OAHU, HI	Nichole Banquil	808-348-1450	angelita2465@yahoo.com
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SAVANNAH, GA	Robert Bendetti	912-663-2993	robert_bendetti@comcast.com
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LONDON	Ashok Arora	44-208-423-5952	bertela@yahoo.com
PHILIPPINES	Louie Basilio	632-939-0362	lph@info.com.ph

**Water Cooler**

**Leadership Changes**

Onuka Ibe, *Truman State*, was elected Mideastern Regional Vice President in January. Brother Ibe served his collegiate chapter as an alumni advisor, senior vice president and district director. Onuka also served the Fraternity as chancellor at the 2003 Grand Chapter Congress in Palm Springs. Congratulations, Onuka!



Kathy Lazo-Thompson, *New York*, was elected Eastern Regional Vice President in April. Brother Lazo-Thompson most recently served as the Mideastern Regional Vice President, before a move North. She has also served as district director for Georgetown and St. Peter's and as alumni advisor for New York. Congratulations, Kathy!

**Joan Howe Retires—  
Two New Consultants Hired!**

Brother Joan Howe retired June 11 after 21-plus years of service to Delta Sigma Pi. She and husband Calvin will be retiring to sunny Florida to join her sister-in-law. The Fraternity, leadership, staff and countless members wish Joan and Calvin all the best in this new adventure in their lives—and offer sincere thanks for the many, many years of dedicated service put in by Brother Howe.



Two new Educational and Leadership Consultants arrived at the Central Office in June. Jaclyn "Jackie" Charles, *Nebraska-Lincoln*, is from Brookings, S.D. Brother Charles served as her chapter's president, vice president-professional activities and vice president-alumni relations. Karin Grant, *Central Florida*, served her chapter as president, vice president-alumni relations, vice president-pledge education and chancellor. Most recently, she was named Southern Provincial Collegian of the Year.

2004 consultants  
Jaclyn Charles (left)  
and Karin Grant.



Interested in writing for *The DELTASIG*?  
Contact the Assistant Director  
of Communications at  
[magazine@dspnet.org](mailto:magazine@dspnet.org).

**Calendar of Events:**

2004

**August 6-8**

National Volunteer Leadership Retreat –  
*St. Louis (Sheraton Westport)*

**August 7-8**

Leadership Foundation Board of Trustees Meeting –  
*St. Louis (Sheraton Westport)*

**August 27-29**

Fraternity Board of Directors Meeting –  
*Central Office, Oxford, Ohio*

**September 18**

2004 Lifetime Achievement Banquet for  
Nick Steinkrauss, *Boston*

**October 16**

Minneapolis LEAD School –  
*Minneapolis Marriott City Center*  
2004 Career Achievement Banquet for Joe Mayne –  
*Minneapolis Marriott City Center*

**October 23**

Riverside LEAD School – *Riverside Marriott*  
Make A Difference Day

**October 30**

Tampa LEAD School – *Doubletree Hotel Tampa  
Westshore Airport*  
Buffalo LEAD School – *Buffalo/Niagara Marriott*

**November 7**

Founders' Day

**November 13**

New Orleans LEAD School –  
*Radisson Hotel New Orleans*

2005

**February 4-6**

Northeastern LEAD Provincial Conference –  
*Marriott Dulles, Washington D.C.*

**February 18-20**

North Central LEAD Provincial Conference –  
*Hilton Lisle (Chicago suburb)*  
Southern LEAD Provincial Conference –  
*Birmingham Hilton*

**February 25-27**

South Central LEAD Provincial Conference –  
*Hilton Kansas City Airport*  
Western LEAD Provincial Conference –  
*Reno Hilton*

**April 25**

National Alumni Day

**August 10-14**

45th Grand Chapter  
Congress *Renaissance  
Orlando Resort at Sea World*

**November 7**

Founders' Day





# ORLANDO

## Shines As a Beacon for Deltasig's 2005 Congress

Located in the middle of Florida, the city will be the center of Deltasig action during the August 2005 Grand Chapter Congress

Orlando in August is *hot*. Oh, and the temperatures climb pretty high, too!

Indeed, located in the middle of the Sunshine State, Orlando sizzles with things to do and see, ranging from more than 95 exciting attractions and 150-plus golf courses to some 4,500 restaurants. In addition, you can dance the night away, relax at an award-winning spa or go shopping at a world-class mall. There's something for virtually everyone.



Mission: SPACE

©Disney



©SeaWorld

### Picking a Theme

While the city boasts numerous leisure-time options, the undisputed No. 1 attraction is, well, the attractions. But do you know the latest about the area's three major attractions? At SeaWorld (where a special Deltasig event is planned for Aug. 12), The Waterfront is the park's largest-ever and most recent expansion. It's a five-acre nautical neighborhood that bustles with festive entertainment, dining and shopping. Revenge of the Mummy - The Ride recently



©Universal

The Incredible Hulk Coaster



©Universal

Revenge of the Mummy-The Ride

opened at Universal Studios. The "psychological" thrill ride plunges guests into total darkness as they face fireballs, scarab beetles and an army of warrior mummies. Disney's top new addition, Mission: SPACE at Epcot, is a simulated space adventure going from pulse-racing lift-off to weightlessness in outer space.

## Our Host Hotel: Renaissance Orlando Resort at SeaWorld

Located across from SeaWorld, the Renaissance is also approximately 15 minutes from Universal Orlando and Walt Disney World. You might be tempted not to leave the hotel. For starters, the resort offers three lighted tennis courts; three lounges; two restaurants; two whirlpools; one delicatessen; one Olympic-sized swimming pool; a 24-hour health club with spa services; basketball and sand volleyball courts; and one arcade.

Six glass elevators, overlooking the world's largest resort atrium, lead to the oversized guestrooms. In each room, you'll find data ports on the phones and high-speed Internet access. Also, coffee, tea or hot chocolate is delivered with every wake up call, along with a newspaper, each morning.



When you've built up an appetite, award-winning Atlantis offers succulent fresh seafood and continental cuisine. For the more casual-minded, there's Tradewinds, and a late-night deli for pizza and other snacks.

The special Congress rate is \$114 for single, double, triple or quad sharing. Make reservations AFTER September 15, 2004 at 1-800-HOTELS1 (1-800-468-3571). See [www.renaissancehotels.com](http://www.renaissancehotels.com) for hotel information.

## Putting Life into the Night

When it's time to boogie — or at least stay out a bit longer — where can you go? When it comes to nightlife in Orlando, there's a place for everyone, beginning at Universal CityWalk. The 30-acre complex includes the world's largest Hard Rock Café and the Hard Rock Live concert venue, Jimmy Buffett's Margaritaville, Bob Marley—A Tribute to Freedom, Pat O'Brien's, CityJazz, Latin Quarter and The Groove. Local Deltasigs are quick to note CityWalk is the place to be for college-age brothers.

Disney's answer to CityWalk is Downtown Disney, including Pleasure Island and Downtown Disney West Side. Pleasure Island features a combination of dance clubs and concert halls. West Side



houses the House of Blues and the world-renowned Cirque du Soleil show *La Nouba*. Also, Disney's Boardwalk is a waterfront village that houses the ESPN Zone sports bar.

On International Drive, just down the road from our host hotel, Pointe Orlando is a one-stop location for both casual and trendy nighttime entertainment.

## Sampling the Menu

With 4,500 restaurants in and around Orlando, there are certainly lots of dining options for every taste and budget. Choices range from upscale dining experiences to outdoor cafes, dinner attractions, ethnic cuisine and restaurants located in entertainment complexes such as Downtown Disney, Boardwalk and Universal CityWalk. To narrow down the host of options, visit the dining section under the "What to See & Do" area of [www.orlando.info.com](http://www.orlando.info.com).

## Exploring Around Town

While the attractions, nightlife and dining might not leave much time for doing other things, plenty of Orlando still remains to be explored. Sportsmen have their choice of golf or fishing. Golf enthusiasts can get in a round at our host hotel course, nearby Grande



Pines Lake Golf Club. Peacefully co-existing with the native flora and wetlands, the 7,012-yard, par-72 course offers players options at every turn. To make reservations ahead of arrival for the 2005 Congress, call 407-239-6108 or 800-371-1165. Of course, Grande Pines is just one of more than 150 courses from which to choose. Outdoorsmen can enjoy a day fishing on one of southwest Orlando's many lakes, or head offshore on a day charter out of nearby Cocoa Beach. Another sporty adventure is airboating on wetlands to get an up-close view of alligators and water birds, with guided tours such as Boggy Creek Airboat Rides in Kissimmee.

For shoppers, The Florida Mall, Mall at Millenia and Belz Factory Outlet World are three nearby must-stops. Downtown Disney, Pointe Orlando and Universal CityWalk are also worthy. Meanwhile, for culture enthusiasts, popular museums include the Orange County Regional History Center, Orlando Museum of Art and Charles Hosmer Morse Museum of American Art. ▲

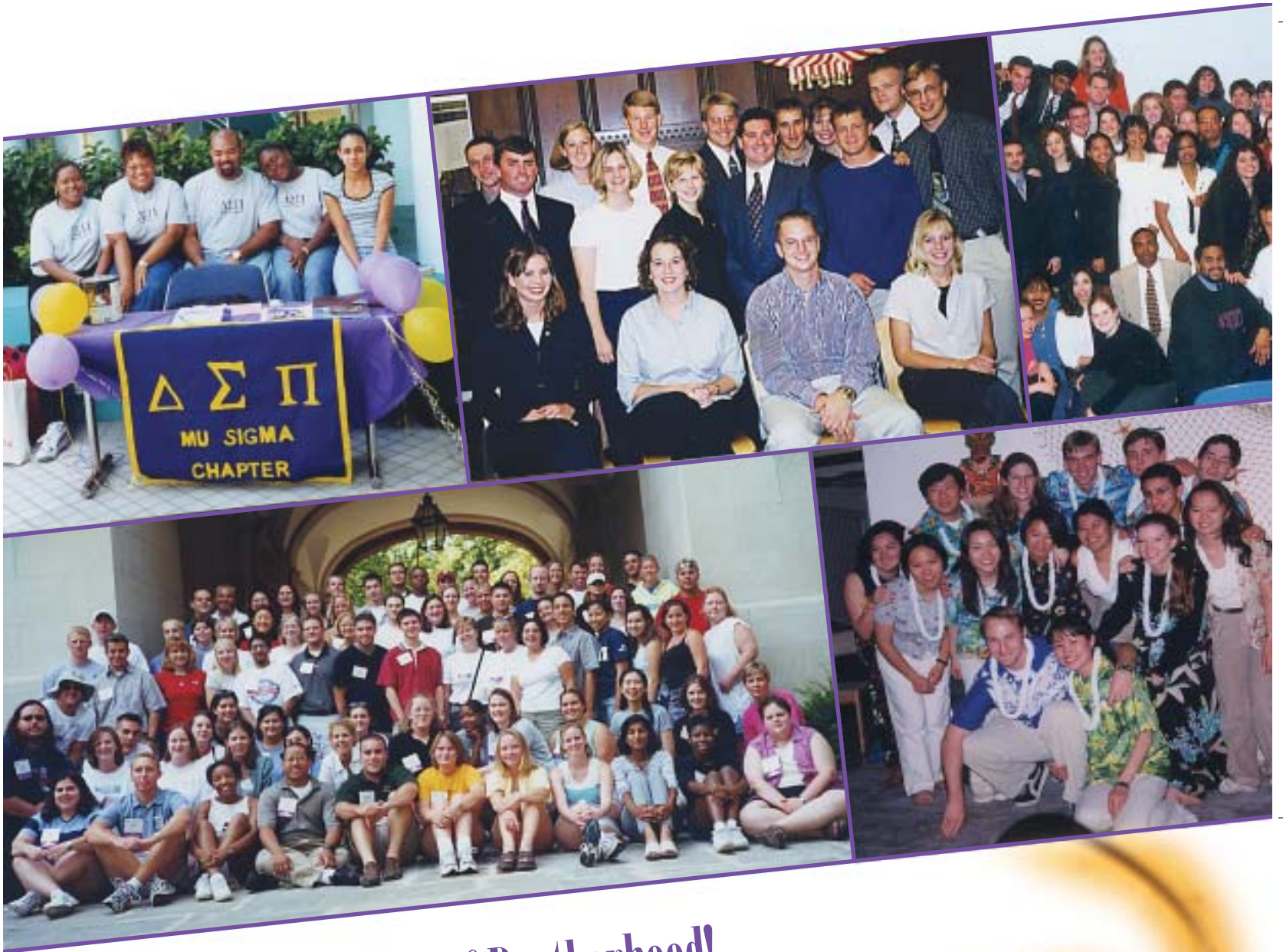
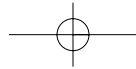


## Take Advantage of 2005 Congress Educational and Leadership Seminars

Delta Sigma Pi's 2005 Congress offers many opportunities for our brothers. Interesting and dynamic speakers lead the sessions and allow brothers to discover their own potential and the opportunities that await them in Delta Sigma Pi and the business world. Personal development is also an important part of the educational process and these seminars provide valuable enrichment for everyone who attends.

From the opening session and the keynote address to the legislative and business ceremonies, all delegates and visitors attending this Congress are a proud part of an historic event. The Grand Chapter Congress Banquet, featuring fine dining, dancing and entertainment, provides a fitting conclusion for the ceremonies.

Extensive details on Congress registration, programming and Orlando attractions are available at [www.dspnet.org](http://www.dspnet.org) (click on "Congress" quick link) or call 513-523-1907 for information. Online registration will be available this fall.



## Celebrate a Century of Brotherhood!

Delta Sigma Pi will celebrate it's Centennial in 2007. Why not start celebrating early by becoming a member of the 2007 Centennial Society? Visit [www.dspnet.org](http://www.dspnet.org) and click on Foundation/Giving Programs (or call 513-523-1907) to learn more about this and other ways to support the development of tomorrow's business leaders.



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