

THE

DELTA SIGMA PI

JULY 2008

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



**BUILDING
ON
BROTHERHOOD**

**Pave the Way for our
Second Century of Success!**

Blazing Business Trails

When trailblazers in your field include Deltasigs Truett Cathy, founder of Chick-fil-A, and Oreck Corporation Founder David Oreck, the following brothers didn't have to look far for inspiration. From franchise operation to a co-owner in a family business, these Deltasigs are the next generation of entrepreneurs.

Partners in Business and Life

by Beth Losik, Baker

Brothers Courtney Carroll Estelow, *Shepherd*, and Doug Estelow, *Philadelphia*, were looking for a business opportunity when Courtney's parents showed them an article in *The Wall Street Journal* mentioning Caboodle Cartridge as one of the best new franchises. They opened the doors to their Caboodle Cartridge franchise in Centreville, Md in July 2006. Caboodle Cartridge sells remanufactured and compatible ink and toner cartridges for printers, copiers, and fax machines. Not to be confused with refilled cartridges, the Caboodle products go through a state-of-the-art process where they are meticulously cleaned, dried and inspected. Worn parts are replaced and the cartridges are filled with top-quality ink or toner specifically designed for each cartridge. "When you go to refill stations, you are getting generic ink that is filled into every brand of cartridge," says Doug. "The technology inside your printer that forces the ink out of the cartridge and onto your paper varies greatly from machine to machine. Caboodle uses the most effective ink for each machine brand and each cartridge. For example, when you buy a Caboodle cartridge, the black ink in our Epson compatible cartridge is not the same black ink in our HP cartridges."

"Caboodle cartridges are also good for the environment," Courtney adds. "The remanufacturing process keeps the product out of landfills, where the hard plastic cartridge casing takes hundreds of years to decompose." Courtney and Doug's store is the first franchise to open in Maryland.

The couple emphasizes just how much they owe to the Fraternity. "Delta Sigma Pi gave me the confidence to handle everyday matters in the business world. It's also helped me develop a leadership style, networking skills, and my personality. I became more personable," says Doug. Courtney sees Deltasig as a "practice ground for leading people, problem-solving, communicating, and working with others. I also learned tolerance for people and patience. These are skills I use daily in my career." Of course, the biggest thing Delta Sigma Pi gave them was each other. Courtney said she and Doug share a dedication and passion toward the Fraternity and their careers. "We knew we would make a good professional team because we saw the effort we each put into Deltasig activities."

Doug and Courtney call this business a dream come true. "Since high school, I've wanted to own my own business. Courtney and I are running the business together and building a



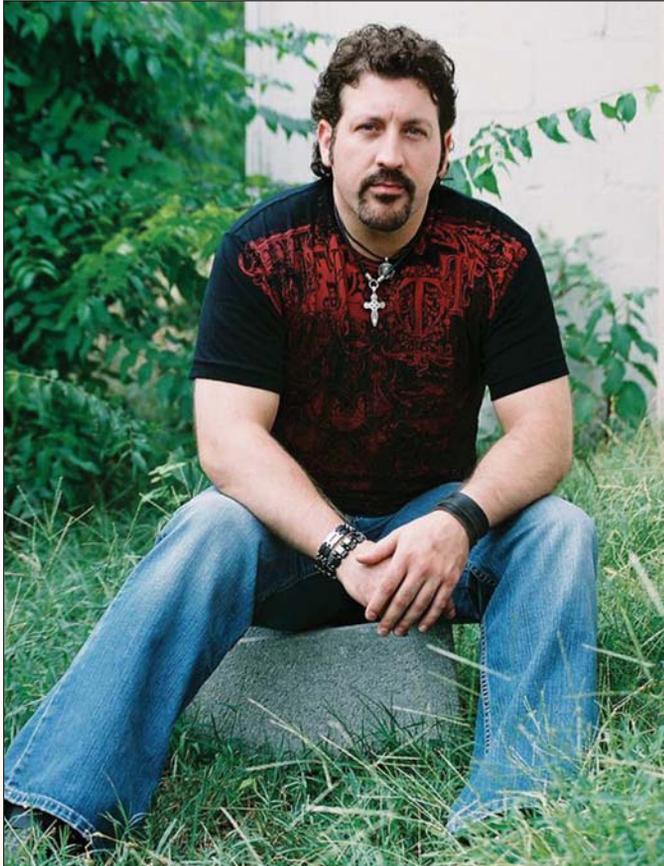
Courtney Carroll Estelow, Shepherd, and Doug Estelow, Philadelphia, run a Caboodle Cartridge franchise in Centreville, Md.

future for ourselves. The concept of a Caboodle store was new to our area, and we saw an opportunity," says Doug. Courtney was drawn to the simplicity of the idea. She says, "After learning the effect cartridges have on the environment when not recycled, it makes me feel good to know we are helping the environment. Plus, the business seemed to be a fit for us."

Both have already learned a lot about business and franchising. "Things don't happen as quickly as you expect. Franchising is more detailed than I realized and preparing your own operations is time consuming," says Doug. Courtney emphasizes the importance of planning and having the guts to go for your dreams. "Negotiate, take your time and be persistent. Just ask for what you want."

And how do they feel about mixing business with pleasure? "Working with someone you love is very interesting, because we can be very creative together or can drive each other crazy! We each bring something different to the business so we are able to feed off each other to find ways of improving our business."

Delta Sigma Pi gave Courtney and Doug the gift of each other, and the knowledge and skills necessary to start a business. They hope to be able to give back through their franchise and share not only their product, but their insight with their brothers. Courtney & Doug would love to hear from you with questions, suggestions, price inquiries or orders. Visit their online store, www.doyoucaboodle.com, email them; cc.caboodle@verizon.net and de.caboodle@verizon.net or call 410-758-0300. Store hours are M-F 9:00 am-6:00 pm and Saturday 10:00 am-1:00 pm eastern standard time. Use Your Noodle, Buy Caboodle!



Country music singer Frank Licht, Ferris State (stage name Frank Light), also owns record label Beacon Records with sister Jeanne.

Dental Hygienist turned Country Music Singer and Record Label Owner

by Ashley Korn

As a dental hygienist, Brother Frank Licht, *Ferris State*, expected to find cavities, not a new career! However, he'd already taken on a quite a few prior to ending up working in a dentist office. Brother Licht started his collegiate career in accounting. In his third year, he realized that path wasn't for him and instead pursued graphic illustration. When he graduated, he was unable to find work and temporarily joined the Army. After that, he thought of pursuing nursing and was about to start clinicals when he was forced to quit for personal reasons. Brother Licht then began a job in waste management only to rupture two discs leading to surgery, rehabilitation and eventually a new job. He looked at his options and decided on

dental hygiene. "It's a good field with good money to be made. You don't work Fridays or holidays, which gave me lots of time to pursue my music."

While doing a routine teeth cleaning, Frank began a conversation with Sheryl Loftis, vice president of writer relations with the full-service music company SOI Music, about his relocation to Nashville and his singing career. Loftis asked for a demo CD and immediately called telling him they were interested in a partnership. It should be noted that Frank Licht decided to use the stage name Frank Light, as he felt his real last name was too difficult to pronounce.

"Frank Light's voice is refreshing. These are pure vocals, simply a God-given gift," said Loftis, "This is a one-in-a-million vocalist. He shares the stage with singers like Roy Orbison, Vince Gill, and Marty Robbins." The owner of SOI, Steven Sharp, a man who has promoted over 60 Number 1 singles to country radio, said Light was "one of Nashville's best-kept secrets. He's undoubtedly the most talented tenor vocalist in music today." Frank classifies his music as young country with a southern rock influence.

In 2005, Frank recorded 11 songs for his debut CD called, "Faith in Atlanta." That same year, Frank and his sister, Jeanne, created record label Beacon Records. Getting a record deal on a major label is quite a challenge, which is why they started their own. "Having a smaller label allows a little more freedom for me as an artist," says Light, "We can make decisions based on our likes and dislikes." Now, the label has started to expand and the siblings are looking to partner with an investor or venture capitalists interested in becoming a part of the music business. "We are working with mainly country music right now and are not sure at this time, but we are considering other artists and genres for the label."

Frank's collegiate days with the Fraternity gave him insight on what it takes to function as a successful business owner. "Deltasisg helped me by instilling values in the way I live. I had a brotherhood while I was in college and they made you accountable for your actions. I believe we should live as we want to be treated in life and in business," says Light. "We at Beacon Records do not take on artists unless we believe in them. We help them develop an image, create press kits and pitch to major labels."

To keep afloat, Light doesn't take on big business labels. Instead they keep the focus smaller, working on radio airplay and building a fan base for current artists Ronnie Pittman and Bobby Cutshaw. For Light's second album he is looking to work with Clyde Brooks, who has produced for country stars like George Strait, Kenny Rogers, Dolly Parton, and Kenny Chesney. "We are honored to have Clyde want to take the reigns. Once we are finished with the CD, we can go to a major label to create a

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On the Cover:

Extensive Central Office renovations are being planned for the first time since 1970. "Building on Brotherhood" invites you to buy a brick in support of the improvements and to leave your legacy in Oxford. See the back cover for details.

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Brick Campaign Builds on Brotherhood

by Grand President Mitch Simmons

Delta Sigma Pi is paving the way for success in our second century—and we are asking for your support. The Fraternity's board of directors has approved a plan to update and upgrade the Central Office in Oxford in order to provide quality workspace to accommodate growth of the Fraternity and Leadership Foundation.

The Central Office is a beautiful building, now over 50 years old. Adaptations over the years have been made to "fit in" changing staff and organization needs, such as computers, servers, related wiring, recognition displays, extended archives, etc. No accommodation has been made to meet the needs of individuals with disabilities, however. In fact, there is no wheelchair access presently, as one must negotiate stairs to enter the building.

With recent successes in recruiting, expansion and partnering, along with solid financial management, Delta Sigma Pi is in a position to remedy this awkward situation and simultaneously improve existing building space to make it more presentable, adaptable and useable.

The main planned improvements include:

- Adding a passenger elevator for accessibility to all three levels
- New and remodeled accessible restrooms
- Lower level "finishing" from uninsulated cinder block to improved office space
- Access ramp to rear entrance and courtyard
- Upscale masonry/iron fencing and landscaping

Funding for the project will come from reserves and recent surpluses, as well as from brothers like you who purchase engraved bricks for the facility's



Board plans for Central Office renovation include the addition of a wheelchair ramp, elevator and new restrooms to address the needs of disabled brothers and guests.

enhanced courtyard and pathways. Each 4" x 8" brick has space for 3 lines with 20 characters each—plenty of room to leave your own permanent legacy, or to honor or memorialize someone else. Bricks are \$275 each—until April 15, 2009 (or sooner if bricks sell out!), at which time the price may increase substantially. What's more, you will receive a FREE mini brick replica with each brick purchase. See the order information on the back cover or at www.dspnet.org.

The exterior plans allow for the basic brick campaign and additional opportunities for recognizing and honoring brothers and other supporters. Larger 8" x 8" engraved bricks with 6 lines of 20 characters are available for \$500 (which also includes a FREE mini replica). Interested brothers are urged to contact Executive Director Bill Schilling to discuss other, more extensive, opportunities for lasting contributions to enhance the building or grounds.

It is important to note this undertaking is by the Fraternity and not the Leadership Foundation. The Central

Office is owned and operated by the Fraternity and thus support toward "bricks and mortar" is not tax deductible. The Leadership Foundation board has fully endorsed the project and urges your support of this "one time" important project. Conversely, your Fraternity board encourages you to continue making tax deductible gifts to the Leadership Foundation now and into the future!

It is our hope that hundreds of bricks will be sold to brothers, family, friends, vendors, business schools, etc. The possibilities to honor and memorialize are endless: chapters, pledge classes, business schools, big and little brothers, spouses, mentors, advisors, district directors, grand presidents—and other building blocks to brotherhood.

Don't miss this opportunity to solidify our legacy for another 100 years. Please buy a brick today! ▲

Note: Refer to www.dspnet.org "Building on Brotherhood" brick icon for complete details and to order online. Thank you!

"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.

COLLEGIANS OF THE YEAR

Congratulations 2008 Collegians of the Year!

Each year, a collegiate member from every chapter who demonstrates what it truly means to be a Deltasig, is chosen as their chapter's collegian 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; attendance at inter-chapter Fraternity events including but not limited to Grand Chapter Congress, LEAD Schools, Provincial LEAD, regional initiations, chapter activations, etc.; essay outlining goals if selected as National Collegian of the Year, degree of leadership exhibited in Delta Sigma Pi; university/community involvement and leadership; scholastic aptitude/GPA; additional essays required by the application and letters of recommendation. 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, and 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. The National Scholastic Development and Awards Committee selects the national winner from among them.

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 and Mr. and Mrs. Sidney A. Sparks Scholarship Funds. Provincial winners, in addition to their regional awards and recognitions, will receive an additional \$500 scholarship (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 and becomes eligible (in lieu of the \$500 Provincial scholarship) for a \$5,000 scholarship from the Leadership Foundation's Sparks Fund.

Will YOU Be One of Next Year's COYs?

Each chapter may nominate one collegiate member for the Collegian of the Year award annually. A chapter member other than the nominee must complete the nomination form on the Awards & Recognition section of www.dspnet.org no later than October 15. The nominee must then complete an online application (for higher levels of recognition) no later than November 15. For complete guidelines, review the Awards & Recognition Guide at www.dspnet.org.

Regional Honorees

- Atlantic Coast** – Janene Winton, *Central Florida*
- Bay Area** – Alberto Rocha, *San Jose State*
- Capital** – Kathryn Smith, *George Washington*
- Central** – Hannah King, *Indiana-Purdue at Indianapolis*
- Central Gulf** – Ollie Moses, *Southern Mississippi*
- Desert Mountain** – Michael Barney, *Arizona State*
- Eastern** – Jennifer Morelli, *Penn State-State College*
- Gateway** – Derrick Young, *Truman State*
- Great Lakes** – Ryan Riggins, *Western Illinois*
- Great Plains** – Ashley Henry, *Drake*
- Gulf South** – Megan LeBouef, *McNeese State*
- Gulf Western** – Alexandria Echeveste, *St. Mary's*
- Huron** – Timothy Ashley, *Saginaw Valley State*
- Mid-Atlantic** – Cathleen Fate, *Longwood*
- Mid-South** – Burton Bridges, *Christian Brothers*
- Midwestern** – Garrett Fischer, *Rockhurst*
- New England** – David Killeffer, *Massachusetts-Boston*
- Niagara** – Felicia Bembe, *Binghamton*
- North Central** – Cory Stopka, *St. Cloud State*
- Northwestern** – Anne Zaremba, *Washington State*
- Pacific Coast** – Connie Choi, *Cal Poly-Pomona*
- Rocky Mountain** – Tara Miller, *Colorado-Colorado Springs*
- Sierra Nevada** – Tara Lee, *Cal State-Fresno*
- South Atlantic** – Megan Stewart, *Tampa*

- South Pacific** – Brandon Wied, *Cal Poly-San Luis Obispo*
- Southeastern** – Stephanie Webb, *Mercer*
- Southwestern** – Stephanie Taylor, *Texas-Arlington*
- Steel Valley** – Christina Munoz, *Ohio Dominican*

Chapter Honorees

- Albany** – Vincent Cisternino
- Arizona** – Freddy Gradillas
- Arizona State** – Michael Barney
- Auburn** – Philip Palmer
- Bellarmino** – Amanda Carroll
- Bentley** – Shaun DeLong
- Binghamton** – Felicia Bembe
- Boston** – Jessica Moore
- Buffalo** – Thomas Wojcik
- Cal Poly-Pomona** – Connie Choi
- Cal Poly-San Luis Obispo** – Brandon Wied
- Cal State-East Bay** – Mindy Tang
- Cal State-Fresno** – Tara Lee
- Cal State-Fullerton** – Anthony Vu
- Cal State-Long Beach** – Ryan Murphy
- Cal State-Northridge** – Adolfo Aldana
- California-Los Angeles** – David Leung
- California-Riverside** – Bonnie Szu
- California-San Diego** – Alan Lin
- Central Florida** – Janene Winton
- Christian Brothers** – Burton Bridges
- Clemson** – Brittany Wister
- Colorado-Boulder** – Jonathan Steuck
- Colorado-Colorado Springs** – Tara Miller
- Colorado State** – Jason Gritters
- Connecticut** – David Miller

Cornell – Andrea Vidler
Delaware – Nicole Sam
Denver – Stacey Lestina
Drake – Ashley Henry
East Tennessee State –
 Derrick Byrd
Eastern Illinois – Steven
 Meeks
Ferris State – Kenneth
 Rucker
Florida Atlantic – Geno
 Roefaro
Florida State – Ashley
 Owensby
George Mason – Amir
 Edjlali
George Washington –
 Kathryn Smith
Georgia – Stewart Parnacott
Houston – Gilbert Landras
Illinois-Urbana – Krisinda
 Doherty
Illinois State – Kelli Pribel
**Indiana-Purdue at
 Indianapolis** – Hannah
 King
Indiana State – Courtney
 Schuck
Iowa – James O’Hollearn
Iowa State – Christopher
 Strong
Kansas – Mandy Puhak
Kent State – Julianne White
Lewis – Jerry Jasper
Longwood – Cathleen Fate
Louisiana State – Kelly
 Palisi
Louisiana Tech – Tyesha
 Simmons
Loyola-Chicago – Matina
 Ganiaris
Marquette – Amy Wright
Massachusetts-Boston –
 David Killeffer
Mercer – Stephanie Webb
McNeese State – Megan
 LeBouef
Michigan State – Alison
 Hull
Minnesota State – Brian
 Leonhardi
Missouri-St. Louis – Jessica
 Copeland

The Meaning of Brotherhood

I remember when I received a letter in the mail from Delta Sigma Pi inviting me to consider going through recruitment. During my first recruitment event, I asked some members why they joined the Fraternity. Several of them responded with the “people” or “networking opportunities” but two responded with “brotherhood.” I accepted brotherhood at that time to mean friendship and continued to meet more people.

In the fall of 2005, I attended the Omaha LEAD School. After this event, my views of the Fraternity completely changed. I realized that Delta Sigma Pi is more than just a club and brothers are more than just friends. I was beginning to understand what the word brotherhood meant and through attendance at national events my network of knowledge and brothers continued to expand.

After four years in the Fraternity and traveling to several events, I understand the meaning of brotherhood and when people ask me why I joined Deltasig I always respond with brotherhood.

Brotherhood is meeting someone for the first time and already having a strong enough connection to do anything for them. A brother will find you a summer internship when you have lost all hope of that job appearing. A brother will go out for ice cream in the middle of the night because you had a bad day. A brother will write you an email of encouragement telling you how great you are even though you did not get the executive committee position you most wanted.

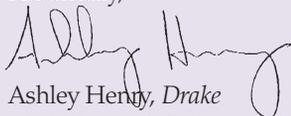
Brotherhood is going to a conference with hundreds of other brothers and getting chills down your spine when you walk in the door because they all believe in the same thing, have the same interests, and took the same oath as you did. Brotherhood is traveling abroad, proudly wearing your letters and having a stranger challenge you.

Brotherhood is living by the same oath as thousands of others. Even though some brothers may never be challenged by the oath they will always remember their pledge to Delta Sigma Pi and will stand up for what the Fraternity and its members believe.

No one can forget the impact that brotherhood has on a person. Brotherhood is difficult to explain because those who are a part of it cannot explain it and those who aren’t will never understand.

I am excited and honored to serve as your 2008 National Collegian of the Year. I look forward to working with all of you and helping everyone find their own definition of brotherhood, as my role models have done for me. To help each of you live up to the meaning of the oath and remember that brotherhood is one of the biggest perks of being a member of Delta Sigma Pi.

Fraternally,



Ashley Henry, Drake
 2008 National Collegian of the Year



Ashley Henry, Drake
 2008 National Collegian of
 the Year

COLLEGIANS OF THE YEAR

Parting Thoughts

The time has come for me to take a moment and reflect over the last two years of my life. I can still remember the evening I got a phone call from Grand President Mitch Simmons asking me if I would accept the honor of serving as the 2006 National Collegian of the Year. The funny part is everything between that night and today is a bit of a blur. There have been so many changes in my personal and professional life that I find it difficult to recall the details about everything I have done. While there are events and people I'll remember for a lifetime, the hard reality is time flies when you're having fun!

Contained in my reflections are the many events attended and the many brothers met over the years. I found it very common that almost everyone I have spoken with wanted to know what Delta Sigma Pi has done for me. So I find it fitting in my last official address as your 2006 Collegian of the Year to give everyone the highlights of what this great Fraternity has meant to me.

First and foremost, the brothers of Delta Sigma Pi are why I continue to go to as many events as I can. Through networking, I have built an extensive list of associates. During my professional travels as a consultant, in every city traveled, I've been able to find a close associate or alumni chapter in the area to give me someone to talk with while I'm on the road.

And...talk about networking. I never would have guessed when I traveled to Chicago in the spring of 2007 I would meet the woman of my dreams (2000 National Collegian of the Year Missy Ekern, *St. Thomas*) and would be sitting here a year later engaged to be married to that brother just two weeks after I officially end my term as collegian of the year! Six months ago I made a major transition, moving from Pittsburgh to Minneapolis, and it was brothers who made that one of the easiest transitions I could have imagined. It took one phone call to a brother I had met through another brother to land a job that was exactly what I was looking for.

Another great perk of serving as collegian of the year has been in sharing my experiences and knowledge with others. I think about how I've met so many brothers in such a short amount of time, whether it was in a session I gave at a LEAD event or a short two-minute conversation in a hotel elevator at the end of a long day. I hope in speaking with them I was able to pass on a bit of my fraternal knowledge and experience.

In closing, I can truly say that all of the time and effort I've put into Delta Sigma Pi has paid back in rewards much greater than the few items I listed. It has been an honor serving as your 2006 National Collegian of the Year. For those I've met over the years, it was a pleasure. For those I have yet to meet, my involvement does not stop here and I look forward to meeting you someday. Stay involved and live the reality that Delta Sigma Pi is for LIFE!

Fraternally,



Jason Campbell, *Penn State-Erie*
2006 National Collegian of the Year



Jason Campbell

- Missouri State** – Matthew McMillin
- Nebraska-Omaha** – Andy May
- New Jersey** – Tom Connor
- New Mexico** – Daniel Lizon
- New Mexico State** – Samantha Riordan
- New York** – Andrew Goon
- North Carolina-Chapel Hill** – Emily Harrison
- North Florida** – Jessica Cross
- Northern Arizona** – Shauna Payne
- Northern Illinois** – Justin Knorr
- Ohio Dominican** – Christina Munoz
- Oklahoma State** – Jaqueline Noble
- Our Lady of Holy Cross** – Madzie Eschete
- Pacific** – Amanda Vargas
- Pennsylvania** – Daniel Francis
- Penn State-Erie** – Renee Staul
- Penn State-State College** – Jennifer Morelli
- Philadelphia** – Kiera Davis
- Pittsburgh** – Brant Hawk
- Redlands** – Jeffrey Ghazarian
- Rider** – Jennifer Halat
- Rockhurst** – Garrett Fischer
- Roger Williams** – Stasia Fogg
- St. Cloud State** – Cory Stopka
- St. Edward's** – Barbara Siller
- St. Joseph's** – Ryan Sullivan
- St. Mary's** – Alexandria Echeveste
- St. Thomas** – Sam Ginnis
- Saginaw Valley State** – Timothy Ashley
- Saint Louis** – Nicole Puhl
- San Diego State** – Kristin Cruikshank
- San Francisco State** – Mary Ly

San Jose State – Alberto Rocha
Santa Clara – Jared Abercrombie
Siena – Kathryn Purdy
South Carolina – Jesse Ford
South Dakota – Jennifer Horn
Southern California – Veronica Quon
Southern Methodist – Charles Berg
Southern Mississippi – Ollie Moses
Tampa – Megan Stewart
Tennessee – Nancy Wright
Texas A&M-College Station – Cory Carr
Texas A&M-Kingsville – Nisha Jiva
Texas-Arlington – Stephanie Taylor
Texas-San Antonio – Alberto Ramon
Troy – Matt Gullo
Truman State – Derrick Young
Valparaiso – Ryan Perri
Virginia Tech – Whitney Martinez
Washington-St. Louis – Lindsey Glantz
Washington State – Anne Zaremba
Wayne State-Nebraska – Rachelle Divis
West Florida – Christopher Byrd
Western Illinois – Ryan Riggins
Western Michigan – Katherine Johnson
Winona State – Kelsey Wilhelm
Wisconsin-La Crosse – Kevin Delray ▲

Congratulations 2008 Provincial COYs!

NORTHEASTERN



*Christina Munoz
Ohio Dominican*

SOUTHERN



*Janene Winton
Central Florida*

SOUTH CENTRAL



*Alexandria Echeveste
St. Mary's*

WESTERN



*Michael Barney
Arizona State*



It was a celebration in Indianapolis when Ashley Henry, Drake, was named the 2008 National Collegian of the Year! From left: North Central Provincial Vice President Amy Briggs, Henry, Past Grand President Kathy Jahnke.



Special 50th Edition Pledge Manual

This new version has an enhanced cover setting it apart from previous editions. This will be a must-have for all serious Deltasig memorabilia collectors! Order yours today at the Deltasig Shop at www.dspnet.org. A reminder, current pledge manuals are required for each pledge of the Fraternity.

Another Record-Breaking

With 1,631 attending the recent LEAD Provincial Conferences and 1674 attending the fall 2007 LEAD Schools—we had 3,305 total LEAD attendees in the 07–08 fiscal year. This was the largest LEAD season yet—more than 10% higher than the previous record! Spring LEAD Provincial Conferences were held in Buffalo, Indianapolis, Oklahoma City, Birmingham and San Diego.



In San Diego, Grand President Mitch Simmons presents Stuart Dorsey, *South Dakota* with his Silver Helmet award—recognizing 25 years of fraternal service. Brother Dorsey, president of the University of Redlands in Southern California, shared some meaningful remarks about his Deltasig experiences.

Join us this fall in Denver, Boston, Tampa, Detroit and Kansas City!

Register now for one, or more, of the five fall LEAD Schools. Visit www.dspnet.org for hotel rates and locations, reservation information, prices, drafts of agendas—and to register.

Denver (October 11)
Sheraton Denver Tech Center

Boston (October 18)
Hilton Boston/Dedham

Tampa (October 25)
Quorum Hotel-Tampa

Detroit (November 1)
Doubletree Hotel Dearborn

Kansas City (November 8)
Marriott Kansas City Airport



Featured speaker, Brother Adam Carroll, delivered the keynote in Oklahoma. Adam, with National Financial Educators, is the creator of *The Money Game*, a program that teaches young adults how to take control of their finances (see page 32).

LEAD Season!

The North Central regional vice presidents enjoy their successful LEAD Provincial in Indianapolis. From left: Hillary Burkett (Central), Kim Ward (Great Lakes), Jodi Schoh (North Central) and Nichelle Dawkins (Great Plains). Not pictured, Matt Carrington (Huron).



It was a proud moment for Delaware brothers at the Buffalo LEAD as they were presented their chapter charter. The Omicron Omega chapter was installed October 6, 2007. From left: Northeastern Provincial Vice President Onuka Ibe, Kathleen Belle, Nathalie Antonov, Nicole Sam and Grand President Mitch Simmons.



It's a meeting of COYs in Birmingham as (from left) '08 Southeastern Regional COY Stephanie Webb, Mercer, '08 Southern Provincial COY Janene Winton, Central Florida, and '07 National COY Vicki Frantz, Penn State-State College, promote LeaderShape®.



*The Capitol—
one of many
“must sees”
during your trip
to Washington
D.C.*



Invest in Brotherhood, Education and Fun by attending the 2009 Grand Chapter Congress in Washington D.C.!



The Marriott Crystal Gateway in Washington D.C. (Arlington, Va.) hosts our next Congress, August 12–16, 2009. Attendance for the 2007 Congress in Orlando was 1,260—help us increase that number in 2009! While registration is not yet live, it's not too early to start planning your trip. Visit the Congress section of www.dspnet.org for a list of helpful web sites, including the official tourism sites for Washington D.C. and Arlington, Va.

Election News

Grand President Mitch Simmons completes his policy-limit second term in office at the 2009 Congress. Who will next lead Delta Sigma Pi? Don't miss any of the election excitement!

Do you have interest in running for a national office? Refer to the National *Policy and Procedures Manual* for details. Nominations news will be posted on the Congress section of www.dspnet.org at a later date.

Private Smithsonian Institution National Air and Space Museum Event!

Join us Friday night, August 14, for a private celebration of the mission of the Smithsonian Institution's National Air and Space Museum! The gathering will be open to registrants of Grand Chapter Congress only! This is the most visited museum in the world and maintains the largest collection of historic air and spacecraft. It is also a vital center for research into the history, science, and technology of aviation and space flight, as well as planetary science and terrestrial geology and geophysics. The National Mall building in Washington D.C. has hundreds of artifacts on display including the original Wright 1903 Flyer, the *Spirit of St. Louis*, the Apollo 11 command module, and a lunar rock sample that visitors can touch.



Brothers will gather for a private event Friday evening at the Smithsonian Air and Space Museum at the National Mall.

Deltasigs will have the chance to enjoy free access to IMAX movies and all museum exhibits, as well as flight simulators. Stay tuned for more details!

Hotel Information

Crystal Gateway Marriott
 1700 Jefferson Davis Highway
 Arlington, Virginia 22202
 703-920-3230 (phone)
 703-271-5212 (fax)
www.marriott.com

Delta Sigma Pi room rate: \$159 for single, double, triple, and quad. June 28, 2009 is the cutoff date.

Rates are refundable up to 5 days in advance of check in. Reservations can be made starting in September.



Delegates like these brothers at the '07 Congress in Orlando, help shape the future of the organization. Make sure your chapter has a delegate in Washington D.C.!

Your Turn

By Rakesh Khurana and Herbert Gintis

Reprinted with permission from *BizEd*, published by AACSB International-The Association to Advance Collegiate Schools of Business.

What Is the Purpose of Business?

If we were to ask physicians to name the central purpose of their profession, it's likely they all would answer, "To save lives." If we asked scientists the same question, they would probably respond, "To make new discoveries." And if we asked educators, they would say, "To teach the next generation."

But what would happen if we asked the same question of executives, entrepreneurs, managers, stockbrokers, consultants, and others whose careers fall under the aegis of "business"? It's likely that there would be no consensus among them about the purpose for their profession. Some might believe their purpose is to maximize shareholder profit; some might cite a service to community; others might emphasize their personal goals and interests. We believe that, unlike other professionals, managers simply do not have the same overarching understanding of why they do what they do.

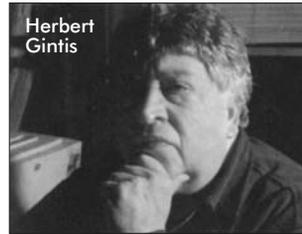
That's not the way it was at the onset of management education. In fact, when Joseph Wharton founded The Wharton School at the University of Pennsylvania in Philadelphia in 1881, he believed the school's guiding purpose was to graduate students who would "serve the community skillfully as well as faithfully in offices of trust" and "aid in maintaining sound financial morality."

Over the last century, however, business schools have placed less emphasis on a socially driven objective. Even as business schools incorporate

topics such as ethics, corporate social responsibility, and selfassessment into their curricula, they have yet to adopt a universal sense of purpose for the role of business in today's society. We believe that, to return to the path that the founders of management education envisioned, business schools must create an identity and sense of shared purpose for the profession they represent.

Business students pursue business degrees for a variety of reasons. They may view business schools as places where they can increase their social networks or earn valuable credentials. They may view their business educations as stepping stones to successful, lucrative careers.

We do not disagree that a successful business is one designed to make money, or that successful business graduates should be prepared to add value to an enterprise. Still, they must also be able to define "value" in terms that go beyond the monetary. Too often, students learn to view the corporation solely in terms of profit generation, not in terms of service to its community. Worse yet, in their ethics courses, students will say they know the difference between right and wrong, but they don't view "doing right" as essential to business success. They learn about scandal-inspired measures such as the Sarbanes-Oxley Act and often believe that brute-force legislation is the only way to compel human beings to do the right thing.



Business schools have added courses on ethics and corporate social responsibility, in part, to lead students in a different direction. Educators are experimenting with more courses, more research, and more centers devoted to ethical leadership. But many are uncertain whether these initiatives will actually make their students more honest—or

whether they'll make the corporate scandals of the past less likely to occur in the future. This uncertainty erodes their sense of purpose. When business schools produce graduates who are unsure of the primary objective of business in society, how can society know exactly what role business schools play in the world?

Business schools can alleviate this uncertainty by offering students a larger vision of what business can, and should, accomplish for the world. We believe that business schools can be considered as important to a strong society as science is to progress or as doctors are to good health.

Those who think that students wouldn't want to follow a socially driven mission in their business careers should take a cue from game theory. Game theory experiments show that most of our students are neither comprehensively selfish nor selflessly altruistic, but instead care about character virtues such as honesty and fairness. They would embrace a socially driven central objective for business.

**IF SOMEONE ASKS OUR STUDENTS TO PINPOINT BUSINESS'S TRUE MISSION,
WE WANT THEM TO HAVE A COMPELLING ANSWER.**

For example, in an experiment called “the public goods game,” first conducted by Ernst Fehr and Simon Gächter, ten players are each given ten \$1 bills. The players are told that they must choose how much of their \$10 to place in a common fund. Whatever they place in the fund will be multiplied by five and divided among all players. In this case, every player has an incentive to contribute as little as possible, but hope that others contribute as much as possible. Fehr and Gächter discovered that most players begin by contributing about half of their money; by the tenth round, they contribute almost nothing. When one or two players inevitably place little or no money in the fund, more trusting players get angry. In the next round, the only way they can retaliate against the cheapskates is to put in no money at all.

In a variation, players are informed how much every other player contributes to the common fund and have the opportunity to punish selfish players directly, at cost to themselves. If all players were driven by selfish motives, they would have no incentive to punish because it would cost them money. However, cooperative participants punish the selfish. They want everyone to work in the best interests of the group, and they're willing to lose money to bring about that result.

In yet another version, players are allowed to discuss their intentions beforehand and make promises about how much they will contribute. Studies show that when players are allowed to make promises, they all make more money than they do in experiments where no promises are made. The majority of people don't like to lie—if they say, “I promise to contribute X amount,” they generally

do. The more commitments players are allowed to express, the higher the level of cooperation in the game as a whole.

In many ways, these experiments offer business schools a foundation on which to build a central vision for the business profession. Fehr and Gächter show that, when left to their own devices, most people will set up a system of reciprocity and moralistic punishment. Business schools that understand this side of human nature can publicly elicit students' commitment to a central purpose for enterprise. They can actively encourage them to work together toward a common goal, for the benefit of the common good.

In 1925, Wallace B. Donham, Harvard Business School's second dean, spoke at Stanford University's School of Business on the topic “The Social Significance of Business.” Donham noted that the world's problems would not be solved through governmental or police intervention, but “from within on a higher ethical plane.” The primary objective of business schools, said Donham, “should be the multiplication of men who will handle their current business problems in socially constructive ways.”

Over the last 25 years, business schools have lost this fundamental emphasis on the socially motivated manager. Rather than acting primarily as “schools of management,” they have become schools for brokers, bankers, consultants, inventors, and entrepreneurs. The MBA itself, once a degree with a clear role and distinct boundaries, has become an umbrella term for advanced business education. There is no universally understood role, no explicit focus on, or discussion about, what an MBA means to the profession or to society as a whole.

Fortunately, a few business schools have returned to the “socially constructive” objectives set out by Joseph Wharton, Wallace Donham, and other founders of business education. They have adopted a more values-centered model in their curricula, offering students a clearer direction in their education and sense of purpose after they graduate. Still, too many other schools have yet to define for their students a common central mission.

If someone asks our students to pinpoint business's true mission, we want them to have a compelling answer. Business faculty must begin a dialogue to come to an agreement about what the moral responsibility of the corporation truly is. As educators, we can return the profession to the principles on which management education was founded. After all, human beings have the capacity to surmount incredible challenges and accomplish extraordinary goals, given the right institutional conditions. Business schools are uniquely positioned to put those conditions in place—and to graduate students who have an overarching sense of purpose in their careers. ▲

Rakesh Khurana is an associate professor of organizational behavior at Harvard Business School in Boston, Massachusetts. Herb Gintis is a professor of economics at the Central European University in Budapest, Hungary, and a member of external faculty at the Santa Fe Institute in New Mexico. Both are part of “Free Enterprise: Values in Action,” a multidisciplinary effort organized by the Gruter Institute for Law and Behavioral Research in California to explore the role of values in free enterprise.



Informational Interviews – Your Career Development Super-Charger

by Mark Mikelat, *Arizona State*

We are suffering challenges in the job market right now. People are losing their jobs and gas prices are on a continual rise, along with people's anxiety levels. Is your job secure in these troubling economic times? Have you already been downsized? We can always use career development help, even more so in challenging times. I want to share with you a powerful career development strategy that all people at all career levels can use. Informational interviews are a simple,

yet powerful, strategy for career development. An informational interview lets you make a sincere, honest, and genuine connection with another person.

Informational interviews. What are they? An informational interview is really just talking to someone. It is not to be confused with a job interview. The purpose of a job interview is to get a job, whereas the purpose of an informational interview is to get information.

It is critical to appreciate that in an informational interview you never ask

for anything other than a person's time and some information. People are naturally inclined to help other people, and if you are sincere, kind, and professional in your requests, people will respond in a very positive way. Careers are built on person-to-person connections.

What do you actually do? First, start with a short list of perhaps five to ten dream companies you want to work for. You might want to work for them because of their products, services, reputation, or location. Use Google, Yahoo!

financials, your local newspaper, your Chamber of Commerce, and industry associations and trade magazines to research your target companies.

Next, leverage the existing network you already have to get to decision makers in those companies. Tap into your alumni network. Some colleges have their alumni networks online. Remember to consider past managers, employees and co-workers of any company you've been associated with. Other useful sources of networking connections are your church, social clubs, and professional or fraternal organizations such as the Jaycees, Toastmasters, Rotary or Kiwanis. Several online networking databases are also available. One I highly recommend is LinkedIn (www.Linkedin.com).

Once you have a target list of people in your dream companies, contact them asking them for an informational interview. I suggest you call them since email is less personal. Phrasing your request in the form of a 30-second commercial, ask them for their time. This is a non-confrontational approach that is clear, concise, and specific. It will entice them to help you.

The following is a good sample to emulate. It is concise, has the basic information, and is not aggressive.

My name is Mark Mikelat, and I am developing a career as a professional speaker. I am not looking for a job at this moment, but I am doing some career research. I read a lot about your training company and I would like to learn more. Do you have time to meet me for coffee in the near future?

We are all the same. There is something inside us that wants to help other people. If, however, somebody is really unavailable to meet with you, just move on to the next name on your list. I have met people for coffee, lunch, drinks, sometimes even for dinner. Strangers have gone out of their way to help me. Why do they do this?

I am real. I am authentic. I am sincere. I want to hear about them. I want to hear about their business. I ask them about their product. I ask them what they like. If I do not get a job, client, or

immediate financial reward, that's fine. Life doesn't work that way. You're planting seeds and with enough patience and care your seeds will grow.

When you meet with someone, follow some basic rules. Remember, you do not want anything but their time and information. Be kind, considerate, on time, and professional. During the time you are with that person, they will be the most important person to you, and they deserve your full respect and attention. Turn off your cell phone, walk into the meeting fully prepared and keep your schedule flexible. For example, if the senior vice president of your dream company wants to give you an impromptu tour of the facility, accept this gracious invitation.

*Remember,
the informational
interview is your
career-development
super-charger!*

During your conversation, ask sincere questions. What do you really want to learn? If a question seems too basic, do not ask it—it's a waste of your time and theirs. I like to make people think with challenging questions, such as, "What was the hardest decision you ever needed to make in your job and what made it so hard?"

At the end of your meeting, ask them a basic question that can lead to more information interviews. The following is a good example.

Thanks for taking the time to speak to me. I would enjoy the opportunity to talk to more owners of seminar companies. Are there other people in your network to whom you can introduce me?

After you ask this question, remain silent. Resist the urge to say anything more. Your host will think about people to refer you to. The question they ponder will not be "Should I help this person?" but rather, "How can I help this person?"

If you are authentic and sincere, if you are coming from a real place, people will help you. They will refer you to other people. The informational interview is a process you can repeat again and again. By simply being out there and talking to people, you will develop connections. Things will happen for you.

Now, when you finish your original conversation, your connection with that person is not severed. Remember to follow up with that person. First of all, send a thank-you card. We all appreciate being appreciated.

Remember relationships don't expire. There is nothing wrong with contacting this person months later, even if you are not job searching. If you made a positive connection, keep in touch.

Regardless of where we are in our careers, we have commonalities with others. We enjoy the opportunity to help others and share our stories. When we approach people for informational interviews from a place of sincerity, people will respond to us in positive ways. Remember, the informational interview is your career-development super-charger! ▲

Mark Mikelat is a Golden Council member and a Trustee Emeritus of the Leadership Foundation. He is a successful speaker and founder of Building Aspirations. His book, *50 Tips For Effective Networking*, is a concise, easy-to-read, power-packed collection of ways to connect with people person-to-person. You can learn more about him and his book at www.BuildingAspirations.com, or contact him directly at Mark@BuildingAspirations.com.



Let Deltasig's Career Development Site Work for You!

Whether you are preparing for your graduation, or simply pursuing a job change, don't forget to visit the Career Development section of www.dspnet.org for some valuable tools and contacts.

Over 11,000 Brothers Are Deltasig inCircle Members. Are You?

Similar to other social networking sites (MySpace, Facebook), Deltasig inCircle is a free networking and professional tool exclusively for our members. Deltasig inCircle allows alumni to leverage their network of Deltasig connections to find jobs (new postings appear regularly!), housing, business associates and activity partners. It also allows an easy way for alumni to re-connect and stay connected with people they have lost touch with over the years. Customized groups allow alumni to discuss issues ranging from first time parenting to mountain biking to real estate investing. Forums offer a place to ask and offer advice, find a sublet, or post a job exclusively to fellow alums. Other features include messaging, blogging, unlimited photo sharing and much more!

A link to inCircle can always be found on the home page of www.dspnet.org. We encourage all brothers to sign up today and start experiencing these networking opportunities!

Career Opportunities at one of the "Top 50 Places to Launch a Career"

Named by *Business Week* as one of the "Top 50 Places to Launch a Career," Progressive Insurance, a Fortune 500 company, is the third-largest provider of personal auto insurance in the U.S.



Realize your career aspirations with a company of more than 28,000 employees in over 450 offices across the country and whose name says it best—PROGRESSIVE! A link to their job openings can be accessed on the Career Development section of www.dspnet.org.

Job Search Help Is Here with JobBound!

Recognizing the need to help members of Delta Sigma Pi make the transition into the working world, we are excited about our partnership with JobBound, the country's leading career consulting company.

JobBound offers a variety of services including resume writing, interviewing preparation, and career coaching for all levels of job seekers. All services consist of individual sessions conducted over the phone. Working with JobBound provides our members with the rare opportunity to have industry insiders guide them through the job search process.

Brad Karsh is president of JobBound, a company dedicated to helping job seekers with resume writing, interviewing, and landing that dream job. Author of "Confessions of a Recruiting Director: The Insider's Guide to Landing Your First Job" (Prentice Hall Press), Brad is

considered a leading expert on the job search. He's been featured on CNN, *The Dr. Phil Show*, and CNBC and quoted in *The Wall Street Journal*, *The Washington Post*, *USA Today*, *NY Times*, *Fortune*, and many others. In addition to one-on-one help, Brad travels across the country to colleges and universities delivering engaging presentations on landing a job and excelling in the workplace. These are perfect for Deltasig

chapters, other organizations, or the entire campus.

To find out more about what JobBound has to offer, visit the Career Development section of www.dspnet.org, www.jobbound.com, or contact JobBound directly at 1-800-979-1121 or info@jobbound.com.

JobBound will offer a 10% discount on all individual job preparation services for Deltasigs. This includes resume writing, mock interviews, cover letters, "The Art of Networking," "Thank You" correspondence and career coaching.

How Hard Are You Knocking?

Brother Tim Augustine's book "How Hard Are You Knocking? The Job Seeker's Guide To Opening Career Doors" provides an invaluable resource to anyone looking for a new job. This book is a how-to career guide that illustrates proven best practices used to find a new job. It is designed to be a short, concise resource guide that you can use to effectively build a job search strategy, find and utilize job search resources, develop a powerful résumé, prepare for the interview and negotiate a starting salary. Visit the Career Development section of www.dspnet.org or www.howhardareyouknocking.com for more information. ▲

Leadership Profiles

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



David Dawley



Christina Wolf



Mike Walsh



Connie Groer

David Dawley, *West Virginia*, serves as the faculty advisor at West Virginia, where he is the associate professor of management, specializing in strategy and international business. Brother Dawley and wife, Tracy, live in Morgantown with children Allison and Daniel. Brother Dawley was named Delta Sigma Pi's National Advisor of the Year in 2006 and 2007.

- ▲ His favorite Deltasig event to attend: "The professional speaker talks I give to our chapter each semester. I create a new message each semester. The intent of my talks is always focused on engendering enthusiasm, passion, professionalism, and future success in the brothers. My messages seem to be well received and the brothers always seem to be very appreciative."
- ▲ In his spare time, David enjoys playing with his children, coaching youth sports, weightlifting and music.
- ▲ Something others would be surprised to know: "I was initiated into Deltasig in 2006—five years after I began serving as the chapter's advisor. Before my initiation, most assumed that I had been a Deltasig since my undergraduate days!"

Christina Wolf, *Texas-Arlington*, is the district director for Midwestern State and vice president of the Fort Worth Cowtown Alumni Chapter. Prior to that, she served as alumni advisor for North Texas and in numerous offices as a col-

legian. Brother Wolf and husband, Jacob, (and their three dogs and two cats) live in Fort Worth where she works as a property manager and acquisitions analyst with Texas Barnett Private Equity Partners.

- ▲ Her recent favorite Deltasig event was the reactivation of Midwestern State. "After two years of working with them as a colony I was finally able to shake their hands and call them my brothers."
- ▲ Something others would be surprised to know: "Prior to getting into real estate, I worked for eight years as a veterinary technician."
- ▲ A favorite Deltasig memory: "When Southwestern RVP Amanda Wood threw a surprise birthday party for me, poolside at the '07 Congress! She gathered the entire region to hang out for a while... then they threw me in the pool!"

Mike Walsh, *Miami-Ohio*, is a member of the Atlanta Alumni Chapter and served on the Risk Management task force. He previously served on the Central Office staff as a chapter consultant, assistant executive director and managing editor of *The DELTASIG*. Mike was also a district director for Bellarmine and a member of several national committees and three alumni chapters: Cincinnati, Indianapolis and Atlanta. Brother Walsh currently serves as executive director of the Georgia Chiropractic Association, Inc. He and wife, Carolyn, *South Florida*, live in Suwanee, Ga., and

have two children, Patrick and Kevin.

- ▲ A favorite Deltasig memory: Mike was the last person to live, full-time, in the Central Office. "For two-plus years, I had the shortest commute in the world!"
- ▲ Something others would be surprised to know: "I was accepted to and very seriously considered attending Notre Dame. If that happened, I would not have had the opportunity to become a member of Delta Sigma Pi, nor meet my wife."
- ▲ In what little spare time he has, Brother Walsh enjoys spending time with family and friends, watching college sports and working in the yard.

Connie Groer, *Frostburg State*, serves as chapter advisor at Frostburg State, where she is an associate professor of accounting. She was initiated as a faculty initiate when the chapter installed in 2007 and was active in the colonization efforts of the chapter. Connie and husband, John, (and their two cats) live in Frostburg.

- ▲ She describes Delta Sigma Pi in one word: worthy.
- ▲ Something others would be surprised to know: "My favorite band is Pink Floyd and I got to see them when they did their *Dark Side of the Moon* tour."
- ▲ Her most valued possession: "My house because it's my favorite place to be." ▲

Did you?

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

Jerod Padgett, *Angelo*, is a financial advisor with Waddell & Reed in Austin.

Angie DeAngelis, *Bowling Green State*, is a business office coordinator with Sunrise at the Scioto, a senior center, in Columbus.

Emily Brown, *Cal State-Sacramento*, is a marketing coordinator with Psomas in Roseville, Calif.

Carol Kraus, *Central Florida*, is a residential life manager with Purdue University in West Lafayette, Ind.

Harnish Patel, *Christian Brothers*, is COO with Ajay Deep Construction Pvt. Ltd. in Maharashtra, India.

Ariel Tan, *Cornell*, is a private equity analyst with Lehman Brothers in New York.

Nichelle Dawkins, *Drake*, completed her MBA at Drake in

Des Moines. Nichelle serves Deltasig as the Great Plains Regional Vice President.

Ashley Henry, *Drake*, is a retail sales representative with Nestle in Oklahoma City. Ashley serves Deltasig as the 2008 National Collegian of the Year.

Richard Trent, *Evansville*, is senior vice president with Morgan Keegan & Company in Memphis.

Steven Canter, *Florida Atlantic*, is a senior associate attorney with Borack & Associates, P.A. in Maitland, Fla.

Tamara Campbell, *Florida State*, is a logistic analyst with Pepsi in Orlando.

Shannon Chatmon, *Georgia Southern*, is a seventh grade reading teacher with Metro Nashville Public Schools in Nashville.

Kari Darding, *Illinois State*, is a branch manager with Wells Fargo Financial in Novi, Mich.

Jonathan Lohman, *Illinois State*, is in insurance sales with Lohman Companies in Moline, Ill.

Lawrence Kaplan, *Indiana State*, is chairman and CEO of the U.S. Autism and Asperger Association in Draper, Utah.

George Michaels, *James Madison*, is director of training with the U.S. Navy in Virginia Beach.

Mike Gravitt, *Longwood*, is a manager with Bender Consulting Services, Inc. in Pittsburgh.

Donald Rue III, *Loyola-New Orleans*, is a senior account executive with America's Business Benefit Association in Alpharetta, Ga.

Jessica Milby, *Lynchburg*, is a staff accountant with Grand Hyatt Washington in Washington, D.C.

Peter Gauthier, *McNeese State*, is a financial advisor with Edward Jones in Plaquemine, La.

Daniel Collins, *Massachusetts-Boston*, is owner/head instructor with South Shore Karate Academy in Abington, Mass.

Tim Mescon, *Miami-Florida*, is president of Columbus State University in Columbus, Ga.

Eddie Stephens, *Miami-Florida*, was appointed by the Florida Bar to serve as vice chair for the Family Law Certification Committee in West Palm Beach, Fla. Eddie currently serves Delta Sigma Pi as Chairman and President of the Leadership Foundation.

Clayton Chong, International Deputy Chancellor of Delta Theta Phi Law Fraternity

Appointed Delta Theta Phi's international deputy chancellor in 2007, Clayton Chong, *Miami-Ohio*, is responsible for expanding the fraternity's presence into foreign countries, through Senates and alumni chapters. He is one of only two international deputy chancellors in the fraternity.

Brother Chong has been a member of Delta Theta Phi for 34 years. He joined in 1974, during his first year of law school. He's served as district chancellor for Hawaii (1983–2000) and was appointed state chancellor in 2001. While Hawaii state chancellor, Clayton was responsible for the Prince Kuhio Senate. Under his guidance, the senate was recognized as "most outstanding in the nation." Brother Chong also led the reactivation of the Marshall Senate at the Ohio Northern University College of Law installing 14 members.

Professionally, Clayton works as a partner with Chong & Chong. His brother, Curtis, is the firm's other partner. Both brothers are members of Delta Theta Phi and Delta Sigma Pi (Curtis is a honorary initiate of the Hawaii chapter), both graduates of Miami-Ohio and the Ohio Northern University College of Law.

Brother Chong has also been influential in Delta Sigma Pi. He started both the Lambda Psi Chapter at Hawaii-Hilo and the Hawaii Alumni Chapter. He currently serves as treasurer of the alumni chapter.

If you know any law students or lawyers in other countries interested in joining Delta Theta Phi, please contact Clayton at cechong@aol.com.

As an interesting side note related to Delta Theta Phi, Brothers Ernie White, *Georgetown*, and Executive Director Bill Schilling, *Nebraska-Lincoln*, are also "double brothers" of the Chongs through Deltasig and Delta Theta Phi. Both are also past presidents of the College Fraternity Editor's Association—and Ernie served as national president of Delta Theta Phi. ▲



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 or mail your news to the Central Office.

Paul Duskin, *Michigan State*, is a finance officer with The Salvation Army in Southfield, Mich.

Mark Boyadjis, *Minnesota*, is a regional manager with Telematics Research Group, Inc. in Minnetonka, Minn.

Thomas Bass, *Missouri-Columbia*, is a consultant with Macinator Solutions in Phoenix.

Greg Powers, *Missouri-Columbia*, is a treasury analyst with the Federal Reserve Bank of St. Louis in St. Louis.

Richard Whitney, *Nevada-Reno*, is an assistant professor with DePaul in Chicago.

Scott Fellows, *Northern Arizona*, is a registered representative with Charles Schwab in Phoenix.

Shannon Baird, *North Florida*, is a classified advertising sales representative with the *Florida Times Union* in Jacksonville.

Greg Howell, *Pacific*, was appointed assistant vice president by T. Rowe Price Retirement Plan Services, Inc. in Colorado Springs. Greg currently serves Deltasig as a trustee of the Leadership Foundation.

Bill Runner, *Pennsylvania*, in February, represented the University of Pennsylvania at the inauguration of Thomas P. Leary as the seventh president of Luzerne County Community College. Bill is president of the University of Pennsylvania Alumni Club of Northeastern Pennsylvania. He is also the past treasurer and president of the Luzerne County Community College Foundation.

Arnel Balcita, *Penn State-Erie*, is a commercial sales coordinator with Sherwin-Williams in Pittsburgh.

Vicki Frantz, *Penn State-State College*, is a financial analyst with NBC Universal's Financial Management Program in New York City. She currently serves on the Delta Sigma Pi Board of Directors as the 2007 Collegian of the Year.

John Wolff, *Philadelphia*, is a senior programming/analyst with Mothers Work, Inc. in Philadelphia.

Stephanie Wolff, *Philadelphia*, is a senior inventory control manager with Mothers Work, Inc. in Philadelphia.

David Malfara, *Pittsburgh*, is a financial analyst with Walt Disney Cruise Lines in Orlando.

Richard Young, *Rider*, is a professor of supply chain management with Penn State Harrisburg. He also serves as director of the MBA program.

Rebecca Norman, *San Diego State*, is an assistant account executive with Blattel Communications in San Francisco.

Simi Sohi, *San Francisco*, is a consultant with Deloitte & Touche LLP in San Francisco.

Semming Austin, *South Carolina*, is an assistant director with Norges Bank (National Bank of Norway) in Oslo, Norway.

Andrea Gilkes, *South Carolina*, is a funeral director with Aloia Funeral Home, Inc. in Garfield, N.J.

Richard Brown, *Southern Mississippi*, is an accountant with William Machine Works in Gautier, Miss.

Athena Andrade, *Texas A&M-Corpus Christi*, is director of member relations with the CC Apartment Association in Corpus Christi.

Amanda Ceballos, *Truman State*, is a 401k specialist with Fidelity Investments in Westlake, Texas.

Malorie Williams, *Western Illinois*, is an account representative with the *Chicago Tribune* in Chicago.

Debra Murphy, *Wingate*, is a market development coordinator with the Invisible Fence Brand of the Carolinas, in Gastonia, N.C.

Ryan Bauer, *Winona State*, is a credit manager with Wells Fargo Financial in Wilson, Wisc. ▲

Mergers:

Catrina Conway, *Florida State*, on April 12, to Kevin Murray. They live in Charlotte.

Sheri Powers, *Colorado-Colorado Springs*, on February 24, to Nathan Gabor. They live in Littleton, Colo. Sheri currently serves Deltasig as the Rocky Mountain Regional Vice President.

Priscilla Rogers, *Tennessee*, on April 26 to Jason Decker. They live in Owensboro, Ky.

James Walden, *Pacific*, on January 4, to Jennifer Bernard. They live in Folsom, Calif.

Gains:

Scott Bilsky, *Miami-Ohio*, and Amy, on March 17—Justin Lucas. They live in Cleveland.

Pete Bjelan, *DePaul*, and Erin, on June 2—Patrick Jovan. They live in Elgin, Ill.

Michael and **Michelle Borromeo**, both *Northern Illinois*, on February 14—Christian Matthias. They live in Chicago.

Marc and **Kristine Bowman**, both *Nebraska-Lincoln*, on April 1—Drew Aaron, Ethan Daniel and Blake Ryan. They live in Omaha.

Michelle Cain, *Troy*, and Roger, on April 10, adopted Colton Neil, age 10. They live in Sterrett, Ala.

Phil and **Adrienne Gaudreau**, both *Philadelphia*, on February 8—Abigail Jane. They live in Norristown, Pa.

Greg, *Pacific*, and **Laura Howell**, *Nevada-Las Vegas*, on April 23, adopted Mason Jeremiah age 3, and

Garett Wayde, age 8 months. They live in Parker, Colo.

Dawn, *Central Missouri*, and **Matt**, *Kansas City Alumni*, **Klinger**, on June 1—Nicholas Lee. They live in Jefferson City, Mo.

Leigh Strong and **Courtney Giello**, both *Roger Williams*, on March 25—Hayden Victoria. They live in North Attleboro, Mass.

Leslie Bosworth Williams, *Oklahoma*, and Brian, on November 20—Noah Ryan. They live in Norman, Okla.

Losses:

Arizona:

Matthew Peterson (March 9)

Denver:

Richard Ruthhart (April 4)

Florida:

Alan Dusowitz (August 10, 2007)

Georgia State:

James Westlake (March 25)

Illinois-Urbana:

Joseph Brown (March 11)

Iowa:

William A. Allee (March 4)

Johns Hopkins:

Clyde Williams (April 17)

Miami-Ohio:

Thomas Page (December 29, 2007)

Michigan:

George Tidswell (May 18)

Mississippi:

Capt. Donald Thompson (March 1)

Missouri-Columbia:

James Wisheart (December 21, 2007)

New Mexico State:

Marcus Glassmire (March 15)

Pittsburgh:

Jim Waugh (May 12)

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On Campus

provides opportunities for collegiate chapters and brothers 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.

Cal State-Fresno/Iota Phi

On March 27, John S. Shegerian, Chairman and CEO of Electronic Recyclers International (ERI), delivered the keynote at our seventh annual Dinner with Professionals event at the Ramada Inn in Fresno. Deltasig hosts the annual dinner for students of the Craig School of Business, faculty, alumni, and local businesses in an attempt to help aspiring future businesspeople build and foster relationships with entrepreneurs and other successful executives. Shegerian spoke with attendees about socially beneficial businesses such as ERI. He also stressed the importance of companies realizing the importance of their “environmental DNA,” as he described ERI’s electric forklifts, recycled furniture, energy efficient lighting and other environmentally and community friendly aspects of the company. “It’s always an honor to be given the opportunity to inspire the next generation of business leaders—especially a group of students that is particularly passionate about entrepreneurial issues,” said Shegerian. “While there is much to be done today in terms of fighting the incoming tsunamis of electronic waste, our eyes must also look toward future generations for a



The FLORIDA chapter took part in the Southern Province’s new community service project benefitting Verizon’s HopeLine. Verizon’s HopeLine takes old wireless phones and equipment in any condition from any service provider to be either refurbished or recycled. With the funds raised from the sale of the refurbished phones, Verizon Wireless donates wireless phones and airtime to victims of domestic violence and provides funding and other contributions to non-profit domestic violence shelters and prevention programs across the country. Rewarding their efforts were Southern Provincial Vice President David Ross (front, far left), Florida District Director Shane Borden (back, 2nd from right) and Southern Provincial Community Service Chair Heather Lewis (front, far right).

commitment to keeping our planet healthy. When I meet and address young adults, such as the Delta Sigma Pi students, and hear of some of their own goals and plans to be social entrepreneurs, I see tremendous promise.”—*Courtesy of Business Wire*

Illinois-Urbana/Upsilon

In March, members of the Chicago Bears’ advertising and events group came to talk to our brothers about the responsibilities of someone in their line of work. They talked about the recruiting

process as well as some specific events they organize. —*Heather Knorr*

Indiana/Alpha Pi

Brightly colored blouses, patterned skirts and bulky-chic jewelry appeared on the runway March 26 at our “Classic Styles for the



NORTHERN ARIZONA brothers enjoy a trip to the beach after attending the Western LEAD Provincial Conference in San Diego.



To raise money to attend Fraternity events, INDIANA-PURDUE at FT. WAYNE brothers volunteer at Mad Ants basketball games and Komets hockey games. Brothers run a concession stand during the game, making a percentage of all profits.



At the North Central LEAD Provincial in Indianapolis, ST. CLOUD STATE president Cory Stopka (left) presented Leadership Foundation Trustees Greg Koch and Joe Mayne with a \$1000 check. Presenting with Cory were Lindsay Langham and Hieu Nguyen, who helped with the fundraising effort last summer while working with the St. Cloud RiverBats baseball organization. The RiverBats are owned by St. Cloud State alum Joel Sutherland.



GEORGIA brothers partnered with Alpha Kappa Psi members to host a joint blood drive with the American Red Cross. Pictured are brothers Max Hogan (seated) and Meg Maloney (2nd from right) with two Red Cross employees.

Business Sophisticate" fashion show presented at the Neal-Marshall Black Culture Center. Collections featured clothing from Goody's, Express, The Limited and Macy's. The business-inspired collections featured bold colors and wacky-chic patterns as the biggest trend this season in the corporate arena. Shiny patent leather heels, oversized colored leather bags, body-fitting simple pencil skirts, as well as multi-color sleeveless blouses appeared often on the runway. "I'm happy and proud (of the fashion show)—and the turnout," said chapter president Charles Liles. The show directors approached Liles at the beginning of the year with the idea of a fashion show, and he thought it was a great way to explore the fashion in business. Liles said his favorite part of the show was the "What to wear to an interview" advice. —*Courtesy of Indiana Daily Student (idsnews.com)*

Indiana-Purdue at Indianapolis/Kappa Sigma

Dan Cathy, President and COO of Chick-Fil-A and son of Founder and Deltasig Truett Cathy, was invited to the IUPUI campus to speak on what it takes to be an effective leader. Mr. Cathy's remarks focused on value-based leadership and how taking a personal and empathetic approach in leading others can be the defining trait of a leader and an organization. Our chapter sponsored and organized this event and



SANTA CLARA brothers celebrated Valentine's Day by putting on a pie eating contest! The contest, held on the lawn of the business school building, proved an effective (and tasty!) marketing tool for the chapter.



LOUISIANA STATE brothers spent March 9 at a battered women's shelter in Baton Rouge where they, among other activities, helped organize an Easter egg hunt for the children.



SAN DIEGO STATE brothers Kristin Cruikshank, Allyson Drosten-Brooks, Mary Springer, Shaya Norwood, Steven McKillop, Charles Stone, Patty Munger and Henry Chu participated in Junior Achievement by visiting an 8th grade class for "Economics for Success" Day.



In March, FLORIDA SOUTHERN brothers participated in the annual Lakeland, Fla. "Paint Your Heart Out," where select homes were chosen to be painted by volunteers. From left: Scott Comer, Adrienne Collier, Jay Prock, homeowner, Brad Merkel and Alicia Braid.



CAL STATE-FRESNO brothers held their 7th annual "Dinner with Professionals" event where local business leaders came to network with Deltasigs and other Craig School of Business students, faculty and alumni. "When I meet and address young adults such as the Delta Sigma Pi students who came to this event, and hear of some of their own goals and plans to be social entrepreneurs, I see tremendous promise," said John Shegerian, Chairman and CEO of Electronic Recyclers International (ERI). From left: Kristina Fabbian, Shegerian, and Peggy Gonzalez.



WASHINGTON-ST. LOUIS brothers enjoy a game a broomball – one of several social and professional events held last semester. Top, from left: Nathan McCurren, Stephen Headley, Bryce Hrovat, Nakhoon Kim and JJ Cuber. Bottom, from left: Julie Choi, Abby Meland, Lindsey Glantz, and Greg Marks.

we are proud of the strong attendance by numerous students, faculty, and professionals. –Andrew Heckman

Pennsylvania/Beta Nu

On April 1, the University of Pennsylvania hosted their 2nd Annual Fashion Week. The week-long event was hosted by Delta Sigma Pi, Dzine2Show (Penn Fashion Society) and the Wharton Retail Club and supported by the Jay H. Baker Retailing Initiative. This year's keynote speaker was fashion icon Kenneth Cole who discussed his decision to start his own company and his current philanthropic involvement. Other highlights of the week were a fashion panel and,

of course, the fashion show showcasing the work of aspiring designers on campus. Congratulations to VPPA Susan Ho for getting Kenneth Cole to attend the event! – Alexander Good

Texas-San Antonio/Omicron Phi

We participated in a fundraiser which also doubled as a community service event. We raised money selling burgers and hot dogs and also provided discounts to customers who donated 3-5 canned goods for charity.

Through our efforts, we collected over 100 canned goods items with proceeds benefiting the San Antonio Food Bank. – Gee Li ▲



During their semi-annual brotherhood retreat, MERCER brothers took part in a brotherhood exercise based off Adam Carroll's networking presentation at the Cleveland and Chicago LEAD Schools. The purpose of the exercise was to show if you express your ideas with others, there is always someone to provide assistance along the way. From left: Micaela McKoy-Franklin, Kendra Raines, Allison Allen, and Stephanie Webb.

The “Pizza-Like” Alpha Beta Gamma Colony at Albion Thrives

In February, the Alpha Beta Gamma Colony at Albion College held our first Business Symposium to kick off our inaugural “Business Week.” The symposium featured two speakers—Heather Nagelkerk, associate director of the Albion College Office of Career Development, and Vicki Sweitzer, professor of economics and management. Nagelkerk discussed networking opportunities available through her office and highlighted important tips on how to apply for an internship. Additionally, she recommended web sites for job searching and referenced many books available in her office that are helpful for job hunters. Sweitzer discussed motivation within an organization and how to be an effective leader.



Albion colony members held their inaugural Business Week with help from professional speaker Brother Tim Augustine (2nd from right). Alumni support from Golden Council members Leon Niles (back row, far left) and Fred Lipsey (back row, 4th from left) was welcomed by all.

The New England Patriots and New York Giants weren’t the only ones hard at work on Super Bowl Sunday. Our colony painted eleven bookshelves for the Albion District Library’s chapter of Imagination Library. Founded by country music legend Dolly Parton in 1996, Imagination Library usually collects used books for children, but the Albion District Library and Alpha Beta Gamma colony took Parton’s goal a step further by providing bookshelves.

February 4 saw our colony members distributing bookmarks with business tips on them, as well as a schedule of all of Business Week events to the general student body in the Kellogg Center, Albion’s student union building. In addition to the bookmarks, the colony sold pizza to entice passing students to talk to colony members and learn more about Business Week and the colony as a whole.

Pizza was an unofficial theme for the colony during Business Week and we continued this theme by enjoying a night at Cascarelli’s, a local restaurant in Albion. Jim Cascarelli, the owner, shared five generations worth of stories about his family’s restaurant and the restaurant business while the colony dined on his house pizza. On the Wednesday of Business Week, we

hosted board game night in the Kellogg Center. Students were invited to take a break from their studies and try to make a seven letter word in Scrabble, land on free parking in Monopoly or play a variety of other classic board games. Donated pizza, courtesy of the local Hungry Howie’s, and soda were sold during the night, and the colony made \$150, all of which was donated to Imagination Library.

Business Week concluded when professional speaker Brother Tim Augustine, *Kent State*, spoke on campus about his book, “How Hard Are You Knocking?” Over 100 students turned out to hear Augustine speak, as well as members of the Detroit Metro Alumni chapter, and Augustine stayed around following his presentation to sign books and talk with students.

The Alpha Beta Gamma colony is like a pizza—composed of many different ingredients, currently baking until ready to become a fully-cooked chapter. Every member of the colony brings their own individual toppings to the pizza giving it a unique flavor of dedication, commitment and persistence. Business Week concluded with the colony still baking in the oven, but not without the lingering aroma of continued success. —*Kyle Gillis* ▲



NEW YORK brothers celebrate the initiation of their Gamma class with special guests Jim and Julia Jacobs, son and daughter-in-law of founder Harold Valentine Jacobs. Jim is an initiate of Albany and Julia of Siena.

Thanks to all National Blood Drive participants

Congratulations and big thanks to all chapters who participated in a blood drive this past year—Delta Sigma Pi’s national community service event! We had 48 chapters register their blood drive event with National Community Service Chair Tracey Florio, while many more registered their event for CEI points. Several chapters held more than one blood drive throughout the year, while others teamed up or held a friendly competition with Alpha Kappa Psi. We thank all chapters for their participation and encourage even more to participate next year! A list of chapters who submitted their participation to the National Blood Drive committee:

- | | |
|---------------|---------------|
| Alpha | Theta Sigma |
| Delta | Theta Upsilon |
| Epsilon | Iota Lambda |
| Lambda | Iota Pi |
| Nu | Iota Phi |
| Omicron | Kappa Mu |
| Pi | Kappa Nu |
| Upsilon | Kappa Xi |
| Alpha Gamma | Kappa Sigma |
| Alpha Epsilon | Kappa Upsilon |
| Alpha Kappa | Kappa Omega |
| Alpha Pi | Lambda Sigma |
| Beta Zeta | Mu Phi |
| Beta Xi | Mu Psi |
| Delta Omicron | Nu Sigma |
| Epsilon Iota | Nu Tau |
| Epsilon Chi | Nu Upsilon |
| Zeta Nu | Nu Phi |
| Zeta Upsilon | Xi Pi |
| Zeta Phi | Xi Rho |
| Eta Theta | Omicron Pi |
| Eta Mu | Omicron Sigma |
| Eta Nu | Omicron Chi |
| Eta Xi | |
| Eta Pi | |
| Eta Psi | |



GEORGE WASHINGTON collegians and alumni, including Capital Regional Vice President Frank Hodas (back row, 4th from left) enjoy an alumni celebration at a Washington D.C. Buca Di Beppo.



VIRGINIA TECH coach Frank Beamer, center, inspires Zeta Upsilon brothers during an April lecture. Coach Beamer, with Virginia Tech since 1987, is one of college football’s most respected coaches.



BOWLING GREEN STATE brothers show their Deltasig spirit on a Jekyll Island, Georgia beach.

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 2008-2009 year as of 7/1/08.

Alabama

BIRMINGHAM
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414-479-0181
amcnerney@wi.rr.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:

Albany, NY
Albany- New York Capital , NY
Alcatraz, CA
Anchorage, AK
Antelope Valley, CA
Bowling Green, KY
Charleston, SC
Charlotte, NC
Chattanooga, TN
DC Metro
Decatur/Central Illinois, IL
Des Moines-Cent. Iowa
Fort Wayne, IN
Ft. Lauderdale, FL
Greensboro
Harrisburg, PA
Hayward, CA
Jackson, MS
Las Cruces, NM
Livingston, AL
Memphis, TN
Myrtle Beach, SC
New Orleans-Crescent City
Oahu, HI
Pensacola, FL
Piedmont, NC
Portland, ME
Portland, OR
Providence, RI
Raleigh/Durham
Roanoke, VA
Rochester, NY
San Diego, CA
Sacramento Valley
Saginaw
Sarasota, FL
Savannah, GA
Sioux Falls
South Bend/Elkhart, IN
Springfield, MO
State College, PA
Sterling, VA
Tallahassee, FL
Tampa Bay
Tucson Old Pueblo
Virginia Beach, VA

Sean Rosney
Kristin Wernig
Joseph Riego
Jeff Erwin
Erica Verderico
Mandy Hanson
John Akerman
Briandria Hicks
Kyle Bischoff
Heath Marell
Chris Aubrey
Teri Reihmann
Christopher Hoogland
Shelby Mathew
Ayesha Mintor
Kyle Junk
Joe West
Stephen Stamboulieh
Timothy Seibert
Van White
Robin Blackley
Joey Thomas
Alexis Carville
Nichole Banquill
Jeff Knight
Nick McGalliard
Patrick Cotter
Al Gambetti
Janelle Tillema
Tyronne Beatty
Lauren McMillan
Ed Cain
Sandra W. Richardson
Patrick Bivins
Hank Metzger
Karin Grant
Robert Bendetti
Kristina Feaster
Elaine A. Kendall
Tara Calton
Steve Grazier
Sean M. Vineyard
Andrea Gary
Lydia Tenah
Charles Farrow
David Feret

518-280-0495
518-857-1588
707-645-9227
907-261-5981
661-255-9035
270-234-8250
843-763-1102
704-726-7723
423-933-1549
646-267-1010
217-254-9169
515-975-3719
260-485-0400
248-703-8737
336-294-8554
717-856-2620
510-459-0632
601-260-3375
575-621-8147
205-652-7517
901-335-5711
843-397-0442
504-559-3592
808-348-1450
850-384-4309
336-758-3654
207-767-6500
916-396-6066
401-864-7498
336-420-2319
540-353-1109
585-385-5176
707-235-4797
916-949-0233
269-903-7044
941-441-6877
912-663-2993
605-929-9885
574-536-4734
417-889-6669
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nmcgalliard@triad.rr.com
pcotter1@yahoo.com
agambetti@yahoo.com
janellet@itemnpd.com
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“Beyond Campus” provides

opportunities for alumni chapters and brothers 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.

Baltimore

On National Alumni Day, 25 Baltimore brothers gathered at the Homewood Campus of Johns Hopkins to attend the dedication and installation of the Inaugural Dean of the Carey Business School. I had the honor of being asked to carry the new school’s banner for the first time. Also joining in the ceremony were brothers Pete Petersen, Toni Ungaretti, Betsy Mayotte, and William Agresti—all faculty and deans of the new school. In the audience were the majority of the Chi chapter members, as well as Brother Ralph Fessler, the former dean of the combined schools. After the dedication, Deltasigs gathered for a reception and dinner. —*Bryan McMillan, Johns Hopkins*

Las Vegas

We are getting off to a great start and we would love to have more brothers join us! On April 18, we went to the Tropicana Hotel and enjoyed a night of comedy. On May 15, we held a meeting to discuss future events and our chapter goals. If you are interested in joining our chapter, please contact chapter president Lyndsi Erickson at prez@vegasp.com. —*Kelly Boma, Eastern Illinois*



DENVER brothers celebrate National Alumni Day. Back Row: Conor Noon, Greg Howell, Ellen Stewart, Julie Morrison, Jim Pendergrass. Front row, from left: Charlie MacNeill, Maureen “Mo” Coghlan, Tara Miller, Holly Schroeder, Carlyn Graham, Lori Lucas Barbara.



KANSAS CITY brothers at a chapter meeting. The chapter was reactivated in 1983 and this year celebrates its 25th consecutive year of activity. Recent activities have included a tour of a local coffee plant, a National Alumni Day social, wine tasting and supporting the Ronald McDonald House. Back row, from left: Mark Haddad, Laura Frick, Sabrina Saldanha, Kevin Pfeiler, Beth Losik, Sarah Matthes, Abby Halsey, South Central Provincial Vice President Jeff Gallentine and Golden Council member Amy Gallentine with their daughter, MacKenzie. Front row, from left: Angie Schelp, Kevin Gore, Brad Kliethermes, Chapter President Henry McDaniel, Kim Kliethermes, and Kris McDaniel.

The BOSTON alumni chapter had an all-time record attendance at the Buffalo LEAD Provincial Conference and won the provincial travel award!

Back row, from left: Nick Steinkrauss, Bryon Goguen, David Monti, Daniel Collins, Joseph De Vivo, Jessica Donovan and New England Regional Vice President Laura Bittner. Front row, from left: Chapter President Deborah Lang, Peter LaCava, Tracey Schebera, Paul and Hillary Carpinella and Bonita Yip.





To celebrate National Alumni Day, LONDON brothers met for ice cream at Marine Ices restaurant. From left: Josh Mora, Ashok Arora, Elizabeth Johnson, Chris Pruszko and Sahal Aarepurath.



Newly initiated brothers Adam Carroll (5th from left) and Stephen Hahn (4th from right) are congratulated by many, including Grand President Mitch Simmons (5th from right) and 2005 National Collegian of the Year Dave Glanzrock (4th from left). Brother Carroll's company, National Financial Educators, delivers a financial literacy program called The Money Game to college campuses across the country (see article on pg 32). Brother Hahn is director of Western Region Market Sales with Marriott International.



On May 9, the ATLANTA alumni chapter participated in the Cobb County Relay for Life. This overnight event is designed to celebrate cancer survivors and raise money for the American Cancer Society. The chapter raised over \$3,000 and had brothers walking laps throughout the night. They also held a bake sale to raise additional money. From left: Corey Nason, Beth Keith, Carrie Burns (kneeling), Kimberly Carter, Joan Nason (kneeling), Stephanie Webb, Gina Irvin, Chris Yarbrough and Wendy Braxton. Also pictured, Nason children Katie and Elizabeth.

Congratulations Golden Helmet Honorees for 50 years of service!

Walt Brower, Rider
Clarence "Red" Frank, Detroit

Congratulations Silver Helmet Honorees for 25 years of service!

Dr. Stuart Dorsey, South Dakota
Richard Jensen, Jr., Drake
John Levato, Albany
Lawrence Olllearis, Lewis
Alan Wiman, Virginia Tech

Share Your Chapter's News!

Here is your chance to share your chapter's activities with the rest of the Fraternity. Send your On Campus News to magazine@dspnet.org for publication in a future issue. You may include a photo. However, digital photos must be high-resolution (300 dpi or higher is required for printing). Also, please provide a detailed caption with your photo.

The ARLINGTON LONE STAR alumni chapter honored Thomasina Kierig, Texas-Arlington, with the Arlington Lone Star Leadership Scholarship in the amount of \$1,000 and a certificate for lifetime chapter membership. The scholarship is the first ever given out by an alumni chapter in the Southwestern Region. So far, the chapter has raised over \$16,000 for the scholarship. From left: Scholarship Chairman Richard Ashton, Kierig, Chapter President Paul Brodie.



Networking by Sea!

by Meagan Hagerty, Wisconsin-LaCrosse

When I was first approached to consider writing this article, I was thrilled at the prospect of sharing the story of my adventure around the world with my brothers. I never realized how difficult it would be to condense three months of travel and adventure into one or two pages. Looking for inspiration, I went back and read my travel blog. This just made the task of writing even more daunting, as I reminisced about the people I met, places I visited and things I learned. So, I'll just start at the beginning!

In the fall of 2006, I was working at Macalester College in St. Paul, Minn. This is a school known for its commitment to diversity and its incredibly large

international student population. As a professional staff member who had never left the country, I was encouraged by my supervisors to find a way to get some international experience. I had never studied abroad in college, had never traveled outside the borders of the U.S. (not even to Mexico or Canada) and I had no idea how to go about finding this elusive international experience. A colleague of mine suggested I look into a program called Semester at Sea. This is a study abroad program where instead of spending four months in one country, students (and faculty and staff) travel by ship for a semester, visiting and studying several different countries and cultures. You may have heard of it, if you

are at all a fan of MTV. They did a season of Real World on the Semester at Sea ship.

To make a long story short, I applied for the program and was told to expect to be on the waiting list for up to three years before getting an interview. Instead, in the spring of 2007 I was interviewed and hired for the fall 2007 voyage. This suburban girl from Minnesota who had never lived more than six hours from home was headed off on the adventure of a lifetime where I would actually circumnavigate the globe!

The summer was spent getting vaccinations, applying for my passport and several visas, waiting nervously for those



Meagan Hagerty, 5th from right, sets sail with her Semester at Sea staff. Meagan spent three months on a ship to gain international experience for her prior job working as a residence hall director at Macalester College in St. Paul—a school with a large international student population.

items to arrive in time for me to leave, and trying to pack my life into my allotted two checked bags and two carry-on's. Not to mention figuring out what essentials I needed for four months at sea! I was both excited and nervous as I made preparations and crossed days off the calendar.

The trip was phenomenal. Definitely something I will never forget. I got to see things I never dreamed of. Our itinerary included stops in Hawaii, Japan, China, Hong Kong, Viet Nam, Thailand, India, Egypt, Turkey, Croatia and Spain. Some of these are places I had on my list of "someday" destinations and some I never would have thought to visit. I learned something in each country and was incredibly touched by the welcoming nature of the people of the world. I had anticipated a less-than-warm reception in some countries due to U.S. foreign policy and military tensions—however, the citizens of these countries surprised me by offering help and assistance at every turn.

This trip showed me networking at its best. First on the ship, where students, faculty and staff from across the country and globe connected immediately upon stepping into what would be our communal home for the next four months. Once people found I had a background in business and human resources, I was asked to give presentations on resumes, cover letters and interviewing skills – putting my Deltasig skills to good use! While I did not encounter any Deltasigs on the ship, I did meet and befriend two alumni of Alpha Kappa Psi.

Through classes, student groups, and late night chats on the back deck, students were able to connect with others who shared their major or were in another chapter of their fraternity or sorority. They could also speak with a faculty member from the school they just applied to do graduate studies in, or get a one-on-one discussion with a former Foreign Service agent about pursuing a career in the U.S. State Department. And that was just on the ship!

In country, students were taken on field experiences to do service work,



650 students took part in the Semester at Sea program. Adding in the faculty, staff and ship crew, the ship housed over 800 individuals—an exceptional networking experience!

meet with the heads of major international corporations, and of course see the amazing sights in each of these countries. Whether spending an afternoon playing with kids in an orphanage, lunching with the CEO of a multinational corporation or connecting with a tour guide leading you through the Pyramids of Giza, students networked with individuals they met across the globe. Every person on the ship now has a connection to the 650 other individuals who shared in this experience with them, including the Captain and crew, in addition to the myriad of people they met through their travels in country. And now through the magic of the internet, several of these people are able to stay in touch and remain close, even from opposite ends of the Earth.

This trip taught me so much. I learned how to travel, how to pack light (a trick I plan to implement for many LEAD events in the future!) and how to navigate in places I had never been and where I did not speak the language. I also came out of this experience more confident and adventurous. Someone asked me the other day if I could pick one country to return to for another week, which I would go to. That is a hard question to answer because I had such an amazing experience in so many countries. It is impossible to pick a favorite country. I also realize a big part of why I loved those places was the people I was with and the adventures we

had together. It is hard to imagine going back to any of those places without the people who made the experience that much better. It might be more likely I could pick my five favorite travel companions and return to a country with them, or perhaps find a new adventure in a new location. I met people on the voyage both on the ship and in port from Jordan, Australia, New Zealand, Ireland, Canada and several U.S. states I have never seen. I know if I were to ever travel there, I would have a friend and tour guide.

It was truly phenomenal to have the opportunity to see so many individuals from so many backgrounds and make connections I am sure will last well into the future. ▲



Brother Hagerty admires India's Taj Mahal—one of the many stops on her Semester at Sea adventure.

To Win The Money Game, You Have To Know The Rules!

by Adam Carroll, *Phoenix-Thunderbird Alumni*

There's a game we all play with money. It happens every day whether you're conscious of it or not. And, every day while you're playing, you are either winning...or losing. The only difference between those that are winning and those that are losing is the fact that one group knows the rules by which the game is played, the other does not. Which group would you rather be a part of?

I thought so. So, let's start with the simplest concept: you lose the game when you're spending more than you're making. It's not rocket science, but it does involve math. If you're a chronic over-spender the easiest way to keep track of what's going out is to keep a spending journal every day for a month. It doesn't matter if it's a 79 cent pack of gum or a \$79 pair of jeans. If you spend money, write it down. At the end of the month, add up your spending and prepare to be astonished.

The Rockefeller family, one of the wealthiest families in the United States, has a tradition passed down from father to son. The kids all receive a weekly allowance, but in order to receive their allowance the following week they have to provide a ledger documenting every cent they spent, saved, invested, and donated. If literally one penny is missing from the total, the child does not receive their allowance the following week. This is the equivalent of balancing your checkbook to the penny every single time you want to get paid. Do you do that?

Ok, so spend less than you make. Simple enough. Now, what you do with that money is the second step to winning the game. It's far too easy to spend the money that sits in your checking account. So, set up your accounts so that

a percentage of your paycheck is directly deposited into a savings or money market account. This is what will become your save/save account. It's called a save/save account because the purpose is to save/save not save/spend. Here's the goal. Have enough in your save/save account so that if you have an emergency there's enough there to cover it. (And I'm not talking an emergency pizza or emergency trip to Cancun!) The bottom line is, if you don't have the money in your save/save account when your brakes go out (and they will!) you'll whip out the credit card and begin the debt spiral.

While we're on the topic of debt, let's cover the biggies—credit cards and student loans. While I understand they are a necessary evil to get through college, I'm also not naive to the fact that people treat them both as free money. Let's get this perfectly clear—they're not. In fact, one of the biggest expenses you'll have in your life is the interest expense on the debt you accumulate.

There are two things you can do right away to make sure the credit card debt-load you carry is not out of control. First, remember this: **if you can eat it, drink it, or wear it—it doesn't go on your credit card.** Second, you can call the 800 number on the back of your card and ask someone in the retention department to give you a lower interest rate, or you'll do a balance transfer. Seventy-percent of the time, your rate will drop by 4 or 5 percentage points just by asking. While you're at it, save yourself \$45–75 per year and have them cancel your mileage or bonus points program. There is no reason for a college student to pay an annual fee.

Student loans are changing on a daily basis. If you haven't consolidated

your federal or private student loans, you'll want to now. With recent changes in the student loan industry, more companies that once offered consolidation loans are ending those programs. On July 1, the Federal Direct Loan Program stepped up to the plate to offer what is predicted will be the lowest consolidation rates in history. So consolidate now and save massive amounts of interest!

The last piece of advice to winning the game we all play with money is the toughest of all to get, but the most worthwhile in the long run. **At some point in your life, you have to live like a poor college kid. You'll either do it when you're in college, or you'll do it when you're a professional.** Take it from someone who lived to regret it—I ate enough Totino's pizzas and Top Ramen right after college to feed several small villages. And during that time I realized if you do for two years what no one else WILL do, then you'll be able to do for the rest of your life what most people CAN'T do.

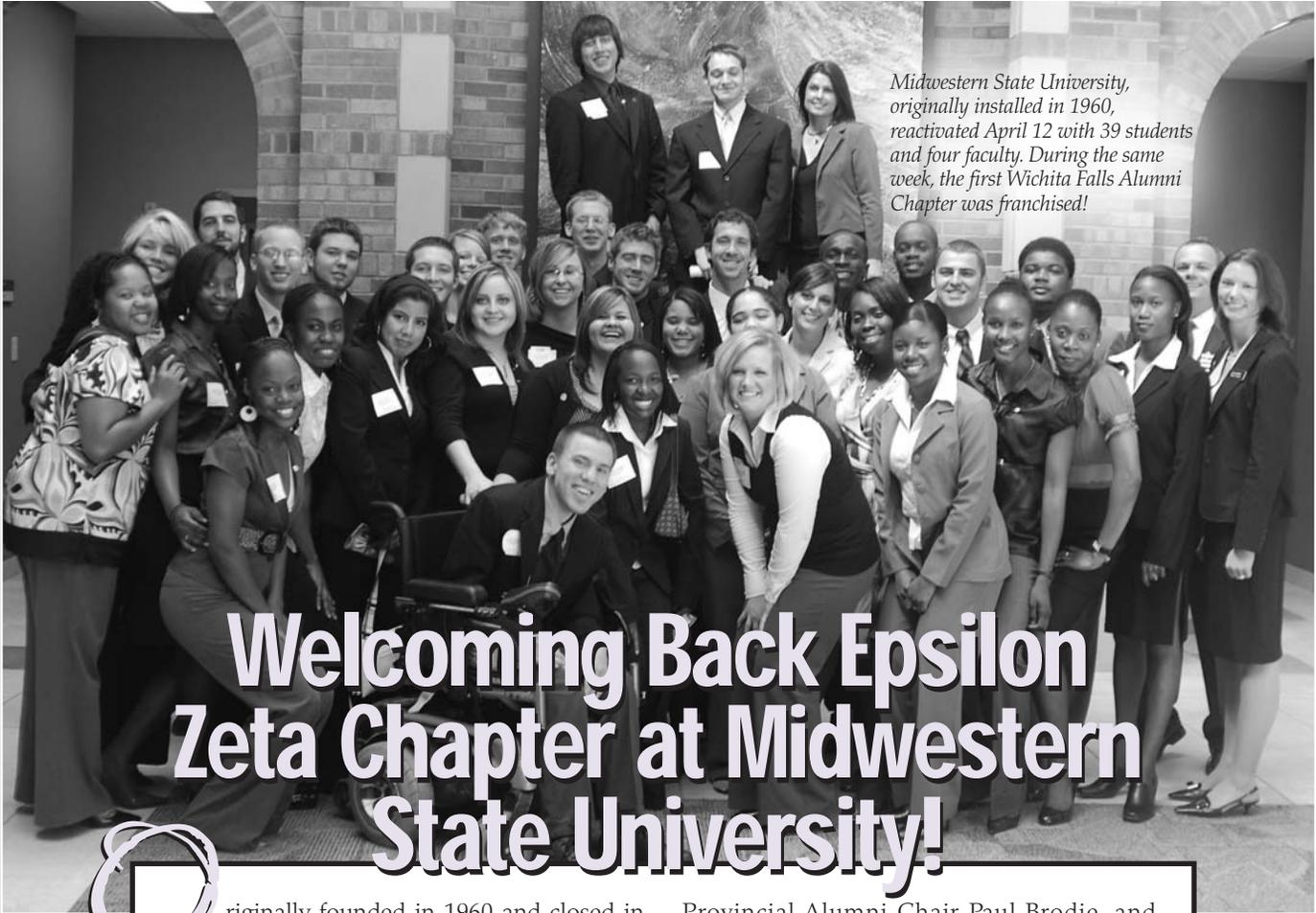
Play the game to win! ▲



Adam Carroll

Adam's company, National Financial Educators, delivers a financial literacy program called *The Money Game* to college campuses across the country. To inquire about bringing Adam to your

campus, please contact him at adam@nationalfinancialeducators.com or 515-223-2343 ext. 202.



Midwestern State University, originally installed in 1960, reactivated April 12 with 39 students and four faculty. During the same week, the first Wichita Falls Alumni Chapter was franchised!

Welcoming Back Epsilon Zeta Chapter at Midwestern State University!

Originally founded in 1960 and closed in 1975, Epsilon Zeta Chapter at Midwestern State University (Wichita Falls, TX) was officially reactivated on April 12. Five of the chapter's 192 alumni members attended the initiation with an additional two attending the chapter re-chartering program, including the first faculty advisor in 1960, F. Robert Madera.

A colony to reactivate the chapter began in the fall of 2006 following interest and consideration during the 2005–06 school terms. The completion of chartering requirements was achieved with 39 students and four faculty being initiated as the reactivating founders. During the same week, 18 alumni members in the area franchised the first Wichita Falls Alumni Chapter and were recognized during the event.

Grand President Mitch Simmons was assisted with the initiation by students from Oklahoma and Texas-Arlington, as well as Leadership Foundation Trustee Jeff Berlat and Florida State alumnus Rick Ouellette. Other leadership taking part in the program included South Central Provincial Vice President Jeff Gallentine, Southwestern Regional Vice President Amanda Wood, Midwestern State District Director Christina Wolf, Oklahoma District Director Avery Moore, Golden Council member Cindy McSpadden and her husband, Cameron, *Angelo State*, South Central

Provincial Alumni Chair Paul Brodie, and Director of Chapter & Expansion Services Dale Clark.

A banquet program was held at the Howard Johnson Plaza Hotel with Brother Amanda Wood presiding. Howard Farrel, Vice President for University Advancement and Student Affairs, delivered an entertaining history about the university and Faculty Advisor Terry Patton presented the history of the Dillard College of Business. Many parents, friends, and alumni were all recognized, including Oklahoma State District Director and South Central Provincial Alumni Development committee member Jerry Hotwagner, who was instrumental in meeting with Wichita Falls alumni members.

Midwestern State was founded in 1922 as a junior college and in 1937 was named Hardin Junior College. It became a senior college in 1946 and continued to acquire land and grow with new programs and increasing enrollment. Today, the university enrollment is over 6,000, with about 1000 in the Dillard College of Business Administration. The College of Business is operated from a new (2006) modern facility designed to blend architecturally with the rest of campus.

A new chapter executive committee has been elected and plans for continued success into the next year are underway. Welcome back Epsilon Zeta! ▲

Is Dust the Only Recent Addition to Your Will?



Have you heard the unbelievable, but true, fact that more than half the adult population in the United States does not have a will? Even if you have a will, are you confident it will fulfill your current wishes in the event of your death?

While creating a will is critical, equally important is blowing the dust off it from time to time. As we mature, our priorities change. A will written 20 years ago might not take into account your personal priorities today.

Addressing your priorities—typically the well-being of your family, friends and valued charitable organizations—is a major component of a properly drafted will and a sound estate plan.

The subtext of a will often speaks to financial and tax-saving strategies, which happily can be achieved as part of your desire to help charitable organizations.

As with any other plan involving finances and taxes, review your will periodically, at least every three or four years or whenever a major change takes place.

Major changes can include:

- a marriage, divorce or death
- a change in state or federal law
- an increase (or decrease) in assets
- a move to another state

A will should be reviewed by an attorney who is knowledgeable in estate planning and the laws of the state in which you permanently reside. Please contact us for the legal bequest language needed to include the Delta Sigma Pi Leadership Foundation in your will. ▲

5th Annual Atlanta Alumni Chapter Golf Tournament a Success!

by Leadership Foundation Trustee Barrett Carter, Georgia State

On April 26, the Atlanta Alumni Chapter hosted their 5th annual golf tournament. The event raised more than \$5,200 with proceeds benefiting the Delta Sigma Pi Leadership Foundation. The tournament was played at the scenic Stone Mountain Golf Club's Stonemont Course, overlooking the picturesque Stone Mountain. Approximately 40 golfers participated, comprised of Deltasigs, friends and family. Big thanks to all event sponsors including Wachovia Bank, Westlaw, Cre8ive Website, Telenet Resources, Kevin A. Adamson, P.C. and Timbervest, LLC. The tournament's festivities started Friday evening with a cocktail reception where golfers, sponsors, volunteers, friends and families were able to mix, mingle and play some Wii golf. After the tournament, we all gathered on the Laser Show Lawn to watch Stone Mountain's famous laser show. A good time was had by all. The Atlanta Alumni Chapter looks forward to planning the 6th annual golf tournament! ▲



Enjoying the Atlanta Alumni Chapter's 5th annual golf tournament were, from left: Danny Gaines, Kennesaw State, Amber Wicknig, Kennesaw State, Kevin Zachman, Grand Valley State, and Bill Hallack, Kennesaw State.

"The Delta Sigma Pi Leadership Foundation exists to generate and provide financial support for Delta Sigma Pi Fraternity's educational and charitable programs, which assist members to achieve individual and professional excellence within the business community."



Welcome New Educational and Leadership Consultant Brittany Bowers



In June, Brittany Bowers, *Valparaiso*, began her employment at the Central Office as an educational and leadership consultant. Brittany graduated in May with a double major in international business and Spanish. In addition to being chapter president, she served as fundraising and faculty relations chairs, as president of the Spanish Club, and a member of Sigma Delta Pi Spanish Honor Society. Previously, Brittany worked as an apartment assistant for the

Office of Residential Life at Valparaiso and as a marketing intern for the Porter, Ind. Tourism Bureau.

Summer Intern Joins the Central Office Staff

Katie Nicholas, *Oklahoma State*, joined the Central Office staff during June and July for an unpaid summer internship. Katie is an international business/marketing junior with minors in French and management. She's served her chapter in a number of officer positions and is also a member of Alpha Delta Pi (social sorority). Katie worked primarily on recruiting materials, the "Building on Brotherhood" brick campaign and database management.



Alan Elkin Career Achievement Banquet Held June 14



Alan Elkin, *Colorado-Boulder*, was honored June 14 at a banquet held at the Cafe Azafran in Baltimore.

Brother Elkin is the president of Advance Business Systems in Cockeysville, Md. He and wife, Lois, started the company in 1964. Today, they lead nearly 200 employees in one of the nation's leading independent office systems suppliers. Advance

Business Systems provides sales, networking, service, leasing, and rental of digital copiers, color systems, network printers, digital duplicators, integrated systems, fax machines, and shredders. Advance Business Systems has also been recognized nationally and was named a 2001 Ernst & Young Entrepreneur of the Year.

A 2006 Golden Helmet recipient, Alan and his wife are regular supporters of the Johns Hopkins and Baltimore Alumni chapters. Event photos and summary will appear in the November issue of *The DELTASIG*.

Dean Ferguson Elected South Atlantic RVP

Golden Council member C. Dean Ferguson, *Georgia State*, previously served as district director for Florida International and regional director. Dean also served on the Central Office staff for 14 years as Director of Chapter Services and then Director of Educational Services. In 2003, he received his Silver Helmet honoring 25 years of fraternal service. Congratulations, Dean and thank you for continuing your service!

Calendar of Events:

2008

July 31

Fraternity Board Meeting-*Chicago*

October 11

Denver LEAD School

October 18

Boston LEAD School

October 19

Leadership Foundation Board Meeting-*Boston*

October 25

Tampa LEAD School

November 1

Detroit LEAD School

November 7

Happy 101st Birthday, Delta Sigma Pi!

November 8

Kansas City LEAD School

2009

January 23-25

Fraternity Board Meeting-*Oxford, Ohio*

February 6-8

Northeastern LEAD Provincial Conference-*Cincinnati*

February 13-15

South Central LEAD Provincial Conference-*San Antonio*

February 20-22

North Central LEAD Provincial Conference-*Des Moines*

February 27-March 1

Southern LEAD Provincial Conference-*Atlanta*

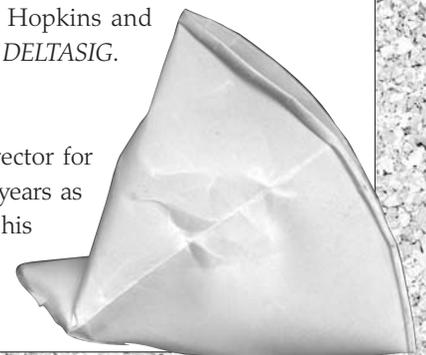
March 6-8

Western LEAD Provincial Conference-*Tucson*

August 12-16

47th Grand Chapter Congress-*Washington D.C. (Crystal City, Va)*

Visit www.dspnet.org for a complete listing of events.



Brother Spins Big on "Wheel of Fortune"!

by Brian Gillespie, *Washington State*

Valparaiso students and Deltasigs got quite a surprise when they tuned into Wheel of Fortune May 1. Val Brown, *Valparaiso*, was one of the contestants competing in the "Wheel of Fortune: College Edition" series.

Val's road to Navy Pier in Chicago, site of the filming, began last January when she signed up on the show's web site in hopes of becoming a contestant. "The application process was very trying," says Brown. "But afterwards I was really excited because I was offered a spot on the 'College Edition' series."

As soon as she got the call, Val started diligently preparing for her appearance. "I tried to get advice from anyone and everyone," says Brown. "I had a 'wheel coach,' and friends would tape episodes for me. I would watch them all, and try to beat the contestants on television." Part of her preparation also included figuring out what she'd wear for her TV debut—though that decision wasn't entirely in her hands. "I was told to wear a crew sweatshirt in my school colors with the school name. I was also told I had to wear khaki or black pants. I work for Valpo's admissions office and they were gracious enough to take me to get a custom-made sweatshirt. It was bright yellow and really stood out on television!"

When the day of filming arrived, Val said even though they were recording all day, the hours flew! They filmed the entire college week series (five episodes) in one day. "I had to be at Navy Pier at 8:00 A.M. and didn't leave until almost 11:00 P.M. It was a long day, but it flew because I was having so much fun! We were busy with forms and rules/regula-

tions, makeup, getting acquainted with the set, and filming our "hometown howdies" featured on the show's web site. My actual taping took about an hour or less—although it really is only 22 minutes of fame!"

Val truly received the star treatment that day. "They airbrushed all of us," said Brown. "We also got touch-ups between each commercial break. I felt like a celebrity because during each commercial my contestant coordinator came over to tell me about the next round while also giving me water and having my make-up touched up. We were under strict instructions to not make any contact whatsoever with the audience, our guests who came to see us, or anyone at all for that matter! We were sequestered together in a room the entire day and if one of us had to use the restroom we had to be accompanied by one of the coordinators."

So what was Val surprised to learn after spending a day on the set? "The wheel is very small—TV really does play tricks with your eyes—but also very heavy. You had to practice spinning because you had to put a lot of oomph into it," says Brown. "It was also much more challenging to solve the puzzles in front of all of the lights, cameras, and audience. It's definitely easier to solve at home from your own couch! Also, each contestant is placed on hydraulic lifts so we all appear to be the same height!"

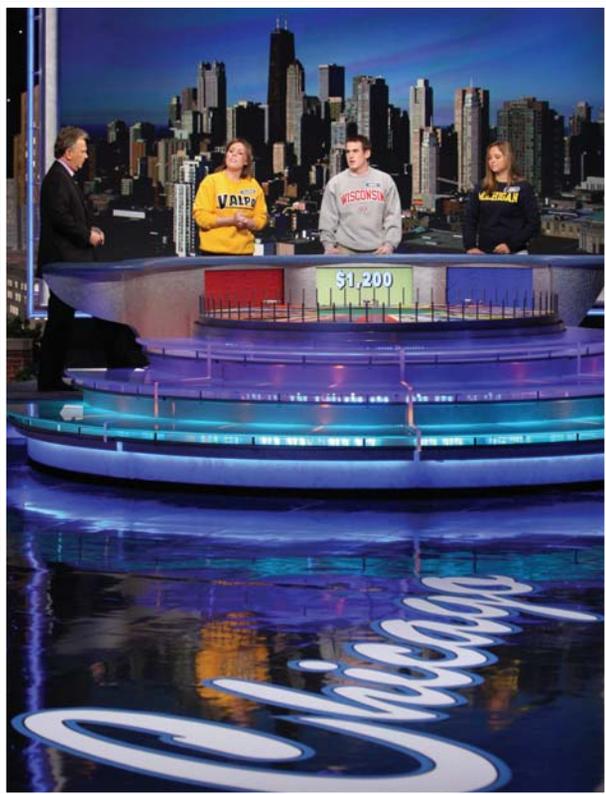
Though the contestants had to show up early, it was a different story for hosts Pat Sajak and Vanna White. "As a contestant, I got to sit in a special part of the audience to see the episodes before me. For all of them, Pat and Vanna would

enter right as they were cued in, exactly like how you see on TV. During commercials, they talked with the audience and answered questions. Vanna is absolutely stunning and Pat is extremely nice and down to earth. I got to talk with him a lot during commercial breaks."

Contestants were even coached on how to react to their wins. "It sounds silly but when someone lands on a trip or \$10,000 space, free spin or anything you can take off the Wheel, we were instructed to pick it up, hold it by our face and 'celebrate gently' then place it on our 'wedge ledge' beneath our bank. Who wants to 'celebrate gently' when you just won a trip or cash?!"

So after all this preparation and coaching, it's all about the final result. Even after hitting two "bankrupts" and two "lose your turn" spins, Val quickly solved the very last puzzle—"clear plastic shower curtain"—to finish in second place with \$5,200 in winnings. "I will receive my check 90 days after my air date. I plan to save most of it, and definitely put some of it towards my upcoming wedding!"

Val, a May graduate with a double major in marketing and public relations served as her chapter's vice president-scholarship and awards, faculty relations chair and co-historian. She thanks her brothers for their support and encouragement during this process. "Delta Sigma Pi is such an incredible opportunity to meet students and faculty," says Brown. "The connection you make to a brotherhood and a network for life is amazing. I am so proud to be a Deltasig." ▲



25,200

Blazing Business Trails

(continued from page 3)

partnership. If we can get an investor involved, we can take this label to the next level."

Interested in sampling Frank's music? Visit www.franklight.com or look for his songs on iTunes.

Born into the Business of Music

by Ashley Korn

For Mona Gordon, *Georgia Southern*, hanging out with musicians like the late James Brown, gospel singer Yolanda Adams and Kanye West is, amazingly, just part of the job. Mona is one quarter owner of the family owned and operated record store Pyramid Music and Video in Augusta, Ga.

Her father, Robert "Flash" Gordon opened the first store in 1971 and a second in 1986. Mona currently runs the original store alongside her mother. "My sister and I have been helping in the shop since we were kids. I guess you could say we were born into the record business," says Gordon.

Mona was inspired early on to follow in her parents' footsteps. Her father, having an extensive background in music and business, runs the Augusta Richmond County Entertainment Complex and is the general manager of the Bell Auditorium and the James Brown Arena. "Seeing my parents run the business inspired me," Mona says. "They made their own hours, didn't have to answer to anyone but themselves, and had the freedom to travel whenever they wanted."

Along with family influence, her involvement in Delta Sigma Pi has contributed to Mona's understanding as to what is necessary to be a good entrepreneur. "Faith, patience, and hard work are what it takes," says Gordon. "Faith that you can fulfill the vision you have for your business, the patience to wait on that vision to be fulfilled and commitment to the hard work it will take to make your business flourish."



Mona Gordon, Georgia Southern, with musical artists Kanye West (top) and Bootsy Collins (right). Mona is one quarter owner of the family owned and operated record store Pyramid Music and Video in Augusta, Ga.

Brother Gordon credits the Fraternity with helping her battle her big business



competition, such as iTunes and larger retail stores. "We specialize and get the customers what they want. We provide our customers with products they can't find in other stores," says Gordon. "When you come to the Pyramid, it's like visiting your family—sometimes people just come in to talk."

Brother Gordon is currently working toward a master's degree in teaching at Augusta State. One day she hopes to open her own Pyramid store in the Atlanta area.

A Cre8ive Merger of Marketing, Web Design and Programming

For Carrie Burns, *Mercer*, a marketing and art background combined with a family immersed in the technology field, opening a web development firm made perfect sense. Carrie was already focused on web site design and assisting businesses with web solutions when she met husband Steven, who was very familiar with network protocols and programming. Together, they put a business plan in place, started promoting the business to others and Cre8ive Industries, LLC was born!

Cre8ive Industries, LLC is a web development firm specializing in solutions for individuals and businesses, including web site hosting, design, development and more. They handle everything a new or established business needs for the Internet, whether it is individual areas of concern such as email marketing or full-scale development of applications. Carrie heads up the design and accounting side of the organization and Steven focuses on programming and development. As they celebrate five years in business, they've developed a strong presence with public relations firms in Atlanta and continue to assist with new business and restaurant openings, which in turn provides additional networking possibilities.

So what made Carrie decide to become an entrepreneur? "My family has always been very entrepreneurial and owning a business is something that always made sense to me," she says. "There is a good bit of flexibility and you are truly only limited by your own creativity and imagination. Both my husband and I have worked in various sized companies and have both educational and professional experiences, which afford us the professional background needed to run a successful business." Brother Burns says the two most important traits a successful entrepreneur needs to possess are determination and organization. "Developing a business plan and constantly striving to further develop it will help ensure ideas stay fresh and the business continues to move forward. A strong business sense and networking ability are also added benefits to helping a new business get off the ground."

Carrie credits Delta Sigma Pi with giving her the skills to succeed in this competitive business. "The Atlanta Alumni Chapter's web site was one of the first I created prior to forming our business. In many ways, it helped nurture the busi-



Carrie Burns, Mercer, and husband, Steven, owners of web development firm Cre8ive Industries, attend the art opening of client Daniel Bidy at Vaknin Gallery in Atlanta.

ness. This chapter is an extremely supportive group and we have made many friends and business contacts through the chapter and Fraternity. Networking is by far the best business tool Deltasig has taught me and one I use every day in my career." She admits larger companies do pose serious competition. "Being a web development firm, we compete with multi-million dollar firms and have to show them that being with a small business has its advantages, such as individual attention, custom development, and competitive pricing."

Brother Burns currently serves Delta Sigma Pi as the web chair for the Atlanta Alumni Chapter and the district director for Mercer. Visit the Cre8ive Industries, LLC web site at www.cre8ivewebsites.com.

Learning the 3 Rs—RE/MAX, Real Estate and Recruitment

Real estate has become one of our nation's top industries and for Greg Koch, *Missouri State*, it's become his livelihood. The owner of five RE/MAX real estate companies, called RE/MAX Gold, Greg knows what it takes to own a successful business.

"I started my first office in July '02 and it quickly grew to over 20 agents before the end of the year. I bought two more offices the following year. In 2005, I purchased an existing franchise in our area then bought another one in 2006." Greg's franchises currently have 100 agents servicing the St. Louis metropolitan market, selling around \$250 million in home sales every year.

Brother Koch is the broker of operations for all offices, while also managing two of his five locations. "I started in this busi-

ness because my family always made real estate a part of our lives, and then in 1996 my family began doing this on a regular basis. I picked up my license in 1999 while I was still working another job and then in April '02, I signed my first agreement for purchase of a RE/MAX office."

In addition to real estate, Greg serves as a trustee for the Delta Sigma Pi Leadership Foundation, as well as a member of the Children's Miracle Network Board in St. Louis. "Many things you do as a Deltasig can be applied in my business. The recruiting is very similar to what students do to look for new members. We are in a constant state of recruitment for good quality agents to represent our company in our market. Being in a very competitive business, you need to stand out from your competition. We are always thinking of what we can do to make us different."

"Delta Sigma Pi continues to teach me about leadership, team building, structure, organization, creative thinking, work ethic, and the true meaning of brotherhood," says Koch. I've become very close with many brothers over the years. I know I can always ask them for advice on personal and professional matters. The Fraternity also helps my business. Knowing many brothers in different professions allows me to make sure my clients' needs are met."

Brother Koch joined Delta Sigma Pi in 1989 and has remained very active as an alumni member. Previous to his service as a Leadership Foundation Trustee, Greg served as a district director for the Eastern Illinois and Illinois-Champaign chapters. "At this point, I realized what it takes to be an alumnus. This is the hardest thing for any brother to figure out. When you graduate, you no longer have the required structure of a student. You need to learn life balance to fit the Fraternity into your every day life. I see so many great leaders unable to create that balance and continue their pledge to help future generations."



Greg Koch, Missouri State

Greg is a member of the Chicago and St. Louis alumni chapters and believes it's important to continue service to the Fraternity and support it within your own individual life balance. "Stay involved and continue to give something back to what you believe. In the process, you will create lifelong friends and could even change lives. One of the best things about my Deltasig involvement is I met my wife Katie, *Eastern Illinois*. It is important to find someone who enjoys your interests. When Katie and I were married, we made our pledge to always make Delta Sigma Pi a part of our lives." ▲

HELP ΔΣΠ PAVE THE WAY FOR OUR SECOND CENTURY OF SUCCESS!

Buy a brick for the Central Office and leave your legacy. . . forever!

"We hope that you, your family, pledge brothers, big or little brothers—even your chapter and business college—will want to be a part of something special that will last for many years to come."—Grand President Mitch Simmons

LASER ENGRAVED BRICK WITH YOUR OWN PERSONAL MESSAGE

After 100 years in business and 50 years in Oxford, we are planning the bold step to renovate the Central Office facility—and we need your help! To help pay for the renovation, we are asking you to buy a brick! These bricks will be used in a special courtyard and walkway so that, in the years to come, you will be able to visit the Central Office and see your name as a permanent reminder of your important contribution to the Fraternity. You will be able to create your own message for your brick(s). Everyone is invited to participate; either with your own name and chapter or to honor others with a gift that will be a lasting tribute. Bricks make a great gift for birthdays, holidays, anniversaries or other special occasions.

For \$275 for a 4" x 8" or \$500 for an 8" x 8", you can leave a legacy and help set the foundation for our second century.

BRICK DETAILS

The bricks are 4" x 8" x 2 1/4" or 8" x 8" x 2 1/4" and are engraved using state of the art laser technology. This will insure strength and durability for many years to come.

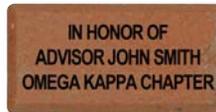
MINI BRICK REPLICA!

In addition, we'll give you a **FREE** miniature replica of the original. This mini brick can be used as a paperweight, given to a loved one, brother or friend as a remembrance, or just as an every day reminder! The mini bricks for the 4" x 8" are 1 1/2" x 3" x 5/8" and the 8" x 8" are 3" x 3" x 5/8." Additional "mini's" can be ordered for just \$20 each (which includes shipping) for either brick size.

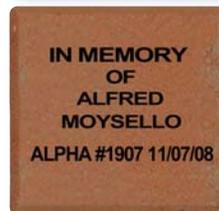
DEADLINES AND INFO

Brick sales will be limited. April 15, 2009 is the target "closing date" for the renovation campaign. Brick prices may increase substantially after that "cutoff" date, if they are still available. Specific placement of bricks in a particular area cannot be guaranteed.

ENGRAVING INFORMATION



Your 4" x 8" brick can have up to 3 lines of wording and 20 characters per line.*



Your 8" x 8" brick can have up to 6 lines of wording and 20 characters per line.*

**This includes spaces and punctuation. Greek letters are available. It is suggested that dashes be set off by a space where possible. All engraving is in capital letters.*

HOW TO ORDER

Please "click the brick" icon on the Fraternity's home page (www.dspnet.org) or contact the Central Office for an order form. Online ordering is easy—fill out the grid with your name or message and provide credit card information.



Thank you for being a permanent part of Deltasig history!



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