

THE

# DELTA SIGMA PI

JULY 2009

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



## JEPARDY!

Who is Brother Kelly Rabin?



## An Inside Look at Jeopardy!

# Answer: The Shortest 30 Seconds of My Life

by Kelly Rabin, Drake

### **Question:** How long is Final Jeopardy?

In case you were wondering, I don't normally go through life phrasing things in the form of a question. But I recently had an experience where I got a lot of practice doing just that. Like two out of three contestants in every match, I can now say that I identify with the Weird Al song, "I lost on Jeopardy!"

My Jeopardy! journey began in January 2008 when I took the online test, along with thousands of hopeful contestants. I actually thought I didn't do very well on the test and didn't expect anything to come of it. Much to my surprise, a few weeks later I received an email inviting me to a Portland audition at the end of March. Portland is only a 2.5 hour drive from my home in the Seattle suburbs, so of course I went, bringing me

one step closer to fulfilling my childhood dream of being on the show. At the audi-

*Thousands of people are invited to the in-person auditions, but only about 400 people a year get "the call."*

tion, we were asked to take another 50-question test, play a mock game, and talk a little bit about ourselves. Jeopardy! looks for contestants who not only know the material, but have personality and energy that will show well on TV.

Thousands of people are invited to the in-person auditions, but only about

400 people a year get "the call." In the middle of December, I was sitting at my desk at work when an unfamiliar number showed up on my cell phone. I didn't answer it but the caller left a message which I immediately played back and learned a contestant coordinator from Jeopardy! wanted to ask me some questions about my application. I immediately called back and answered all her questions (no, I don't know anyone who works for Sony Pictures...yes, I would love to come to L.A. in January to be on Jeopardy!) I then ran around the office telling everyone the good news!

I had a little over a month to prepare for the show. I set aside my CFA (chartered financial analyst) exam study materials and kicked Jeopardy! studying into high gear. You might wonder how you

can study for something with so broad a focus. The good news is, while the universe of information that Jeopardy! can ask about is always growing, they also have many old favorites, such as Shakespeare and U.S. presidents. I read *Shakespeare for Dummies* and *Don't Know Much About History*, along with the newspaper and *People* magazine. After all, I'd hate for Brangelina to be my downfall! I also TiVoed the show and played along at home. At the Portland audition, I received a Jeopardy! retractable pen that is similar in shape to the buzzer (signaling device in "game show speak"), which was perfect for this purpose. I'd practice ringing in and responding in the form of a question, while keeping track of my scores and which categories proved difficult so I could focus my studying.

Finally, it was time to head to SoCal to record the show and my taping day of January 20 arrived. I ate my room service oatmeal, donned my suit and pearls, and headed downstairs to catch the shuttle to the studio. I found a cluster of nervous-looking people. "Are you here for Jeopardy!?" I asked. "Yes." Silence. Apparently this was not going to be a great morning for small talk.

We arrived at the studio and the morning went by in a flurry of paperwork, makeup, and practice with the buzzer. Finally, it was time for the first match. Names are randomly selected and you don't know when or who you will be playing against until right before the game. My name was not called for the first game (whew!), so I settled into my chair in the audience and enjoyed watching the match. When they called the names for the second match, it was my turn. A quick pit stop and makeup touch-up, and it was time to play.

When I was preparing for Jeopardy! at home, one tip I picked up is to only ring in if you are confident you know the answer. Contestants are penalized with negative scores if they respond incorrectly, and this can quickly take a player into the red and out of contention. I am proud to say that during the first two rounds of play I responded with 20 correct answers, and no incorrect ones. I answered questions I didn't even know I

knew the answer to, such as "The Yankee Clipper," Joe DiMaggio. I had the sense that I was playing well, but the game goes so fast that it is important to just enjoy playing it and focus on one question at a time. I went on a nice run at the end of the Jeopardy! round. Afterwards, when I looked up at the scores, I discovered I had \$8,200, while the other players combined for \$5,600...resulting in a big smile on my face!

Double Jeopardy! was not quite as kind. The categories were strange and nothing really jumped out at me as being my area of expertise. I still managed to add \$6,400 to my total, and especially

*My husband claims the audience was pulling for me and gasped when my response was revealed.*

enjoyed responding that Jay Leno played "Kitty" on South Park and Kelsey Grammer is Sideshow Bob on The Simpsons. I finished Double Jeopardy! still leading by \$2,500 despite a last-minute run by one of my opponents. However, the outcome of a game usually comes down to one question—Final Jeopardy!

After the conclusion of the Double Jeopardy! round, the Final Jeopardy! category was revealed: American Novelists. Not my favorite category. At all. Nonetheless, it was time to make our wagers. Conventional wisdom says that the first place player should bet to cover the second place player, assuming the second place player bets it all and responds correctly. This meant I had to bet \$9,601 of my \$14,600. If I got the question wrong, I would likely finish in third place. All that was in my mind was I needed to make sure to calculate my wager correctly. Since I am an actuary, I would never live an arithmetic error down!

Finally, everyone had locked in their wagers and it was time to reveal the clue: "What is moral is what you feel good after and what is immoral is what you feel bad after," he wrote in 1932.

"Contestants, you have 30 seconds to respond." The Jeopardy! "Think" music started playing. My mind was drawing a blank. The time was flying by. The only American author I could think of from the early '30s was F. Scott Fitzgerald. I wrote down "Fitzgerald" and then added "F. Scott" in case there was any doubt whom I was referring to. I was not at all confident in my response since I thought 1932 was towards the end of Fitzgerald's career.

Since I was in first place going into the final round, my response was revealed last. The first contestant's response was revealed. "Who is Hemingway?" "That's correct." My heart sank, but I kept smiling. The second contestant also responded correctly. Finally it was my turn. Fitzgerald was incorrect, and I ended up in third place. My husband claims the audience was pulling for me and gasped when my response was revealed.

Just like that, my Jeopardy! experience was over. I sat in the audience to watch the third game of the day, and then it was lunch break and time for me to leave the set. Third place contestants receive \$1,000 pre-tax (almost enough to cover travel expenses) along with some lovely parting gifts, including a frame to hold the picture they took of me with Alex Trebek. I was definitely sad when it was all over. Not just because I didn't win, but because being on the show was so much fun and I wished I could do it again. One clause in the Jeopardy! contestant contract says that contestants can never be on the show again as long as Alex Trebek is host. I am so lucky though, as I did get to realize my dream of being on the show, with great memories to go with it.

After the show aired, the most frequent comment I heard from friends and family was how poised and confident I appeared. They said I didn't seem nervous at all. I attribute some of that poise to the leadership experience I gained as a Deltasig. I bet you never thought that participating in all those chapter meetings could help you get on a game show! ▲

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**NOTE:** While the actual video of Kelly's game is not available online, a complete transcript can be found on [j-archive.com](http://j-archive.com).

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**On the Cover:**

Jeopardy! contestant Kelly Rabin, Drake, with host Alex Trebek. See story on page 2. Photo courtesy of Jeopardy! Productions, Inc.

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Originally installed March 27, 1982, Kappa Rho celebrated its reactivation March 28.

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# Opportunities Taken, Challenges Met and a Bright Future Ahead

When I sat down to encapsulate my four years of service to you as Grand President, I was flooded with memories of the opportunities we had, the challenges we faced, and the successes we have achieved:

- ▲ The opportunities of tapping into the enthusiasm of our brothers to make Deltasig even better.
- ▲ Challenges such as Hurricane Katrina, that forced us from one of our most loved locations of celebration; a challenge that many of our brothers still face everyday as they work to recover what they lost in and after that terrible storm.
- ▲ Successes like the energy unleashed during the recognition of our centennial just two years ago.

We have achieved much in the last four years. Our Central Office is undergoing a dramatic renovation that will extend the use of this building far into the future. The Chapter Efficiency Index (CEI) is coming to an end, and a new Chapter Management Program (CMP) that will help collegiate members better manage their chapters is coming to

replace it. The Risk Management Policy has been updated and strengthened to better protect us all.

But we still have opportunities and challenges that need to be turned into our next success stories. We have task forces that are studying ways to better-educate our members on the use of Ritual, and to find new ways to help struggling chapters re-organize, rather than closing them.

We can all look forward to a bright and prosperous future because of the many contributions made, not just by the Board of Directors and Leadership Foundation Trustees, but many brothers, both collegiate and alumni, who care enough to make Delta Sigma Pi a better professional fraternity. At every Fraternity gathering I attend, I am approached by brothers who have ideas that will further the aims and ideals of our Fraternity. This is what has made



Mitch Simmons  
Grand President

Delta Sigma Pi the vibrant leader of the professional fraternity world. I encourage our future leaders to seek out the best of these ideas and to be accessible so that our members can share their ideas to build a stronger brotherhood.

I am pleased with the successes of the last four years. I hope that you are satisfied with the work we have done on your behalf. While there

is always work to be done, Delta Sigma Pi is strong and will overcome the challenges the future brings. I look forward to the successes of the future. Thank you for giving me the opportunity to serve you! ▲

Fraternally,

Mitchell B. Simmons  
Grand President 2005–2009



LEFT to RIGHT: Mitch enters Congress in 2005 as Grand President. Mitch presents a Golden Helmet to Mike Mescon at a Centennial celebration in Atlanta. Brother Mescon, a 2001 Career Achievement Recipient, gave the keynote address. Mitch presents Jim Prescott, Loyola-Chicago, with the 2006 Lifetime Achievement Award.

**“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.**

# Deltasig Descends on D.C.!

## Join us August 12–16!

Don't miss your chance to visit with brothers from across the country—and experience all the business and educational sessions, two dances, Golden Knights Initiation, the initiation of Linda Gooden (our National Honorary Initiate), a private outing to the Smithsonian Air and Space Museum, the Saturday night banquet (where Past Grand President Randy Hultz, the 2009 Lifetime Achievement honoree, will be recognized)... and much more.

Registration is now \$350 (for Fraternity and colony members). Visit the Congress page of [www.dspnet.org](http://www.dspnet.org) for pricing information for spouses, guests, district directors and faculty.

Per day registration is also available (except to delegates and alternates)—see the web site for more details, and pricing information. On-site registration is also \$350—however, we strongly recom-

South Central PVP Jeff Gallentine gets ready for Grand Chapter Congress by practicing his best Uncle Sam impression.



mend registering ahead of time. The registration form can be found online – you may register for Congress online, by fax (513-523-7292), phone (513-523-1907), or mail (330 S. Campus Avenue, Oxford, OH 45056).

## Congress Preparation

Don't forget, there are several tools available to assist you in your Congress planning—all can be found on the Congress page of the Deltasig web site. These items include: hotel information, banquet seating form, agenda/program of events, registration policies, Nominations

Beacon, Registration Beacon, Merchandise Sales Licensing form, Proposal/ Legislation form, Tuxedo and Flower order forms and the Delegate/Alternate form. There is also a listing of several D.C./surrounding area web sites that may be helpful in your planning.

## The Crystal Gateway Marriott

The Crystal Gateway Marriott is the official Grand Chapter Congress hotel. Across the river from Washington D.C., Crystal Gateway Marriott offers an ideal location for leisure vacations, business trips and weekend getaways. With a towering presence in Crystal City, this



The Crystal Gateway Marriott, official hotel of the 2009 Grand Chapter Congress.



Grand President Mitch Simmons (pictured here with several Past Grand Presidents at the '07 Congress) will join their ranks when a new Grand President is elected in Washington D.C. From left: Bill Tatum, Mike Mallonee, John Henik, Bill Kinsella, Randy Hultz, Norm Kromberg, Kathy Jahnke, Simmons.



The Golden Knights ceremony, taking place Wednesday night at 10:30 p.m. (during the Grand President's Reception and Dance), is another Congress favorite. There is no additional charge to registrants for participating in this ceremony and each attendee will receive a commemorative pin. This ceremony will be held only one time and if you miss the ceremony at Washington D.C., you must wait until the Louisville Congress in 2011 for another opportunity to be inducted. All Congress attendees (brothers, pledges, colony members and other guests) are welcome to participate. Pictured here are Grand President Mitch Simmons and Past Grand President Kathy Jahnke at the pirate-themed ceremony in Orlando.

newly renovated hotel offers exceptional accommodations, luxurious amenities and impeccable service. This Crystal City hotel is surrounded by Arlington's best shopping and dining at the Crystal City shops and The Fashion Centre at Pentagon City. The Crystal City Metro stop can be accessed from the lobby of Crystal Gateway Marriott, allowing guests to reach the best museums, monuments and attractions of Washington D.C. and the surrounding area. This comfortable and inviting Arlington hotel is also conveniently located near Reagan National Airport—a free shuttle is provided to and from Reagan Airport only.

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Rates are refundable up to 5 days in advance of check in. ▲

The Saturday night banquet is always one of the highlights of Grand Chapter Congress. This year, Past Grand President Randy Hultz will be honored with the 2009 Lifetime Achievement Award.

## Join Us in Honoring Past Grand President Randy Hultz—Deltasig's 2009 Lifetime Achievement Honoree

As part of Saturday night's banquet, Past Grand President Randy Hultz will be honored as the 2009 Lifetime Achievement Honoree. He'll join the ranks of many prestigious brothers, including our first recipient, William Leonard (1990), and our most recent honoree Mark Roberts (2007).

Brother Hultz has served the Fraternity in numerous capacities since his 1978 initiation into the Iota Nu Chapter at Truman State. His most notable role was his service as Grand President from 1993–97. He has also served as Chairman of the Leadership Foundation. Brother Hultz has

become well-known for leading the "History of Ritual" session at numerous LEADs and Grand Chapter Congresses. For our Centennial preparation, Randy co-chaired the Centennial Steering Committee and graciously supported the celebration through becoming a Centennial Founder of the 10K Club, as well as a 2007 Centennial Society member. In 2003, Brother Hultz was honored with the Silver Helmet, recognizing his 25 years of service to the Fraternity.

Professionally, Randy serves as director of employee performance strategies with SilkRoad Technologies in Springfield, Mo. ▲



"Back in the day"... in 1993 at the Anaheim Grand Chapter Congress, newly elected Grand President Randy Hultz (left) is congratulated by Past Grand President Bill Kinsella.



## Honoring the 2009 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 (COY).

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 and Provincials, 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 include, 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 for a \$5,000 scholarship from the Leadership Foundation's Sparks Scholarship Fund. ▲

## Congratulations 2009 Provincial COYs!

### NATIONAL COLLEGIAN OF THE YEAR

Burton Bridges, *Christian Brothers*—SOUTHERN PROVINCE



Carlie Phillips  
*Central Missouri*  
SOUTH CENTRAL PROVINCE



Kelsey Wilhelm  
*Winona State*  
NORTH CENTRAL PROVINCE



Renee Staul  
*Penn State-Erie*  
NORTHEASTERN PROVINCE



Stuysonnie Lam  
*California-Los Angeles*  
WESTERN PROVINCE

### Regional Honorees

**Atlantic Coast**— Christopher Sands, *Florida State*

**Bay Area**— Dan Lewis, *San Francisco*

**Capital**— Betsy Smith, *George Washington*

**Central**— Nicole Lemert, *Indiana-Purdue at Indianapolis*

**Central Gulf**— Brent Dove, *West Florida*

**Desert Mountain**— Elizabeth Tanori, *Arizona*

**East Central**— Bill Beaufait, *Miami-Ohio*

**Eastern**— Andrew Goon, *New York*

**Gateway**— Teresa Teodori, *Washington-St. Louis*

**Great Lakes**— Aaron Weiman, *Western Illinois*

**Great Plains**— Korey DeBerg, *Drake*

**Gulf South**— Makinzy Yeates, *McNeese State*

**Gulf Western**— Corey Walter, *Texas A&M-College Station*

**Huron**— Raina Williamson, *Wayne State-Michigan*

**Mid-Atlantic**— Megan Moore, *Virginia Tech*

**Mid-South**— Burton Bridges, *Christian Brothers*

**Midwestern**— Carlie Phillips, *Central Missouri*

**New England**— Rachel Katz, *Boston*

**Niagara**— Jessica Prue, *Cornell*

**North Central**— Kelsey Wilhelm, *Winona State*

**Northwestern**— Joseph Speer, *Washington State*

**Pacific Coast**— Christopher Ha, *Cal Poly-Pomona*

**Rocky Mountain**— Jena Pass, *Colorado-Boulder*

**Sierra Nevada**— Cassidy Smith, *Cal State-Chico*

**South Atlantic**— Jessica Holder, *Tampa*

**South Pacific**— Stuysonnie Lam, *California-Los Angeles*

# OF THE YEAR

**Southeastern**– George Gilchrist, *Georgia*

**Southwestern**– Navid Ladha, *North Texas*

**Steel Valley**– Renee Staul, *Penn State-Erie*

## Chapter Honorees

**Albion**– Jeremy Levine

**Arizona**– Elizabeth Tanori

**Arizona State**– Jessica Tusanne Blank

**Bellarmine**– Loren Moody

**Bentley**– John Warwick

**Boston**– Rachel Katz

**Bowling Green State**– Jessica Noble

**Bryant**– Andrew Nosack

**Buffalo**– Emma Donnelly

**California-Davis**– Brian Cheng

**California-Irvine**– John Lough

**California-Los Angeles**– Stuysonnie Lam

**California-Riverside**– Dante Sanchez Jr.

**California-San Diego**– Charles Po–Chia Chen

**Cal Poly-Pomona**– Christopher Kevin Ha

**Cal Poly-San Luis Obispo**– Kyle Brockman

**Cal State-Chico**– Cassidy Smith

**Cal State-East Bay**– Garrett Lew

**Cal State-Fresno**– Mary Kolesnikova

**Cal State-Fullerton**– Michael Tanabe

**Central Florida**– Katrina Persaud

**Central Missouri**– Carlie Phillips

**Christian Brothers**– Burton Bridges

**Cincinnati**– Austin Francis

**Colorado-Boulder**– Jena Pass

**Colorado-Colorado Springs**– Terrie Wolski

**Colorado State**– Monica Delahant

**Cornell**– Jessica Prue

**Delaware**– Andrea Logsdon

**Denver**– Jennifer Ng

**Drake**– Korey DeBerg

**Duquesne**– Shawn Lupi

**Evansville**– Allison Cook

**Florida International**– Andrea Lee

**Florida State**– Christopher Sands

**Francis Marion**– Shardae Nelson

**Frostburg State**– Kayla Peters

**George Washington**– Betsy Smith

**Georgia**– George Gilchrist

**Georgia College & State**– Amber Mouton

**Georgia Southern**– Rebecca Gell

**Houston**– Brisa Morales

**Howard**– Krystal Oriadha

**Illinois-Urbana**– Amar Gandhi

**Illinois State**– Vanessa Contreras

**Indiana-Purdue at Indianapolis**– Nicole Lemert

**Indiana State**– Ryan Wagner

**Iowa State**– Amanda Mickelson

**Johns Hopkins**– Nora Taylor

**Kansas**– Christy Vongphakdy

**Kent State**– Dustin Fowkes

**Kennesaw State**– Brandon Nunley

**Lewis**– Ryan Wolbing

**Louisiana Tech**– Denise Everett

**Longwood**– Ashley Hilbreath

**Louisiana State**– Griffin Smith

**Loyola-Chicago**– Katherine Buchholz

**Loyola-Marymount**– Samantha Voorhees

**Massachusetts-Amherst**– Kathryn Stanton

**McNeese State**– Makinzy Yeates

**Miami-Ohio**– Bill Beaufait

**Mercer**– Kimberly Rogers

*(continued on page 10)*

## Learn to Seize Every Opportunity

What transformations we have experienced this year! As a country, we are grappling with high unemployment, a recession, and war. On the whole, our mindsets have spun 180 degrees in the past 12 months, from living in times of security to times of uncertainty. Despite these drastic changes, there is one staple that remains a source of comfort for us all, and that is the brotherhood we share in Delta Sigma Pi. By taking the time to utilize the resources and network we all share by being a brother of this international Fraternity, we can learn and grow.

In my Epsilon Psi chapter (Christian Brothers–University of Memphis), our 30-some members represent eight different countries, seven languages, and five religions. While being diverse in itself is a positive attribute, it is how you utilize this trait that makes it special. I have tried to seize the opportunity to personally connect with my fellow brothers, and have discovered the most interesting nuances about people. Whether your conversations involve political debates, or determining if Elvis or the Beatles shaped rock and roll, socializing enhances your knowledge.

Through my experience in Deltasig and my collegiate years, I have learned that seizing every opportunity available will define you as a more interesting person. Opportunities can range from listening and conversing with others in a coffee shop, traveling to another country, or applying for that grandiose internship you think is out of your league. Try to invest your maximum in all you do—do not just take 125 credit hours, take 145; do not just join a society, serve as its leader; do not just live on campus, study abroad. I know it can be extremely worrisome to take risks without the encouragement of others. Personally, I have surrounded myself with mentors and close brothers who offer constructive criticism and urge me to keep pushing the envelope in all of my ambitions.

With this, I am ecstatic to serve as your 2009 National Collegian of the Year! I cannot wait to begin my term serving in this national capacity as a resource and representative for all collegiate brothers. I look forward to meeting, getting to know, and reconnecting with as many brothers as I possibly can. Additionally, I am eager to widen my scope of the Fraternity and assist in maintaining Deltasig's success through these challenging economic times. Through it all, I am proud to be a part of this wonderful organization where every member has a special connection to one another.

I look forward to seeing you in our nation's capital at Grand Chapter Congress this August! ▲

Fraternally,

*Burton B. Bridges*

Burton Bridges, Christian Brothers  
2009 National Collegian of the Year



## Cherish the Spirit of the Fraternity



The moment has come for me to reflect back on the time I have spent serving as the 2007 National Collegian of the Year. The first thing I want to do is thank each and every one of you. You have all made this experience truly memorable. I have learned so much about brotherhood, this Fraternity, and myself throughout this two-year journey.

It seems like it was just yesterday when I received a call from Grand President Mitch Simmons congratulating me on being selected to be the National COY. I literally did not believe it was true. It was not until he passed the phone to Vice President-Organizational Development Mark Chiacchiari, that I was convinced I won this prestigious honor. I am so proud to have had the opportunity to serve on the Board of Directors. I feel that as a group we made good decisions that will put this Fraternity in a great position for the next 100 years.

Serving as National COY has been a whirlwind adventure that I am grateful for each and every day. As Robert Brault once said, "Enjoy the little things in life, for one day you may look back and realize they were the big things." As I look back at the past two years, I am realizing it was all the "little things" that happened that made this experience so special. Between the bonding with brothers from all over the country, the late night chats, the fun adventures, and of course all the advice received and things learned—each moment has enriched my life.

During my years in Delta Sigma Pi, I have learned a great deal, such as: writing resumes, interviewing, networking, and business etiquette, but I would have to say the most important thing I have learned is about true brotherhood. This is one of the few organizations I've seen where you may have just met a brother, but they will go out on a limb to help you. I've seen so many examples of this spirit from across the country. This ranges from brothers calling just to chat when someone is having a tough time, to helping brothers find jobs during this difficult economy, to someone actually giving a brother the clothes off of their back so they did not have to present in jeans when the airline lost their luggage. The members of Delta Sigma Pi understand that brotherhood is not only to be a service to the Fraternity, but also to be a service to each other. If I could leave you with one piece of advice, it would be to cherish the spirit of brotherhood in this Fraternity. I believe there truly is no organization as special as ours.

Let me say it has been an honor to serve as your 2007 National Collegian of the Year. I hope that, at least in a small way, I was able to help bridge the gap between collegiate chapters and the Board of Directors. To my many brothers I had the pleasure of meeting over the past two years, I hope you will take what you have learned from the various events and share them with others. I appreciate all I have learned from each of you and look forward to seeing you all again soon. Although my time in this role has passed, I am still going to be involved in Delta Sigma Pi. For you recent graduates, I encourage you to do the same. Remember, Delta Sigma Pi is not just for four years, it's for life! ▲

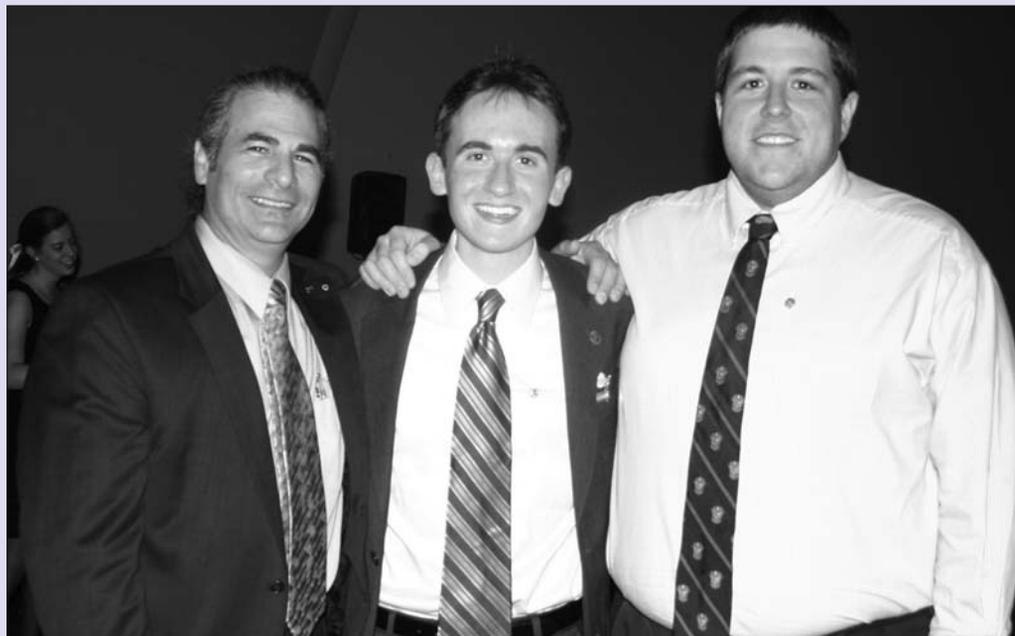
Fraternally,

Vicki Frantz, Penn State-State College  
2007 National Collegian of the Year

- Michigan**— Gabriela Cobb
- Michigan State**— Michael Schefman
- Midwestern State**— Thomas Deasy III
- Minnesota**— Anna Kamperschroer
- Minnesota State**— Brian Leonhardi
- Missouri-Columbia**— Scott Rowland
- Missouri State**— Brett Gaines
- Nebraska-Omaha**— Kevin Bradley
- Nevada-Reno**— Christopher Tompkins
- New Mexico**— Joshua John Everett
- New Mexico State**— Lorraine Tanganan
- New York**— Andrew Goon
- North Carolina-Chapel Hill**— Jessica Dower
- North Texas**— Navid Ladha
- Northern Colorado**— Katie Young
- Ohio Dominican**— Dustin Crew
- Oklahoma**— Jennifer Bryant
- Oklahoma State**— Katie Nicholas
- Penn State-Erie**— Renee Staul
- Penn State-State College**— Jared Etkins
- Pittsburgh**— Brant Hawk
- Radford**— Yanil Escobar
- Redlands**— Lisa Yochelson
- Rider**— Kelly Jasion
- Rockhurst**— Joshua Hollis
- Roger Williams**— Brandon Franson
- Saint Louis**— Patrick Banks
- St. Cloud State**— Cory Stopka
- Saginaw Valley State**— Melissa Reinert
- San Diego State**— Joshua Ramirez
- San Francisco**— Dan Lewis
- San Francisco State**— Rosalie Edson
- San Jose State**— Kerry To

# OF THE YEAR

**Siena**– James Barron  
**South Carolina**– Lydia Greene  
**South Dakota**– Gabrielle Totton  
**South Florida-Tampa**– Nicole Phillip  
**Southern California**– Mike Thomsen  
**Southern Mississippi**– Jamika Quinn  
**St. Joseph's**– Jennifer Powell  
**St. Peter's**– Stephanie Galvis  
**St. Thomas**– Kari Krautbauer  
**Tampa**– Jessica Holder  
**Texas A&M-College Station**– Corey Walter  
**Texas A&M-Kingsville**– Victoria Arellano  
**Texas-Arlington**– Ana Vizcaya  
**Texas-Austin**– Lance Chen-Lan Shyr  
**Texas-San Antonio**– Gee Li  
**Texas Tech**– Marissa Saleman  
**Truman State**– Devin Dorosh  
**Valparaiso**– Brigitte Montgomery  
**Virginia Tech**– Megan Moore  
**Washington-St. Louis**–Teresa Teodori  
**Washington State**– Joseph Speer  
**Wayne State-Michigan**– Raina Williamson  
**Wayne State-Nebraska**– Dorothy Larsen  
**West Florida**– Brent Dove  
**West Virginia**– Tommy Mikolay  
**Western Illinois**– Aaron Weiman  
**Western Kentucky**– Robert Trivett  
**Western Michigan**– Ryan Buurstra  
**Winona State**– Kelsey Wilhelm  
**Wisconsin-LaCrosse**– Mike Trudeau



*Burton Bridges, Christian Brothers, was officially announced as 2009 National Collegian of the Year at the Southern LEAD Provincial. Left to right: Southern PVP David Ross, Bridges and Mid-South RVP Derrick Singletary.*

## National COYs, through the years:

| YEAR | WINNER                    | YEAR | WINNER                   |
|------|---------------------------|------|--------------------------|
| 1971 | Robert E. Matthews        | 1990 | Prescott H. Ashe         |
| 1972 | Craig C. Chapman          | 1991 | Frederick M. Demopoulos  |
| 1973 | Charles W. Murphy         | 1992 | Anne C. Rackers          |
| 1974 | Cliff Brune               | 1993 | April S. Garrett Diehl   |
| 1975 | Donald J. Cool            | 1994 | L. Paige Turnes Franklin |
| 1976 | Gus W. Schram III         | 1995 | Boyd J. Pederson         |
| 1977 | Marc P. Franson           | 1996 | Michael D. Mitchell      |
| 1978 | Scott A. Weber            | 1997 | Richard D. Foster        |
| 1979 | Theresa M. Jeszka Drew    | 1998 | Dawn Libbert Klinger     |
| 1980 | Marilyn R. Doskey Franson | 1999 | Mark Chiacchiarri        |
| 1981 | Albert S. Gordon          | 2000 | Melissa K. Ekern         |
| 1982 | Steven Rasche             | 2001 | Brandon D. Trease        |
| 1983 | Linda S. Alcheh Kaplan    | 2002 | Kevin J. McLean          |
| 1984 | Dwayne A. Hoffpauir       | 2003 | Jason C. Griffiths       |
| 1985 | Karen Kettler Gratza      | 2004 | Stephanie A. Menio       |
| 1986 | Susan A. Plassmeyer       | 2005 | David L. Glanzrock       |
| 1987 | William E. Newburry       | 2006 | Jason D. Campbell        |
| 1988 | Matthew S. Levin          | 2007 | Victoria Frantz          |
| 1989 | Chris E. Robinett         | 2008 | Ashley N. Henry          |
|      |                           | 2009 | Burton B. Bridges        |

## 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](http://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](http://www.dspnet.org).



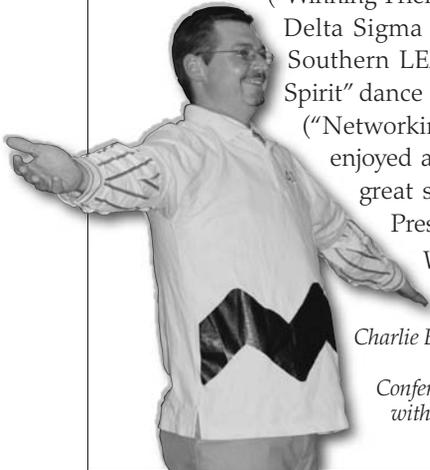
LEFT: Tana Goertz, best known as a finalist on "The Apprentice 3", was keynote speaker at the North Central, Northeastern and South Central LEADs. She is pictured here at the South Central LEAD with Grand President Mitch Simmons. ABOVE: Some serious line dancing occurred at the Southern LEAD. Joining in the fun was Golden Council member Velvet Simmons (far left).

# Over 1,400 Deltasigs Enjoyed the Spring LEAD Provincial Conferences!

Thanks to all who helped make these events a huge success! North Central highlights included a keynote by Tana Goertz, best known for being a finalist on "The Apprentice 3", who spoke on "The Difference Between Book Smarts and Street Smarts", and sessions led by Adam Carroll with National Financial Educators ("Creating an Online Brand For Yourself"), Progressive Insurance ("How to 'Work' a Career Fair") and College Pro ("Do You Have the Guts to be an Entrepreneur?"). The Northeastern LEAD debuted a chapter expo/networking event Friday night and a special lunch presentation on "What Makes Delta Sigma Pi Unique?" Attendees at the South Central LEAD got to experience The Alamo and Riverwalk Friday night before a day of programming which included sessions by Tana Goertz, Tim Augustine ("Winning Friends and Influencing People"), Randy Hultz ("History of Delta Sigma Pi's Ritual") and Joe Mayne ("Branding U"). At the Southern LEAD, attendees were treated to a "Show Your College Spirit" dance Friday night and a keynote address by Adam Carroll ("Networking Power"). Finally, at the Western LEAD, attendees enjoyed a Wild West-themed banquet Saturday night and many great sessions, including a panel of current and Past Grand Presidents at the closing.

We hope you'll join us at the upcoming LEAD Schools! ▲

LEFT: At the Western LEAD, PVP Chuck Brown breaks out his Charlie Brown shirt, a gift from South Pacific RVP Corey Polton. The shirt is to be worn at least once during all LEAD Schools and Provincial Conferences. RIGHT: North Central PVP Amy Briggs shares the spotlight with Uncle Sam, who made an appearance at several LEAD Provincials to promote Grand Chapter Congress.





Enjoying the North Central LEAD were leaders from across the country including, from left: National Professional Development Chair Katie Koch, Leadership Foundation Vice Chairman Greg Koch, Bay Area RVP Lisa Brown, Western PVP Chuck Brown, Great Lakes RVP Kim Ward, and Vice President-Finance Joe Ward.



2008 National Collegian of the Year Ashley Henry and VP Organizational Development Mark Chiacchiari sell Central Office renovation courtyard bricks at a 2009 LEAD Provincial.



Cal Poly-Pomona brothers celebrated Christopher Ha's (center) win for Pacific Coast Regional Collegian of the Year at the Western LEAD.



It was a gathering of Rider brothers at the Northeastern LEAD! Top, from left: Eastern RVP Tom Calloway, District Director Linda Fritschy, alumnus Jeremy Bloch. Bottom, from left: Ethan Grossman, Tim Schuster, Janis Mokar, Kelly Jasion and Kevin Mazzella.

## Which LEAD Events Will YOU Attend?

Fall '09 LEAD Schools—registration is now available online for these events.

### October 17

St. Louis – Sheraton Westport Plaza

### October 24

Pittsburgh – Marriott City Center

### October 31

Omaha – Omaha Marriott

Lexington – Hyatt Regency

### November 7

Newport Beach – Radisson Newport Beach

Spring 2010 LEAD Provincial Conferences—go to [www.dspnet.org](http://www.dspnet.org) for registration and agendas.

### February 5–7

Northeastern—Annapolis, MD

### February 12–14

North Central—Chicago/Lombard

### February 19–21

Southern—Charlotte

### February 26–28

Western—El Paso

### March 5–7

South Central—Dallas

# Business-Related Honorary Organizations

Hundreds of brothers from across the United States who excel academically have been inducted into one or more of the following business-related organizations. We applaud these brothers on their achievements and congratulate them for excelling in their chosen fields. Below is an overview on some of the larger organizations. The listing is not comprehensive, but a sampling of the numerous organizations Deltasigs could qualify for.

## Beta Gamma Sigma



Beta Gamma Sigma is the honor society serving business programs accredited by AACSB International—The Association to Advance Collegiate Schools of Business. Membership in Beta Gamma Sigma “is the highest recognition a business student anywhere in the world can receive” in a business program accredited by AACSB International. In the spring of 1907 (sound familiar?!), a group of commerce students at the University of Wisconsin received permission from the faculty to organize a commerce honor society, which they called Beta Gamma Sigma. The purpose of the Society was to encourage and reward scholarship and accomplishment in the field of business studies among commerce students at the University. At about the same time, students at the University of Illinois and the University of California felt the need for such an organization on their campuses and respectively organized Delta Kappa Chi (1910) and The Economics Club (1906). In 1913, having become aware of their coexistence and common purpose, representatives of the three societies met at Madison, Wisconsin, to consummate a merger which made Beta Gamma Sigma into a national organization. Beta Gamma Sigma has 481 chapters at colleges and universities accredited by AACSB International. Additionally, the Society has established 19 alumni chapters in major metropoli-

tan areas. For more information, visit [www.betagammastigma.org](http://www.betagammastigma.org).

## Beta Alpha Psi



Beta Alpha Psi is an honorary organization for financial information students and professionals. The primary objective of Beta Alpha Psi is to encourage and give recognition to scholastic and professional excellence in the business information field. This includes promoting the study and practice of accounting, finance and information systems; providing opportunities for self-development, service and association among members and practicing professionals, and encouraging a sense of ethical, social, and public responsibility. Beta Alpha Psi was founded in 1919. There are 279 chapters on college and university campuses with over 300,000 members initiated since Beta Alpha Psi's formation. For more information, visit [www.bap.org](http://www.bap.org).

## Sigma Beta Delta

Sigma Beta Delta Honor Society for students in business, management, and administration serves institutions which offer baccalaureate and graduate degrees in business, management, and administration where the institution holds accreditation from one of the six regional accrediting bodies but not specialized accreditation in business. Sigma Beta Delta traces its



beginnings to June 19, 1986, where, at a Beta Gamma Sigma Long-Range Planning Committee meeting in Williamsburg, Virginia, the decision was made to thoroughly examine its relationships with schools that had regional accreditation, but not specialized accreditation in business. In subsequent discussions, Beta Gamma Sigma leaders acknowledged that the business honor society is a vital participant and positive force in higher education, and should be available to all regionally accredited baccalaureate institutions. Today, over 225 chapters have been established in 45 states. Additionally, one chapter has been established in the United Arab Emirates, the first international chapter. For more information, visit [www.signabetaadelta.org](http://www.signabetaadelta.org).

## Alpha Beta Gamma

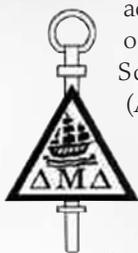
Alpha Beta Gamma® is an international business honor society established by business professors in 1970 to recognize and encourage scholarship among two-year business and professional college students. The society is a member of The Association of College Honor Societies and to date has initiated 65,500 members. Alpha Beta Gamma is the sole business honor society for accredited junior, community and technical two-year colleges. The society exists to recognize and reward academic excellence among business honor students and to recognize the contribution to learning and business of profession-



als. In 1998, the constitution was amended to accept business honor students from Mexico and Canada. For more information, visit [www.abg.org](http://www.abg.org).

## Delta Mu Delta

Delta Mu Delta is the international honor society for business programs accredited by the Association of Collegiate Business Schools and Programs (ACBSP) at the baccalaureate/graduate level. Delta Mu Delta was founded by the Dean from Harvard University and four professors from Yale University and New York University in November, 1913. For more information, visit [www.deltamudelta.org](http://www.deltamudelta.org).



## Kappa Beta Delta

The purpose of this society is to encourage and recognize scholarship and accomplishment among students of business, management and administration pursuing associate degrees, and to encourage and promote personal and professional improvement and a life distinguished by honorable service to humankind. Since its founding in June 1997, Kappa Beta Delta has been affiliated with ACBSP, and Kappa Beta Delta membership is available exclusively to students enrolled at schools accredited by ACBSP. For more information, visit [www.acbsp.org](http://www.acbsp.org) and search under "Award/Honor Societies." ▲



# Jumpstart Your Job Search in a Tough Economy

by Brad Karsh,  
President of JobBound

To ensure you can land that summer internship or dream job after graduation, it's time to jumpstart your job search now! Especially with such a grim job market, you will have to work harder and be more persistent to get where you want to be.

**1. Network, network, network.** Eighty percent of jobs aren't posted. Sixty percent of candidates get a job through networking. The single best way to get a job is to know somebody. Yes, it should be based on merit alone, but unfortunately that isn't how it works. Tap into as many connections as you can. School or Delta Sigma Pi alumni are great ones. They love to hear from current students about life on campus. Don't know many alums in positions to make a difference for you? Start emailing the graduates highlighted in your school's alumni newsletter. Congratulate them on whatever got them listed and let the conversation—and relationship—begin.

Don't forget you can network with your parents' friends, older siblings' friends, etc. You never know what connections Uncle Phil has!

**2. Get your resume in order.** Since this one piece of paper determines more than anything else your ability to get the job you want, it better be good. Focus on accomplishments instead of job descriptions. Most recruiters will tell you that a majority of resumes don't sell a student hard enough because they simply

Brad Karsh is president of JobBound, a career-consulting company advising students and professionals on resume writing, interviewing, and landing that dream job. Author of *How to Say it on Your Resume* and *Confessions of a Recruiting Director: The Insider's Guide to Landing Your First Job*, Brad has a partnership with Delta Sigma Pi, offering many services to our members—including free career tip videos, accessed on the "Partner/Discounts" page of [www.dspnet.org](http://www.dspnet.org) (where you can also read more about JobBound).



list the activities that anyone holding that position has ever done.

If what is written on your resume can be written by the person who had the job before you, after you, or next to you, then you haven't done yourself justice.

**3. Be professional.** As a recruiter, you don't want to call a student at school and hear the following message, "Yo dude, the K-man is rockin' hard at the moment, so leave your digits and I'll give you a holla when I can." Nor do they want to send emails to [puppylover@yahoo.com](mailto:puppylover@yahoo.com). or [studmuffin@hotmail.com](mailto:studmuffin@hotmail.com).

Now is the time to find other ways to express your individuality.

**4. Start reading "trade" magazines.** Every industry has publications specifically targeted to professionals in that field. Usually they have online versions as well. In addition to learning more about the industry itself, you can also typically find job openings. For instance, if you read that Ajax consulting just won a huge account, chances are they may be staffing up. There are scores of these magazines, and your career center or your professors can help you find the right ones.

**5. Research job openings.** Sounds exciting doesn't it? Fact is, you have to do it. Start looking for companies and industries that really interest you. Comb over their web sites.

Some may be hiring now, but many employ "just in time recruiting." That means they don't hire until they have a need. And since you can't quit school right now to take the job (even though you'd like to), they won't start looking for college students until April or so.

But knowing how they hire and getting contacts at the companies can only help. Also, some may offer internships for college grads, which is not a bad way to get your foot in the door. Check that out as well... sometimes they take applications for summer internships in the winter.

**If you tackle these five steps, you'll be on your way to landing a great job! Good luck! ▲**

## Did you?

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

### Northwestern-Evanston Brother Frank Wrenick Chronicles History of Greyhound Terminals

by Ashley Korn

When you think of travel, what comes to mind? For most it's probably a plane or a car, but in post-depression America it was the Greyhound bus.

Frank Wrenick, Northwestern-Evanston, recently published a historical volume about the architecture behind Greyhound stations entitled *The Streamline Era Greyhound Terminals: The architecture of W.S. Arrasmith*. Brother Wrenick's volume not only looks at the life and achievements of W.S. Arrasmith, but also focuses on the architectural developments he made for Greyhound in the streamline era (1937–1948). Arrasmith designed at least 50 terminals for Greyhound—Wrenick devoted the last third of the book to twenty-eight, comparing them by past and present architecture styles.

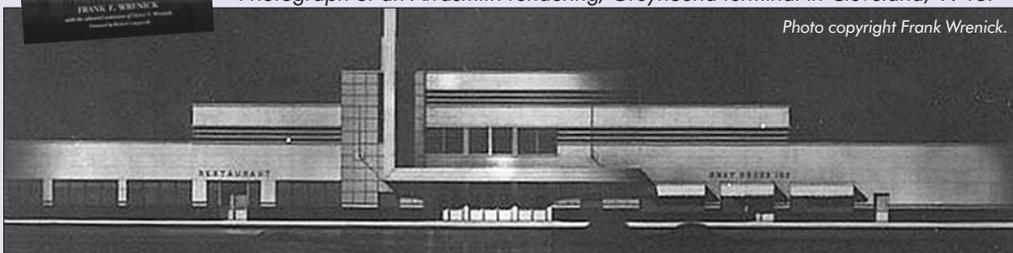
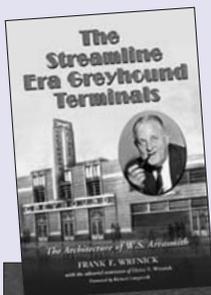
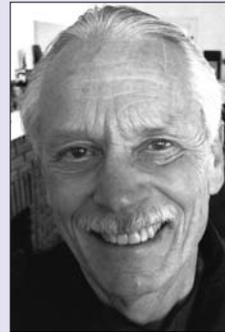
This book isn't the first time Brother Wrenick has taken on the role of historian. While attending Northwestern, he was his chapter's historian in 1961. He definitely looks back on his college Deltasig days with high regard. "Being a Deltasig helped me with the social side of college life, as I was a commuter student. Pledge week was unforgettable and actually fun. I just remember everyone seemed to always have a good time together. One of the brothers taught me a trick to playing the piano well enough to impress any non-pianist and I continue to use what he taught me today."

Brother Wrenick went on to receive a law degree from Indiana in 1965 and served as BP's U.S. tax counsel until his retirement in 1977. It was during his years at Indiana that he met his wife of 44 years, whom he proposed to with his Deltasig pin.

After retiring in 1977, he began work in historical preservation and freelance writing, which he continues. Brother Wrenick is currently working on another book with the Kent State University Press about Cleveland's automobile industry—spanning the years 1896 to 1932. He is also a freelance contributor to the Cleveland Plain Dealer and other various Cleveland publications. You can find Brother Wrenick's book on the McFarland & Company web site ([www.mcfarlandpub.com](http://www.mcfarlandpub.com)), or through Frank at [fewrenick@yahoo.com](mailto:fewrenick@yahoo.com) (reduced price available for Deltasigs). ▲

Photograph of an Arrasmith rendering, Greyhound terminal in Cleveland, 1948.

Photo copyright Frank Wrenick.



**Todd Whisenant**, *Alabama*, is director of human resources for the U.S. Information Technology Group of Campus Crusade for Christ International in Orlando.

**Melissa Gaston**, *Angelo State*, is a personnel coordinator with Lithia Motors in Midland, Texas.

**Jimmie Von Gonten**, *Angelo State*, is chief financial officer with Concho Valley WDB in San Angelo, Texas.

**Fred deLeeuw**, *Arizona State*, is chief financial officer with Airnet Systems, Inc. in Columbus, Ohio.

**Beth Losik**, *Baker*, is lead coordinator for the John Deere Ag Advertising and Marketing Communications Department in Lenexa, Kan.

**Christopher Sawin**, *Bentley*, is an associate with KPMG in Boston.

**Tionna Van Gundy**, *Bowling Green State*, is an executive assistant with Accent on Management in Columbus, Ohio.

**Kenneth Messier**, *Connecticut*, is president of Children & Adult Mobility Project in South Windsor, Conn.

**Wajih Halawa**, *Drake*, is a public relations district manager with SAHARA Communications in Dubai, United Arab Emirates.

**Joyce Bowers**, *East Tennessee State*, is an associate vice president with the University of West Florida in Pensacola.

**Lesli Whisenant**, *Florida Southern*, is vice president of tax with Rotech Healthcare in Orlando.

**Ryan Lees**, *George Mason*, is a financial analyst with Northrop Grumman in McLean, Va.

**Charles Covin**, *Georgia*, is vice president/CIO with Eastern Connecticut Health Network, Inc. in Manchester, Conn.

**Karon Drewniak**, *Georgia*, graduated (in May) from the Executive MBA program at Coles College of Business at Kennesaw State in Kennesaw, Ga.

## 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@dpsnet.org](mailto:magazine@dpsnet.org) or mail your news to the Central Office.

### Mergers:

**Stacy Donahoe**, *Cincinnati Alumni*, on May 22, to **Shawn Heyderhoff**, *Iowa State*. They live in Anderson, S.C.

Midwestern RVP **Al Whitmer** and **Lacey Staggs**, both *Missouri-Kansas City*, on May 23. They live in Blue Springs, MO.

**Amanda Romine**, *Truman State*, on May 24 to Matt Meeker. They live in Covington, KY.

Atlantic Coast RVP **Mary Moon** on April 25 to Jim Cox. They live in Jacksonville, FL.

### Gains:

**Karen Poston**, *Baker*, and Paul on April 16—Clarissa Grace. They live in St. Charles, Mo.

**Michael**, *Buffalo*, and **Cynthia**, *Washington-St. Louis*, **Behr**, on March 5—Mason Henry. They live in Des Peres, Mo.

**Brian and Missy Thompson**, both *Minnesota State-Mankato*, on April 24—Chase Philip. They live in Maple Grove, Minn.

**Brian**, *North Texas*, and **Nancy**, *Baker*, **Powell** in April adopted Joshua Brian, age 16 months. They live in Plano, Texas.

**Tom**, *Penn State-Erie*, and **Liz**, *Penn State-State College*, **Calloway**, on April 29—Tyler Joseph. They live in Newtown Square, Pa. Tom currently serves Deltasig as the Eastern RVP, Liz as District Director for St. Joseph's.

**John Mauck**, *Shepherd*, and Lauren on March 23—Brielle Denise. They live in Martinsburg, W.V.

**Sara Schwab**, *Western Illinois*, and Jeff, on June 6—Ryan Christopher. They live in Okawville, Ill.

**Kathleen (Skrobot) Decker**, *Western Michigan*, and Tim, on April 13 adopted Evan Thomas, age 10 (from Kotovsk, Ukraine). They live in Fort Wayne, Ind.

### Losses:

**Alabama:**  
Robert Calhoun (March 9)

**Cincinnati:**  
Eugene Wilson (February 28)

**Colorado State:**  
Elizabeth Freeman (April 17)

**Denver:**  
David Van Aken (February 3)

**Eastern Illinois:**  
Thomas Roberts (Unknown)  
Daniel Mach (Unknown)

**Ferris State:**  
Dennis Carter (August 11, 2005)  
Philip De Felice (June 3, 2002)  
Robert Fortune (December 16, 2000)

**Georgia:**  
Lester Mann (April 9)

**Georgia State:**  
William Lozier Sr. (February 12)

**Indiana:**  
Kevin Moir (January 21)

**Iowa:**  
Emil C. Haeflinger (January 24)

**Lewis:**  
Charles F. Grandt (April 11)

**Miami-Florida:**  
Warren Gerstung (December 14, 2008)

**Missouri-Columbia:**  
Nelson Blohm (March 9)  
David Callahan (March)

**North Carolina-Chapel Hill:**  
Ellis Hall, Jr. (December 10, 2008)

**North Texas:**  
Robert Preston Freeman (March 18)

**Ohio State:**  
John Lorence (September 29, 2008)

**Oklahoma:**  
Roy Beaver (May 3, 2007)

**Pittsburgh:**  
Donald Kersten (December 21, 2008)

**Rider:**  
Theodore Bauries (August 7, 2008)

**Rochester Tech:**  
Thomas Napiorski (February 10)

**San Luis Obispo:**  
Christopher Meadows (May 24)

**Texas-Austin:**  
Robert Pugh (February 25)

**Michael Larson**, *Georgia*, is vice president with Bank of America/Merrill Lynch in Jacksonville, Fla.

**Michael Banks**, *Georgia Southern*, received an MBA in May from Xavier University in Cincinnati. Banks is Director of Information Services at the Central Office.

**Melissa Miller**, *Indiana-Purdue at Indianapolis*, is a sales account representative with Anthem BCBS in Indianapolis.

**Jan Wade**, *Indiana-Purdue at Ft. Wayne*, is a kitchen manager with Coney Island in Fort Wayne.

**Kristin Bosch**, *Iowa State*, is a client relations manager with MetaBank in Sioux Falls, S.D.

**Richard Herdegen**, *Marquette*, was awarded an honorary membership in the British Motor Industry Public Affairs Association. Richard lives in Bloomfield Hills, Mich.

**Dionna Burkins**, *Miami-Ohio*, is a human resources analyst with The Limited in Columbus, Ohio.

**Andrew Corsi**, *Michigan State*, is an accounting analyst with TD Securities in Chicago.

**Cassie Bissonette**, *Minnesota-Mankato*, is a human resources coordinator with Menard, Inc. in La Crosse, Wisc.

**Haimanot Chekol**, *Minnesota-Mankato*, is a business analyst with TJX in Westborough, Mass.

**Adam Evenson**, *Minnesota-Mankato*, is a financial consultant with Frandsen Investment Services in Dundas, Minn.

**Jolene Hawkinson**, *Minnesota-Mankato*, is a customs broker with Expeditors International in Eagan, Minn.

**Jeffrey Jones**, *Minnesota-Mankato*, is president of Certified Appraisers, Inc. in Houston.

**Aliona Kabaikina**, *Minnesota-Mankato*, is a client financial analyst (II) with Hewitt Associates in The Woodlands, Texas.

**Ryan Linneman**, *Minnesota-Mankato*, is a senior district manager with Automatic Data Processing in Bloomington, Minn.

**Tracy Schuck**, *Minnesota-Mankato*, is a human resource generalist with OSI in Minneapolis.

**Clois Coon**, *Nebraska-Omaha*, is owner of Clois Coon & Associates in Blair, Neb.

**Gracie Lambeth**, *North Carolina-Greensboro*, is a professional commercial teller in sales and services with Bank of America in Greensboro, N.C.

**Elizabeth Thornberry**, *North Carolina-Greensboro*, is a financial reporter with North Carolina-Chapel Hill.

**Grace Staten**, *North Florida*, is a marketing director with Mass-Mutual in Jacksonville.

**Matthew Veintimilla**, *Pacific*, is a self-employed internet marketer in Stockton, Calif.

**Joseph Lebano**, *Philadelphia*, is a controller with Dewey Commercial Investors, LP in Wayne, Pa.

**Alison Beahan**, *San Francisco State*, is director of human resources with The Janet Pomeroy Center in San Francisco.

**Marley Cohen**, *Syracuse*, is an audit assistant with Deloitte & Touche in New York.

**Allan Schuster**, *Texas-Arlington*, is an assistant sales manager with Credit Solutions in Dallas.

**Katayoun Farokhpour**, *Texas-San Antonio*, is a program assistant with NuPhusica in Houston.

**Jason Jimmar**, *Texas-San Antonio*, is a systems analyst with Hewitt Associates in The Woodlands, Texas.

**Angela Bolden**, *Wayne State-Michigan*, is an HRIS specialist II with GEICO in Chevy Chase, Md.

**Neeley Lantz**, *West Virginia*, is an executive team leader with Target in Triadelphia, W.V.

**Meredith Nafe**, *West Virginia*, is a marketing campaign representative with immixGroup in McLean, Va.

**Whitney Musch**, *Western Illinois*, is an accountant with Memorial Medical Center in Springfield, Ill.

**Gus Allen**, *Western Kentucky*, is an IT director with Clear Channel Radio in Louisville.

**Jeffrey Scott**, *Western Michigan*, is a multimedia consultant with Orlando Sentinel in Orlando.

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.

- Alabama**  
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No alumni chapter or contact in your city? You can start a new alumni chapter! For information, contact Heather Troyer at [alumni@dspnet.org](mailto:alumni@dspnet.org) or (513) 523-1907 x223.

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This list includes brothers that are seeking to bring 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-New York Capital, NY  | Kristin Wernig       | 518-857-1588 | Kwernig@gmail.com                |
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| Anchorage, AK                | Jeff Erwin           | 907-261-5981 | Jeff.Erwin@ubs.com               |
| Antelope Valley, CA          | Erica Verderico      | 661-255-9035 | elv1579@aol.com                  |
| Bowling Green, KY            | Mandy Hanson         | 270-234-8250 | mandy.hanson@hardin.kyschools.us |
| Charleston, SC               | John Akerman         | 843-763-1102 | johnakerman@yahoo.com            |
| Charlotte, NC                | Briandria Hicks      | 704-726-7723 | briandria_hicks@yahoo.com        |
| Chattanooga, TN              | Kyle Bischoff        | 423-933-1549 | kyle@dspchattanooga.com          |
| Columbus, OH                 | Tionna M. Van Gundy  | 614-432-2334 | tiomamarie@gmail.com             |
| Decatur/Central Illinois, IL | Chris Aubrey         | 217-254-9169 | deltasignapi891@hotmail.com      |
| Des Moines-Cent. Iowa        | Teri Reihmann        | 515-975-3719 | tarehmann@mnlife.com             |
| Erie, PA                     | Patrick Mazur        | 814-490-9293 | dspmupi236@hotmail.com           |
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| Ft. Lauderdale, FL           | Shelby Mathew        | 954-529-3322 | smathew141@gmail.com             |
| Gillette, WY                 | Brad Lawler          | 307-257-7129 | brad.lawler@gmail.com            |
| Grand Rapids, MI             | Audrey Hoyt          |              | hoyt.audrey@gmail.com            |
| Greenville, SC               | Greta Dunn           | 770-906-8255 | gretandunn@yahoo.com             |
| Harrisburg, PA               | Kyle Junk            | 717-856-2620 | Mupi7@comcast.net                |
| Hayward, CA                  | Joe West             | 510-459-0632 | none listed                      |
| Indianapolis, IN             | Chris Miller         | 317-213-8438 | chris.miller@alumni.indiana.edu  |
| Jackson, MS                  | Stephen Stamboulieh  | 601-260-3375 | sstamboulieh@jam.rr.com          |
| Las Cruces, NM               | Timothy Seibert      | 575-621-8147 | timseibert@gmail.com             |
| Las Vegas, NV                | Lyndsi Erickson      | 530-300-4736 | lyndsi.helene@gmail.com          |
| Livingston, AL               | Van White            | 205-652-7517 | vevman@yahoo.com                 |
| Memphis, TN                  | Robin Blackley       | 901-335-5711 | robinblackley@yahoo.com          |
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| New Orleans-Crescent City    | Alexis Carville      | 504-559-3592 | aac113@bellsouth.net             |
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| Raleigh/Durham, NC           | April Spruill        | 252-567-1376 | april_spruill@med.unc.edu        |
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| Virginia Beach, VA           | David Feret          | 757-613-7130 | DavRFeret@gmail.com              |

**WORLD:**

- |                       |                |                      |                                    |
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| Japan                 | Julie Newton   | 080-3453-2258        | jnewton116@gmail.com               |
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Paul Shrater, Pennsylvania, in the Minimus.biz warehouse with a sampling of some of his many individual-sized and travel-size products.

# Pennsylvania Brother Revolutionizes Online Travel Product Industry

In July '04, Paul Shrater, Pennsylvania, co-founded the company Minimus.biz. Since then, this Newbury Park, Calif. company has grown to become the leader in travel-sized and individual-sized items through both its online retail presence and an offline wholesale business. Minimus.biz specializes in food, personal care and pharmacy care items (from shampoo and hand sanitizer to individual-size cereal boxes and condiments). Shrater, and the company, have been featured in major national media outlets, including *The Wall Street Journal*, *The New York Times*, MSNBC, *The Today Show*, and many more.

**Q: Where did the idea for the company come from?**

**A:** At the end of a family trip to a cabin in New Hampshire, where bottles of everyone's favorite condiments were thrown

away, we thought it would be great to have a place to buy those types of things in small sizes. Beyond that, it should be a place to get anything in a small size. It felt like the timing was right to carve out a niche in the e-commerce world at a time when people were finally feeling comfortable with putting their credit cards online, yet there were not yet a lot of stores to service the demand of online shoppers.

**Q: How did the company get started?**

**A:** We started small, with just me, a computer, four shelves of products, and 500 sq. ft. of space. It was intended to be a fun side venture while pursuing my main career. However, it was immediately apparent that it needed more focused attention. Within a few weeks, we added an employee, then another 500

sq. ft., then another couple of employees, and within three months, we were in a 10,000 sq. ft. warehouse. Four years later, we now have over 30 employees and are in 30,000 sq. ft., and still growing.

**Q: What was your main career?**

**A:** After graduating in 1995, I spent nine years in the entertainment industry in Los Angeles, working my way up the ranks of a film and television production company, eventually becoming a producer and screenwriter on my own. I sold some film and television projects (none of which have ever been produced), and wrote some film finance business plans (including one for mogul Quincy Jones).

**Q: How did you prepare yourself to be an entrepreneur?**

**A:** My concentration in college was in entrepreneurial management, which provided an overall approach to the world of being an entrepreneur, but book learning only goes so far. A majority of the entertainment industry is made up of small production companies and independent workers, so it is a very entrepreneurial world at its heart. It provided great hands-on experience in tenacious multi-tasking at the forefront of something where one's actions have direct impact.

**Q: To what do you attribute the success of the company?**

**A:** I think there are a number of factors that have combined together to breed success. The power of the internet and ability to get products into the hands of people who are looking for them cannot be underestimated. Certainly, being first to market with a unique idea was critical. That factor also led to a great amount of PR, and that was part of the initial strategy—especially in a low-margin industry where most forms of advertising cannot provide a good ROI. While the Transportation Security Administration's 3-1-1 rule definitely provided a new focus on travel sizes, we had been rapidly growing prior to that, across many different market segments. We also followed the mantra to always test things before diving in, enabling us to mitigate risk. Another great building block to our success was to have a collection of friends, family (and Fraternity brothers) who became "sanity checkers" or sounding-boards for ideas, operational issues,

or anything where it was helpful to talk things through with someone.

**Q: What advice would you give to fellow Deltasigs looking to become entrepreneurs?**

**A:** Surround yourself with people who can help fill in the blanks, provide advice, and take charge of certain aspects, as you won't have time to do it all with the appropriate focus.

**Q: How has Deltasig helped you in your career?**

**A:** The Fraternity was an incredible way to establish a trusted peer group of business-minded individuals, many of whom are still some of my closest friends 14 years after graduating college. Personally, one of the lessons we had at our chapter was to "use your resources" where we were given seemingly impossible pieces of information to find (pre-internet). Learning to really think outside the box to solve problems and find solutions has been a lesson that has stuck with me, and helped to shape how I approach situations in life and in business. ▲

**[www.minimus.biz](http://www.minimus.biz)**

Reference your membership in Delta Sigma Pi for special rates on wholesale purchases, customized kits with your brand, or purchases intended for charitable support (homeless giveaways, military care packages, etc.).

For individual retail purchases, please use the coupon code DELTASIG for 5% off your orders when you visit [www.minimus.biz](http://www.minimus.biz).



*Brother Shrater lives in Tujunga, Calif., with his wife, 22-month-old daughter and another soon on the way! In his free time, Paul enjoys spending time with his family and playing basketball.*

## “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.

### Henry McDaniel Receives Anthony Z. Fernandez Distinguished Alumni Service Award



Henry McDaniel, *Missouri-Kansas City*, and wife Kris, *Central Missouri*.

Henry McDaniel, *Missouri-Kansas City*, received this honor April 25 at the Kansas City Alumni Chapter's National Alumni Day celebration. Since his graduation in 2002, Brother McDaniel has provided much service to the Kansas City Alumni Chapter, currently serving as president. He previously served as president from 2004–05 and during this time formed a professional activity and community service committee to assist the executive committee with chapter programming. Brother McDaniel also served as treasurer in 2005–06 and more recently as vice president-collegiate relations. Henry continues to work toward strengthening collegiate and alumni relations in the Kansas City area/Midwestern Region. He visits each chapter at least once a semester. He's served as his alumni chapter's delegate at several LEAD Provincial Conferences and Grand Chapter Congresses. He and wife, Kris, *Central Missouri*, attend many regional, provincial and national Deltasig events. His other Deltasig roles include serving as district director for Rockhurst from 2002–04.

Professionally, Brother McDaniel works as a marketing representative with State Farm Insurance in Kansas City. ▲



The Southwestern Regional Initiation and Dinner hosted by DALLAS AREA ALUMNI on April 18th had more than 170 attendees with representatives from seven alumni chapters and three collegiate chapters.

#### Chicago

Earlier in the year, we celebrated Founders' Day and presented a number of awards, including our collegiate scholarship and CAC member graduate fellowship. We also presented cash awards at this event to regional chapters with the highest CEI point total for the previous year. Other events this year included a holiday party in Chicago's Greektown, a wine tasting event, and tag football. In March, we had our annual CAC Invitational Volleyball Tournament at Lewis University. Coming up in July is our annual picnic to which all, including children, are invited. Of course, August is Grand Chapter Congress and as usual we will host the CAC Grand Chapter Congress Reception. Notices will be going out to CAC members soon! Visit our web site ([www.chicagodsp.org](http://www.chicagodsp.org)) for news about this November's Founders' Day Banquet and other upcoming events. — Jim Prescott

#### Cleveland Akron

In April, we participated in the Third Annual Reverse Raffle. The event benefits Emerald Commons, a 52-unit apartment building providing permanent housing for home-

less and disabled individuals. —Sarah Richardson

#### Oklahoma City Tornado Alley

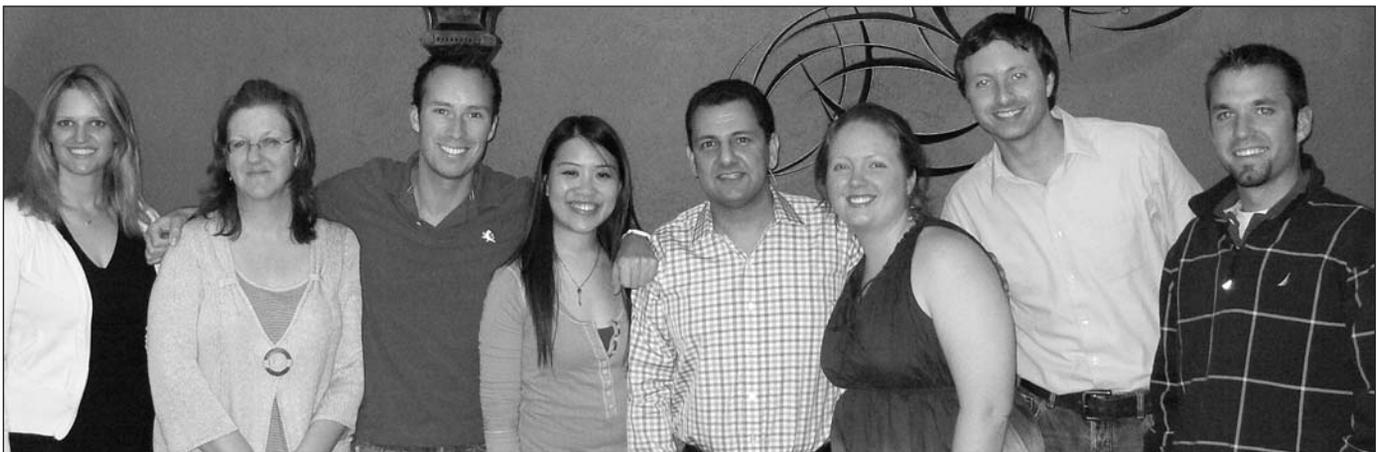
We are enjoying a great 2009! On February 7, we held our annual Chili and Game Night hosted by Ryan and Eric Hotwagner (children of Brother Jerry Hotwagner and wife, Amy). On February 12, some of our brothers traveled to San Antonio to attend the 2009 South Central Provincial Conference. We have a tradition of going down a day early to take in the sites of the city. On March 14, we volunteered at the Kickapoo Camporee, "The Last Frontier" of the Council of the Boy Scouts of America. Later that evening we held our semi-annual Looney Bin Comedy Club outing. On March 29, we hosted our annual So-Fessional at Pole Position in Oklahoma City and mid-April we hosted the T.A.C.O. III (Tornado Alley Camp Out) at Turner Falls, Oklahoma. —Avery Moore

#### Denver

The Rocky Mountain Region celebrated National Alumni Day with the "Deltasig Olympics" on April 25 on the Denver campus. The day (continued on page 24)



The Rocky Mountain Region celebrated National Alumni Day with nearly 55 participating in the "Deltasig Olympics" on April 25 on the Denver campus, hosted by Alpha Nu.



In celebration of National Alumni Day, brothers in London, England gathered for dinner at Oscars Mexican restaurant in Baswater. From left: Elizabeth Johnson, Eileen Moore, Chris Pruszko, Bernice So, Ashok Arora, Katherine Buck, David Morton, and Michael Cahill.

From left, Executive Director Bill Schilling with Tim Gover, Bob Mocella and Mike Ziebka on a visit to the Central Office—one of the last groups of visitors before major renovation started. The visitors, all friends based on Deltasig relationships refined at Eastern Illinois, were in the Oxford area attending a Provincial Conference where Tim (Golden) and Mike (Silver) were presented Helmet Awards.





At the South Central LEAD Provincial Conference in San Antonio, the ARLINGTON AREA LONE STAR Alumni Chapter awarded scholarships to five brothers helping them pay for their Grand Chapter Congress registration. From left: Western PVP Chuck Brown, Samantha Batten, Mark Wernette, Kim Pattillo, Philip Goldsmith, chapter president Paul Brodie, Southwestern RVP Amanda Wood, 2008 National Collegian of the Year Ashley Henry, and Los Ellis.

included collegiate chapters in Colorado and Denver Alumni competing against each other in various events hosted by the Alpha Nu Chapter. Even though the weather did not cooperate, nearly 55 attended. The Denver Alumni Chapter hosted the BBQ for the event. Thank you to the countless alumni for doing much of the organization/planning and for attending the events, and to Laura Howell with Frito Lay for donating chips! Denver Alumni placed a respectable 3rd place overall and placed 1st in the pie eating contest thanks to Sheri Gabor, Corey Polton, Patrick Lewis and Crystal Simmons. We also placed 2nd in the Volleyball Tournament and the finale events. Thank you Alpha Nu! —Greg Howell



On April 16, Brother Clifford Moore spoke at the University of Houston Bauer Alumni Breakfast. Clifford is vice president of the James Coney Island restaurant chain. Houston brothers in attendance were, from left: Erik Konicki, Jeff Berlat, Tracey Moss, Clifford Moore, Grace Yung, Gilbert Landras, Joelle Berlat and Jason Bingham.



FRATERNITY  
COMMUNICATIONS  
ASSOCIATION

## The DELTASIG is an Award Winner!

**Shanda Gray** attended the Fraternity Communications Association (FCA, formerly College Fraternity Editors Association) conference and awards banquet where *The DELTASIG* received a Third Place writing award in the Human Interest category. The winning article was **Blazing Business Trails** from July, 2008.

The article was a compilation of stories about Deltasig entrepreneurs including **Doug** and **Courtney Estelow, Frank Licht, Mona Gordon, Carrie Burns** and **Greg Koch**. There were a variety of authors and contributors to the article including Brother **Beth Losik**, Deltasig Intern **Ashley Korn, Stacy Donahoe**, other staff members and the story subjects too.

The FCA competition is tough among the fraternal world! We were quite honored to receive this recognition from our peers.

## 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.

### Baylor/Beta Iota

On April 17, our chapter participated in Zeta Phi Beta's 9th Annual Stompfest, held at Baylor. Stompfest is a university event put on by Greek organizations of the National Pan-Hellenic Council—this was our third year participating in the event. Our show was titled "The Red Rose Asylum." The purpose of stepping for the event was to create awareness for a particular organization and philanthropy. Our chapter was proud to step for the Delta Sigma Pi Leadership Foundation. —*Troy W. Brown III*

### California-Riverside/ Lambda Chi

On January 14, our chapter celebrated our 20th anniversary with collegians and alumni gathering at our local Dave & Buster's. Alumni members shared stories from their collegiate days, while collegians shared their goals and aspirations for the chapter. We ended the night by cutting a cake. As is tradition, the youngest (me!) and oldest (Ricardo Mejia) members were given the honor. —*Ignacio Cervantes*



MISSOURI-KANSAS CITY brothers welcome their newest members, initiated April 18.

### Christian Brothers/ Epsilon Psi

In April, our chapter was honored with our university's Diversity Award (part of the CBU Student

Leadership & Service Awards). We were awarded this for our efforts to keep a diversified chapter membership—and one that also includes university faculty and staff. —*Burton Bridges*

### Indiana/Alpha Pi

On April 16, local comedians from The Funny Bone spoke to our chapter, teaching us the art of a proper roast. This activity had real-  
*(continued on page 26)*



BAYLOR brothers attended the 2nd Annual Business Etiquette Dinner hosted by the university's Office of Multicultural Student Activities. The chapter worked with Brooks Brothers® Austin to put on a business dress fashion show, demonstrating what is appropriate for interviews, formal and casual meetings, and the everyday work environment.

## On Campus

life business application as brothers learned the ins and outs of politely and properly “roasting” their colleagues. This is one of the many soft skills that gives our brothers the upper hand in interviewing and business relations. —David Fujara

### Missouri-Columbia/ Alpha Beta

The semester has been full of service activities, professional events, and brotherhood. VP-Public Relations Katie Roderick arranged service projects including baking cookies for Cookie Connection, volunteering at a local chili cook-off, and raising over \$12,000 for the Boys and Girls Club of Columbia. We also participated in Adopt-a-Highway, cleaned up the business school, volunteered at the Humane Society, took part in the campus blood drive, and raised money for Relay for Life. One of our main semester goals was to better establish our name on campus, especially in the Truslake College of Business. One way we sought to achieve this goal was to compete in the university’s annual Business Week—we’re proud to say we were the Business Week victors, beating Alpha Kappa Psi! Even with our hectic schedules, we still found time to socialize and strengthen our brotherhood. Our Rose Dance was held April 24, where we enjoyed a record turnout! —Brandon Holzum

### Pittsburgh/Lambda

Twelve brothers competed in a dodgeball tournament, sponsored by Relay for Life, to raise money for victims of testicular cancer. Our chapter also donated \$50 to this cause and ended up winning the tournament! Approximately eight other organizations were involved in the event and brothers from our chapter were able to meet individuals from other organizations whom we hope to pair up with in the future. —Stefanie Arufe

### Radford/Omicron Pi

Omicron Pi Chapter was honored, April 24, with the university’s Programming Excellence Award. The award recognizes outstanding achievement in the planning and presentation of a program by a student organization. Brothers won the award for organizing and co-spon-



ST. PETER’S (Jersey City, NJ) brothers helped host their school’s spring career fair. Assisting the chapter were faculty member Dr. Peter Gotlieb (front row, kneeling), faculty member Crescenzo Fonso (front, far right) and the founding advisor of the St. Peter’s chapter, William Stoms (second row, holding plaque).



Congratulations VIRGINIA TECH brothers, awarded the university’s Student Organization of the Year! They were nominated, and selected, from a pool of over 500 student organizations!

soring an event led by Brother Tim Augustine, who gave his seminar “How To Land a Job in a Difficult Economy.” Attendees learned several job search strategies, including how to set yourself apart from other applicants, resume development, networking and salary negotiation. Tim has presented this seminar at numerous LEAD events. In this

challenging economy, the university was impressed with the relevance of this subject matter and the expertise of Brother Augustine. The event brought in 70 students, faculty and staff. —Yanil Escobar

### Redlands/Xi Pi

On March 25, our chapter, in collaboration with the university’s

career center and Enterprise Rent-A-Car, held an etiquette and fashion show dinner. The focus of the event was to learn proper etiquette while attending a business lunch or dinner and to teach the seniors on campus knowledge of business attire. In attendance were 35 university guests, including Deltasig pledges, university seniors, and

campus officials. The event was a great success. Brothers learned about proper business dinner etiquette and had a chance to share their knowledge of proper business and interviewing attire. Everyone had a lot of fun, including audience members who received prizes for correctly identifying the wrong parts of the outfits. There was also a raffle give-away donated by Barnes and Noble. —*Rachel Christie*

**Truman State/Iota Nu**

In April, we hosted “Red Carpet Runway.” Participants dressed up as their favorite movie or TV character and answered questions (in character), while participating in a fashion show. Audience members then voted for their favorite character by donating change to that character’s bucket. All proceeds supported the Ronald McDonald House.—*Molly Bender*

**Western Illinois/  
Lambda Omicron**

On March 28, we held a 5K run/2-mile walk benefiting St. Jude Children’s Hospital—over 100 people attended! It was a great chance to bring together Greek organizations on campus, as well as some community supporters. We are proud to say we raised nearly \$3,000! —*Emily Jacob*

**Share Your Campus News!**

Share your chapter’s activities with the rest of the Fraternity.  
Send your On Campus News to [magazine@dspnet.org](mailto:magazine@dspnet.org) for publication in a future issue.  
You may include a photo.



ROCKHURST (Kansas City) brothers welcome their newest members, initiated April 18.

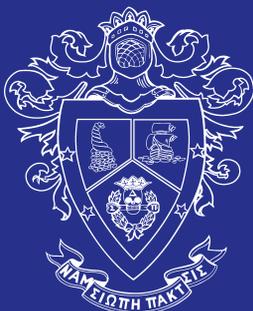


On April 4, CENTRAL MISSOURI brothers celebrated their chapter’s 30th anniversary with the initiation of 28 brothers, followed by a celebratory banquet.

**Largest Chapters**

Southern Methodist in Texas leads with the largest number of members. Chapter size for spring 2009 was determined based on dues paid.

|                         |                  |
|-------------------------|------------------|
| Southern Methodist (TX) | 125 + 23 pledges |
| Washington (MO)         | 104 + 17 pledges |
| Missouri-Columbia       | 100 + 30 pledges |
| Dayton (OH)             | 96 + 24 pledges  |
| Arizona                 | 94 + 21 pledges  |
| Ohio State              | 91 + 23 pledges  |
| Georgia                 | 91 + 30 pledges  |
| Miami (OH)              | 91 + 19 pledges  |



# Brothers Serving

by National Community Service Chair Tracey Florio Moss



*Tornado Alley Alumni in Oklahoma City volunteered at Coffee Creek Riding Center for Make a Difference Day in October 2008. The center provides free therapeutic horsemanship classes for people of all ages with various disabilities.*



*Kris McDaniel, Central Missouri and Derry Webb, Houston, man the canned food drive table at the 2009 South Central LEAD Provincial.*

Another school year has ended and Deltasigs across the country continue to give back to their communities. The community service committee accomplished several tasks, including maintaining the web site with helpful information, issuing a national survey, and selecting and organizing a community service event to be held at Grand Chapter Congress.

First, on behalf of the committee, I want to thank all of you who gave your time and sweat to the various causes. I am pleased to announce we had much greater participation in both Make A Difference Day (MADD) and blood drive events than in years past. Congratulations and a big THANKYOU to the chapters who participated in Blood Drive events this year! 53 chapters registered their events, while many more submitted their events for CEI points. Several held more than one blood drive throughout the year, while others teamed up or held a friendly competition with Alpha Kappa Psi. Let's keep up the momentum! The date for our next blood drive is September 1, 2009 thru April 30, 2010. Start planning today!

The new Provincial Initiative service events have also become popular with chapters participating at LEAD events, or on their own throughout the semester. With the new Community Service Center web page going live in 2008 ([www.dspnet.org/site/about\\_us/CommunityService.asp](http://www.dspnet.org/site/about_us/CommunityService.asp)), up-to-date information has been provided to assist you with planning your events, as well as answering any questions.

A national survey was sent to every chapter VP-CS and alumni president last fall. Results can be found on the

Community Service Center page. The survey had multiple purposes:

- ▲ Determine the success and recognize opportunities for our national community service initiatives and the community service program overall;
- ▲ Identify types of organizations chapters prefer to work with;
- ▲ Identify a possible single philanthropy to be adopted as a new national initiative and/or replace any existing initiatives;
- ▲ Identify best practices currently utilized by chapters.

The committee researched various non-profit organizations and selected Kids in Need as the Congress community service event. Kids in Need ([www.kidsinneed.net](http://www.kidsinneed.net)) is a national organization with a distribution center in the Washington D.C. area providing school supplies to teachers and schools in need. Just in time for a new school year, I can't think of a more deserving organization for Deltasigs to aid.

Finally, I attended the Gulf South Regional Initiation in April and I couldn't help but notice that "service" was mentioned throughout the Ritual... service to our brothers, to our Fraternity, to our community. If you did not see the two-page Make A Difference Day spread in the March '09 issue of *The DELTASIG*, I suggest you check it out. The articles and pictures published were just a handful of those received. Did you notice the long list of chapters who participated and submitted their event information? This really made me proud... proud of our service to the communities and proud to be a Deltasig! ▲

# the Community



## Grand Chapter Congress Community Service Event

*School supply donations for Kids in Need Foundation  
Drop-off dates August 12–14, 2009, at Congress*

### Did you know?

- ▲ 13 million children live below the poverty line
- ▲ Most teachers spend \$500–\$1,000 per year to purchase supplies for their students and classrooms

### The Kids in Need Foundation

- ▲ Has distributed nearly \$300 million in school supplies to low-income schools free of charge
- ▲ Serves 1.5 million students and 100,000 teachers annually
- ▲ Has awarded \$1 million in grants to teachers

Just in time for the new school year, Delta Sigma Pi is partnering with Kids in Need Foundation for a school supplies drive (grades kindergarten through 8) during Grand Chapter Congress. The supplies will be taken to the local distribution center in Washington, D.C. where they will be dispersed to local schools. Look for the Community Service table to drop off supplies or cash. Visit [www.dspnet.org](http://www.dspnet.org) (Congress) for more details.

### A wish list of needed supplies:

No. 2 pencils  
Pens (black, blue, red)  
Crayons (24 count)  
Markers (washable)  
Large erasers  
Pencil sharpeners  
Pencil cases (zippered)  
Wide-ruled paper (3-hole)  
Construction paper  
Spiral notebooks  
2-pocket folders  
Highlighters  
Protractor  
Pocket dictionary  
Colored pencils  
Scissors (pointed tip)  
Rulers  
Glue and glue sticks  
Facial tissue  
Calculators (solar)  
Cash!



[www.kidsinneed.net](http://www.kidsinneed.net)

**Questions? Contact National Community Service Chair Tracey Florio Moss ([traceyfmoss@hotmail.com](mailto:traceyfmoss@hotmail.com)).**



# Recession: Spinning Straw Into Gold

by David J. Dempsey, JD © 2009 Neon Zebra, LLC, [www.neon-zebra.com](http://www.neon-zebra.com)

*“You can have brilliant ideas, but if you can’t get them across, your brains won’t get you anywhere.”*

— Lee Iacocca

In today’s turbulent economy, the competition is fierce for the attention of your clients, potential clients, shareholders, board members, and business associates. They are juggling tight schedules; crushing personal and professional demands on their time; discouraging news and headlines; shrinking bottom lines; and employee layoffs.

So how do you go about crafting powerful, inspirational business messages in the middle of a recession, the types of messages that have the potential to inspire your audiences to rise above the ordinary during extraordinary times? The following seven presentation principles should guide you to build the kinds of presentations that will help you spin the current economic straw into presentation gold.

## Know Your Purpose

To begin, know the end. Starting your presentation journey is like starting a road trip. You have to know where you want to end up before you can decide how to get there. If you are traveling from Atlanta to Miami, you’ll take a far different route than if your final destination is Boise, Idaho.

Every time you speak, it is imperative that you know exactly what you want to accomplish—where you want to end up—and clearly articulate that from the outset. You should always be able to state in one concise sentence: “My purpose in speaking is \_\_\_\_\_.”

## Decide on Content

Brainstorm for ideas on what to include in your presentation. For now, don’t censor yourself. Capture the ideas in writing, because brilliant insights tend to evaporate into the atmosphere, and can be infuriatingly difficult to recall when you’re under a deadline.

To determine what to include in the final presentation, decide on your “must be made” points. Specifically what does your audience need to know at the end of your presentation?

## Organize

Now organize your “must be made” points in a way that makes it easy for the audience to follow along. There are many ways to logically organize a pre-

sentation. Here are a couple:

- **Problem and Solution:** Present the problem, then follow up with a solution.
- **Number and Group Points:** Keep your listeners focused by telling them how many points you will be making.

Create a roadmap, just like you would for your road trip from Atlanta to Miami. It is imperative that the opening section of your presentation provides your listeners with a clear understanding of what they should expect during the presentation journey. Outline it for your listeners.

## Open with a Hook

Give your audience a reason to listen as soon as you begin. You have only seconds to prove yourself worthy of your listeners’ attention. There is no substitute for a dynamic, well-written opening that has been practiced and polished to perfection. Here are two proven openings:

**A Shocking Statement:** An arresting or intriguing statement that relates

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David J. Dempsey, JD is the president and CEO of Neon Zebra, an Atlanta-based presentation skills consulting and coaching company that empowers business executives and lawyers around the globe to truly stand out and be heard whenever they speak. He is the author of two critically acclaimed presentation skills books, *Better to BEST: How to Speak for Extraordinary Results . . . Every Time!* (Miranda Publishing, 2006), and *Legally Speaking: 40 Powerful Presentation Principles Lawyers Need to Know* (Kaplan Publishing, 2009). For more information on David J. Dempsey and Neon Zebra, go to [www.neon-zebra.com](http://www.neon-zebra.com), or email David at [david@neon-zebra.com](mailto:david@neon-zebra.com).



to your topic will snap the audience members to attention.

**A Question:** Ask a question and pause as if you genuinely want the audience members to ponder it, and you will immediately engage your listeners.

## Deliver the Details

To make your presentation powerful and engaging, flesh it out by using tools like quotations and brief stories. Make your stories and examples rich with specific details. Give your audience every reason to stay connected with your message.

## Close with a Bang

How important is the closing? Crucial, because most audiences will remember what you said first in the speech, followed by what you said last, and, if you are really lucky, they might recall something that you sandwiched in the middle. That's why bringing every part of your presentation to life with rich and colorful details is so important. Here are some ideas for compelling closings:

**A Challenge:** If you want audience members to take action, you have to ask. The closing is the time to ask.

**Emphasizing an Earlier Point:** Conclude by answering a question you asked earlier in the presentation, or by repeating a quotation, statement, or observation.

Know exactly what you will say, and say it with absolute confidence. Your closing is your final opportunity to make a lasting impression with your audience, so capitalize on it.

## Practice

Speaking is a learned skill, and as with any learned skill (tennis, hopscotch, tiddlywinks), the truly dramatic improvements result from practice. All these tips will help you to look and sound brilliant whenever you speak—if you practice them. There is no substitute for preparation.

Today's economy is challenging. Business leaders cannot take for granted



**“Know exactly what you will say, and say it with absolute confidence.”**

any detail. The advantages gained by cultivating speaking excellence—every day, every presentation, every time—far surpass the extra work it entails. Leaders who can motivate and persuade with power, passion, and conviction, will dis-

tinguish themselves in a crowded marketplace. And that kind of competitive advantage will propel anyone to the front of the thundering herd of mediocre speakers—in bad times and good! ▲

## The Great Act of Giving

People who support charitable organizations rarely give just for the sake of giving—out of the blue and with no prompting. They give because they believe. And they give because they are asked.

Your belief could be in a person, so you earmark your gift to keep the memory of that individual alive. Or, you may believe in giving back to a charitable organization such as the Delta Sigma Pi Leadership Foundation—a return of a kindness you have received.

If believing is the basis for giving, being asked often prompts the gift. In fact, studies show this is the main reason people donate money or other assets.

## Best Ways to Give

If someone asks you to support one of your beliefs with a gift, the first thing you need to do is determine the best way to give. There are multiple options—some simple, some complex, with the majority offering tax benefits.

A bequest made through your will is one of the ways to support the Delta Sigma Pi Leadership Foundation without giving up resources you may have to depend on. Charitable bequests qualify for unlimited deductions from federal estate taxes.

Donating appreciated assets now while you are living allows you to avoid estate and capital gains taxes, as well as receive an income tax deduction if you itemize. Life income arrangements let you give now instead of later, while providing tax breaks and lifetime income.

A gift such as this would qualify you for Living Legacy Society membership. Gifts of cash, stocks, bonds or other securities now are gratefully accepted and would qualify you for a variety of annual and lifetime giving levels, including the 10K Club. For more information, contact the Central Office at 513-523-1907 or any of the Leadership Foundation Trustees (contact information can be found on the Leadership Foundation page of [www.dsp-net.org](http://www.dsp-net.org)). ▲

*Courtesy of The Stelter Company*



*Derry and James "Duckie" Webb, both Houston, are members of the 10K Club, 2007 Centennial Society and Living Legacy Society.*

## Join the 10K Club Today!

The Leadership Foundation Board of Trustees developed the 10K Club to better secure the next 100 years of Delta Sigma Pi. Individuals giving at least \$10,000 in unrestricted gifts to the Leadership Foundation between July 1, 2003 and June 30, 2012, will earn membership. All gifts that counted toward the 2007 Centennial Society also count toward becoming a member of the 10K Club. Those who joined at or before the 2007 Centennial Grand Chapter Congress will be known as 10K Club Centennial Founders (noted with ©) and received special benefits. Those joining now will be known as 10K Club Members. Each member will receive a 10K pin, special recognition at national events, a certificate and their name engraved on a plaque to be displayed at the Central Office.



### We thank the current members of the 10K Club:

- Jeffrey D. Berlat, *Houston*
- Stefanie K. Frank (wife of Clarence "Red" Frank, *Detroit*) ©
- Timothy D. Gover, *Southern Methodist* ©
- E. Robert Hautzenroeder, *Colorado-Boulder*
- Gregary W. Howell, *Pacific* ©
- Laura L. Howell, *Nevada-Las Vegas* ©
- Randy L. Hultz, *Truman State* ©
- Gregory Koch, *Missouri State* ©
- Katie I. Koch, *Eastern Illinois* ©
- Norman Kromberg, *Nebraska-Lincoln* ©
- Corey D. Polton, *Cal State-Fullerton* ©
- John D. Richardson, *Arizona State* ©
- Claire Sammon Roberts, *San Francisco State* ©
- Mark A. Roberts, *San Francisco* ©
- Sandra L. Shoemaker, *Missouri State* ©
- Eddie E. Stephens III, *Miami-Florida* ©
- Philip H. Turnquist, *Indiana State* ©
- Joseph T. Ward, *Lewis* ©
- James "Duckie" Webb, *Houston* ©
- Derry Robson Webb, *Houston*



*Living Legacy Society members Charles "Buzz" and Ruth "Stonie" Sutton, both Arizona State, are fondly remembered for their support and contributions to the Fraternity. Their legacy lives on as the Central Office Archives Room is named after them.*



Welcome back Kappa Rho Chapter! Adelphi brothers celebrated their reactivation March 28. The chapter was originally installed March 27, 1982.

## Delta Sigma Pi's 202nd Chapter, Adelphi, Reactivated!

Adelphi University, in Garden City, N.Y. (on Long Island), first became the home to Kappa Rho Chapter on March 27, 1982. After a period of closure since 1995, a colony was formed in April 2007 with support from Assistant Dean Brian Rothschild to reactivate the chapter which culminated with ceremonies on March 28. Two faculty members joined 44 students in the initiation ceremonies and became the reactivation founders. Several Deltasigs were already among the faculty. Kappa Rho Chapter initiated 284 students and faculty members between 1982 and 1995.

The initiation was led by Northeastern PVP Onuka Ibe and Eastern RVP Tom Calloway, assisted by student members from New York, St. Peter's, and area alumni officers. Following the initiation, a reactivation banquet was held at Villa Umberto Banquet Hall with Brother Calloway serving as Master of Ceremonies. In addition to the charter being presented by Brother Ibe, additional fraternal presentations were made by Vice President-Organizational Development Mark Chiacchiari, Leadership Foundation Trustee Emeritus Nick Steinkrauss, and Educational & Leadership Consultant Andrew Ochoa.

The colony was pledged by Golden Council member Wendy Eilers and District Director Shreema Sanghvi. Other national guests in attendance included Golden Council members Doug Spy, Kathy Lazo-Thompson, Paul Carpinella, Louis

Maull, Provincial Professional Development Committee Chair Liz Calloway, and chapter members from Boston.

During the colony process, the students completed several service projects and fundraisers for the Invisible Children's Fund, Meals on Wheels for the elderly, and Operation Smile for children and infants with cleft lips. Their professional programs included workshops on dining etiquette, Dress for Success, and resumes and interviewing, along with speakers on finance, leadership, and human resources. Among their social program of bowling and pool was also hosting alumni on Founders' Day with Jim and Julia Jacobs (son and daughter-in-law of Deltasig founder Harold Valentine Jacobs) and a networking lunch at Goldman Sachs. Students also traveled to LEAD events in Birmingham and Boston.

Adelphi was founded in 1896 as the first institution of higher learning on Long Island. The first classes were held in Brooklyn at a prep school that still exists today. For three decades following 1912, the college served only women and was among the largest college units of the U.S. Cadet Nurse Corps. The college moved to its current Garden City location in 1929 and now enrolls over 8,300 students, of which over 500 are undergraduate business students and 300 enrolled in the MBA program.

Welcome back Kappa Rho Chapter! ▲

# Stay Connected with the Fraternity

*Whether your purpose is for social interaction or professional networking, there are now several ways—all free of charge—to keep in touch with brothers from across the country.*



## facebook

*www.dspnet.org/*

### Facebook

More than 13,000 Deltasigs are currently using Deltasig inCircle and now the Deltasig inCircle Facebook application is available. This application allows you to receive Deltasig inCircle exclusive announcements, update profile information, and browse career and networking opportunities without leaving Facebook. The link to add this application to your Facebook profile can be found on your Deltasig inCircle home page. We encourage all brothers to sign up for Deltasig inCircle today and add the application to your existing Facebook account! Similar to other social networking sites, Deltasig inCircle is a great, free networking and professional tool, but it is exclusively for our members.

An official Delta Sigma Pi fan page was created on Facebook in mid-May and within two weeks had over 1,000 fans! The fan page is administered by the Central Office staff. It will be utilized to announce upcoming events and interesting facts about the Fraternity.

The fan page includes the Delta Sigma Pi Centennial video and photo albums featuring past and present staff photos, pictures of the Central Office including renovation photos, *The DELTASIG* magazine covers and other items of interest.

Visit *www.dspnet.org* to link to Deltasig inCircle and the Delta Sigma Pi fan page.

## twitter

*http://twitter.com/deltasigmapi*

### Twitter

Twitter is a free service that lets you keep in touch with people through the exchange of quick, frequent answers to one simple question: What are you doing? Join today and start receiving Deltasig updates.



# – It's Now Easier than Ever!

**You Tube**

[www.youtube.com/dspco](http://www.youtube.com/dspco)

## **You Tube**

You can now enjoy Deltasig videos uploaded by the National Fraternity, or ask to tag your Deltasig videos, on the Fraternity's official YouTube profile page.



# WWW

# cting...

**LinkedIn®**

[www.linkedin.com](http://www.linkedin.com)

## **LinkedIn®**

Numerous Deltasigs have taken advantage of the world's largest professional networking web site. Start your profile and join the official Deltasig group. Visit [www.linkedin.com](http://www.linkedin.com) and search for 'The "Official" Delta Sigma Pi Group.'



## Welcome Cindy Rathburn, Elizabeth Runyon and Crystal Simmons to the Central Office Staff!



*Cindy Rathburn*

**Cindy Rathburn** joined us March 3 and serves as a member services coordinator. She previously worked for 18 years at Beta Theta Pi Fraternity as coordinator of membership services. Cindy lives in Liberty, Ind., with her husband, Lowell. Cindy and Lowell have three children and one granddaughter. In her spare time, Cindy enjoys being a grandmother and spending time in the outdoors, especially camping.



*Elizabeth Runyon*

**Elizabeth Runyon** joined the staff May 18 and serves as communications coordinator. Elizabeth lives in Oxford with her husband Randy, a professor at Miami-Ohio. They are parents to Zeke and Augusta, both in college. Elizabeth previously worked in the public relations office at Miami-Ohio. She's also served as editor for the magazine of Phi Kappa Tau and publications director for the Cincinnati Symphony Orchestra.



*Crystal Simmons*

**Crystal Simmons** joined us June 1 and serves as an educational and leadership consultant. She previously lived in Albuquerque. Crystal graduated in May from New Mexico with a BBA from the Anderson School of Management—she held the office of president and vice president-chapter operations in her chapter. She previously worked as a billing analyst with Science Applications International Corporation. She enjoys traveling, reading and the outdoors.

## Farewell Central Office Staffers Stacy Donahoe and Andrew Ochoa!

Assistant Director of Communications **Stacy Donahoe** and Educational and Leadership Consultant **Andrew Ochoa** both left staff May 1. Stacy, an employee since March '02, married



*Andrew Ochoa*

Golden Council member Shawn Heyderhoff on May 22 and moved to Anderson, S.C. Andrew, on staff since January '09, moved to the Dallas/Fort Worth area, where he's hoping to start his own business. We thank them both for their years of service and wish them luck in their future endeavors!



*Stacy Donahoe*



### 2009 Calendar of Events:

- August 9–10**  
Board of Directors Meeting
- August 11**  
Leadership Foundation Meeting
- August 12–16**  
47th Grand Chapter Congress-Washington D.C.  
(Arlington, VA)
- September 25–27**  
Board of Directors Meeting-Oxford  
Post GCC Leadership Retreat-Oxford
- October 17**  
St Louis LEAD School
- October 24**  
Pittsburgh LEAD School
- October 31**  
Lexington (KY) LEAD School  
Omaha LEAD School
- November 7**  
Founders' Day  
Newport Beach (CA) LEAD School

### 2010 Calendar of Events:

- January 22–24**  
Board of Directors Meeting-Louisville, KY
  - February 5–7**  
Northeastern LEAD Provincial Conference  
& Council Meeting-Annapolis, MD
  - February 12–14**  
North Central LEAD Provincial Conference  
& Council Meeting-Chicago/Lombard, IL
  - February 14**  
Leadership Foundation Meeting-Chicago, IL
  - February 19–21**  
Southern LEAD Provincial Conference  
& Council Meeting-Charlotte, NC
  - February 26–March 1**  
Western LEAD Provincial Conference  
& Council Meeting-El Paso, TX
  - March 5–7**  
South Central LEAD Provincial Conference  
& Council Meeting-Dallas/Westlake, TX
- Visit [www.dspnet.org](http://www.dspnet.org) for a complete listing of events.



**Support  
our Affinity  
Partners**

**we're adding new ones constantly! For a complete list of services and partners, visit [www.dspnet.org](http://www.dspnet.org) (Partner/Discounts).**



# Central Office Renovation Review



New water, gas, power, phone and internet lines into the building will all be underground. The nature of the brick and plaster construction in the '50s forced any "new" wiring and pipes to be hung from the back of the building. All that will now be protected and out of sight.

*Bam! Bam!  
BOOOOM!!!  
Things are  
changing for  
Delta Sigma Pi  
in Oxford!*

**T**he long-awaited Central Office renovation efforts are underway. The Architectural Group and CR & R construction, along with many sub-contractors and the full cooperation of Deltasig staffers, have united to bring our facilities into the modern era. Since the main building was constructed in the mid-1950s, there is a long way to go toward "modern" in some areas!

The primary impetus for this project was to provide accessibility to members, guests, vendors and others through addition of ramps, an elevator and new/remodeled restrooms. Investigation into those areas and costs led your Board of Directors to examine further opportunities for enhancement of the building. The resulting discussions led to the following, and other, planned improvements:

- An enclosed and temperature regulated "server room" to house our computer equipment is being created. "Wire management" and controlling server noise and heat have been an issue as we have moved into the internet era.

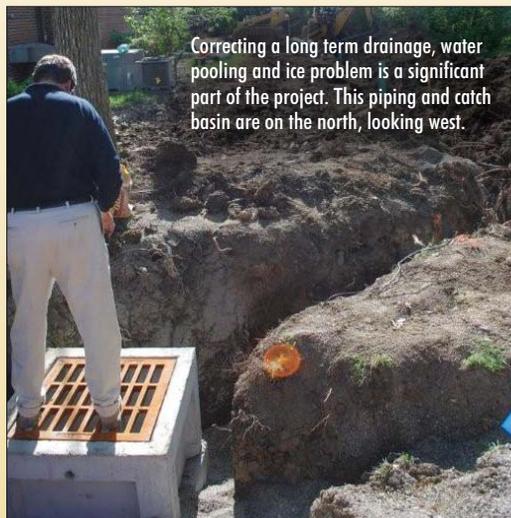
*(continued on page 38)*



ABOVE: The hedge along Campus Avenue, which has suffered in recent years, was removed to allow for a low masonry wall and iron fence. BELOW: Two men and a Bobcat cleared the hedge and rear honeysuckle bushes in a half day.



The old basement kitchen area was removed to make way for the elevator entrance. Challenges with handling delivery of heavy printed materials, regalia trunks and supplies will be tremendously aided by the improvements.



Correcting a long term drainage, water pooling and ice problem is a significant part of the project. This piping and catch basin are on the north, looking west.

- Multiple data (and phone) outlets will be installed in most rooms and offices including the renovated “Board room” where volunteer and staff training (and vendor presentations) takes place. All computer wiring will be upgraded to “Cat 6.”

- Basement areas will be insulated and sport new wall and ceiling finishes—allowing wiring and pipes to be “covered” for the first time. This significant improvement moves us from “1950s basement” to “2010 office” quality.

- New heating and air conditioning units will be added in the attic to allow for more efficient distribution and comfort.

- Drainage of runoff water will be better routed and contained to curtail a long term problem of parking lot “pooling” and dangerous ice.

- Some offices and hallways will be revamped to allow for better interaction and “flow” of guests and workers.

- Adjustable, movable, strong supply room shelving has been purchased to better utilize available space and allow for future flexibility.

- Additional display areas and cabinetry will be installed to enhance archiving. We have added a lot of history since 1956!

- A new courtyard and landscaping will be added featuring engraved bricks in honor and recognition of brothers and friends (see back cover). Over time, we hope that all chapters and many more brothers will join in this effort to purchase bricks. Since the Central Office is owned by the Fraternity and not the Leadership Foundation, purchasing a brick does not provide an income tax deduction; thus, these supportive purchases are all the more meaningful and appreciated!

- An attractive low masonry wall and fence along Campus Avenue will replace existing hedges. This will separate us from Miami students on... “late nights strolls” (from the bars) and will also proudly set Delta Sigma Pi apart, invoking the proper image of our 100 years of success.



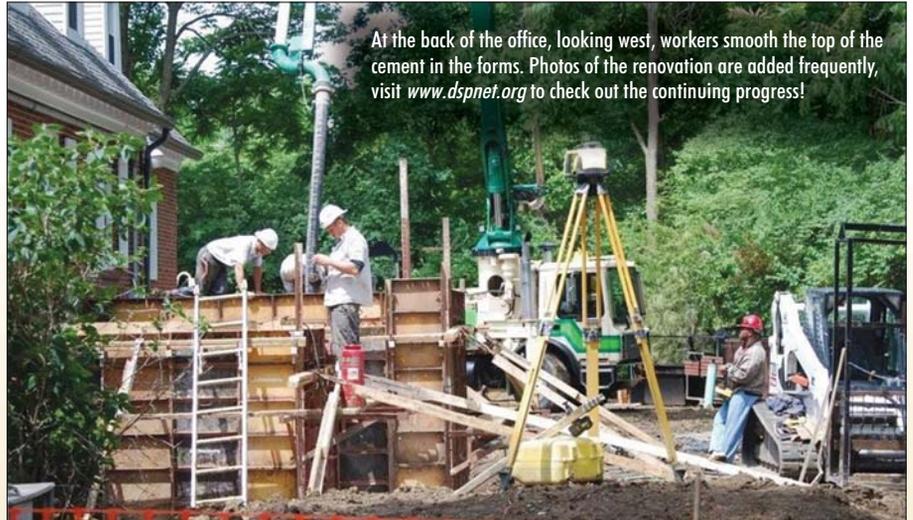
Old, very worn concrete steps were removed on the west and north. The west set (here) will be replaced; the north is where the elevator addition will be added.



Once the steps are loosened by workmen, heavy equipment does the heavy lifting.



On June 4 a cement truck pulled up to pour concrete into forms for the new addition foundation behind the Central Office.



At the back of the office, looking west, workers smooth the top of the cement in the forms. Photos of the renovation are added frequently, visit [www.dspnet.org](http://www.dspnet.org) to check out the continuing progress!

This project is the culmination of years of fraternal success and progress—based on the hard work and input of countless brothers. The Fraternity is in a position to make these improvements at this troubled economic time because of strong conservative management over the years. In fact, tremendous discounts were secured in practically all cost areas because of the challenges faced in the construction industry. Now is an excellent time to build if you have the resources!

That said, the costs of progress are substantial and your continued support of the Fraternity and Leadership Foundation are integral to our continuing success. ▲



This area, looking east, will be the elevator addition, ramp and courtyard.

**DELTA SIGMA PI**

330 South Campus Avenue  
 Oxford, OH 45056  
 (513) 523-1907  
[www.dspnet.org](http://www.dspnet.org)

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## Please JOIN THESE Brothers and Friends of Delta Sigma Pi who "Clicked the Brick"!

Additional brick orders for the newly renovated Central Office courtyard are being accepted at current pricing through Congress (August 16). Please buy a brick! Help us Build the Brotherhood! (Please note: Brick purchases are not tax deductible.)

**Individuals (8x8)**

Ann Ambler  
 Adrian Avalos  
 Jeff & Joelle Berlat  
 Robert Busse  
 S. Richardson Carpenter  
 Courtney Estelow  
 Dean & Heather Ferguson  
 Tim Gover  
 Shanda Gray  
 Charles Hazday  
 Randy Hultz  
 William & Janet Kinsella  
 Kathy Jahnke  
 Greg & Katie Koch  
 Norm & Kim Kromberg  
 The Mocella Family  
 Tracey Florio Moss  
 Mark & Claire Roberts  
 Bill Schilling  
 Vince & Sandy Shoemaker  
 Mitch & Velvet Simmons  
 Ruth Sparks  
 Byron Strange  
 Mike Tillar  
 Philip Turnquist  
 Joe & Kim Ward  
 James & Derry Webb

GEICO (4)  
 North Central Province  
 Northeastern Province  
 Phi Delta Theta Fraternity  
 St. Louis Alumni  
 South Central Province  
 Southern Province  
 Space City Alumni  
 Western Province

**Individuals (4x8)**

Scott Anderson  
 Anonymous  
 Friend of DSP  
 Tim Augustine  
 Adrian Avalos  
 Barbara Balcita  
 Michael Banks  
 Diane Barriga  
 The Bjelan Family  
 Michael Brenan  
 Patrick Bridges  
 Amy Briggs  
 Jeff & Judith Briggs  
 Chuck Brown  
 Lisa Brown  
 Russ & Sally Brown  
 Hillary Burkett  
 Tom & Liz Calloway  
 Paul & Hillary Carpinella  
 Cheryl Campbell  
 Mark & Michelle Chiacchiari  
 J. Dean Craig  
 Marilyn Elder  
 Alan & Lois Elkin  
 Eric Ellis (4)

Tracey Florio  
 Vicki Frantz  
 Courtney Fujara  
 Jeff & Amy Gallentine  
 Harry Gamble  
 Rich Garber  
 Darrell Gilmore  
 Karin Grant  
 Christina Hansen  
 Dara Henry  
 Kevin Hitchcock  
 Marcial Hoyos (2)  
 Michael Iwashita  
 Kelly Jason  
 Ruth Sieber Johnson  
 Stacy Jordan  
 Crystal Justice  
 Aimee King  
 Peter LaCava  
 William Leonard  
 Elizabeth Losik  
 Erinn Lott (2)  
 Michelle Mahoney  
 Jerilyn Martinez  
 Joe Mayne  
 Michael Mazur  
 Janet Morgan  
 Glen Panchisin  
 Chelsea Pesce  
 Corey Polton (3)  
 Gary Perez  
 David Ross  
 Tracey Schebera  
 Darren & Corie Schilberg  
 Jodi Schoh  
 Jim & Rochelle Siegrist Family

Cristina Solis  
 Sara Somerset  
 Karen Stebelski  
 William Stebelski  
 Eddie Stephens (2)  
 Richard Steinkraus  
 A. Marvin & Shirley Strait  
 James F. Sulzby III  
 Jenna Sympson  
 Diane Thibault  
 Jeanna Tipton  
 Brandon & Mollie Trease  
 Heather Troyer  
 Phil Turnquist  
 Mike Walsh  
 John Watton  
 James "Duckie" Webb  
 Frank E. Wrenick  
 Makinzy Yeates  
 Kevin Zachman

**Chapters and Friends (4x8)**

Alpha Delta  
 Alpha Epsilon  
 Alpha Upsilon  
 Baltimore Alumni  
 Beta Theta Pi Fraternity  
 Beta Upsilon  
 Boston Alumni  
 Central Virginia Alumni

Epsilon Chi  
 Epsilon Theta  
 Epsilon Xi  
 Gamma Theta  
 Green Country Alumni  
 Hilton Hotels  
 Indianapolis Alumni  
 Iota Phi  
 Iota  
 Kansas City Alumni  
 Kappa Nu  
 Kent State University  
 Lambda  
 Lambda Chi  
 Lambda Omicron  
 Lambda Phi  
 Mecca Specialties Inc.  
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 Philadelphia Alumni  
 Pi Rho  
 PPC Communications  
 Robinson Communications  
 Theta Sigma  
 Theta Upsilon  
 Tornado Alley Alumni  
 University at Albany  
 Upsilon

To purchase your brick today, go to [www.dspnet.org](http://www.dspnet.org) and "Click the Brick" on the homepage. Questions? Call 513-523-1907 x234 or email [Cheryl@dspnet.org](mailto:Cheryl@dspnet.org).

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 TO SUPPORT  
 DELTA SIGMA PI**