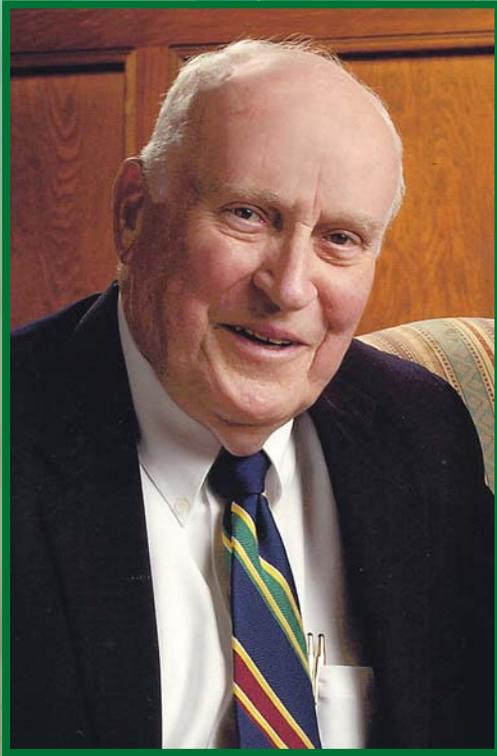


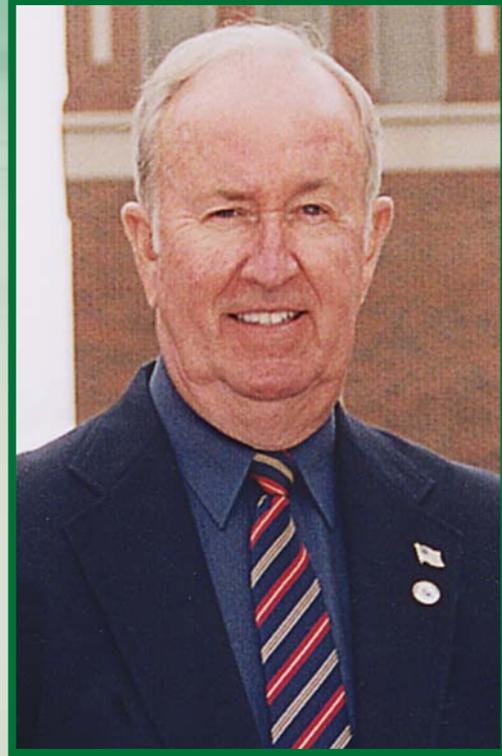
THE DELTASIG

MARCH 2004

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



William Ginder
Career Achievement Recipient



Charles Farrar
Lifetime Achievement Recipient

2003
DELTASIG ACHIEVEMENT AWARDS

Past Executive Director Charles Farrar Receives 2003 Lifetime Achievement

In recognition of his remarkable service to Delta Sigma Pi, Past Executive Director Charles Farrar was honored November 8, at Louisiana Tech's Student Center, with the 2003 Lifetime Achievement Award. Many national leaders, collegians and alumni came to Ruston, Louisiana to honor Charles for his lifetime of service.

Brother Farrar, a 1959 initiate of the Beta Psi Chapter at Louisiana Tech, served the Fraternity on a national level for many years. In 1959, Charles relocated to Oxford, Ohio to become one of the first field secretaries (now known as an educational and leadership consultant). Within a few years, his leadership and organizational skills were recognized and he was promoted to Assistant Executive Director, with direct responsibility for the chapter consultation program. In 1964 with the resignation of Executive Director James D. Thomson, Brother Farrar was chosen to succeed him. During his ten-year tenure as Executive Director, the Fraternity enjoyed a tremendous amount of growth with over 55 chapters installed. In addition, east and west wings were added to the Central Office, doubling the size of the building and providing space for the Archives Room. Also under his



ABOVE: Grand President Kathy Jahnke proudly presents Past Executive Director Charles Farrar with the 2003 Lifetime Achievement Award. LEFT: 1998 Lifetime Achievement recipient Frank Busch (left) shares a laugh with Brother Farrar.

leadership, the Collegian of the Year program was established—and the stage was set for many years of growth and prosperity.

The presentation festivities in Ruston included a luncheon and recognition on the football field by Tech President (and Brother) Dan Reneau. Several in Charles' "official party" were treated to press box seating for the Tech-SMU game. Tech Business Dean, Brother Shirley Reagan, welcomed the luncheon crowd with an historical review aimed at Brother Farrar's collegiate days. Past Grand President (and 1992 Lifetime Achievement honoree) Bill Tatum provided insight and laughter as he shared anecdotes about Charles' career path and Fraternity history. Executive Director Bill Schilling served as emcee and Beta Psi Chapter President Jeremy Newton offered a salute from the chapter. Grand President Kathy Jahnke presented the award and Brother Farrar capped off the program with some heartfelt comments about his strong feelings for Louisiana Tech and Delta Sigma Pi.



Many Deltasigs came out to celebrate the remarkable achievements of Brother Farrar at a banquet held November 8 at Louisiana Tech's Student Center in Ruston. Farrar (center), stands next to Harold Bledsoe, one of his college roommates and fellow Deltasig.

Congratulations Charles and thank you for your outstanding service to Delta Sigma Pi! ▲

William Ginder of Johns Hopkins Honored with 2003 Career Achievement

Congratulations to William Ginder, *Johns Hopkins*, honored October 26 in Baltimore with Delta Sigma Pi's 2003 Career Achievement Award. An intimate group of 45 joined Grand President Kathy Jahnke in presenting the award. Also contributing to the program were Chi alumni Pete Petersen, Bryan McMillan, and several of Bill's peer alumni. Executive Director Bill Schilling served as emcee.

Brother Ginder is a 1953 initiate of the Chi Chapter at Johns Hopkins and a graduate of the School of Professional Studies and Education.

Bill started his professional career in 1947 as a property accounting clerk with Crown Central Petroleum Corporation. He progressed through various accounting positions until 1955 when he was promoted to chief accountant for refining and oil production in Houston. In 1965, Brother Ginder moved back to Baltimore, still with Crown Petroleum Corp., moving up the corporate ladder as assistant treasurer, treasurer, financial vice president, group vice president and finally retired (after 39 years) as vice chairman. Through hard work and personal achievement, he worked his way from the bottom to the top of the organization, gaining the respect of his subordinates, peers, and superiors throughout his career.



LEFT: Brother Ginder proudly holds his award with wife, Katherine, by his side, holding his Order of the Golden Helmet award, presented for 50 years of service to Delta Sigma Pi. ABOVE: Grand President Kathy Jahnke presents Brother Ginder with the Delta Sigma Pi 2003 Career Achievement Award.



Brother Ginder's achievements can also be identified through his contributions to higher education. In the early 1980s, he helped launch the Bill Ginder Lecture Series at Johns Hopkins School of Professional Studies in Business and Education. When asked the reason for his involvement with the lecture series, he said, "to expose students to role models and to give them goals to achieve."

Now retired, Brother Ginder's contributions to his community are equally impressive to his professional accomplishments. These include: Talbot County Hospice Foundation board member, chairman of Christ Church St. Michael's Endowment Committee, chairman of Episcopal Diocese of Easton Compensation Committee, and Londonderry Retirement Community board member. As an active member of Deltasig's Baltimore Alumni Chapter, Brother Ginder continues to serve both the Fraternity and his alma mater with enthusiasm and dedication. ▲



On hand to congratulate Brother Ginder were (from left): William Ford, Johns Hopkins, Chi Chapter collegiate president David Crouch, Bill and Katherine Ginder, Grand President Kathy Jahnke and Baltimore Alumni Chapter president Bryan McMillan.

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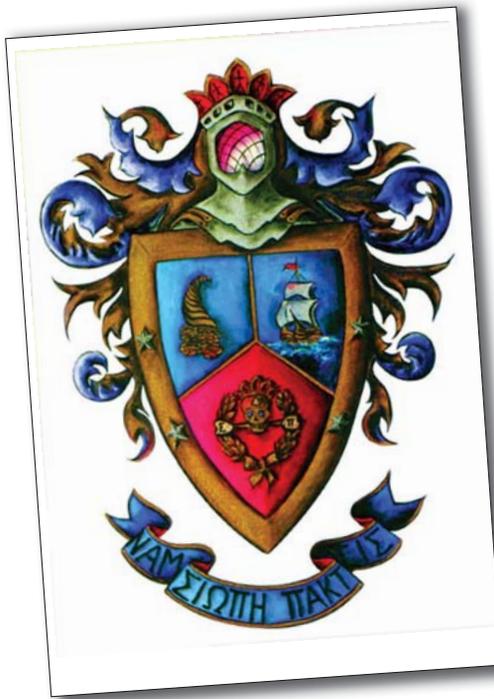
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CONTENTS

COVER STORY – 2

2003 Lifetime and Career Achievement Awards

Past Executive Director Charles Farrar, *Louisiana Tech* and William Ginder, *Johns Hopkins*, prove they are two of Deltasig's best.

Don't You Wish You Had THAT Job? – 6

These Deltasigs certainly don't have the typical 9-5 desk jobs. Check out these cool careers.

Deltasigs Around the World – 18

You can find a brother anywhere. Delta Sigma Pi makes its way around the globe.

Advice from the Road – 26

Deltasig's Educational and Leadership Consultants offer some advice from their trips on the road.

DEPARTMENTS, etc.

Fraternal Forum...5

LEAD Events...8

On Campus...10

Beyond Campus...17

National Leaders "Get on the Bus" in Oxford...21

Press Releases...22

Brother Can You Spare a Job Lead...28

Leadership Foundation...30

Brotherhood Network...32

A Salute to Deltasig Alumni...34

www.dspnet.org...36

Water Cooler...37

Delta Sigma Pi Continues to Expand...38

Delta Sigma Pi...The Next Chapter

As your Vice President-Organizational Development, my primary responsibility is to oversee the development, maintenance and updating of the strategic and annual operating plans of the Fraternity. So, I have been asked to update you on our progress and planning to date.

In September, your Leadership Team, including members of the Board, Regional Vice Presidents, National Committee Chairs and Central Office staff, met in Oxford. While it was agreed that we need to formulate a longer term strategic plan for the Fraternity, we also felt that to do justice to that effort, we need to allow ourselves the opportunity to develop the plan in a focused and thoughtful way. To allow the needed time, but not to lose momentum on work already in process, it was agreed that we would focus our discussions that weekend on some shorter-term strategic initiatives that we can work on now. As the Strategic Planning process progresses, these strategic initiatives will be an integral part of the longer term planning effort.

The Leadership Team brainstormed and the result was the adoption of a set of nine strategic initiatives. Work is already underway on many of the primary tasks. Here is a list of those strategic initiatives and a brief description of the major objectives of each:

1) Volunteer Training & Leadership Development

To enhance opportunities for volunteer leadership development for all brothers—alumni and collegiate—in order that we will continue to develop a pool of the best volunteer leadership talent available.



Claire Sammon Roberts
Vice President-Organizational Development

2) Strengthen Existing Collegiate Chapters

To continue to evaluate and enhance programs and methods to strengthen operations of existing collegiate chapters.

3) Strengthen Existing Alumni Chapters

To identify needs and develop programs to support operations of existing alumni chapters.

4) Member Recognition

To enhance opportunities to recognize achievements of individual brothers and chapters.

To develop a standardized public relations program to be used in conjunction with national awards and honors presented by Delta Sigma Pi.

5) Alumni Programming

To engage more alumni and keep alumni brothers involved in Delta Sigma Pi by expanding and enhancing alumni programming at Fraternity events and by continuing to promote opportunities for alumni to remain involved.

6) Committee Interaction

Strengthen the existing national and provincial committee structure to optimize and coordinate the strengths, talents and work of the brothers involved in these roles.

7) Growth

To develop a plan to focus on expansion efforts across the country to bring Delta Sigma Pi to every campus with qualified programs.

8) Member Management

To develop tools to strengthen our collegiate chapters' management practices to help them better involve and motivate all chapter members.

To evaluate the current Individual Discipline process and recommend enhancements.

9) Centennial

Planning of the events and programs surrounding the celebration of the 100th anniversary of the founding of Delta Sigma Pi.

At the upcoming Board of Directors meeting in August, we will review the progress of these initiatives and continue the Strategic Planning process. The work of many dedicated brothers continues to move this process and these initiatives forward. The result of these efforts will be an even stronger Fraternity for our future. Your input is welcome. If you have any questions or comments, please let me know. Look for updates in the coming months. Stay tuned . . .

Fraternally,

Claire Sammon Roberts

Vice President-Organizational Development

"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.

Don't You Wish You Had THAT Job?

by Jackie Andolino

A singer/songwriter, radio deejay, published author and chief of staff for a Washington Congressman. These are four brothers of whom you can be proud! Melissa Axel, *Florida*, Shabana Aslam, *Baylor*, Julie Hyzy, *Loyola-Chicago*, and Omar Franco, *Florida State*, strayed from the typical 9-5 desk job, and they couldn't be happier.

Mixing Business with Music

Starting out writing lyrics as a child and playing on an out-of-tune piano in her Florida dorm basement peaked Melissa Axel's interest in music. Although Brother Axel graduated with a degree in management, her love of music only grew after college. In fact, it grew into a full-time career in the music industry!



*Singer/Songwriter
Melissa Axel, Florida*

An international marketing job placed Melissa in Boston, where she began a degree in the music business/management program at Berklee College of Music. This allowed her to finally practice and sharpen her artistic talents of songwriting, producing and performing.

While at Berklee, Brother Axel made some great contacts in the music business, including jazz singer and pianist Amy Salmon and the CEO of Clear Perceptions studio, Adrian Hernandez. Melissa spent time in Boston as the director of promotions and distribution for an independent record label, before returning to her home base of South Florida where she now works independently with her clients, and develops her own music career.

At a glance, Melissa's business degree seemed useless, until she realized her business background helped her prepare for an entrepreneurial career in the arts. Brother Axel describes her innovative job as a whirlwind of activity that involves networking and experimentation. When asked how she got the "job" of being a singer/songwriter, music business consultant, event organizer and recording artist, she says, simply, "I created it."

Melissa's job has so many facets that it was hard for her to choose her favorite aspect. She says, "On one hand there is the sheer ecstasy of creating; the channeling of words and music to your hands, voice and paper. The recording process is also amazing, there's nothing like going from a thought...to a set of lyrics...to a song...to a full production. This process can be both excruciating and ethereal." Melissa is also passionate

about helping to educate people about the way the music industry is changing, which she gets to do as a consultant.

Her crazy schedule leaves no time for a typical day at the office. Melissa's days are filled with various tasks such as talking to clients, working on promotional materials, mailing out CDs, preparing for performances, and whenever that inspiration strikes, grabbing a pen and paper and writing her next song. Her level head within this sometime chaotic industry has led her clients to nickname her the resident "VOR," or Voice of Reason.

Brother Axel's career in music has led to several performances including a show at the Virgin Megastore in Boston. She says, "Everything I do is with the goal of creating a more positive environment for music to flourish, others' music as well as my own." It certainly sounds like Brother Axel is accomplishing her goal!

Dispensing Business Tips Over the Airways

A loan officer who doubles as a radio deejay? That's not an occupation you hear of everyday, but for Shabana Aslam, it works just fine!

Brother Aslam graduated from Baylor with a degree in finance and real estate. After realizing she didn't want to be in the corporate world, she tried real estate for a while, but to no avail. A suggestion that she go into the mortgage industry led her to get her loan officer license.

Shabana stumbled across East Texas Mortgage Service's web site and sent in her resume. After acing her interview, she began working towards her LO license. Needing to build her clientele base, she leaned toward her niche market of people of Indian descent.

Brother Aslam placed flyers, coupons and ads throughout Dallas' Indian businesses, which led her to Asian Media Worldwide, the owner of three Dallas radio stations, all of which broadcast to the Asian community of about 200,000. Much to her luck, the network has a contract with Dream Home Mortgage, and wanted Shabana to advertise her commercial business on one of their radio stations!

She was offered a talk radio show, which allows her to promote her business, and play her favorite Hindi songs. Shabana's favorite part about the radio show is, "helping the community with credit education and sharing information about the home buying process."



*Loan officer/Talk radio host
Shabana Aslam, Baylor*

Brother Aslam says there is no such thing as a typical day at the office. Her chaotic schedule is filled with phone calls, client visits, potential leads and networking luncheons. Much of her free time is spent preparing for the radio show by reading mortgage news, listening to similar radio programs, and inviting guest speakers. Shabana is also involved in various community activities such as her neighborhood women's club and teaching Bhangra (a type of dance and music of the Punjabi people of India) to the Youth Club at her church.

Regarding her unconventional career, Shabana says, "The best part about being a loan officer is the flexibility. I'm paid 100% commission, so the more aggressive I am, the more income I produce for myself." Brother Aslam's perseverance will surely pay off in the office and over the radio airwaves!

To hear Shabana's radio show, go to www.radiosuno.com.

Artistic License



Author
Julie Hyzy, Loyola-Chicago

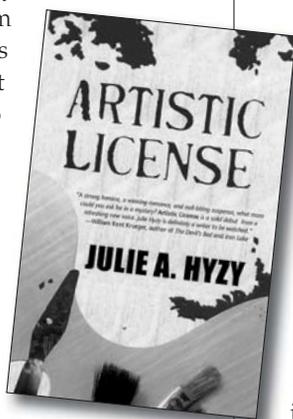
Another Deltasig finds success as an author! Julie Hyzy's first novel, *Artistic License*, centers around Chicago based artist Annie Callahan. Annie's life is turned upside down when she discovers a stolen masterpiece worth \$10 million dollars. *Artistic License* is a story full of mystery and romance, always a winning combination.

Brother Hyzy studied business at Loyola-Chicago, but always dreamed of writing a novel. She says, "I've now made writing a priority in my life and I'm

thrilled to see some success." This success has included not only *Artistic License*, but also two short stories published in two editions of *Star Trek, Strange New Worlds*, as well as several movie reviews for a Chicago area newspaper. On her success, Julie says, "*Artistic License* is the fulfillment of a dream for me—and yet, in some ways, it's only the beginning."

This published author certainly has not forgotten her Deltasig brothers! She says she has great memories of her experience in the Fraternity. Reflecting on her Deltasig memories, "What a blast, and what a great group of friends. Joining Delta Sigma Pi was a decision I made as a naïve 17-year old, and yet it was one of the best decisions I've ever made."

Maybe her memories can make for a future story idea!



Mr. Franco Goes to Washington

Brother Omar Franco's career went into full swing after graduating from Florida State. He began by managing the campaign for the three-term incumbent state representative, Art Simon. In 1993, Simon asked Franco to be his legislative assistant. Two years later, Franco accepted a similar position with then state senator Mario Diaz-Balart.

Diaz-Balart's political success fortunately took Brother Franco with him. He decided to run for Congress in 2002. He named Brother Franco assistant campaign treasurer and Omar, due to his extensive campaign experience, also came up with the campaign plan and managed the direct mail campaign. Diaz-Balart won and Omar currently serves as this Congressman's chief of staff.



Chief of Staff
Omar Franco, Florida State

Brother Franco had to hone his time management skills at this point in his career. Omar was heavily involved with this political campaign as well as having a full-time job as the assistant vice president of government relations representing his alma mater at the state and federal level. Another important addition to his life was the birth of premature twin babies in the midst of his campaign. Of that chaotic period of his life, Brother Franco says, "With a full-time job, two premature babies and a full-fledged congressional campaign, I quickly learned to multi-task without getting much, if any, sleep."

Although busy, Omar really enjoys his job. His favorite part has been assembling a team from the ground up. He says, "We have eighteen people and \$1 million to be used to effectively serve our constituents." Brother Franco contributes this success partly to having been vice president-pledge education in Deltasig. He said his Deltasig experience really helped him during the first few months of this year as he assembled his team.

To sum up his cool career, Brother Franco states, "Ultimately, this job is about the issues and how it affects our district and country. Therefore, what I enjoy the most is tackling the many different issues confronting our nation today and finding solutions that will better our nation—and not just for our generation, but for my children's generation also."

We can all feel confident that there is a Deltasig serving in Washington! ▲

Do you have a cool career you wish to share with readers?

Email magazine@dspnet.org and you may see your success story in a future issue of *The DELTASIG*!

LEAD Schools—2003

Nashville



Leadership and Excellence Academies for Deltasigs (LEAD) focus on educational development of all members of the Fraternity, and guests. A variety of LEAD events are offered year-round by Delta Sigma Pi, including: Schools, Provincial Conferences, Volunteer Leadership Workshops, LeaderShape® and the educational programs at Grand Chapter Congress. These conferences, workshops and training sessions provide opportunities for you to maximize your potential in areas of personal, professional, leadership and fraternal development. Grants are provided by the Delta Sigma Pi Leadership Foundation to the Fraternity which in turn results in lower registration fees for all attendees. All members of Delta Sigma Pi, collegiate and alumni, benefit from these excellent educational experiences. Deltasigs are discovering that LEAD offers the best in the journey for professional, personal and leadership growth.



Brothers came out in full force to Nashville where a record attendance was set—all five provinces were represented! Des Moines, Baltimore, Oklahoma City and Phoenix also showed strong numbers—the best in recent years.

Phoenix, Baltimore, Des Moines, Oklahoma City and Nashville

Speakers contributed their knowledge and experience to each event with 2002 Collegen of the Year Kevin McLean presenting "Recruitment and Communication Skills" in Des Moines (pictured here). Others included Founder Harold Jacobs' son Jim Jacobs, *Albany*, presenting the "History of Delta Sigma Pi" in Baltimore, Grand President Kathy Jahnke presenting "Creating a Motivated Membership" in Phoenix and Past Grand President Norm Kromberg presenting "Recruitment and Communication Skills" in Nashville.



The Oklahoma City LEAD School provided opportunities for numerous brothers, colony members and pledges to interact. Break-time meant networking opportunities as exhibited here.



Group interaction and networking are key elements of a successful event, as found at the Phoenix LEAD School. Here Desert Mountain Regional Vice President Susan Rief enjoys some down time with fellow brothers and friends.



Golden Helmet honoree Dick Ackler, *Johns Hopkins*, shares a story with (from right) Golden Council member Alan Brunton, Allegheny Regional Vice President Barbara Balcita, her husband Arnel, *Penn State-Behrend*, and Justin Adams, *Connecticut*, at the Baltimore LEAD School.

Albany/Zeta Psi

We held our 29th annual Career Fair October 14. This is the main career fair event for full-time recruiting on campus. Over 70 companies, representing multiple business concentrations and majors, attended the event which Brother Anthony Arrigo was in charge of organizing. Our chapter also held the third annual fundraiser to benefit St. Jude Children's Research Hospital. Advertising was carried out for a week in November to raise awareness of the event and allow people to "arrest" one of their friends for a donation of \$10. In November, those who had been "arrested" were brought to a "jail" and put on a "jail-bird" outfit in order to walk around campus and raise a minimum of \$100 "bail" money. They were accompanied by a chapter member dressed as a "police officer". The event involved the entire campus, chapter members and faculty. Congratulations to event director Jamie Scott for helping proceeds exceed \$800! —Michelle Rancic

Arizona State/ Gamma Omega

In November, our chapter had the honor of hosting the first tri-chapter initiation to take place in Arizona in the past 20 years. The Gamma Psi Chapter at Arizona and the Zeta Omega Chapter at Northern Arizona took part in our November 15 joint initiation at The W. P. Carey School of Business. We were lucky enough to have Grand President Kathy Jahnke and Western Provincial Vice President Chuck Brown preside over the ceremony. Congratulations to all the newly initiated brothers, including a record number of initiates for our chapter—38 collegians, one honorary initiate and two faculty members.—Caren Plummer

Bellarmine/Kappa Psi

We are proud to announce we held our 20th anniversary formal celebration after this semester's initiation on November 15—our chapter was installed in 1983. Since that time, we have initiated 358 brothers, 49 of whom are currently active collegiate brothers.

Our formal was held on the Star of Louisville, which included dinner and dancing while on a cruise of the

Ohio River. Approximately half of the brothers in attendance were alumni, several of which are currently active in the Louisville Alumni Chapter. There were also several notable fraternal officers that attended to help support our chapter, including Provincial Vice President Mitch Simmons, Regional Vice President Derrick Singletary, and Louisville Alumni Chapter President Jennifer McGill. Many of our newly initiated brothers were able to attend the cruise to celebrate their successful initiation as well as the chapter's anniversary.

—Mark McAllister

California-Davis/Nu Rho

We started the year off with a bang. Among the quarter's highlights included, "Qualities of a Leader," "Dress for Success" and "Vision to Victory." These professional events provided students the opportunity to gain important lessons in life, communication and business etiquette. Faculty advisor Brother Frenkel lectured the public on "Qualities of a Leader" and how to be successful in the corporate world. Prior to teaching at UC-Davis, Brother Frenkel worked at Bank of America for 21 years. At the culmination of his term, he rose to the position of chief international economist. In his compelling lecture, Professor Frenkel stated "a powerful person is one who can persuade others to follow, but a true leader is one who inspires." Professor Frenkel has been a long time mentor to the brothers of Nu Rho and continues to inspire his students to reach their full potentials. Also among our motivational



CALIFORNIA-DAVIS brothers and pledges enjoy a night of fun at their annual "Pledge Meet Pledge" event.

speakers was Jan Tabor, a spokeswoman for the Mastery Television Network. In her presentation, she discussed the important issues in life and how one vision can lead to life-changing accomplishments. Finally, our last event, Dress for Success, sponsored by Macy's, caused a great commotion by generously providing us with free gifts. Both brothers and students on campus eagerly attended the event in hopes of gaining knowledge and insight into proper business attire.

In addition to the professional events taking place, Nu Rho's Community Service program, facilitated by Wendy Lieu, gained great momentum for the year 2003. Winter quarter included playing Jeopardy with the Palm Gardens Senior Center, UC Davis' annual Turkey Trot and a Halloween Festival at Orchard Park. Eager children and their families dressed up in their creative costumes and attended Orchard Park on October 30 to enjoy the Halloween festivities. Brothers and pledges participated in this event by running games such as cake-walking, fishing, arts, crafts and other exciting activities. The event was a success,



EVANSVILLE brothers always enjoy their numerous community service activities. They had a frightfully good time at the "Boo at the Zoo" and started a new fundraiser, selling Indiana Delta Sigma Pi pins.

having made a positive impact towards the kids and giving the residents of UCD Student Family Housing a memorable experience. Furthermore, our chapter's dedication in helping others is demonstrated at UC Davis' annual Turkey Trot, benefiting the Yolo County Food Bank as well as youth non-profit organizations. Whether its waking up at 5 A.M. and racing 10 kilometers, cutting up hundreds of oranges, apples and bananas, or slicing and serving countless bagels, Nu Rho demonstrates their commitment to the Fraternity by finishing in record time.

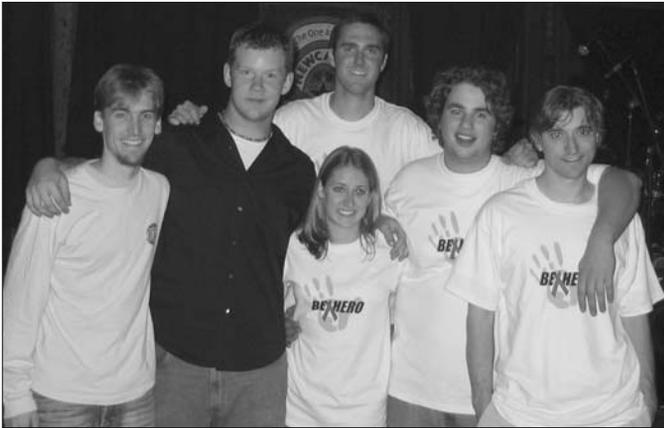
Last, we pride ourselves in our ability to balance work and play. As a result Nu Rho ended our winter quarter with memorable social events including, the "Pledge meet Pledge" event and our (BPFA) Bi-annual Professional Fraternity Games.—Diana Gellidon

Evansville/Iota Sigma

Our chapter has been quite busy this year! For community service, we took part in "Boo at the Zoo" at our city zoo where we handed out candy to children on Halloween. We also visited a local nursing home to play bingo and paint the women's nails for an afternoon of pampering. We had numerous professional speakers and tours and we even started a fundraiser by selling the state of Indiana Delta Sigma Pi pins! For the holiday season, we participated in "Adopt-A-Family" through a local homeless shelter and we collected toys and clothing for a local family, giving their children presents to open on Christmas.—Nicole Kendall and Ginger Guidry

Georgia/Pi

We made history at Georgia and became a HERO while doing it. Supporting the non-profit organization Hearts Everywhere Reaching Out (H.E.R.O.) for Children, our chapter put on the biggest benefit concert in Athens this fall in collaboration with two other business fraternities, Alpha Kappa Psi and Pi Sigma Epsilon. Our teamwork brought close to 200 people together, raising over \$2,500 for H.E.R.O., a non-profit organization started by two recent Georgia graduates to help improve the quality of life of children affected by HIV and AIDS.



GEORGIA brothers become "H.E.R.O.s" and help raise money for children suffering from AIDS and HIV. Pictured here is event coordinator Katie Googe surrounded by Full Fathom Five members. Deltasigs sold the "Be a HERO" T-shirts at the show.

We worked hard all semester promoting the show and gathering local sponsors. In return for a small donation, company logos were placed on the backs of T-shirts which were sold before and during the event. The concert was held November 13 at Wild Wing Café. Everyone's hard work paid off, and with the help of sax-driven acoustic-rock band Full Fathom Five and That's What She Said, the money raised will help launch programs for these children across the state of Georgia. We even had special guest appearances by MTV Wade Robeson Project and American Idol participants. H.E.R.O. was very grateful for our efforts to donate to this great cause, and we are proud that our community has seen the wonderful contribution made by Delta Sigma Pi.

—Novi Elder and Katie Googe

Howard/Iota Rho

Pottery, Sorry™ the Harlem Renaissance, and the Hermina Law Group. The only thing these titles have in common is Delta Sigma Pi's Iota Rho Chapter. We were busy in the fall semester maintaining grades and a reputation that says, "We are a force to be reckoned with." With many brothers holding major offices in the Howard School of Business, from student council president and vice president to treasurer, secretary and many activity chairs, the chapter has been committed to excellence.

In October, the highlight of our social activities occurred in Northern Virginia. Social Activities

Chair Camille Gaines had the idea to create a "clay session." Brothers met at Clay Café where we painted everything from plates and picture frames to animals and flowers (of course, roses). After a day that brought us closer, we each took home colorful and creative pottery.

Community service took a different approach than in previous years. Beacon House is a neighborhood-based organization supporting at-risk youth and families through educational, cultural, and recreational programs. Each year, they receive over 300 youth and this year, Iota Rho took part in the initiative. The committee's co-chair, Stacey Green, says, "It has been really nice to work with so many children and we can tell that they really appreciate it. They don't know what it means to us every time we come in when one of them says, 'Hey, Stacey!' It is just so amazing how they remember our names." Throughout the semester, we played ping pong and board games like Sorry™ and Chutes and Ladders™. We also took the children to Washington DC's National Gallery of Art for an exhibit featuring Harlem Renaissance Painter Romare Bearden. Our relationship with Beacon House kicked off in October with an arts and crafts session with the kids and now the Vice President-Community Service and co-chairs have more plans with them for the spring semester.

Professional activities have a "Momentum to Move" this year with Kamari Simpson's leadership.

She says, "we have been able to learn from and interact with many great business leaders and that will definitely aide us in our separate journeys." Executives from Kohl's Department Store and Hermina Law Group entrepreneurs were among those featured in the fall, and in December, we had Howard alum Brian D. Nevel of Rice Financial Products.

—Codie Elaine Brooks

Indiana/Alpha Pi

Diversity—With nearly 100 members, we are a diverse group. Whether it is differences in ethnicity, religion, family backgrounds, or just life experiences in general, we value the qualities that make each one of our brothers unique. Our directors of diversity promote events such as "Appreciate-A-Brother," "Appetite for Diversity," and awards within the Kelley School of Business. "Appreciate-A-Brother" occurs at nearly every chapter meeting and a different brother is given the opportunity to share an experience that makes them unique. "Appetite for Diversity" allows our chapter to go and learn together about other cultures and enjoy some quality food as well! We are working hard to promote the John Deere Advancing Diversity Award within the Kelley School. The award recognizes faculty and staff that go that extra mile to show diversity is vital both in the business world and our daily lives.

Service—Community Service is a passion shared by many of our members and has gained us recognition within the business school. This semester's highlights included a Halloween Bash with Big Brothers/Big Sisters, IU Dance Marathon, Hoosiers Outrun Cancer, and our annual Santa Breakfast



These INDIANA Hoosiers proved 5K is a small distance to run for a great cause "Hoosier's Outrun Cancer."

event. At the Halloween Bash, members and children dressed up in their favorite costumes and adventured through a scary maze, went trick-or-treating, and watched "It's the Great Pumpkin Charlie Brown". Also during Halloween weekend, 15 brothers danced for 36 hours straight and helped raise over \$400,000 at the IU Dance Marathon in support of Riley Children's Hospital in Indianapolis. At Hoosiers Outrun Cancer, Alpha Pi's 17 runners helped raise funds in support of the Bloomington Hospital Olcott Center for Cancer Education and create awareness of the services available at the Center. Our annual event, Santa Breakfast, was a huge success as children from three local organizations got to eat a big breakfast, open presents, and get pictures taken with Santa and his elves.

Professionalism—This semester's events included presentations by top-notch companies such as Macy's West and National City Bank. We also got involved in a mentorship program with the graduate students of the Kelley School to learn more about life after graduation. Both are great opportunities to network and learn more about the business world. In addition, we had 14 brothers attend the LEAD School in Nashville. A great deal was learned at this event and it served as an opportunity to learn how to better our chapter both fraternally and professionally.

—Andrea Mascher

Iowa/Epsilon

Professionalism and service are both very important. However, fundraising also played a key role in our development as a chapter this semester. In addition to a car wash and auction, our chapter successfully organized a battle of the bands, which helped raise money and reach out to the community at the same time. It is through our success in fundraising that we have been able to devote even more of our time and money towards helping the chapter grow through both professionalism and service.

Professionally, our chapter has developed through a variety of activities, including speakers, seminars, our own career fair, and trips to PricewaterhouseCoopers, the



MARYLAND brothers, and an "honorary" Deltasig, join "America's Walk for Diabetes", sponsored by the American Diabetes Association.

Chicago Board of Trade, the Federal Reserve Bank, and GSD&M in Chicago. Our chapter also hopes to grow professionally with the start of our new corporate development program, a program focused on developing a closer relationship with some of the companies in the surrounding area.

Our community service events have also been very exciting. We helped feed the homeless, aided in the preparation of a meal at the Ronald McDonald House, coached children's soccer, donated massive amounts of food to various drives, and cleaned a stretch of highway. Once again, however, it was our new event that got the chapter excited. This semester we organized the first annual Charity Softball Tournament, the proceeds of which went to the Children's Miracle Network. Through these events we were able to reach a large number of people in a variety of ways.

Our traditional fundraising, professional and service activities have helped tremendously throughout this semester, but it is the new events that have given our chapter a heightened sense of professionalism and a new level of service.

—Kim Semsar

Louisiana Tech/Beta Psi

We wasted no time getting started for the fall with officers holding two meetings during the summer to develop strategic plans, design T-shirts and prepare for recruiting. During recruiting week, brothers passed out business cards, spoke with over 75 business students about the Fraternity, and had uni-



KANSAS brothers Juan Monzaun and AJ Orrick, enjoy the antics of Blue Man Group during an October chapter trip to Chicago.

versity president and Brother Dr. Dan Reneau come to speak to the chapter. "Having Dr. Reneau speak was a tremendous opportunity for potential pledges to see what Delta Sigma Pi is all about," said James Brown, Vice President-Professional Activities. Also during recruiting week, brothers gave professional interviews to 15 pledges, and several alumni of the chapter came to explain what Delta Sigma Pi meant to them.

On November 8, Louisiana Tech alumnus Charles Farrar was awarded the 2003 Lifetime Achievement Award for his service to Deltasig. This gave our brothers an extraordinary opportunity to meet some of the brothers who had done so much for the Fraternity. "Getting to have an in depth conversation with Brother Farrar and Grand President Jahnke was insightful. It was interesting to hear about their involvement with the other chapters" said president Jeremy Newton.

Other activities included tailgating before games, Carla Sanford

cooking for the chapter, a pledge retreat at Cook Town Park, and a Halloween party. The chapter held four professional events in the fall and made arrangements for an etiquette banquet to be held in the winter quarter.—Jeremy Newton

New Mexico/Gamma Iota

Our chapter hosted five professional speakers on various topics including networking, professional dress, interviewing, and consulting. We would like to extend our appreciation to our alumni speakers John Kneen, Drew Parsons, and Bill Moye. To help the community, our chapter collected money from various sources to help a family at Christmas and helped at a Halloween "Zoo Boo" put on by the Rio Grande Zoo. For fun, the chapter organized a sports night party, homecoming tailgate, and a hike in the Jemez Mountains. The semester ended with the Rose Dance at the Rio Grande Yacht Club. Sites are set for a terrific spring semester.

—Rosemary Smith

North Carolina-Chapel Hill/Alpha Lambda

This past semester, one of our major organizational changes was to establish a new philanthropy. Typically we organized our community service projects with multiple service organizations. We found this left members without a strong feeling of attachment to the people we

worked with or those that we were helping. It was decided that a change in the way we did community service needed to be made.

As we were deciding to make this change, the Ronald McDonald House in Chapel Hill, which provides a "home away from home" for families whose children are receiving health care through area hospitals, needed volunteers to help take care of the house and do simple yard work. Our chapter saw this as an opportunity to really establish a relationship within the community and make an impact in the lives of others. Working with the Ronald McDonald House has allowed our chapter to get to know many of the people making a difference in the lives of these families, as well as spend some quality time with other brothers on the weekends.

Another way our chapter has reached out this year was with Students for Students International. This organization, established through UNICEF, works with students from around the world to raise money for needy students to attend college. Through fund raising efforts, our chapter will sponsor the tuition for a student in Tanzania, Africa and provide four years of educational expenses. We also made plans to continue with this scholarship from year to year so it will become an Alpha Lambda tradition.—Katie Brunow



REDLANDS brothers soak up the sun during their chapter retreat at Dana Point Beach, California. Back row (from left): District Director Ross Assis, Vince Chun, Eddie Pierce, Pacific Coast Regional Vice President Paul Dawson, Nina Ear, Ray Rubicam, and Shyri McCalley. Front row (from left): Linda Tsoi, Lydia Chertov, Ellen Tsang and Teddy Toyama.



IOWA brothers score a hit at their first Charity Softball Tournament, the proceeds of which went to the Children's Miracle Network. Bottom row (from left): Nick Schmitt, Dave Polchopek, Nicky Schmidt, Lisa Baum-Waters, Patrick Weiland, Nicole Cook, Ross Merton and Tricia Rick. Top row (from left): Jason Schadt, Jacob Yanecek, Matt Cerasa, Nathan Reckman, Bradford Hepford, Dand Kurek, Ryan Huinker, Jon Sargeant, Veronica Sas, Paresh Bhanderi, Randi Shroger, Chris Maesstranzi, Todd Peczkowski and Abby Kass.

Pittsburgh/Lambda

On November 6th, we boarded a bus en route to New York City. The highlight of the trip was a visit to the New York Mercantile Exchange, the largest physical commodities trading forum in the world. After a fun-filled morning of sightseeing, we boarded a subway to the area of Ground Zero. Upon arrival at the Exchange, the group was lead by a veteran trader who began the tour with a brief history of the Exchange itself and described how futures trading developed and how it is used today to buy and sell strategic global commodities. The tour guide then explained all of the various positions held on the actual floor of the Exchange, all which use a unique, face-to-face method of trading—called open outcry. However, the most exciting part of the tour was yet to come! At about 15 minutes before the close of the Exchange, the brothers were led to an observation area. We got to see first-hand how the prices of such materials as gold and crude oil are determined. Our tour of the city continued with a variety of different activities including Broadway shows, sightseeing, shopping, and tasting the best delicacies. The trip culminated on Saturday night as the brothers cheered on the Panther football team from the ESPN Zone in Times Square with a stunning victory. Overall, the weekend proved to be one of the most exciting trips Lambda has ever taken, and one we're not soon to forget!

—Samantha Morris

Shepherd/Epsilon Kappa

We are a very small chapter but have a truly wonderful group. Our chapter is seventeen strong and that is exactly what we are, strong. There is no one that is allowed to fall to the wayside; when an EK calls you brother, they mean it. We like to pride ourselves on the amount of brother participation we have and that when a brother is not at an activity there is true concern as to why. Our chapter also stays active within the school, even with our small numbers. We sell raffle tickets at football games and we sell exam packs during finals. Exam packs, for any chapters out there looking for a good fundraising project, are just bags that we fill with scantrons, blue books, snacks, sodas and other little things that might help the average student while they are staying up late to study. We also had some great skill building professional activities this semester like a resume workshop and a seminar on how to better conduct yourself in an interview. In between our business activities we still have a good time. Each semester before we bring in new brothers, we have a pledge/brotherhood dinner—we go out to a local restaurant and get to know our new members. We also have our Rose Banquet in December where we present fun, little awards to people that have been voted on by the brotherhood. Regardless of the size of our roster, we are a very active chapter and we just wanted to share some of our

What Deltasig Means to Me—

by Michael Hayes, Miami-Ohio



I'm president of the Alpha Upsilon Chapter at Miami University in Oxford, Ohio and I want to share a story with you of what it means to be a true brother.

In March of 2003, I was diagnosed with stage four cancer of the small bowel and was told I did not have much time to live. Soon thereafter, I came back to Miami to say goodbye to my Fraternity...my friends...my brothers. It was the hardest thing I've ever had to do in my life. While trying to keep my composure, I told the group that this might be the last time they'd ever see me. Hugs and encouragement followed closing ritual and I walked out with a sense of sadness because that was the last time I'd ever get to perform ritual—the last time I would get to stand up in front of my brothers as president.

I moved to New Jersey so I could get treated in New York at Memorial Sloan Kettering Cancer Center because I was not given much of a chance of survival here in Ohio. While I was there, I was moved. Not only did my chapter have April 16th named "Mike Hayes Day" in Oxford, they collected money to help me pay the bills, wrote letters of encouragement, called, emailed, sent cards and the list goes on. I'm a local celebrity now...everyone knows my story because of them. Not only did I get letters and emails from Deltasigs, I got stuff from the rest of the campus as well. That night, a concert was planned—"A Night for Mike." Hundreds of people filled a night club and raised money for me, over \$3,000!! Most importantly, my brothers prayed for me. They filled a church, whether or not they believed in God, and a mass was said. Following the mass, I'm told they just spent time smiling and reminiscing about my life. Later that spring, they formed two teams that walked in Relay for Life—"Walk for Mike." I'm crying just typing this. Who do you know, other than brothers that would do this much for you?

I've been told stories of other chapters passing the hat at parties and collecting beverage money just to help me out—people who don't even know me, but people that I call brother. Chapters sent cards, called, and wrote emails. You wouldn't think that is much, but almost a year later, I'm alive, back at school and doing great! What do I attribute this to? Simple...my brothers. They wouldn't let me go. They wouldn't let me give up. They wouldn't let me die. A soldier does not fight alone and my army is my brothers. So let me answer the question—what does it mean to be a brother?

In my opinion, to be a brother is to be a member of the finest organization which produces cream of the crop individuals who care about others. A brother is a compassionate friend, as close as a "blood relative," who looks out for your best interest when you can't do it yourself. My brothers go above and beyond the call, not only with me, but with everything they tackle in their life. To be in currently the most senior pledge class and have seen a younger pledge class come into Deltasig and change into better people is absolutely breathtaking. Deltasig produces the best this world has to offer. Appreciate your brothers. You never know, they may save your life someday, like my chapter has saved mine. God bless my brothers and Delta Sigma Pi. ▲

news and our good ideas with the rest of the Fraternity.

—Nicole Landon

Truman State/Iota Nu

Fall recruitment brought us 14 new pledges. Prospective members attended daily events, including

"Bowling with Deltasigs" and a "Cocktail Party." During pledge season, we continued to plan our 25 year reunion, which was a success on November 15th. Alumni gathered and reminisced at a banquet and dance that celebrated 25 years
(continued on page 16)

Deltasigs "Make A Difference"

A Joint Effort in California

This year, 50 Deltasigs and guests from Cal Poly-Pomona, California-Riverside, Redlands and Inland Empire Alumni Chapter combined resources to aid underserved children. They volunteered with Santa Claus, Inc. of San Bernardino.

Deltasigs were given an opportunity to display their capacity for hard work, creativity, and ongoing commitment to community service. Activities included painting a 100-foot section of seven-foot tall wrought iron fence, painting caution poles to look like candy canes, painting external walls, sanding and painting child-sized wooden coat hangers, sanding and painting wooden toy trucks, sorting clothing, sorting and packaging disposable diapers, and processing donation applications. National Community Service Chair Patti La Marr, who also participated in the event, was "pleased with the enthusiastic participation" of the Deltasigs who came out in force on Make A Difference Day.

Santa Claus, Inc. has been operating to aid underserved children since 1952. The organization provided clothing and toys to the families of 11,000 children during December. According to Corla Coles, president of the organization, the participation of Delta Sigma Pi "will make a



50 brothers and guests from CAL POLY-POMONA, CALIFORNIA-RIVERSIDE, REDLANDS and INLAND EMPIRE ALUMNI CHAPTER celebrated the holidays early this year and volunteered with Santa Claus, Inc., a group providing clothes and toys to underprivileged children.

real difference in the lives of children and their families this year." Deltasigs comprised more than half of the approximately 80 volunteers participating in this event.

— Anthony Gulino, Redlands

Bryant/Xi Psi

We went to the St. Francis of Assisi shelter for women and children in Warwick, RI. When we arrived at the shelter we organized the donation room for the members of the house. Clothing, shoes, bed linens and computers had been

donated earlier this year, but due to more pressing matters in the house they needed a simple helping hand in getting organized. This was a very rewarding experience and has driven our chapter to commit ourselves to this shelter. In the near future, we hope to be providing annual donations of our time, and much needed essentials like books and clothing. Make A Difference Day truly inspired our chapter to go out in the community and MAKE A DIFFERENCE! — Catherine Dunphy



INDIANA brothers created a haunted maze, a festive Halloween atmosphere, and organized apple bobbing and a bean bag toss for the children of Big Brothers/Big Sisters. Children got to make their own popcorn balls, go trick-or-treating and watch "It's a Great Pumpkin Charlie Brown." Here Brother Devon Everage makes friends with one of the younger participants.



Brothers from CALIFORNIA-DAVIS get in shape by helping others at the Meals on Wheels walk-a-thon in Woodland, Calif.

California-Davis/Nu Rho

This year, California-Davis helped facilitate a walk-a-thon, benefiting the Meals on Wheels Foundation of Yolo County. This event was held at the County Fair Mall in Woodland. With nine brothers and one pledge in attendance, we helped set up tables for the walk-a-thon. During the event, brothers offered assistance and encouragement to participants. Brothers also helped out by registering walkers for the event and by handing out T-shirts to the registered runners. After the event was over, we helped break-down the tables and restored the mall to its original condition. We had a great deal of fun especially since we knew

that the money raised was going to help fund Elderly Nutrition which serves over 100,000 meals per year to 1,600 senior citizens of Yolo County. This was a great event for the chapter to get involved in the community and we were able to create a positive impact on a new organization. — Kevin Lee



ROGER WILLIAMS brothers brave the cold to clean up their adopted highway, Route 114 in Bristol, R.I.

Maryland/Gamma Sigma

We raised almost \$2,000 for America's Walk for Diabetes to recognize Make A Difference Day. On Saturday morning, October 25th, brothers proudly showed Deltasig pride as they walked around a mall in Washington D.C. "It felt good to raise awareness about diabetes as it affects the lives of so many people," comments Brother Jenny Lam, Vice President-Community Service. Seeing the beautiful architecture of the city, the colors of fall, and smiles on so many faces made the day that much more memorable.

In preparation for the event, brothers took it upon themselves to raise at least \$50 each. The America's Walk for Diabetes was

even publicized in the Robert H. Smith School of Business and in the College Park community. Donations came from family members, co-workers, local businesses, and teachers.

There were many different reasons as to why brothers felt strongly about this particular cause. "I am doing America's Walk for Diabetes because my mother suffers from this disease" said Brother Xi Xiang. Even those that did not feel the immediate impact of diabetes chose to be actively involved. Brother Josh Steen reflects, "Though I am not affected by diabetes directly, I have a strong desire to help those who are... it is very important to reach outside of my own small world."

— Jenny Lam



As part of their Make A Difference Day activities, TEXAS A&M-CORPUS CHRISTI brothers double as wall washers for the Lindale Community Center. The brothers were in charge of cleaning and partially painting walls in the senior center and landscaping the children's center. Top row (from left): Abby Brionea, Juan Montoya, Kasi Tandy, Zenitha Farrier and Melissa Barrera. Bottom row (from left): Michelle Hernandez, Tiffany Cooper, Angel Lopez, Sara Dupree and Beth Zeller.



Brothers from WAYNE STATE-MICHIGAN volunteer with the Greening of Detroit organization to help revitalize Detroit.



INDIANA STATE brothers held a three week food drive, with proceeds going to the Catholic Charities in Terre Haute, Ind. Here Brother Angie Dalrymple presents the cans to a representative of the organization.

New Mexico State/Epsilon Upsilon

To celebrate Make A Difference Day, 20 brothers and three pledges from New Mexico State helped run the Autumn Fest carnival for local University Hills Elementary (UHE) School. The carnival, which raised money to support educational resources and extracurricular programming, provided over 150 local schoolchildren a safe and fun alternative to door-to-door trick or treating. Brothers lead game booths ranging from golf and basketball, to face painting and a cakewalk, not to mention a haunted house. As a UHE parent and volunteer coordinator pointed out, this event wouldn't have been successful without the help of the NMSU Deltasigs!

— Emily Bosland

Our Lady of Holy Cross/Nu Omicron

Five brothers helped the House of Ruth sponsor their Grand Pumpkin Race. The House of Ruth

dedicates its time to helping homeless or soon-to-be homeless families get back on their feet. — Leonard M. Cable III

Wayne State-Michigan/Gamma Theta

We commemorated this important day by volunteering with the Greening of Detroit Organization. The Greening of Detroit exists to improve the quality of life in Detroit by guiding and inspiring the reforestation of Detroit's neighborhoods, boulevards, and parks through tree planting projects and educational programs.

Brothers, pledges and guests, including Greening of Detroit members and neighborhood kids, planted about 15 white, blue and regular Spruce trees in the All Saints Neighborhood park in southwest Detroit.

For Make A Difference Day, the brothers of Gamma Theta Chapter wanted to participate in a project that would really make a difference for the people of the City of Detroit and its revitalization and rebuilding efforts the city is undergoing.

Planting of trees in the neighborhood was the initial step in the project sponsored by Wayne County and All Saints Church to build a park in the area for children to play in and families to enjoy. We plan to participate in the further stages of building the park next spring and fall, including planting more trees after completion of the area. The project was featured in the *Southend*, a Wayne State University newspaper, thus promoting the Fraternity and student volunteer impact on the community. — Olga Mednik



Brothers at TEXAS A&M-COLLEGE STATION participate every March in "The Big Event." During "The Big Event", over 7,000 Aggies paint, rake leaves, and clear fields at over 700 job sites.

of brotherhood at Truman State. Thanks to the alumni who returned for the event, and special thanks to our speakers and Master of Ceremonies Larry Lunsford.

Throughout the year, Iota Nu has stayed active. We participated in homecoming activities and continued working concessions for all of the sporting events on campus. Community service included events such as highway clean-up and a Fall Carnival for local community children. Professionally, we again helped with the campus Career Expo and had visiting professional speakers. One such speaker, selected by the pledge class, was Nathan Rueckert, a Truman State graduate accounting student who began his own successful business while in college. Several brothers also attended LEAD School in Des Moines and a Career Prep day in St. Louis. Many of us took part in Junior Achievement, in which we volunteer to teach business topics to elementary students.

Among upcoming events are a movie night at the theater, a Christmas party, a winter formal, and preparation for spring recruitment.—Holly Fletchall

Valparaiso/Kappa Phi

We had a great deal of professional building this semester. The brothers of our chapter were interested in learning about many sectors of the business world, and I think we accomplished this goal. Some of our fall '03 events included bringing in a Kaplan Test Prep

Speaker to talk about graduate work and personal statements, a winery tour in Michigan to learn about vineyards and wine etiquette, a roundtable discussion with the CEO of a sweat-shop free corporation, a financial representative from Northwestern Mutual who spoke on resumes and interviews, a tour of the South Bend chocolate factory and a visit to the Central Office. As we look to next semester we are excited to start planning a fashion show/professional dress seminar, a professional weekend across the Midwest that includes tours and speakers, and a continuation of weekly professional tips to all brothers in the Fraternity. Our VPPA Brian Duclos has done a fabulous job!

—Leslie Fobian

Wayne State-Michigan/ Gamma Theta

Would you remember Delta Sigma Pi fifty years after graduation? Would you still remain involved in your chapter's activities and keep in touch with your brothers? Senior alumni members of our chapter can say yes to both. The senior alumni or "Old Guys," as the chapter calls them, meet every three months at Birmingham Athletic Club to catch up on each others lives and invite a few of the collegiate brothers and recent graduates to get an update on our chapter's activities and well-being. These brothers graduated from Wayne State, as well as from the currently inactive Detroit chapter during the '50s and '60s. Brother William E. Hazel, Jr. organizes the luncheons and keeps all the members informed of upcoming events and opportunities.

During the luncheons, collegiate brothers get the privilege to meet some of the brothers who started the chapter on May 7, 1949 at Wayne State-Michigan and thank them for giving us the opportunity to be brothers of the Gamma Theta Chapter. Collegiate brothers also learn about some of the traditions of the chapter's early years, get advice about their career goals and learn about the great times the alumni remember from their collegiate years. Additionally, the alumni offer us financial support by donating money for scholarships given out to collegiate members at the Chapter

Anniversary Banquet every spring.

It is truly an inspiration to meet these gentlemen who exemplify such dedication to Delta Sigma Pi and the Gamma Theta Chapter, after close to fifty years of being out of college. Those collegiate brothers who have attended the luncheons over the years leave with an awe and respect for the alumni as well as a different perspective of the Delta Sigma Pi experience as a whole. The senior alumni of our chapter indeed exemplify what our slogan "Not for 4 Years, for Life" stands for.

—Olga Mednik

Xavier/Theta Lambda

Xavier does Homecoming Court slightly different than most other schools. While we do nominate court members and have a huge dance, in-between we try and help our community as well. The difference at Xavier is that each court member chooses a charity to represent and raises money and awareness for their cause during the events of Homecoming week through "The Penny Wars." In order to vote for a member of the court, students donate pennies to their cause. Any other denomination of coin or bill causes the candidates to lose votes!

This year the Homecoming theme was "Hooray for Hollywood," and in the spirit of this festive event, our chapter nominated one of our brothers to represent Delta Sigma Pi for Homecoming. Brother Amy Schroeder was selected for Homecoming court and we chose to support the Cincinnati Association for the Blind. This not-for-profit organization helps visually impaired individuals maintain their independence. During such events as a late night snack, "XU Becoming," and a casino night, the brothers helped Amy raise pennies as well as awareness of the Cincinnati Association for the Blind. The brothers also participated in the annual Homecoming parade entering a float themed, "There's No Business Like Show Business." Covered in glitz, gold, and fake money, it showed the famous Hollywood sign and hills along with our Delta Sigma Pi banner. Amy was crowned Homecoming Queen at the dance after she, and the rest of our chapter, raised over \$400 in pennies!—Christina Johnson ▲



XAVIER brothers show off their Homecoming float, "There's No Business Like Show Business." From left: Christina Johnson, Amy Schroeder, Liz Durnell, Brian Freas and Joe Mancewicz.

“Beyond Campus” provides

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

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

- Daniel Best, *Miami-Florida*
- Robert Dager, *Truman State*
- John Henik, *Indiana Northwest*
- Randy Hultz, *Truman State*

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

- William Ginder, *Johns Hopkins*
- Ernest White, *Georgetown*

These recipients received their award between August and December '03. If you received your Golden or Silver Helmet after December, look for your name to appear in the next issue of *The DELTASIG*.



Past Grand President Randy Hultz and Truman State faculty initiate Dr. Robert Dager receive their Silver Helmet awards, commemorating 25 years of service to Delta Sigma Pi. The awards were presented during a 25th anniversary celebration of Iota Nu Chapter in Kirksville, Mo.



Past Grand President John Henik receives his Order of the Silver Helmet at the Chicago Alumni Chapter's Founders' Day celebration.



Brothers at TRUMAN STATE celebrate their 25th anniversary. From left: Gateway Regional Vice President Cliff Reilly, South Central Provincial Vice President Dawn Klinger, Past Grand President and Silver Helmet recipient Randy Hultz, District Director Erin Winfrey and National Professional Development Committee Chair Brian Krippner.



Burrell Johnson (left) and Andy Marincovich were presented their Golden Helmet Awards by Golden Council member Mark Mikelat, Arizona State, last May. The two met while collegians at SOUTHERN CALIFORNIA. Brother Johnson recently celebrated his 55th anniversary in Deltasig, and Brother Marincovich his 52nd.



DALLAS and FT. WORTH COWTOWN alumni enjoy a Texas Rangers baseball game. Top Row: District Director Jason Roach and Shabana Aslam, Baylor. Middle Row: Executive Director Bill Schilling, Michael Vo, Oklahoma, Dallas Area Alumni Chapter President Jennifer Wilcox and Southwestern RVP Brian Powell. Bottom Row: Cameron McSpadden, Angelo State and District Director Cindy Collum.



Many generations of WAYNE STATE-MICHIGAN brothers gather to reminisce on over 50 years of Gamma Theta history.

Deltasigs Around the World

by Jackie Andolino

Brothers in Brazil? Not surprisingly, many Deltasigs live and work in places like Brazil, Ecuador and Romania. Brothers Edgar Mendoza, Thilo Berndt, Bobby Zdrenghea, Chevala Tatum, J.D. Sparks and Clifford Ang joined Deltasig at various colleges in the United States, but many returned to their homes around the world after school or sought international employment. Find out some more about your globetrotting brothers!

Edgar Mendoza, Ecuador

Guayaquil native Edgar Mendoza, Maryland, graduated in 1988 and then headed back to Ecuador where he has remained ever since. Guayaquil is Ecuador's largest city and leading economic center.

Brother Mendoza is the country manager of Gillette del Ecuador, a 100% subsidiary of the Gillette Company in the United States. Says Mendoza, "I run the company down here and am fully responsible for keeping up the objectives of the



Sean Mahan, Connecticut, a major in the U.S. Army stationed at the American Embassy in Cairo, Egypt enjoys the Sphinx and the Great Pyramid of Khufu (the largest in Egypt) with sister Carmel and parents Evelyn and Jack.

company as a world class organization."

Edgar says that since Gillette del Ecuador is a U.S. company operating outside the States, there isn't a drastic differ-

ence in business practices, but there are some notable distinctions. For example, a cultural business difference in Ecuador is that business results sometimes depend on how likeable the person is – this has to do with the more social aspect of the country.

His job with the Gillette Company has moved him to California and Columbia, although his permanent residence is in Guayaquil. Brother Mendoza still visits the U.S. about four times a year, whether for work or pleasure with his family.

Brother Mendoza says the main societal difference between Ecuador and the United States is Ecuador is more family oriented and a little more conservative. In his free time, Edgar goes to the beach, social clubs and the mall. Despite the distance, Brother Mendoza still keeps in touch with some of his Deltasig brothers.

Mendoza says that he has learned more through his career experiences than he ever learned at school. He says, "Working down here pays well for the fun



J.D. Sparks, Loyola-Chicago, hangs out with some locals in the streets of Japan.

I get and the good learning experience I receive. I love what I do—and what I do best is what I have learned in this region.”

Thilo Berndt, Germany

Thilo Berndt, *Connecticut*, also left the United States after college to return to his birthplace of Heidelberg, Germany. Brother Berndt received a job offer to move back to Germany after finishing his thesis and receiving a Masters in German.

According to Berndt, Germany is just like the United States, there is just a little more culture and tradition. For fun, he likes to travel – often frequenting the famous German beer gardens.

Although Brother Berndt feels at home in Germany, he misses the shopping and the big malls of America. Other than that, Thilo says you can get almost anything in Germany that you would find in the United States.

Brother Berndt has been back to the U.S. to visit some brothers and is thinking about moving back to the States after 30 years in Germany. If so, we know he will be welcomed back by many of his fellow Deltasigs.

Bobby Zdrengeha, Romania

Brother Zdrengeha, *South Carolina*, has been working in Bucharest, Romania since graduating in 1977. Bobby says Romania is filled with many natural beauties and interesting people, and Americans that



Bobby Zdrengeha

take trips there are surprised to see how much Romania has to offer.

He dedicates his spare time to computers, and will also soon be making more frequent trips to the United States.

Brother Zdrengeha says there are many things about the United States that are dear to him. We are sure that includes his Deltasig brothers!

Chevala Tatum, Cayman Islands

When you think of the Cayman Islands, you think of warm beaches, tropical drinks and relaxing vacations. For Brother Tatum, *Tampa*, it's just a place she calls home.

Chevala grew up in the Cayman Islands and lived there until she attended Tampa and received a BS in marketing and a minor in advertising before returning to her home.

Brother Tatum is a marketing services supervisor. She maintains nature tourism initiatives, which she has found to be a niche market. Chevala's duties include organization management and acting as the liaison between the district commissioner and various organizations and offices. She also serves on several committees dealing with the enhancement of the

islands, and attends many conferences and global meetings.

Chevala says there are a few cultural differences between the Cayman Islands and the United States. “Compared to the U.S. we are more slow-paced, but our standard of living, one of the highest in the Caribbean, is very comparable,” she says. She has never experienced culture shock because she has been visiting the U.S. every year for the past 22 years of her life.

Brother Tatum says she does miss certain aspects about the States, including food and our way of life. She says, “I miss just about everything, it became my second home and I became spoiled by its attributes.”

She says the Cayman Islands offer many great things to visitors. “There are so many things I would love to share with others. Tourism has been a passion of mine and is incorporated in my job. I would encourage anyone who has the opportunity to visit the Cayman Islands. It will be a wonderful experience you will never forget.”

Fellow Deltasigs Miren Nekane Watler and Wilfred Bignal-Ebanks, both *Tampa* graduates, also live and work in the Cayman Islands.

J.D. Sparks, Japan

Brother Sparks, *Loyola-Chicago*, was in for quite a shocking culture change when he moved to Japan after college for an exchange program. The Louisville native chose to live in Saitama, Japan because of its close proximity to Tokyo.

J.D. is currently an English teacher, but also works with Japan's National Organization of Japanese Exchange Teachers (JETs).

Saitama has 100,000 people, but Brother Sparks only knows of about 10 Americans living in the city. Of being a minority, Sparks says, “Being one of the only “Western” faces in your city can be an eye opener for anyone. For the most part we are treated like honored guests, with children waving to you at every corner. Sometimes I feel like a movie star!”

Besides the physical differences between many Americans and Japanese, Brother Sparks is most impressed by the cultural differences. He says, “Sometimes it can be too overwhelming to think about them!” Within the workplace, J.D. says the

biggest difference is shown by the Japanese phrase, "The nail that sticks up will be hammered down." This contradicts the American phrase, "The squeaky wheel gets the grease." The Japanese phrase implies that when something can be done differently, it is a major effort to bring about change without making a large commotion. One must try to subtly change the situation, and do so without questioning the original wisdom of the higher ups. A new person in the group is not to attempt to question the "sepnai," which means the elder.

The work environment in Japan is also a lot more rigorous. Everyone stays late, and often will leave for dinner but come back for work. Even if an individual has nothing to work on, they must stay if there is a common project to complete. Brother Sparks says when in America you may ask, "Hey, can I do this at home, or how about I come in early tomorrow and finish it?" This would never occur in Japan. The boss will tell you to come in on a Saturday, and if the boss comes in Saturday or Sunday, everyone comes in. In addition, the Japanese work mostly six days a week, compared to our five. Another difference involves the teamwork that exists in Japanese workplaces. J.D. says, "When there is a problem, the whole team focuses on it." The teamwork is reflected in daily group meetings and the amount of work people do simply to help the group, even if it won't directly benefit them. There is also a large amount of trust in one another. On trust, J.D. says, "people don't have locks on their lockers. The trust I have for my fellow workers is amazing."

As far as social culture, Brother Sparks says he enjoys living in Japan. He likes that he can ride his bike to work or take one of the multitude of trains. He also takes pleasure in the many travel opportunities. J.D. has already visited China and Thailand and toured Mount Fuji, harvested rice, walked on fire and participated in other traditional Japanese cultural activities.

After living in Japan for three years, Brother Sparks is planning to return to the U.S. in the spring of 2004. When he leaves, he will miss many aspects from his life in Japan including cheap sushi, seeing Mt. Fuji from his window, kids feeling safe enough to walk to school, and being trust-



ed enough by your neighborhood businesses that they will let you pay on a future visit when you forget your wallet. His return to the U.S. will reunite him with his brothers, as well as the aspects of American culture he misses the most - American fast food, understanding every conversation, and watching the Cubs win. It looks like Brother Sparks will take a lot of memories with him when he returns to the United States.

Clifford Ang, Philippines

Brother Ang, a Manila native, returned to the Philippines almost five years ago after graduating from *Washington-St. Louis*.

Clifford teaches advanced finance and international financial management at the John Gokongwei School of Management at the Ateneo de Manila University. He recently received his MS in finance from the University of the Philippines in January 2004.

Despite the drastically different locations, Brother Ang says the Philippines and the United States are not that different. He says, "Since the Philippines were

under American rule sometime in the mid-1990s, and most Filipinos have relatives living in the U.S., I don't think there is that much of a cultural difference between the two countries. I think this is the reason why I did not experience any culture shock when I went to Washington for school." Clifford does say that the disparity between a first-world and a third-world country is very evident.

Brother Ang says that contrary to the negative stories printed in the international press, the Filipinos are fun loving, hospitable people. He says, "Nothing has changed in our culture, but our image has been tarnished by the few incidents that have happened over the past few years."

In Manila, Clifford relaxes by watching movies with his fiancé and squeezing in time for golf and basketball when he can.

He is planning to return to the United States next year to complete his Ph. D. When he returns, he will reunite with the aspects of the U.S. he misses most, such as "the more peaceful and orderly environment" and his old college friends. ▲



Vice President-Organizational Development Claire Roberts and Past Grand President Randy Hultz led a group of Deltasig elected and volunteer leaders in determining strategic initiatives for the next biennium. See "Fraternal Forum" in this issue for the results!

National Leaders Get on the Bus in Oxford

by Kevin McLean

As the 2002 National Collegian of the Year I think it is important to report back to you my overall thoughts on the National Volunteer Leadership Retreat, held after Grand Chapter Congress, in Oxford, Ohio. Given my circumstances of being a recent graduate and sitting on the Board of Directors, I have seen a strong correlation between the dedication and enthusiasm of our volunteer leaders and the success of the national Fraternity, local chapters, and individual brothers. The good news is this retreat brought together some leaders with extensive experience and others with little or no volunteer leadership experience, but all with a strong desire to give back to Delta Sigma Pi.

And give back we did. The productive weekend allowed for new leaders to learn the ins and outs of their position, more experienced leaders to share their past experiences, and everyone to come up with goals, action items, and a vision that will lead our Fraternity into the next biennium and beyond. We came together as a



After a long day of brainstorming, attendees enjoyed some R&R and Cincinnati's world-famous Montgomery Inn ribs and wings catered at the Central Office. Vice President-Finance Joelle Berlat and Southern PVP Mitch Simmons anchor the table end.

unit, as one leadership team, all with the focus on bettering the Fraternity in the short and long term. In other words, "We got on the bus."

The "giving back" to the Fraternity that I witnessed over the weekend was incredible. However, the bigger picture, continuing commitment from alumni, was even more inspiring. This dedication doesn't take place over one weekend of the year,

but instead every day of the year. That continuing dedication exemplifies "Deltasig is for life." After the next Grand Chapter Congress in Orlando, there will be another Volunteer Leadership Retreat in Oxford – some of the same people will be present, but even more exciting will be the new faces that will step up and volunteer to lead Delta Sigma Pi into the future. Best of all—you may be one! ▲

Did you?

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

Carla Gutman, *Adelphi*, recently received her doctor of education degree in educational administration from Seton Hall University in South Orange, N.J.

Robert Henry, *Akron*, is a sales executive with Arch Wireless in Akron, Ohio.

Christine Keck, *Albany*, is a merchandising coordinator with Allstar Marketing Group, LLC in Hawthorne, N.Y.

Mohammed Shamim, *Angelo State*, is the director of IT with Blockbuster, Inc. in Dallas.

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

Matthew Burton, *Auburn*, is a project consultant with Draper & Associates in Atlanta.

Gary Franklin, *Barry*, is an MIS manager with Hyatt Regency Grand Cayman in Grand Cayman, Cayman Islands.

Donald Pelletier, *Barry*, is the assistant store manager of The Home Depot in Nashua, N.H.

Mamie Dalton, *Bellarmine*, is an assistant controller with Clear Channel Communications in Louisville, Ky.

Sean Henderson, *Bentley*, is vice president-finance with Crown Castle USA in Tampa.

Venkataramana Murty, *Bentley*, is a product marketing manager with Samsung Electronics America in Ridgefield Park, N.J.

Andrew Grabon, *Buffalo*, is an operations manager with Blue Beacon International in Milford, Conn.

Sean McLaughlin, *Buffalo*, is a portfolio manager/trader with SGM Futures, LLC in Chicago.

Michael Zanino, *Buffalo*, is a senior solution architect at Teradata in Duluth, Ga.

Krista Livermore, *California-Berkeley*, is the manager of Accenture in San Francisco.

Andrea Fridly, *California-Riverside*, is a real estate agent with

Century 21 Tahoe Pines Realty in South Lake Tahoe, Nev.

Linda Lui, *California-Riverside*, is an auditor/appraiser with the County of Riverside Assessor in Riverside, Calif.

Mary Coyne, *Cal Poly-San Luis Obispo*, is a systems analyst with QuadraMed Corporation in San Marcos, Calif.

Stephanie Azores, *Cal State-Chico*, is a program manager with Western Fairs Association in Sacramento, Calif.

Brian Edge, *Cal State-Chico*, is division finance manager with Albertons in Tolleson, Ariz.

Robert McGuire, *Cal State-Hayward*, is an accountant with

Internal Affairs in Fredericksburg, Va.

Brian Yasui, *Cal State-Northridge*, is an actuarial systems manager with WellPoint Health Networks in Thousand Oaks, Calif.

Suzanne Berlant, *Cal State-Sacramento*, is a sales manager with CJ Promotions in Sacramento.

Dennis Gibson, *Cal State-Sacramento*, is the owner of First Class Benefits in Oakridge, Ore.

Trevor Kern, *Cal State-Sacramento*, is a financial consultant with A.G. Edwards & Sons, Inc. in Sacramento.

Crystal Masson, *Cal State-Sacramento*, is a marketing projects coordinator with Java City Coffee Company in Sacramento.

Bryon Harrell, *Central Florida*, is a consultant with Delta-21 in Oak Ridge, Tenn.

Jayson Gray, *Central Missouri State*, is a project coordinator with Service Management Group, Inc. in Kansas City, Mo.

William Crawford, *Clemson*, is an executive with the Target Corporation in North Charleston, S.C.

Jamison Summer, *Colorado-Boulder*, is a retirement planner with T. Rowe Price in Colorado Springs, Colo.

Cortney Bramwell, *Colorado State*, is an office manager with Colorado and Montana Miss USA and Teen USA pageants in Belvue, Colo.

California Brother Serves Community in Many Ways

Stephen Ropfogel, *Cal Poly-Pomona*, received the Man of Achievement Award at the News-Press 35th Annual Achievement Awards in Glendale, Calif. The News-Press is a local insert for the *Los Angeles Times*. Brother Ropfogel was nominated by the Glendale Association for the Retarded, of which he has served on the board of directors for the past four years as treasurer and president. He has also run for City Council and has been active with groups, including the Glendale Chamber of Commerce, the Glendale Association for the Retarded and the local Rotary club.

He has been vital in educating the community about disability awareness and creating new ideas for fund-raisers for the association. His "Summer in the City" program is done in partnership with Tony Roma's to encourage supporters of the association to have dinner and go to a movie on a Monday or Tuesday during August and September. He also was instrumental in implementing a jewelry-making venture by clients at the association's Self-Aid Workshop.

For the past five years, Brother Ropfogel has served on the Glendale Safe Place executive committee, which provides a place for youngsters to go if they are victims of child abuse or facing other dangers. He helps coordinate efforts between the Glendale Sunrise Rotary Club and L.A. County Medical Alliance for the awareness program "Not Even For A Minute," which reminds parents of the dangers of leaving youngsters unattended in a vehicle. Ropfogel is also credited for saving the annual Days of Verdugo Parade.

Brother Ropfogel is also the President of Creative Promotions Unlimited, a Glendale-based promotional items distribution company. Often spending much of his free time going to trade shows, he has compiled more than 600,000 promotional gadgets for a firm's choosing. These items include anything from T-shirts and tote bags to wooden postcards and coffee mugs with changeable logos. Stephen compares this career to magic, his hobby. "There is nothing really new in magic," he said. "But if you take a little bit of a trick here and a little bit of a trick there, it looks brand new. I think it is the same with promotional products."



Nicholas Haralambides, *Connecticut*, is a project manager with Aristo Development in Fairfield, N.Y.

Joshua Scofield, *Connecticut*, is a consultant with Acceture, LTD in Denver.

Christina Skeers, *Duquesne*, is an analyst with Duggan & Rhodes LLC in Pittsburgh.

Chris Cannon, *East Tennessee State*, is a financial advisor with UBS Financial Advisor in Johnson City, Texas.

John Sanders, *Evansville*, is a senior associate with Brown & Brown, LLC in Boston.

Anntoinette Johnson, *Ferris State*, is an auto claim representative with State Farm Insurance in Livonia, Mich.

Jana Behar, *Florida*, is a senior recruitment counselor with Clinical Solutions in Kennesaw, Ga.

Julia Sears, *Florida*, is a beauty consultant with Mary Kay in Plantation, Fla.

Tommy Troutman, *Florida State*, is a hospital corpsman with the United States Navy in Jacksonville, N.C.

Ted McDonald, *George Mason*, is the president of Loudoun Design in South Riding, Va.

Fernando Barreto-Mercado, *Georgia State*, is an actuarial analyst with CIGNA Corp. in Hartford, Conn.

Nakeeta Wills, *Howard*, is a manager with Katz Media Group in New York, N.Y.

Shelley Hein, *Illinois State*, is a database analyst with SunTrust Bank in Orlando.

Greg Boswell, *Indiana-Northwest*, is a crew leader with the Indiana American Water in Gary, Ind.

Marc Miller, *Indiana-Northwest*, is the owner of Blue Ridge Services, Inc. in Missouri City, Texas.

Carrie Lane, *Indiana-Purdue at Fort Wayne*, is a sales associate with Smith Barney in Fort Wayne, Ind.

Rizwan Ahmed, *Johns Hopkins*, was elected to the Executive Council of The Johns Hopkins University Alumni Council.

Bryan McMillan, *Johns Hopkins*, was elected to the Executive Council of The Johns Hopkins University Alumni Council.

Brian Chatman, *Kent State*, is a second lieutenant in the United

States Air Force in San Angelo, Texas.

Nathan Rozen, *Kent State*, is a NOC engineer with IntelliNet Corporation in Richmond Heights, Ohio.

Sarah "Sibby" Adams, *Lamar*, is an information resources manager with the Department of the State in Washington, D.C.

John Carboneau, *Longwood*, is a project engineer with Southland Industries in Sterling, Va.

Holli Yandle, *Louisiana-Lafayette*, is an associate attorney with The Gachassin Law Firm in Lafayette, La. She also serves as the Gulf South Regional Vice President.

Howard Jackson, *Louisiana Tech*, is the senior director of recruiting with SunMed in Dallas.

Cliff Simoneaux, *Louisiana Tech*, is a senior financial analyst with Starbucks Coffee Company in Minden, Nev.

Michael D'Aquila, *Loyola-Chicago*, is a financial representative with Northwestern Mutual Financial Network in Chicago.

Sanjay Gupta, *Loyola-Chicago*, is a Bank One scholar with Bank One Corporation in Chicago.

Jessica Nem, *Loyola-Chicago*, is a transfer pricing consultant with Grant Thornton LLP in Chicago.

Amanda Rusich, *Loyola-New Orleans*, is a marketing assistant with New Orleans Net, LLC in New Orleans.

Devon Prybeck, *Lynchburg*, is an administrative assistant with 3 Dimensional Pharmaceuticals in Cranbury, N.J.

Sarah Zito, *Lynchburg*, is a server at The Elbow Room in West Hartford, Conn.

Shelly Kanneberg, *Marquette*, is manager of strategic finance at Greenlee Textron, a Textron Company, in Rockford, Ill.

George Altmeyer, *Maryland*, is a regional sales manager with Parker Hannifin Corporation in Trenton, N.J.

Roland Chan, *Maryland*, is a consultant with BearingPoint in McLean, Va.

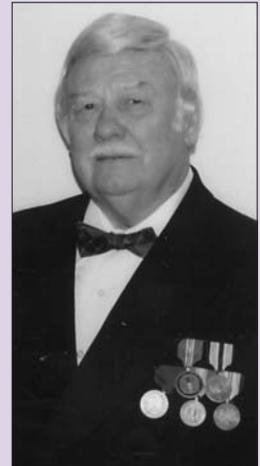
Edgar Mendoza, *Maryland*, is a general manager with Gillette del Ecuador S.A. in Ecuador, South America.

A Seaworthy Deltasig

Brother Don Kersten, *Pittsburgh*, is vice president and director of the 1400 member naval group USS Leyte CV-32 Association and Air Group. The Leyte was a decorated Essex Class Carrier during the Korean War and later an anti-submarine attack carrier.

Don is also a member of the Pittsburgh Council, Navy League of the United States, which includes a support group for the nuclear submarine USS Pittsburgh SSN-720.

Brother Kersten served as president and secretary of his collegiate chapter. He and his wife reside in the North Hills area of Pittsburgh.



Robyn Albers, *Minnesota State*, is a mortgage specialist with Wells Fargo in Minneapolis.

Carl Nicholson, *Mississippi State*, was named the 2003 Distinguished Citizen by the Boy Scouts of America.

Ann Bremer, *Missouri-St. Louis*, is a media buyer with Marketing Matters in St. Louis.

Chelsea Swartz, *Nevada*, is a staff auditor with Harrah's Entertainment in Las Vegas.

Sid Witzer, *New York*, is vice president-systems administration with Citigroup in East Brunswick, N.J.

Brandi Fulchon, *North Carolina-Greensboro*, is a data entry specialist with Aetna in High Point, N.C.

Nichole Pennell, *North Carolina-Greensboro*, is a senior financial analyst with Volvo in Greensboro, N.C.

David Marshall, *Northeast Louisiana*, is a corporate trainer with JP Morgan Chase in Monroe, La.

Ben Cleaver, *Northern Illinois*, is a total client service agent with MSI/Country Insurance in West Des Moines.

Denise Roberts, *Northern Illinois*, is a supervisory procurement analyst with the U.S. Department of Agriculture in Beltsville, Md.

Catherine Wright, *Northern Illinois*, is a manager with USPS in Des Moines.

Scott Kropko, *Ohio State*, is the owner of Buckeye Systems in Akron, Ohio.

Roman Shabashevich, *Ohio State*, is a consultant with Anadem Publishing, Inc. in Columbus.

Kevin Holmes, *Oklahoma*, is a business systems analyst with Synhrgr HR Technologies in Houston.

Aaron Mahoney, *Pacific*, is a finance/cash manager with Banfield (The Pet Hospital) in Portland, Ore.

David Derewitz, *Penn State-State College*, is a systems analyst with Deloitte Consulting in Pittsburgh.

Patrick Flynn, *Penn State-Behrend*, is a senior account executive with Federal Express in Moon Twp., Pa.

Stephen Simone, *Penn State-Behrend*, is a senior accountant with PHI Service Company in Wilmington, Del.

Christine Gorklo, *Rider*, is a claims authorizer with the Social Security Administration in Jamaica, N.Y.

Stephen Jaharian, *Rutgers*, is a mortgage loan consultant with Washington Mutual Bank, FA in Paramus, N.J.

Michelle Nelson, *San Diego State*, is a staff accountant with Dal Poggetto & Company LLP in Santa Rosa, Calif.

Press Releases

Salvatore Calone, *San Francisco*, is a general manager at Rosewood Bar and Grill in Lodi, Calif.

Gheorghe Zdrengeha, *South Carolina*, is a CEO with Tehno Con Communications SA in Bucharest, Romania.

Gregory Clark, *Southern Mississippi*, is a sales associate with Radio Shack in Hattiesburg, Miss.

Milissa Pettey, *Southern Mississippi*, is the F&I manager with Ryan Motors, Inc. in Hattiesburg, Miss.

Angela Hunze, *Southwest Missouri State*, is a financial associate with Thrivent Financial in Chesterfield, Mo.

Trisha Moses, *Southwest Missouri State*, is a state bank examiner with the Missouri Division of Finance in St. Louis.

Stacey Obeidzinski, *St. Cloud State*, is a benefit analyst in Wayzata, Minn.

Tony Marcum, *St. Edward's*, is the president of Forza Entertainment in Las Vegas.

May Balbin, *St. Mary's*, is with the credit office of CNL Commercial Finance in Mission Viejo, Calif.

Laura Berthiaume, *Syracuse*, is an account coordinator with J. Brown/LMC Group in Stanford, Conn.

Ryan Brook, *Syracuse*, is an analyst with Accenture in Hartford, Conn.

Michael Lombardi, *Syracuse*, is a project manager with Wunderman in New York, N.Y.

David Craig, *Temple*, is the owner of Parrot Bay Interactive in Jenkintown, Pa.

Lina Willis, *Temple*, is the president and CEO of Naha Marketing, Inc. in Philadelphia.

Robert Bailey, *Texas-Austin*, is retired from Sears Roebuck & Co. and IBM.

Wendy Kovar, *Texas A&M-College Station*, is a programmer with the Texas Rehabilitation Commission in Austin.

John Martinez, *Texas A&M-Kingsville*, is a store manager with Texas Band and Orchestra in McAllen, Texas.

Jenny Meierotto, *Texas Christian*, is a manager in training with Ben E. Keith Beers in Fort Worth.

Mark Barner, *Truman State*, is a program executive with Dell in Round Rock, Texas.



A Salute to Brother Briggs!

Golden Council member Amy Briggs, *Minnesota State*, has been serving overseas since February 2003, and may continue her stay through July. Brother Briggs recently re-listed for six more years! If you wish to send a letter of encouragement to Brother Briggs (she loves to

be kept up-to-date on Fraternity happenings) here is how to reach her: Sgt. Amy Briggs, A Company 244th En Bn, 555 Engineer Group, APO AE 09323, or via e-mail at amy.briggs@us.army.mil. We ask you to keep Amy, and all other brothers serving in the war, in your thoughts.

Donald Grotjan, *Truman State*, is a staff accountant with the St. Louis Regional Chamber & Growth Association in St. Louis.

Ronald Higgins, *Truman State*, is an accountant with the State of Missouri in Jefferson City, Mo.

Daniel Murphy, *Truman State*, is a consultant with Accenture in St. Louis.

Rebecca Strank, *Truman State*, is a consultant with the Real Estate Research Corporation in Chicago.

Charles Churchill, *Tulsa*, is a human resources application consultant with Lawson Software in Irvine, Calif.

Angela Burton, *Valparaiso*, received her Masters in business administration and human resources certification from Keller Graduate School of Management in June 2003.

Brad Pierce, *Valparaiso*, is a marketing manager with McBride Kelley Baurer in Chicago.

Peter Watkins, *Virginia Commonwealth*, is a planning and technical assessment manager with Hillsborough County in Tampa.

Clifford Ang, *Washington-St. Louis*, is a lecturer in finance at the University of the Philippines in Quezon City, Philippines.

Kevin Folkl, *Washington-St. Louis*, is an assistant vice president with Stifel, Nicolaus & Company, Inc., in St. Louis.

Shawn O'Neil, *Washington-St. Louis*, is a sales specialist with ASAP Software in Buffalo Grove, Ill.

Matt Milbrodt, *Wayne State-Nebraska*, is a manager with Blue Bunny University Sales and Wells' Dairy Inc. in Lemars, Iowa.

Terri Stringfellow, *West Alabama*, is a management assistant with Enterprise Rent-A-Car in Greenville, Ala.

Shayne Dombrowski, *Western State*, is a firefighter/paramedic with the Longmont Fire Department in Longmont, Colo.

Danielle Mutz, *Western State*, is a branch manager with Primary

Residential Mortgage in Albuquerque, N.M.

Melissa DeSignore, *West Florida*, is a customer service supervisor with the People's National Bank of Niceville in Niceville, Fla.

Tracy Fluharty, *West Liberty State*, is a medical assistant with Nursing Corps, Inc. in Wintersville, W.V.

Elizabeth Vetanze, *West Liberty State*, is an accounting/payroll clerk with Colalella Corporation in Weirton, W.V.

Melissa Daul, *Winona State*, is a help desk analyst with KI in Green Bay, Wisc.

Matthew House, *Winona State*, is a national recruiter with Fortune Hi-Tech Marketing in Dallas.

John Mistele, *Wisconsin-Madison*, is a broker with Coldwell Banker Mulleady Realtors in Manitowish Waters, Iowa.

Francis Murkowski, *Wisconsin-Madison*, is a marketing manager with the North American Aftermarket Tenneco Automotive in Jackson, Miss.

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Milestones

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

Mergers

Amanda Darwin and **Bobby Bullis**, both *Baylor*, on September 20. They live in Katy, Texas.

Amy Becker, *Eastern Illinois*, on October 18, to **Jeff Corrigan**, *Georgia State*. They live in Atlanta.

Andrew Kendall and **Nicole Oldham**, both *Evansville*, on August 9. They live in Evansville, Ind.

Jennifer Fata, *Grand Valley State*, on October 4, to Joseph VanDyke. They live in Grand Rapids, Mich.

Kimberly Patrignani and **Richard Roberson**, both *North Florida*, on June 22, 2002. They live in Denver.

Joel Wicker, *North Texas*, on July 19, to Jennifer Stine. They live in Grapevine, Texas.

Mary Kay Misko, *St. Edward's*, on August 9, to Jesus "Toro" Martinez. They live in San Antonio.

Darrell Keller, *San Diego State*, on September 6, to Julie Friedman. They live in San Diego.

Tara Hamann and **Kyle Calton**, both *Southwest Missouri State*, on November 1. They live in Kansas City, Mo.

LeeAnn Hoff, *Truman State*, on May 10, to Chad Cure. They live in Olathe, Kan.

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

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

Abbie Woelfel, *Wisconsin-LaCrosse*, on March 21, to James Kennedy. They live in Bellevue, Neb.

Gains

Wil and **Theresa Smith**, both *Houston*, on November 14-Zoe Renee. They live in Houston.

Joda Gibson, *Illinois-Urbana*, and Ken on August 21-Kelsey Lynn. They live in Henderson, NV.

Scott Dinius, *Indiana-Purdue at Ft. Wayne*, and Carla on October 15-

Anna Elizabeth. They live in Erlanger, Ky.

Marc Bowman, *Nebraska-Lincoln*, and Kristine, on April 20-Isabel. They live in Omaha.

Angela Hearron, *New Mexico*, and Ryan, on December 20-David Carter. They live in Albuquerque.

Belen Owens, *North Texas*, and Morris on April 30-Joshua Andrew. They live in Coppell, Texas.

Erik Orre, *San Diego State*, and Meg on August 14-Cody Hikaru. They live in Redondo Beach, Calif.

Kathy McMurray, *Truman State*, and Jim on September 5- James Kenneth. They live in Evansville, Ind.

Stacie Fleck, *Wayne State-Nebraska*, and Bill on Jan 16, 2003-Alyssa Claire. They live in Omaha.

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

Losses

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

Arizona State: **Jim Dawson Geiger** (December 2)

Auburn: **Tom Nash** (unknown)

Cal State-Sacramento:

Austin Gerber (unknown)

Carroll Salls (unknown)

Chicago: **Edward Winans** (February 2000)

Clemson: **Michael Paluzzi** (October 27)

Denver: **Robert Ainsworth** (September 8)

DePaul: **Joseph Giambrone** (November 10)

Robert Judd (October 11)

Detroit: **William Pelletier** (December 8)

Georgetown: **Philip Beh** (October 10)

In the November '03 issue, it was incorrectly stated that Beth Losik, Baker, gave birth to daughter Emily Ann, November 29. Beth and Will Mattox are the proud parents of Emily Ann. We regret the error, and congratulate Brother Mattox, Baker, and her husband.

Johns Hopkins: **William W. Zeller** (November 20)

Missouri-Columbia: **Arthur Clothier** (June 20, 2002)

National Honorary Initiate 1965:

Ben Gilmer (January 9)

North Texas: **David Baker** (December 5)

Northwestern-Evanston:

Charles Thomas (November 4)

Penn State-State College:

Andrew Vaughan, Jr. (August 20)

Philadelphia: **Leo Kinka, Jr.** (May 21)

Rutgers: **David Darling** (December 6)

St. Cloud State: **Steve White** (November 13, 2000)

South Carolina: **Ada Thomas** (September 18)

Southern Methodist: **Robert Hutto** (February 28, 1999)

Southern Mississippi:

Albert Schamber (October 20)

Arizona State: **Marvin Sordahl** (January 14)

Cal State-Fresno: **Charlotte Hiatt** (January 18)

Marquette: **John Vanark** (September 2, 2003)

Michigan: **Joe Hadeed** (January 18)



Laurie Busse Rosenblatt, Georgia College and State, Dorothy "Dottie" Busse, Past Grand President Bob Busse and grandson, Benjamin.

DELTA SIG LOSES A PROUD SUPPORTER

Dorothy "Dottie" Busse, wife of Past Grand President Bob Busse died December 1 in Roswell, Georgia. In addition to Bob, she is survived by son Ronald, daughter Laurie Rosenblatt—also a Deltasig, one grandson and triplet granddaughters.

She was a tremendous supporter of the Fraternity and particularly enjoyed her involvement with the Pink Poodles. The family requests memorial contributions go to the Delta Sigma Pi Leadership Foundation, via the Central Office (P.O. Box 230, Oxford, OH 45056) or Special Olympics Georgia (3772 Pleasantdale Road, Suite 195, Atlanta, GA 30340).

Advice from the Road

Since the Deltasig staff Educational and Leadership Consultants spend the majority of their time on the road, who better to share chapter issues and concerns than our favorite hotel connoisseurs, frequent fliers,

Karaoke's Importance to Delta Sigma Pi

by Shawn Heyderhoff, Iowa State

As I sat at my desk, I was excited as my email indicated I had a new message. What could the message possibly say? The editor of the magazine was asking me to write a short summary of the life of a consultant. I was at first excited then hesitant. Are there any stories I should share? Do people really want to hear about me being lost in North Philly or downtown Washington DC.? Since I doubted people wanted to know about my penchant for getting out of the rough parts of cities unscathed, I decided to take the easy way out and write about some of the most common problems I encounter on chapter visits.

The biggest question I receive from chapters is how to get people motivated. This, unfortunately, is also the hardest to answer. Motivation is tough because each person is motivated in different ways. The best approach to discover what motivates people is to find common things that each person in the chapter enjoys and then try to use these things to bring chapter members together. Many chapters have found this to be the best way to motivate – they call it “building brotherhood.” There are many different avenues to explore in order to accomplish this. Many successful events that I have seen are as simple as going to dinner after chapter meetings. This is a great time to get to know your brothers. I have also heard of brothers going to sing karaoke after chapter meetings. What better way to get to know your brothers than to see them make a fool of themselves on stage!

Another big problem I see at many chapters involves officer transition. Many chapters don't realize how important this is. I compare officer transition to the man-



Educational and Leadership Consultants
Heather Troyer and Shawn Heyderhoff

agement transition in big corporations. Most corporations take years to train their new CEO's so they are prepared to run the company. As you know, Deltasigs are top notch business students so we cut that training time to a 3-4 hour meeting. This handoff is essential to the success of the chapter. Knowledge must be passed on to the next set of officers for them to be effective in their role. I have a few suggestions for the officers preparing for this meeting. Make sure you have an officer binder to present to the new officer. This binder should include an updated officer packet, a short write-up of all planned events, and a list of CEI due dates (which can be found at the back of the CEI Guide). The short write-up of events is very important to the next set of officers. These write-ups should tell the new officer if the event was successful, what pitfalls to watch out for, and what specifically was responsible for the event's success. With this packet, the new officer should be able to uphold the great traditions of Delta Sigma Pi and help to run the chapter successfully.

I hope these suggestions will help chapter officers. I look forward to traveling to different areas of the U.S. – hopefully I will visit your area soon. As a side-note, if anyone is interested in hearing my travel stories, I might be talked into sharing a few of them at your local karaoke or dining establishment!

A Visitor

by Heather Troyer, Washington (St. Louis)

You are on the executive committee of your chapter. You have had a great semester already: you have 20 new pledges, all of your events planned for the semester, and you just had a fundraiser that brought in \$700. Things are going great until you get an email from Central Office. A consultant is coming to visit your chapter in

Some helpful recruiting tips:

- Try to plan at least two informational sessions/meet the chapters, one professional event, one social event, and if possible one community service event.
- Advertise, advertise, advertise! Use flyers, a recruiting table, letters to business school students, etc.
- Ask faculty for help and recommendations for members. Ask professors if a brother can talk to students a couple minutes at the beginning of class.
- Get brothers involved—extensive brother involvement is very important.
- Get alumni involved! Alumni reading this—volunteer!

three weeks. The first thought that crosses your mind is "But we didn't do anything wrong!" Then you look at the dreaded letter explaining that in one day, you have to schedule a meeting with the Dean of the Business School, the Director of Student Activities, the Chapter Advisor, the entire executive committee, the chapter, and the pledge class.

Many people have negative attitudes towards consultants before we even show up because we represent the "authority" of the National Fraternity (via the Central Office). However, I have actually had a number of people in chapters tell me that I was nothing like the person they expected...I was actually nice. Many chapters do not realize that consultants come to help, just like a consultant in the business world. Although business consultants tell companies what the problems are, chapters tell us what the problems are and we give suggestions on how to fix those problems.

So what are the most common problems? Many chapters ask about fundraising, recruiting members, and transitioning officers. However, one of the most common questions that chapters ask is how to motivate members. A lot of chapters have attendance problems and many want to know how they can increase attendance. Unfortunately, there is no quick and easy fix. You have to start at the root of the problem...recruiting. If you recruit good people, you will have good brothers.

Of course, you can recruit good people, but if you do not have a strong pledge program, once the pledges become brothers, they will not stay active. Here are some ideas: invite pledges to all chapter meetings and chapter events; tell pledges the chapter's expectations of them; make sure big brothers are communicating with their little brothers and stress brotherhood is for life.

You can only keep some brothers motivated for so long. Sometimes they will start participating less and less. Some ways to deal with non-participating brothers:

- Confront brothers who missed a meeting unexcused the day after that meeting. The more time that passes the harder it is to get them involved. Ask non-participating brothers why they have not been coming to chapter events and ask them to suggest ideas for events they would be interested in attending.
- Make sure brothers understand their obligations to the chapter—including paying dues and coming to events unless excused by the president (or some times the vice president-chapter operations).
- As a last resort, prefer charges (the first step of the trial process) against a brother who has not been attending chapter events, especially if he or she has not paid chapter dues.



Even after having a successful pledge class, you need to keep your members motivated. Reward brothers for attending events. Give brothers a raffle ticket for every event they attend and raffle prizes at the end of the term. Ask brothers for input by asking them to serve on committees. Give brothers tasks that relate to their strengths and interests. And most important...have fun! Remember, however, to plan social events that follow risk management.

Motivating members is not going to happen overnight. People have to be internally motivated to do things. However, if the chapter can create something that is valuable to people, those

people will want to be an active part of the chapter. An Educational and Leadership Consultant can give you ideas about creating value for the chapter, but only the members of the chapter can produce that value. Not until the members of the chapter recognize what they have to offer and find an effective way to share it with other business students, will the true value be seen.

Your chapter visit is finally over! The consultant came and talked to the executive committee and the chapter. You got a lot of good ideas and learned some things about how your chapter could improve. Maybe having a consultant visit the chapter was not such a bad thing after all! ▲

Brother can you spare a ...job lead?

Searching for employment in a tough market

by Greg and Carol Hollen



Imagine yourself in any of these three scenarios:

You're a mid level technical individual, out of school 12 years, your company is merged with another in your industry...

Or

Your manufacturing firm begins discussions regarding moving your

product overseas, you feel your job is safe, for now, but you are not sure...

Or

You are still in college, looking for a summer internship or your first full-time job, but don't know what's important in the process or whom to contact to make your efforts successful.

Whether you're entering the market for the first time in years or looking to land your first job out of college, you can probably use a little advice.

How Did I Get Here?

The lifetime employment contract for the 21st century (if there ever really was one) is gone. It was destroyed, some would allege, by a blast of corporate internationalism, trade agreements (such as NAFTA), and entire industry slumps (such as the airlines). Then there is the specific post-9/11 industry weakening, which crosses many industries and geographies. Lots of good folks, including many of our friends, neighbors, Fraternity brothers, and perhaps even you, find themselves in the market for a new job. Whether you're entering the market for the first time in years or looking to land your first job out of college, you can probably use a little advice.

We've spent the past 25-plus years training managers in the recruiting process and the role of the hiring manager. We believe you will be better prepared for the tight market if you know what the hiring manager knows!

Building a Credible Resume...

The first step for any successful job search is a knock 'em dead resume. When creating your resume, focus on substantive actions YOU have done and tailor your resume to specific companies and their hiring needs. You should make sure

that your PC (and printer) are ready to personalize each document to fit the specific needs of the jobs or industry you are targeting.

Be sure to include the following elements or sections in your resume:

- Introduction
- Objective or purpose
- Education
- Employment activities
- Technical and language skills
- References

One easy way to create these sections is to utilize the P A R technique, which encompasses the following 3 elements:

1. Problem or Performance you exhibited
2. Actions you took to make a difference
3. Results that you achieved.

Make sure that you connote a sense of interest, action and excitement. One way to do that is to use action verbs to start each bullet point or paragraph. Use quantitative examples that demonstrate your achievements whenever possible.

Interviewing

The interview process begins with a company manager posting a job opening as a result of company growth or someone departing from the group. That manager begins by reviewing and agreeing upon key components of an opening, called a position description. This is often the time the manager decides to expand current job responsibilities or perhaps hire up ñ in other words, increase the talent performing that position.

The manager then develops interviewing criteria, using a formal interview approach, such as Development Dimension Inc. (DDI's) Targeted Selection training product, often using behavioral modeling techniques, which are described later in this article.

If a group interview approach is warranted, the manager determines areas of individual focus during interviews and divides areas for consideration. In order to create a streamlined ranking process, the manager develops an evaluation process or uses a standard scoring mechanism like Liekert. Liekert scales allow respondents to rank issues or ideas from least important to most important.

Following the first round of interviews, the manager ranks and reviews candidates to decide which individuals move forward. Sometimes, the manager includes preliminary reference checks.

He or she may also decide which applicants will receive a regret letter.

Finally, the manager extends and negotiates the offer, being sure to keep other candidates in the loop in case he is unable to land his first or second choices following negotiating.

Behavior Modeling

The concept that past performance is a valid predictor of future job performance is called behavior modeling. Integral to the interview process are these key elements:

1. Use specific (critical) job requirements as position dimensions for which to interview.
2. Organize these selection elements into a comprehensive system to be used with all potential candidates.
3. Apply consistent, effective interviewing skills and techniques to all interviewees.
4. To minimize individual bias, and provide greater perspectives, involve several interviewers, if possible, in organized questioning of prospective candidates.
5. Supplement interview information with observations from behavioral simulations, if available and appropriate. During a meeting, interviewers are putting their questions, and your reactions and responses, into a variety of key areas used to determine things about you taken from the interview.

Examples of these key areas might include examples of your communication skills, personal/motivational dimensions, your decision-making processes, specific

knowledge/skills appropriate for the job, and prior budget responsibilities. It is also helpful to be familiar with different terms and processes used by the organization with which you are interviewing.

To best prepare for an interview, once you have targeted a company or industry, search for web pages to find a glossary of the terms and practices of the targeted industry.

Specific Pointers for Collegiate Brothers

Of utmost importance if you are just coming out of school is to visit your campus career center. It has great resource of valuable contacts and resource materials generally available for free. These centers, regardless of size, frequently offer speakers, often alumni who have proven successful in their career path.

Many fraternity brothers have received an initial interview or a second look because of persistence in contacting those presenters following their visits to campus. Don't ignore this excellent, FREE resource! As you put together your resume, remember to equate the consulting, budgetary and recruiting initiatives you have been involved in at your chapter as important elements of training you've received in your quest for a business employment opportunity.

Networking

At a loss for how to network? Think you aren't enough of a schmoozer to make it work? Not true. Check out these potential networking sources and drop them a note or give them a call. Chances are, they would be happy to help.

Acquaintances

Class, intramurals, organizations including Deltasig, work colleagues, church

Friends

School, high school, elsewhere

Professionals

Doctor, dentist, optometrist, attorney, accountant

Supervisors

Current and past jobs

Faculty

Connect with those they know, including past students in your field of interest

Relatives

Both close and distant, and folks they might know

Chapter alumni

To best utilize your alumni contacts, make an effort to understand their career field prior to contacting them and involve them in a "Career Day" each semester on campus. Be respectful of their time commitments.

Final Thoughts

No matter if you are actively engaged in the job search process or just thinking about looking or pondering your first career stop in life after college, remember your chances of achieving the position you will find most rewarding increase if you:

1. Develop a lifelong commitment to your own skill development; network in your field, and like other things in life (fitness, nutrition, etc.), don't put yourself last!
2. Work your contacts and networks, remembering that church networks are good sources of contacts, as are Deltasigs you've met around the country. If you're currently employed, make sure to volunteer to help others in their job search. If you're unemployed, make sure to attend networking gatherings and assist others!
3. Don't get discouraged! Be open to opportunity and new experiences.
4. Get your friends and former co-workers to share their job lead newsletters. These may tell you who's hiring!
5. Subscribe to technical and industry-specific newsletters that provide job leads, even when you're employed!

Don't forget to visit the Career Center of our web site (www.dspnet.org, click "Careers") to see what job opportunities have been posted by brothers across the country. ▲

Former Phi Kappa Tau National President Greg Hollen and Carol Hollen have spent the past 25 years in the Human Resources field, in senior corporate roles within a variety of industries. Both currently work for DBM, a provider of strategic human resource solutions. Adapted, with permission, from The Laurel of Phi Kappa Tau, Spring 2003 edition.

Leadership Foundation Giving Options

We need your help! Most brothers do not know that the Foundation can handle any type of contribution from cash to planned giving. We hope you will help spread the word that alternative giving is a good business move.

CASH

We can process any cash, check, or money order presented. All donations of at least \$100 receive a receipt for your tax purposes.

MASTERCARD/VISA/ DISCOVER/DEBIT CARD

Annual, bi-annual and quarterly payments can be coordinated through the Foundation. This paperless method for giving is an excellent way to budget your contributions over an entire year.

ELECTRONIC FUNDS TRANSFER AND PAYROLL DEDUCTIONS

We can work with your human resource/payroll department to set up an Electronic Funds Transfer (EFT) from your paycheck. For amounts less than a lunch, movie or dinner, members can participate in supporting the work of the Foundation. A \$5 contribution over 26 bi-weekly pay periods (\$130) establishes you securely in the first giving level. A \$25 contribution each bi-weekly pay period over a year is \$650! Best of all, the process is paperless, and your gift is automatically

tracked through your own payroll statement.

VIRTUAL GIVING

Brothers can now contribute through our web site at www.dspnet.org—click on Leadership Foundation.

STOCK AND PROPERTY GIFTS

Gifts of stock and property are another gift option that can positively impact your financial and estate planning. The Foundation can assist you and your advisors with this win-win opportunity.

MATCHING GIFTS

Double your money! Thousands of corporations



and organizations match charitable giving by their employees. The Foundation is available to work with you to coordinate matching gift requests. All matching gifts are credited to your individual record. All matching gift organizations are provided receipts for tax purposes and matching gift requirements.

BEQUESTS/WILLS

Join the Living Legacy Society and ensure a Foundation and Fraternity legacy of future generations learning and leading the global economy. Making a provision in your will or trust is a simple process and can be executed at the time of the creation of your will or as an addition to an existing document. You also can designate the Foundation as your primary or secondary life insurance or retirement plan beneficiary. The Foundation is available to provide suggested document language and to answer any questions regarding this giving option. ▲

"We give to the Leadership Foundation because of all Delta Sigma Pi has given to us over the years.

It is our responsibility as brothers to insure progress of the Fraternity."

—Katie, Eastern Illinois, and Greg, Southwest Missouri State, Koch



Learn More About the 2007 Centennial Society. . . The Leadership Foundation's Newest Giving Program

As announced in the last issue of *The DELTASIG*, Delta Sigma Pi has developed the 2007 Centennial Society. Membership in the Society is limited to those individuals reaching \$2007 in unrestricted gifts between July 1, 2003 and June 30, 2008. The Centennial Society funds raised will be used to support and secure future educational, leadership and scholarship opportunities for our Brotherhood.

Special recognition of Society members will occur at all national and provincial Fraternity events, including the 2005 Grand Chapter Congress in Orlando and the 2007 Centennial Grand Chapter Congress in New Orleans. Additional recognition will be provided in *The DELTASIG* magazine. A final list of all Society members will be on permanent display at the Central Office.

Frequently Asked Questions

What is the difference between restricted and unrestricted gifts?

The Foundation currently administers special endowed funds for chapter-specific scholarships, general scholarships, etc. Individual gifts made specifically to one of these established funds is considered a restricted gift. Such gifts, while certainly appreciated, will count towards other giving recog-

nition levels, but not towards 2007 Society membership. All other gifts are considered *unrestricted* and will count towards all giving recognition levels, including Society membership.

What impact does the Society have on all the other current giving recognition levels (annual and cumulative) of the Foundation?

The annual and cumulative giving levels used by the Foundation will continue. The 2007 Centennial Society is a special limited-time program developed as part of the overall Centennial celebration. We encourage all brothers to continue (and increase where possible) their annual giving to support our Fraternity.

Can chapters be members of the Society?

Yes, any collegiate or alumni chapter providing an unrestricted gift of \$2007 during the measurement period (7/1/03–6/30/08) will be granted membership in the Society. The gifts must come from the chapter. Individual members' checks will count towards their own potential membership and not the chapter's.

Will matching gifts from someone's employer count towards the individual's membership in the Society?

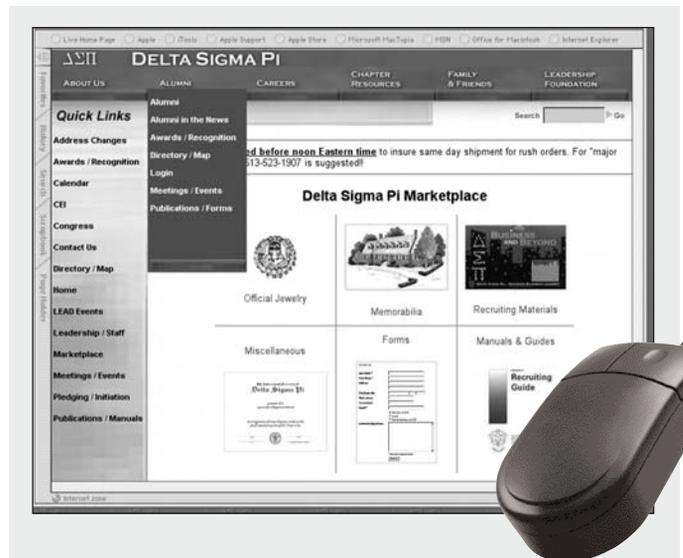
Yes, as long as the matching gift is also unrestricted.

My spouse and I are both brothers. Can we both be members of the Society?

Yes. However, unlike our other recognition programs, *each brother must contribute \$2007 in unrestricted gifts*

during the measurement period to become a Society member.

Continue your support of tradition and join the 2007 Centennial Society! ▲



Checked out the Marketplace Lately?

If not, visit www.dspnet.org (Quick Link Marketplace) and see what you've been missing!

OFFICIAL JEWELRY

Congress ladders and pins (Including Orlando 05 pin)
pearl and ruby badges
pledge pins

MEMORABILIA

Rose of Deltasig cassette recording and songsheet
Line-sketch print of Central Office
Laser nametags: purple & white-8 per page

RECRUITING MATERIALS

Posters (15 to choose from)
Brochures (3 styles)

. . . and Certificates of Appreciation, Fraternity letterhead, graduation cords, forms, manual and guides and much more!

Brotherhood Network

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

The list includes alumni chapters franchised for the 2003-2004 year as of January 6, 2004.

Alabama
BIRMINGHAM
Yaune B. Copeland Sikes
205-621-0869
yaune@wvisp.com

GREATER WEST ALABAMA
Van White
205-652-7517
vewman@yahoo.com

Arizona
PHOENIX-THUNDERBIRD
Kimberly Blumert
480-390-4845
Kimberlyblumert@yahoo.com

California
INLAND EMPIRE
Patti LaMarr
626-794-2366
patti4dsp@hotmail.com

LOS ANGELES
Rochelle Siegrist
626-303-1273
deltasiagert@yahoo.com

ORANGE COUNTY
Richard Boner
562-493-4674
rick@dspalum.com

PIER 9-LONG BEACH
Andy Wilson
310-567-4231
awilson_2001@yahoo.com

RIVERSIDE
Anjane Rodgers
909-779-0206
anjane_rodgers@hotmail.com

SACRAMENTO VALLEY
Stephanie Azores
530-680-1933
president@dspacvalley.org

SAN DIEGO
Frank Anzures
619-871-6144
franksd_2000@hotmail.com

Colorado
DENVER
Dale Hopkins
303-333-1850

Connecticut
Lesley Ross
203-988-9833
dspctalumni@yahoo.com

Florida
CENTRAL FLORIDA
Sarah Anne Ellerkamp
DSPSarah@aol.com

JACKSONVILLE
Tracey Schebera
904-363-1767
taty241@aol.com

TAMPA
William Andree
727-712-0124
wa@gte.net

WEST PALM BEACH
Eddie Stephens
561-689-1888
eddie@cj-law.net

Georgia
ATLANTA
Kimberly Carter
770-319-6064
kimwcarter@hotmail.com

Hawaii
Lisa Nekoba
808-936-5107
mochi4655@aol.com

Illinois
CHICAGO
James Connellan
708-352-7226
james_b_connellan@bankone.com

Indiana
INDIANAPOLIS
Jennifer Cole
317-254-1132
jenjiferc@mspecialties.com

NORTHEAST INDIANA
Michelle Mahoney
260-426-0402
mmahoney@bkd.com

NORTHWEST INDIANA
John Henik
847-823-9835
jhenick@johenikinc.com

Kentucky
LOUISVILLE
Jennifer McGill
502-905-2914
Jennifer.mcgill@ey.com

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

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

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

Kansas
KANSAS CITY
Amy Gallentine
816-806-9792
brotheramy@yahoo.com

Louisiana
ACADIANA-LAFAYETTE
Jason Guilbeau
337-962-4687
jasonguilbeau@yahoo.com

BATON ROUGE-RED STICK
Veronica De La Garza
225-768-8084
veronicalisa@yahoo.com

Maryland
BALTIMORE
Bryan McMillan
443-691-2581
baldeltastigs@yahoo.com

Massachusetts
BOSTON
Deborah Lang
617-787-1482
dlang@novations.com

Michigan
DETROIT
Troy Vandenbosch
734-779-8029
troy.vandenbosch@morganstanley.com

Minnesota
TWIN CITIES
Stacey Obeidzinski
612-860-3497
s_obeidzinski@hotmail.com

Missouri
KANSAS CITY
Amy Gallentine
816-806-9792
brotheramy@yahoo.com

ST. LOUIS
Daniel Watkins
636-305-7973

New Jersey
GARDEN STATE
Jason Yourman
732-679-1180
bigchief140@aol.com

Nebraska
LINCOLN/GREATER NEBRASKA
Daniel Davis
402-328-9647
ddavis@telec-consulting.com

New York
NEWYORK CITY
Heath Marell
212-841-6483
hmarell@yahoo.com

Nevada
SIERRA NEVADA
Shanda Stanton
775-323-9017
shanda_stanton@yahoo.com

North Carolina
CHARLOTTE
Donna Zachman
704-821-0511
dszachman@earthlink.net

Ohio
AKRON-CANTON
Alan Brunton
330-274-2232
alanbruntondsp@adelphia.net

CINCINNATI
Russ Iddings
513-520-3018
riddings@cinci.rr.com

CLEVELAND
Michael Losneck
440-552-9927
mike@mecca-ad.com

TOLEDO
Sean Clark
419-841-7857
sean.clark@owenscorning.com

Oklahoma
OKLAHOMA CITY
Jerry Hotwagner
405-376-6098
biotechinc@msn.com

TULSA-GREEN COUNTRY
Jennifer Gress
918-744-9326
jressjennifer@hotmail.com

Pennsylvania
PHILADELPHIA
Philip Almquist
610-580-6342
nyjets24@yahoo.com

PITTSBURGH
Andreas Beck
412-680-7584
awbpght@hotmail.com

Texas
DALLAS AREA
Jennifer Wilcox
972-712-5635
jem_wilcox@hotmail.com

FORT WORTH COWTOWN
Chris Cadwell
817-657-3635
cadwell78@hotmail.com

SPACE CITY HOUSTON
Leah Hamilton
281-320-2886
leah_h@swbell.net

Virginia
CENTRAL VIRGINIA
Matthew Meyer
804-364-9155
mmeyerisus@aol.com

Washington D.C.
NATIONAL CAPITAL AREA
Shawn Patton
571-203-0668
DSPPhyvoight@hotmail.com

West Virginia
SHEPHERDSTOWN
Richard Keplinger
717-337-9878
rkepl101@aol.com

Wisconsin
MILWAUKEE
Christopher McArdle
262-814-1814
chris@theruseragency.com

This list includes brothers that are seeking to begin alumni chapters in various areas. Want to be a founding member of an alumni chapter—or just join some brothers for a good time? Contact the following brothers for more information on local activities!

ALBUQUERQUE-ZIA, NM	Angela Cook	505-890-3215	angelah2003@msn.com
ALCATRAZ, CA	Joseph Riego	707-645-9227	joe@joeriego.com
ANCHORAGE, AK	Jeff Erwin	907-261-5981	Jeff.Erwin@ubs.com
ANTELOPE VALLEY, CA	Erica Verderico	661-255-9035	elvt1579@aol.com
ASHEVILLE, NC	Alfred White	828-277-4013	awwhite@NBA.com
AUSTIN, TX	Ben Templeton	512-442-0715	ben.templeton@twc.state.tx.us
BOWLING GREEN, KY	Mandy Hanson	270-358-0492	mhanson@hardin.k12.ky.us
CHARLESTON, WV	John Akerman	843-763-1102	charlestonavc@aol.com
COLUMBIA, SC	Buck Fulmer	803-791-5566	buck-hbm@sc.rr.com
DECATUR, IL	Christopher Aubrey	217-234-2385	deltasignapi891@hotmail.com
DES MOINES, IA	Ben Cleaver	515-988-6721	benc79@hotmail.com
DETROIT, MI	Troy VandenBosch	734-779-8029	troy.vandenbosch@morganstanley.com
DUBUQUE, IA	Tom Jaeger	563-543-1982	tom.jaeger@agedwards.com
GERMANY	Tamisha Nelson	(706) 790-3676 x2647	mysha25@aol.com
GRAND RAPIDS, MI	Akisha Jones	313-580-6368	ms_akisha@hotmail.com
HATTIESBURG, MS	Gina Hull	601-818-5333	tyke29@hotmail.com
JAPAN	J.D. Sparks	049-284-8333	jdsusumu@aol.com
KNOXVILLE, TN	Tom Groot	865-567-7379	mstng501@yahoo.com
LAS VEGAS, NV	Chelsea Swartz	702-360-9304	trestupnt@aol.com
CUERNAVACA/ CUATLA	Jose Eduardo Bredde Crouse	52-777-3112149	bredde@cableonline.com.mx
MIAMI VALLEY, OH	Ken Profrock	937-448-2949	profrock@juno.com
OAHU, HI	Nichole Banquil	808-348-1450	angelita2465@yahoo.com
PENSACOLA, FL	Jeff Knight	850-384-4309	ljk2deltastig@yahoo.com
PHILIPPINES	Louie Basilio	632-939-0362	lpb@info.com.ph
PIEDMONT, NC	Nick McGalliard	336-758-3654	nmcgalliard@dot.state.nc.us
PORTLAND, ME	Patrick Cotter	207-767-6500	pcotter1@yahoo.com
PORTLAND, OR	Regina Shapiro	503-554-0160	rshapiro@triadtechnology.com
PROVIDENCE, RI	Janelle Tillema	401-864-7498	janellet@itemnpd.com
RALEIGH/DURHAM, NC	Heather Faulk	919-493-6259	hfaulknycm@yahoo.com
SAN ANGELO, TX	Leann Holbert Criswell	915-947-1354	ldh@wcc.net
SAVANNAH, GA	Robert Bendetti	678-354-3771	
SEATTLE, WA	Shamone Stephenson	253-858-5712	allensms@aol.com
SOUTH FLORIDA, FL	Curtis Bernstein	561-784-0255	cbernstein@healthcareappraisers.com
TUCSON/OLD PUEBLO, AZ	Charles Farrow	520-881-5097	tuschuck@aol.com

Active Collegiate Chapter Roll

ALABAMA

Alabama
 Auburn
 Troy State
 West Alabama

ARIZONA

Arizona
 Arizona State
 Northern Arizona

CALIFORNIA

California-Berkeley
 California-Davis
 California-Los Angeles
 California-Riverside
 Cal Poly-San Luis Obispo
 Cal Poly-Pomona
 Cal State-Chico
 Cal State-Fresno
 Cal State-Fullerton
 Cal State-Long Beach
 Cal State-Northridge
 Cal State-Sacramento
 Loyola-Marymount
 Pacific
 Redlands
 San Diego
 San Diego State
 San Francisco
 San Francisco State
 San Jose State
 Santa Clara
 Southern California

COLORADO

Colorado-Boulder
 Colorado-Colorado Springs
 Colorado State
 Northern Colorado
 Western State

CONNECTICUT

Connecticut

DISTRICT OF COLUMBIA

George Washington
 Georgetown
 Howard

FLORIDA

Barry
 Central Florida
 Florida
 Florida Atlantic
 Florida International
 Florida Southern
 Florida State
 Miami
 North Florida



South Florida
 Tampa
 West Florida

GEORGIA

Georgia
 Georgia College & State
 Georgia Southern
 Georgia State
 Kennesaw State
 Mercer
 Savannah State

HAWAII

Hawaii-Hilo

ILLINOIS

DePaul
 Eastern Illinois
 Illinois at Urbana-Champaign
 Illinois State
 Lewis
 Loyola-Chicago
 Northern Illinois
 Western Illinois

INDIANA

Ball State
 Evansville
 Indiana
 Indiana-Purdue at Ft. Wayne
 Indiana-Purdue at Indianapolis
 Indiana State
 Purdue
 Valparaiso

IOWA

Drake
 Iowa
 Iowa State

KANSAS

Kansas

KENTUCKY

Bellarmine
 Western Kentucky

LOUISIANA

Louisiana State
 Louisiana Tech
 Louisiana at Lafayette
 Loyola-New Orleans
 Nicholls State
 Our Lady of Holy Cross

MARYLAND

Johns Hopkins
 Maryland

MASSACHUSETTS

Bentley
 Massachusetts-Boston

MICHIGAN

Ferris State
 Grand Valley State
 Michigan
 Michigan State
 Saginaw Valley State
 Wayne State
 Western Michigan

MINNESOTA

Minnesota
 Minnesota State
 St. Cloud State
 St. Thomas
 Winona State

MISSISSIPPI

Southern Mississippi

MISSOURI

Central Missouri State
 Missouri-Columbia
 Missouri-Kansas City
 Missouri-St. Louis
 Rockhurst
 Southwest Missouri State
 Truman State
 Washington

NEBRASKA

Nebraska-Lincoln
 Nebraska-Omaha
 Wayne State

NEVADA

Nevada-Reno

NEW JERSEY

New Jersey
 Rider
 St. Peter's

NEW MEXICO

New Mexico
 New Mexico State

NEW YORK

Albany
 Binghamton
 Buffalo
 Siena
 Syracuse

NORTH CAROLINA

North Carolina-Chapel Hill
 North Carolina-Greensboro
 Wingate

OHIO

Akron
 Bowling Green State
 Cincinnati
 Dayton
 Kent State
 Kent State
 Miami
 Ohio
 Ohio State
 Xavier

OKLAHOMA

Oklahoma
 Oklahoma State

PENNSYLVANIA

Duquesne
 Pennsylvania
 Penn State- Behrend College
 Penn State-State College

Philadelphia
 Pittsburgh
 St. Joseph's
 Temple

RHODE ISLAND

Bryant
 Roger Williams

SOUTH CAROLINA

Clemson
 South Carolina

SOUTH DAKOTA

South Dakota

TENNESSEE

Christian Brothers
 East Tennessee State
 Tennessee

TEXAS

Angelo State
 Baylor
 Houston
 North Texas
 St. Edward's
 St. Mary's
 Southern Methodist
 Texas-Arlington
 Texas-Austin
 Texas-El Paso
 Texas A & M-College Station
 Texas A & M-Corpus Christi
 Texas A & M-Kingsville
 Texas Christian
 Texas Tech

VIRGINIA

George Mason
 James Madison
 Longwood
 Lynchburg
 Virginia Commonwealth
 Virginia Tech

WEST VIRGINIA

Marshall
 Shepherd
 West Virginia

WISCONSIN

Marquette
 Wisconsin-La Crosse
 Wisconsin-Milwaukee



A Salute to Deltasig Alumni!

National Alumni Day—April 25

“So that the accomplishments and achievements of our alumni brothers may be more effectively recognized, there shall be set aside a day to be known as Alumni Day which shall fall on April 25.”

Do you recognize any of the brothers in these pictures? Can you tell us the story connected with these photos? If so, let us know and you'll be entered into a raffle for a Pearl and Ruby Badge. Contact magazine@dspnet.org with details.

How Well Do You Know Your Fraternity?

In honor of Alumni Day, take this refresher quiz and test your level of Deltasig knowledge!

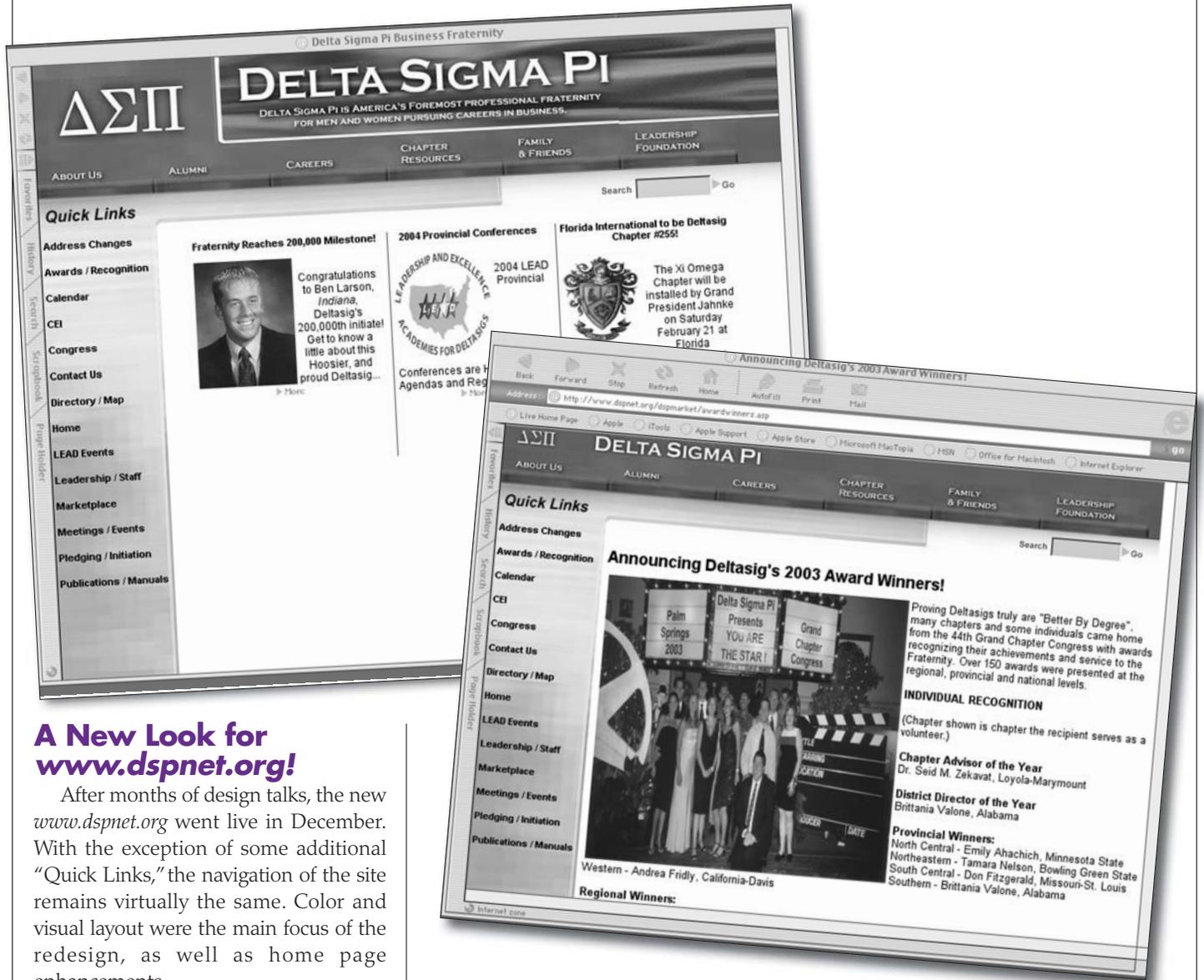
1. Who was recently initiated as Delta Sigma Pi's 200,000th member? (hint: Visit the Water Cooler!)
2. Who are the Fraternity's four founders?
3. What are Delta Sigma Pi's official colors?
4. What year did the Central Office move from 222 West Adams Street in Chicago to its current location at 330 South Campus Avenue in Oxford, Ohio?
5. Currently, how many active collegiate chapters exist?
6. Who makes up Delta Sigma Pi's Board of Directors?
7. What is the official abbreviation of Delta Sigma Pi?
8. Who was Delta Sigma Pi's first Executive Director? Who currently holds the office?
9. In what city was the first Grand Chapter Congress held and in what year?
10. What were some of the other college cities in the running to house the Central Office?

ANSWERS: 1. Ben Larson of Indiana. 2. Alexander Frank Makay, Alfred Moyseilo, Henry Albert Tenken and Harold Valentine Jacobs. 3. Old gold and royal purple. 4. 1956-5. 181
 Executive Director. 7. Deltasig (NOT Delta Sig as is commonly written). 8. Henry Cox, New York, served as the first Executive Director in 1914. Bill Schilling, Nebraska-Lincoln, is the current Executive Director. 9. New York, 1914. 10. Ann Arbor, Michigan; Bloomington, Indiana; Evanston, Illinois; and Madison, Wisconsin.



Exciting Changes!

www.dspnet.org highlights new areas and functionality of the Fraternity web site.



A New Look for www.dspnet.org!

After months of design talks, the new *www.dspnet.org* went live in December. With the exception of some additional "Quick Links," the navigation of the site remains virtually the same. Color and visual layout were the main focus of the redesign, as well as home page enhancements.

What do you think of our new look! Please email your comments to centraloffice@dspnet.org

Check out the New Awards & Recognition Section!

The new Awards & Recognition section, "Awards/Recognition" Quick Link, will take you to your new source for all information and activities related to Fraternity awards and recognitions. It provides information about the awards

program and past winners. This area also allows chapters and individuals to submit nominations and/or applications online for all individual awards given by the Fraternity as part of its awards program. Additionally, it provides ranking, voting, and final selection functionality to all individuals involved in the selection processes.

Questions regarding awards may be directed to Dale Clark (dale@dspnet.org, x232) or Scholastic Development & Awards Committee Chair, Missy Ekern

(mkekern@hotmail.com). Make sure and check out the Frequently Asked Questions document contained in this section which, in addition to other topics, lists which awards are applied for online.

A BIG THANKS to Scholastic Development & Awards Committee member Duckie Webb, for creating this link, and Missy Ekern for providing her assistance with testing the site and answering questions. ▲

ΔΣΠ Staff Welcomes Renee Maus!

Renee Maus joined the Central Office staff January 7 as a part-time Administrative Assistant-Chapter Services. Her previous work experience includes a variety of office jobs in the Cincinnati area. Renee lives in Hamilton, and has been a stay-at-home mom for the last year, with a 3-year-old child. She was raised in Oxford where her parents still have a small farm with Christmas trees and a saw mill. She graduated from Talawanda H.S., in Oxford, and attended Miami-Ohio's Hamilton campus.



BREAKING NEWS!

Congratulations to 2004 Career Achievement recipient Joe Mayne, *St. Cloud State*, and 2004 Lifetime Achievement recipient Richard "Nick" Steinkrauss, *Suffolk*. Check out www.dspnet.org for more details!

Fraternity Reaches 200,000 Milestone!

Congratulations to Ben Larson, *Indiana*, Deltasis's 200,000th initiate! Get to know a little about this Hoosier, and proud Deltasisg...



Hometown: Omaha

Interests: Sports – including golf, basketball, baseball, football, cross country, and soccer

A Hoosier – Why not a Husker? "I've played soccer since the age of five and was offered a soccer scholarship to Indiana-Purdue at Indianapolis. I transferred to Indiana after deciding that soccer shouldn't be as big as a priority as it had been in the past—I decided to stick with the Kelley School of Business."

Thoughts about Delta Sigma Pi: "I joined Deltasis to meet new people and join a respectable organization.

I really enjoy the fact that I am surrounded by so many driven, intelligent people who make a difference through community service events. The professional and social activities are also very worthwhile. Now that I am in Delta Sigma Pi, I have a better understanding of what brotherhood is all about. There is always someone there for you whether it's for a ride or just someone to hang out and talk with. I am glad to be a brother."

Some Interesting Facts:

- Brother Larson was voted pledge class clown.
- Ben is a huge Husker football fan. In Ben's words, "the original Go Big Red."
- His older brother, Ryan, is currently serving in Iraq.
- Ben's family loves to golf and takes frequent trips to California and Arizona to golf together.
- Deltasis provided Ben with some special gifts recognizing this special milestone, including merchandise from Embroidery 4 All and a LEAD room and registration.

Calendar of Events:

2004

April 25

National Alumni Day

August 6-8

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

October 16

Minneapolis LEAD School – *Minneapolis Marriott City Center*

October 23

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

October 30

Tampa LEAD School – *Doubletree Hotel Tampa Westshore Airport*

Buffalo LEAD School – *Buffalo/Niagara Marriott*

November 7

Founders' Day

November 13

New Orleans LEAD School – *Radisson Hotel New Orleans*

2005

April 25

National Alumni Day

February 4-6

Northeastern LEAD Provincial Conference – *Washington D.C.*

February 18-20

North Central LEAD Provincial Conference – *Lisle, IL (Chicago suburb)*

Southern LEAD Provincial Conference – *Birmingham*

February 25-27

South Central LEAD Provincial Conference – *Kansas City*

Western LEAD Provincial Conference – *Reno*



August 10-14

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

**Interested in writing for The DELTASIG?
Contact the Assistant Director
of Communications at
magazine@dspnet.org.**



Florida International, in Miami, is one of the newest universities, offering its first classes in 1972. It is also one of the largest business programs, with over 3,500 undergraduates in the College of Business Administration. This group was planning to be installed as Xi Omega Chapter at press time (February 21).

Delta Sigma Pi Continues to

But we need your help to keep a good thing growing . . .



ST. LOUIS colony members get in the holiday spirit and celebrate winning the university's toy drive, collecting toys for the Cardinal Glennon hospital. Pictured (from left): Matt Hudson, District Director Louis Maull, Jennifer Keith (buried under toys) and Stephanie Morris

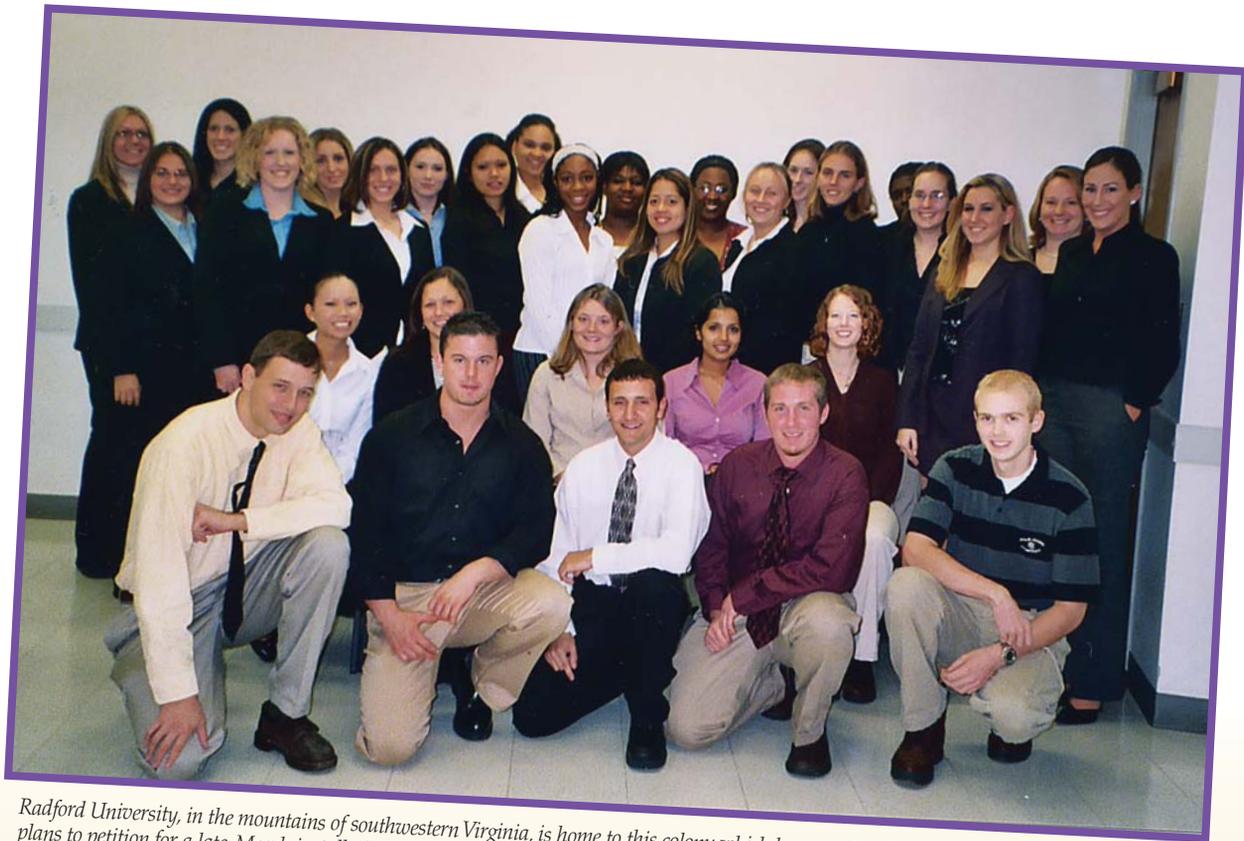
Delta Sigma Pi is always interested in starting new chapters at colleges and universities whose business school or department is large enough to support and sustain a successful chapter. There are approximately 800 campuses in the U.S. on our list for potential expansion. More specifically, those schools have been identified as having business or economics programs with over 400 students in the Bachelor degree programs (grad students are also eligible) and may be able to meet all Delta Sigma Pi membership and operational requirements. The Fraternity already operates 181 collegiate chapters and nine colonies seeking a charter, making it among the largest of all Greek letter organizations.

Alumni members, as well as existing collegiate and faculty members, can help. Having a Deltasig on campus, or in nearby campus communities, is extremely valuable in recruiting charter members and encouraging them as they plan activities and learn what a professional fraternity is

all about – specifically how Delta Sigma Pi operates.

Programs, policies, and people are constantly changing. To assist with developing a new colony (the reference before becoming a chapter), it is necessary that you are updated and aware of the current requirements for a chapter charter as stated in Section Q of our National Policies and Procedures Manual—available for viewing on www.dspnet.org (click on Publications/Manuals). Note that reactivating a chapter that previously closed requires the same steps and procedures as a new development.

The first step with the college or university is to obtain their approval for us to distribute information to determine student interest. Having Deltasigs on campus, or in nearby communities, conveys that our membership can support a local effort in addition to support services offered from the national level. Once the business school administration concurs with our effort, we are able to plan recruit-



Radford University, in the mountains of southwestern Virginia, is home to this colony which has completed its chartering requirements and plans to petition for a late-March installation.

ing strategies and proceed with an interest group.

If you are interested in helping start a chapter at a school in your area, you may contact Dale Clark, Director of Chapter and Expansion Services, at the Central Office at 513-523-1907 (x232) or at dale@dspnet.org.

The following lists include our current efforts and a priority wish list based on recent inquiries, locations, or enrollments that meet our requirements.

Current colony efforts, interest groups, or university approvals obtained:

- Florida International – Miami, FL
- Radford – Radford, VA
- Wright State – Dayton, OH
- Ohio Dominican – Columbus, OH
- Northwestern-Evanston – Evanston, IL*
- California-San Diego – La Jolla, CA
- St. Louis – St. Louis, MO*
- Cornell – Ithaca, NY
- Denver – Denver, CO*
- Cal State-Hayward – Hayward, CA*
- Francis Marion – Florence, SC
- Massachusetts-Amherst – Amherst, MA
- Wisconsin-Whitewater – Whitewater, WI*

Priority Wish List for Development:

WESTERN US:

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

EAST CENTRAL US:

- Kentucky – Lexington, KY*
- Northern Kentucky – Highland Heights, KY
- North Carolina State – Raleigh, NC*
- East Carolina State – Greenville, NC*
- Appalachian State – Boone, NC
- Old Dominion – Norfolk, VA
- Virginia – Charlottesville, VA*

SOUTHEAST US:

- Middle Tennessee State – Murfreesboro, TN
- Valdosta State – Valdosta, GA
- College of Charleston – Charleston, SC
- Mississippi State – Starkville, MS*

NORTHEAST US:

- Ithaca College – Ithaca, NY*
- Oswego State – Oswego, NY
- New York – New York, NY*
- Pace – New York, NY
- Babson College – Babson Park, MA*

- Boston College – Chestnut Hill, MA*
- Southern Connecticut State – New Haven, CT
- Central Connecticut State – New Britain, CT
- Delaware – Newark, DE
- Goldey-Beacom College – Wilmington, DE
- Towson State – Towson, MD
- New Hampshire – Durham, NH
- Montclair State College – Montclair, NJ
- Villanova – Villanova, PA

MIDWEST / PLAINS:

- Kansas State – Manhattan, KS
- Northwest Missouri State – Maryville, MO
- Bellevue – Bellevue, NE

SOUTH CENTRAL US:

- Tulane – New Orleans, LA*
- Southeastern Louisiana – Hammond, LA*
- McNeese State – Lake Charles, LA*
- Sam Houston State – Huntsville, TX*
- Texas-San Antonio – San Antonio, TX

GREAT LAKES AREA:

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

*An * indicates a chapter has previously existed at this school, but is now no longer active.*



Lifelong Opportunities

Because growth and friendship are important to us all throughout our lives, the Delta Sigma Pi experience doesn't end with college graduation. To stay involved and connected with Deltasig. . .

- Wear your badge or other Deltasig jewelry
- Display your framed membership certificate
- Reminisce with someone from your chapter
- Read *The DELTASIG* magazine
- Keep up-to-date with the Fraternity web site: www.dspnet.org
- Share with a special brother how he or she made a difference in your life
- Participate in Make A Difference Day, or our National blood drive, with your local collegiate or alumni chapter
- Send an encouraging message to your collegiate chapter
- Buy some Fraternity apparel or merchandise at www.emb4all.com or www.dspnet.org
- Attend a Founders' Day or Alumni Day celebration
- Share your time and talents with collegiate brothers
- Assist with the recruitment of new members
- Contribute resources to ensure opportunities for future Deltasig leaders. Make tax deductible donations to the Delta Sigma Pi Leadership Foundation.
- Organize a chapter reunion
- Attend LEAD Schools, Provincial Conferences and/or Grand Chapter Congress
- Join an alumni chapter (or start one if there isn't a local chapter)

In Delta Sigma Pi, the possibilities are limitless. . .

Have questions or want more information about alumni involvement and the opportunities of lifelong membership? Visit our web site at www.dspnet.org or contact alumni@dspnet.org or 513-523-1907 x244.



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 (513) 523-1907
www.dspnet.org

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