

THE

DELTA SIGA PI

MARCH 2008

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

Boston's Back!

See story on page 2.



Building Brotherhood Around the Globe

Delta Sigma Pi Gains Another State and a Chapter Returns!

Two milestones were achieved last October—the installation of our first Delaware chapter and the reactivation of Gamma Chapter at Boston!

Deltasig Expands to Delaware

The colony at the University of Delaware in Newark began in June 2006 and was installed as Omicron Omega Chapter (#264) on October 6 with 34 students and four faculty members. Grand President Mitch Simmons presided over the initiation ceremonies and was joined by collegians from Pennsylvania, Mercer, Johns Hopkins and Philadelphia. Also present were alumni from Richmond, Washington DC, Philadelphia, Baltimore, Capital Regional Vice President Frank Hodas, Eastern Regional Vice President Tom Calloway, Assistant Pledge Educator Amanda Moretto, the colony's first district director Effie Dolan, Leadership Foundation Trustee Bryan McMillan, Golden Council member Sparky Graves, and Director of Chapter and Expansion Services Dale Clark.

The installation banquet was held at Clayton Hall Banquet Center and emceed by Brother Hodas. Grand President

Simmons presented the chapter charter and many parents and friends joined for the historic occasion.

The University of Delaware began as a small private institution in 1742 with a class of 10 students. Today it has an enrollment of over 20,000. The Alfred Lerner College of Business and Economics was founded in 1963 and is AACSB accredited. Over 2200 students are enrolled in eight undergraduate majors that are offered, as well as the MBA.

The colony participated in the college of business lecture series on various finance and entrepreneurship topics and hosted their own speakers on management, the hospitality industry, and alumni career panels. They have engaged in a wide range of service events including Relay for Life, Ronald McDonald House, Bird Rescue, Delaware Food Bank, and Newark clean-up. Welcome Omicron Omega!

Welcome Deltasig's first chapter in Delaware! The Omicron Omega Chapter at the University of Delaware was installed October 6 with 34 students and four faculty members.



Welcoming Back One of Our First!

On October 13, Gamma Chapter at Boston University was reactivated. It was originally installed on June 10, 1916 and was previously closed for three short periods in its history (with previous reactivations in 1965 and 1988).

The colony began in February 2006 and culminated into the successful initiation of 44 students and two faculty members. The colony toured three businesses and hosted several speakers on topics such as finance, law, professional dress, interviewing, and entrepreneurship. Their service program supported charitable groups including March of Dimes and Juvenile Diabetes Foundation, and they participated in several university service opportunities.

Grand President Mitch Simmons re-installed the group during a banquet held at the School of Management executive dining room. New England Regional Vice President Laura Bittner presided over the occasion, which also included presentations by Vice President-Organizational Development Mark

Chiacchiari and Membership Services Coordinator Heather Troyer. Other Fraternity leaders in attendance included District Directors Bryon Goguen and Bonita Yip, Pledge Educator and Golden Council member Paul Carpinella, Golden Council member and Trustee Emeritus Nick Steinkrauss and members from Boston Alumni Chapter, Bentley, Bryant, and Massachusetts-Boston.

Boston University is a private institution that began in 1867 as the Boston School of Theology, of which three Methodist businessmen later petitioned the Commonwealth of Massachusetts. From its opening day, the school always admitted both men and women from all race and religious affiliations. Currently there are over 16,000 undergraduates and over 12,000 graduate students enrolled. Ten major concentrations are offered to an enrollment of 2700 students. Welcome back Gamma brothers! ▲



Originally installed on June 10, 1916, many brothers came to celebrate the reactivation of the Boston chapter. From left: Grand President Mitch Simmons, District Director Bryon Goguen, Rachel Penzias, Senior Vice President Jessica Moore, Chancellor Jennifer Morris, VPCO Thomas Padula, New England Regional Vice President Laura Bittner, VPPA Jon Hammer, President Jenny Waxberg, VPF Mark Posluszny, VP-AR Cecilia Enriquez, Don Slaboszewski, VPSA Jenna Klebanoff, Vice President-Organizational Development Mark Chiacchiari, faculty initiate David Randall and District Director Bonita Yip.

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On the Cover:

Boston University brothers gather in the Virginia Hughes Chiles Atrium. Sergio Castillo's metallic sculpture symbolizes the school's emphasis on global management.

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The Dubai "Sheikh Zayed Road" highway runs parallel to the coastline from Trade Centre Roundabout to the border with the emirate of Abu Dhabi. It is named after former United Arab Emirates president Sheikh Zayed bin Sultan Al Nahyan.

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Do Something that Matters

by Eddie Stephens, Miami-Florida

Every successful business has a mission statement. A common understanding of where the company is going and how they will get there. A common vision. A constant reminder. A thread that weaves the organization together. So wouldn't it make sense to apply that application to one's personal track? A statement that defines one own's existence. I know...pretty deep.

I have one. It's simple, so I'll share it with you; "I want to do something that matters."

Let's face it, the world around us is changing and some argue not for the good. Dysfunction is becoming the norm. Things used to be simple. When I was young, we only had 5 TV stations, and only one of them was cool. And I'm only 35! Now my satellite has over 600 channels and I can't find anything good on the TiVO. Oh, what a complicated life we have created for ourselves.

If we are going to have a more productive, functional society we have to

step up to the plate. We have to leave this world in better condition than we found it. Reverse the trend. Whether it is in your chapter, family, company or community we have to make a commitment to make a difference. As we do, we are leading by example. If this is done in an enthusiastic, appropriate manner you will find it to be contagious and others around you will become infected, and thus the cycle continues.

Deltasig is a tool that can assist you in meeting these goals. It can be a deep meaningful experience, or a line on your resume. The option is yours. Some of the non-fraternal members in my life have questioned my involvement in what they deem to be a "collegiate organization." It is hard to describe the leadership and time management skills I



developed in college; interpersonal skills learned while on the Board; the ability to sell a worthy cause as a Trustee. These are all subjective skills that are hard to put a "price tag" on.

However, there are other skills that can be valued. Since graduation, I have presented seminars at 7 congresses and dozens of LEADs. Now I am doing the same thing within my profes-

sional associations. My peers have not had the opportunity to gain the experience that I had the privilege to enjoy as a Deltasig. This has directly contributed to my professional success. I can put a value on it.

I have also used Delta Sigma Pi as an opportunity to give back to the community. If everyone in the world put effort into a selfless act, well... this would certainly be a better place. It is unrealistic to think that everyone will take this extra step. However, if you did, that would be one person. If you do so enthusiastically, you might influence others to do the same.

Whether it's your participation in your chapter, your involvement of time in community events or financial support of charitable organizations, I respectfully suggest as a leader you should "lead by example" and do something that matters.

As we celebrate 100 years of brotherhood, I must say, I'm proud to be a Deltasig!

Fraternally,

Eddie Stephens

Eddie Stephens is president and chairman of the Delta Sigma Pi Leadership Foundation.



Howard brothers met with President George W. Bush during their January 21 visit to the Martin Luther King Jr. Memorial Library in Washington D.C. The brothers, "doing something that matters" participated in the District of Columbia's second annual day of service.

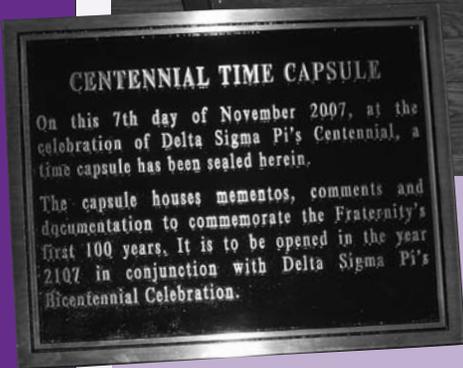
"Fraternal Forum" allows elected leaders, staff, and interested members to offer updates, viewpoints and commentaries on issues facing the Fraternity. Contact the Central Office if you have an interest in authoring a column. Final determination of content rests with the editorial staff.



Time capsule items were contributed by 10K Club Centennial Founders, a Leadership Foundation giving program.



Past Executive Director Mike Mazur shared memories of his years in Oxford and thanked local fraternity executives—some of whom he worked with back in the '80s/'90s—for their partnership and friendship over the years. Four other Greek fraternity headquarters are based in Oxford.



The Centennial Time Capsule has been placed in a wooden cabinet that now resides in the Founders' Room at the Central Office. A bronze plaque on top of the cabinet provides instruction for its future.

Nearly 100 brothers and guests visited the Central Office on November 7 to help celebrate our Centennial birthday. Attendees toasted the occasion with Centennial punch.



Preserving the Past, Celebrating the Future!

Highlights from the November 7 Central Office Centennial Celebration and Time Capsule Dedication



The dedication of the Centennial time capsule, led by event emcee and Foundation Trustee Joe Mayne. Joe recognized those who helped the Fraternity become what it is today. The capsule is on permanent display in the Central Office Founders' Room, encased in a beautifully handcrafted cabinet.

Nearly 100 brothers (including area alumni and students from Miami and Xavier), local fraternity executives, vendors, city council members, the mayor of Oxford, and several other guests attended the November 7 Centennial celebration and time capsule dedication held at the Central Office.

The event was emceed by Leadership Foundation Trustee Joe Mayne who provided an eloquent toast, dedications and

a brief history of the Fraternity and Central Office. Past Executive Director Mike Mazur also spoke, reminiscing on his 13 years on staff. Current Executive Director Bill Schilling added some remarks, as well as welcoming and thanking attendees and program participants. Honored were the Centennial Founders of the 10K Club, who were given the opportunity to include items in the time capsule. Some of the items presented include: the Harris Directory, our

web site DVD, Ritual book, a KPR box, personal letters, Pink Poodle and Yellow Dog items, t-shirts, pins, scrapbooks and other memorabilia. Extra special thanks goes to these 10K Club Centennial Founders for their generous donations to the Leadership Foundation!

Stefanie K. Frank (wife of Clarence "Red" Frank, Detroit)

Timothy D. Gover, *Southern Methodist*

Gregary W. Howell, *Pacific*

Laura L. Howell, *Nevada-Las Vegas*

Randy L. Hultz, *Truman State*

Gregory Koch, *Missouri State*

Katie I. Koch, *Eastern Illinois*

Norman Kromberg, *Nebraska-Lincoln*

Corey D. Polton, *Cal State-Fullerton*

John D. Richardson, *Arizona State*

Claire Sammon Roberts, *San Francisco State*

Mark A. Roberts, *San Francisco*

Sandra L. Shoemaker, *Missouri State*

Eddie E. Stephens III, *Miami-Florida*

Philip H. Turnquist, *Indiana State*

Joseph T. Ward, *Lewis*

James "Duckie" Webb, *Houston*

Thanks to Virg Otto, the local craftsman who built the wooden cabinet to house the time capsule for the next 100 years. Thanks are also in order to the following Miami-Ohio students who helped conduct tours of the Central Office: Annie Wiertz, Jillian Brundage, Andy Edeburn, Lindsay Schmid, Zach Fisher, Mike Selvage, Aimee Tunnacliffe and Brian Prescott. ▲

2007 LEAD Schools Continue the Centennial Celebration!

Delta Sigma Pi's Centennial brought over 5,000 brothers to the 2007 LEAD Schools, Grand Chapter Congress, the time capsule dedication at the Central Office and Centennial celebrations in conjunction with each LEAD School. The LEADs enjoyed record-breaking numbers with nearly 1600 brothers in attendance in Cleveland, San Jose, Atlanta, Houston and Chicago. The Chicago event proved the largest on record with 464 attendees! A Centennial celebration followed each LEAD School with themes ranging from black-tie events to a toga party—needless to say, good times were had by all! ▲



Duquesne brothers, along with Northeastern Provincial Vice President Onuka Ibe (far left) and Steel Valley Regional Vice President Wayne Lauer (far right) at the Cleveland LEAD School.



"I'll take Deltasig history for \$500!" Brothers got into the game show spirit at the Atlanta Centennial banquet. From left: Leadership Foundation Trustee Greg Howell, Mercer District Director Carrie Burns, Trustee Emeritus Claire Moomjian, Vice President-Organizational Development Mark Chiacchiari, West Palm Beach Alumni Chapter Secretary Austin Radus and Southeastern Regional Vice President Darrick Williams.



Great Lakes Regional Vice President Kim Ward (far right) acquaints herself with collegians at the Chicago LEAD.



At the San Jose LEAD, Dan Doyle (right), a former Central Office staff member and Golden Council member, was presented his certificate for Trustee Emeritus of the Leadership Foundation. Greg Howell (left) is a current Trustee.



Showing they are truly a Greek couple, National Alumni Development Chair Rochelle and Los Angeles Alumni Chapter Treasurer Jim Siegrist show off their finest attire at the San Jose Centennial toga party.



Grand President Mitch Simmons presents 2001 Career Achievement Recipient Mike Mescon with his Golden Helmet at the Atlanta LEAD, following Brother Mescon's keynote address to the attendees. Congratulations, Mike, on your 50 years of fraternal service!



Some well-known faces were working the Leadership Foundation table at the Houston LEAD! From left: South Central Provincial Vice President Jeff Gallentine, Past Grand President Kathy Jahnke, Leadership Foundation Trustees Lisa Schram, Joe Mayne and Greg Koch and Vice President-Finance Joe Ward.



The South Central provincial community service project, Toys for Tots, proved a huge success at the Houston LEAD—dozens of toys were collected. Assisting the Marines, from left: Provincial Committee Chair Derry Webb, Golden Council member Cindy McSpadden, National Community Service Chair Tracey Florio and Arlington Area Lone Star President Paul Brodie.

Congratulations to the 2006-2007 Delta Sigma Pi Award Winners!

INDIVIDUAL RECOGNITION

(Chapter shown is chapter the recipient serves as a volunteer)

National District Director of the Year

Patrick I. Flynn, *Pittsburgh*

PROVINCIAL WINNERS

North Central—Hillary Burkett, *Indiana*

Northeastern—Patrick Flynn, *Pittsburgh*

South Central—Kevin Weber, *Saint Louis*

Southern—William Mallett, *West Florida*

Western—Marcial Hoyos, *California-Davis*

REGIONAL WINNERS

Atlantic Coast—Tasha Everette, *Florida State*

Bay Area—Natalie Nguyen, *Santa Clara*

Capital—Jared Degnan, *Howard*

Central—Hillary Burkett, *Indiana*

Central Gulf—William Mallett, *West Florida*

Desert Mountain—Anna Clark, *New Mexico*

Eastern—Lesley Ross, *New York*
(when Alpha Alpha Alpha colony)

Gateway—Kevin Weber, *Saint Louis*

Great Lakes—Tyrone Newsome, *Western Illinois*

Great Plains—Nichelle Dawkins, *Drake*

Gulf South—Alexis Carville, *Nicholls State*

Steel Valley—Patrick Flynn, *Pittsburgh*

Gulf Western—Faith Hughes, *Texas-San Antonio*

Huron—Matthew Carrington, *Western Michigan*

Mid-Atlantic—R. Steven Collins, *Virginia Tech*

Mid-South—Priscilla Rogers, *Tennessee*

Midwestern—Meagan Brammell, *Rockhurst*

New England—Joseph DeVivo, *Massachusetts-Boston*



David Dawley was named the National Chapter Advisor of the Year for his dedication to the West Virginia chapter. Congratulations!

Niagara—Aaron Beauregard, *Buffalo*

North Central—Jeannie Ender, *Winona State*

Pacific Coast—Edward Pierce, *California-Riverside*

Rocky Mountain—Sheri Powers, *Denver*

Sierra Nevada—Marcial Hoyos, *California-Davis*

South Atlantic—Janice Tran, *Florida Southern*

South Pacific—Christopher Garlington, *California-Los Angeles*

Southeastern—Bylli Daniels, *Georgia State*

Southwestern—Bryan Becan, *Texas-Arlington*

National Chapter Advisor of the Year

David D. Dawley, *West Virginia*

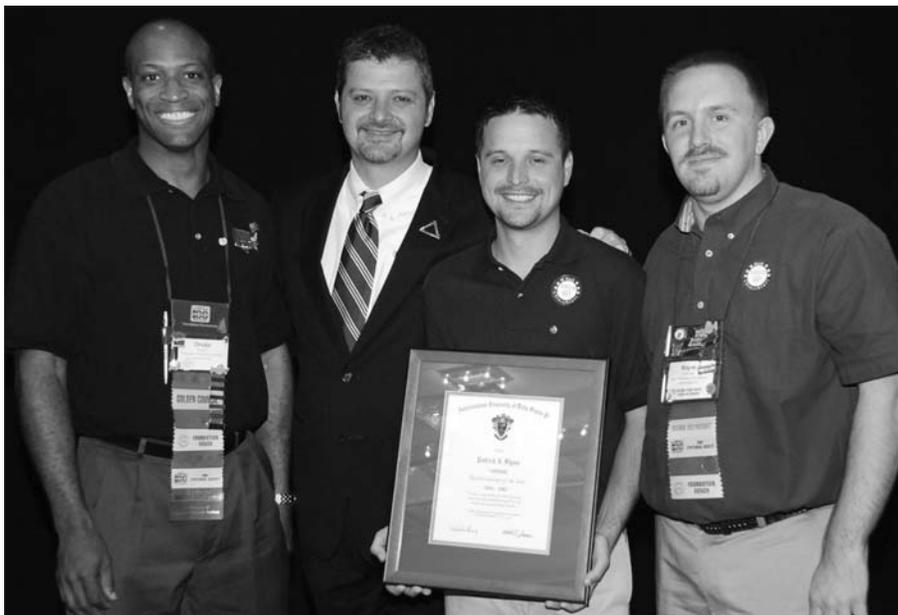
PROVINCIAL WINNERS

North Central—Glenn Haynes, *Western Illinois*

Northeastern—David D. Dawley, *West Virginia*

Southern—Timothy Dills, *East Tennessee State*

Western—Paul Sandoval, *New Mexico*



Congratulations Patrick Flynn—named National District Director of the Year! From left: Northeastern Provincial Vice President Onuka Ibe, Grand President Mitch Simmons, Flynn, and Steel Valley Regional Vice President Wayne Lauer. Flynn, a Penn State-Erie initiate, was district director for Pittsburgh.



Brothers from California-Riverside celebrate their National Outstanding Scholastic Development win—receiving congratulations from Grand President Mitch Simmons (back row, center), District Director Eddie Pierce (back row, right of center), Western Provincial Vice President Chuck Brown (back row, 3rd from right) and Pacific Coast Regional Vice President Paul Dawson (far right).

REGIONAL WINNERS

- Steel Valley**—David Dawley,
West Virginia
- Eastern**—Alan Wiman, *Rider*
- Central Gulf**—Gayle Baugh,
West Florida
- Capital**—Mark Usry, *James Madison*
- Mid-Atlantic**—Melanie Marks,
Longwood
- Desert Mountain**—Paul Sandoval,
New Mexico
- Pacific Coast**—Ralph Miller,
Cal Poly-Pomona
- Atlantic Coast**—Thomas Case,
Georgia Southern
- Mid-South**—Timothy Dills,
East Tennessee State
- Great Lakes**—Glenn Haynes,
Western Illinois
- Bay Area**—Bonnie Black, *Cal State-East Bay*
- Niagara**—Muriel Anderson, *Buffalo*

COLLEGIATE CHAPTER AWARDS

Honor Roll for 2006–07

- Cal Poly-Pomona
California-Riverside
Redlands
San Diego State

Honorable Mention 2006–07

- Cal State-Fullerton
Longwood
Washington-St.Louis
Winona State

National Outstanding Chapter

- Penn State-State College

PROVINCIAL WINNERS

- North Central**—Indiana
- Northeastern**—Penn State-State College
- South Central**—Truman State
- Southern**—Bellarmine
- Western**—California-Riverside

REGIONAL WINNERS

- Bay Area**—San Jose State
- Capital**—Johns Hopkins
- Central**—Indiana
- East Central**—Miami-Ohio
- Eastern**—Penn State-State College
- Gateway**—Truman State
- Great Lakes**—Indiana-Purdue at Ft. Wayne
- Great Plains**—Drake
- Mid-Atlantic**—North Carolina-Chapel Hill
- Mid-South**—Bellarmine
- Midwestern**—Rockhurst
- New England**—Roger Williams
- Niagara**—Buffalo
- Pacific Coast**—California-Riverside
- Sierra Nevada**—California-Davis
- South Pacific**—Cal Poly-San Luis Obispo
- Southwestern**—Oklahoma
- Steel Valley**—Pittsburgh



Congratulations to brothers from Indiana-Purdue at Ft. Wayne who were named the National Most Improved Collegiate Chapter! Grand President Mitch Simmons (back row, left of center) and North Central Provincial Vice President Amy Briggs (front row, 4th from right) proudly join the celebration.

National Most Improved Collegiate Chapter

Indiana-Purdue at Ft. Wayne

PROVINCIAL WINNERS

North Central—Indiana-Purdue at Ft. Wayne

Northeastern—Johns Hopkins

South Central—Rockhurst

Western—Southern California

REGIONAL WINNERS

Bay Area—Santa Clara

Capital—Johns Hopkins

Gateway—Missouri-Columbia

Great Lakes—Indiana-Purdue at Ft. Wayne

Midwestern—Rockhurst

New England—Massachusetts-Boston

Niagara—Buffalo

Pacific Coast—San Diego State

Sierra Nevada—Cal State-Fresno

South Pacific—Southern California

Southwestern—Texas-Arlington

Steel Valley—Penn State-Erie

National Outstanding Collegiate Service

California-Riverside

PROVINCIAL WINNERS

North Central—South Dakota

Northeastern—Penn State-State College

South Central—Louisiana at Lafayette

Southern—Bellarmine

Western—California-Riverside

REGIONAL WINNERS

Atlantic Coast—Florida State

Bay Area—San Jose State

Capital—Johns Hopkins

Central Gulf—Southern Mississippi

Desert Mountain—Texas-El Paso

East Central—Bowling Green State

Eastern—Penn State-State College

Gateway—Missouri-St. Louis

Great Lakes—Western Illinois

Great Plains—South Dakota

Gulf South—Louisiana at Lafayette

Gulf Western—Houston

Mid-Atlantic—Longwood

Mid-South—Bellarmine

New England—Roger Williams

Niagara—Cornell

North Central—Winona State

Pacific Coast—California-Riverside

Sierra Nevada—California-Davis

South Pacific—Cal Poly-San Luis Obispo

Southwestern—Texas-Arlington

Steel Valley—Pittsburgh

National Outstanding Professional Activities

Pittsburgh

PROVINCIAL WINNERS

North Central—Indiana

Northeastern—Pittsburgh

South Central—Rockhurst

Southern—Florida State

Western—California-Riverside

REGIONAL WINNERS

Atlantic Coast—Florida State

Bay Area—San Jose State

Capital—Howard

Central—Indiana

Central Gulf—Southern Mississippi

Desert Mountain—Arizona

East Central—Cincinnati



National Outstanding Financial Operations for a collegiate chapter went to Cal Poly-San Luis Obispo! On hand to offer congratulations were Grand President Mitch Simmons (2nd from left), Western Provincial Vice President Chuck Brown (back row, middle) and then South Pacific Regional Vice President Tom Skinner (far right).

- Eastern**—Penn State-State College
- Gateway**—Washington-St. Louis
- Great Lakes**—Indiana-Purdue at Ft. Wayne
- Great Plains**—South Dakota
- Gulf South**—Louisiana at Lafayette
- Gulf Western**—Houston
- Mid-Atlantic**—Virginia Tech
- Mid-South**—Tennessee
- Midwestern**—Rockhurst
- New England**—Roger Williams
- Niagara**—Syracuse
- North Central**—Winona State
- Pacific Coast**—California-Riverside
- Sierra Nevada**—California-Davis
- South Pacific**—Southern California
- Southwestern**—Texas-Arlington
- Steel Valley**—Pittsburgh

National Outstanding Financial Operations

Cal Poly-San Luis Obispo

PROVINCIAL WINNERS

- North Central**—Wayne State-Nebraska
- Northeastern**—Roger Williams
- South Central**—Truman State
- Southern**—Tennessee
- Western**—Cal Poly-San Luis Obispo

REGIONAL WINNERS

- Bay Area**—San Jose State
- Capital**—Johns Hopkins

- Desert Mountain**—New Mexico State
- East Central**—Cincinnati
- Eastern**—Pennsylvania
- Gateway**—Truman State
- Great Lakes**—Loyola-Chicago
- Great Plains**—Wayne State-Nebraska
- Gulf South**—Louisiana at Lafayette
- Mid-South**—Tennessee

- New England**—Roger Williams
- Niagara**—Buffalo
- Pacific Coast**—California-Riverside
- Sierra Nevada**—California-Davis
- South Pacific**—Cal Poly-San Luis Obispo
- Southwestern**—Texas-Arlington

National Outstanding Alumni Relations

Southern California

PROVINCIAL WINNERS

- North Central**—Winona State
- Northeastern**—Pittsburgh
- South Central**—Louisiana at Lafayette
- Southern**—Florida State
- Western**—Southern California

REGIONAL WINNERS

- Atlantic Coast**—Florida State
- Capital**—Johns Hopkins
- Eastern**—Pennsylvania
- Gateway**—Truman State
- Great Lakes**—Western Illinois
- Great Plains**—Wayne State-Nebraska
- Gulf South**—Louisiana at Lafayette
- Mid-Atlantic**—Longwood
- Mid-South**—Bellarmine
- Midwestern**—Rockhurst
- New England**—Roger Williams



The award for National Outstanding Alumni Relations was presented to Southern California. Helping accept the award from Grand President Mitch Simmons (2nd from left) were (from left): Vice President-Alumni Relations Veronica Quon, Western Provincial Vice President Chuck Brown, Lorenza Tupaz, President Davi Kong and then South Pacific Regional Vice President Tom Skinner.

Awards

Niagara—Buffalo
North Central—Winona State
Pacific Coast—Cal State-Fullerton
Sierra Nevada—California-Davis
South Pacific—Southern California
Southwestern—Oklahoma State
Steel Valley—Pittsburgh

National Outstanding Scholastic Development

California-Riverside

PROVINCIAL WINNERS

North Central—Indiana-Purdue at Ft. Wayne
Northeastern—Pittsburgh
South Central—Louisiana at Lafayette
Western—California-Riverside

REGIONAL WINNERS

Bay Area—Santa Clara
Capital—Johns Hopkins
Eastern—Pennsylvania
Gateway—Truman State
Great Lakes—Indiana-Purdue at Ft. Wayne
Great Plains—Wayne State-Nebraska
Gulf South—Louisiana at Lafayette
Midwestern—Rockhurst
New England—Massachusetts-Boston



The Atlanta Alumni Chapter received two awards—National Outstanding Community Service and National Outstanding Professional Activities. On hand to accept the awards from Grand President Mitch Simmons was Chapter Vice President Donna Zachman.

Niagara—Cornell
Pacific Coast—California-Riverside
Sierra Nevada—California-Davis
South Pacific—Cal Poly-San Luis Obispo
Southwestern—Southern Methodist
Steel Valley—Pittsburgh

ALUMNI CHAPTER AWARDS

National Outstanding Chapter

Philadelphia

PROVINCIAL WINNERS

Northeastern—Philadelphia
South Central—Arlington Area Lone Star
Southern—Atlanta

REGIONAL WINNERS

Capital—Baltimore
Eastern—Philadelphia
Mid-South—Knoxville
Southeastern—Atlanta
Southwestern—Arlington Area Lone Star
Steel Valley—Pittsburgh

National Most Improved Chapter

Arlington Area Lone Star

PROVINCIAL WINNERS

Northeastern—Philadelphia
South Central—Arlington Area Lone Star
Southern—Knoxville



Proud members of the Los Angeles Alumni Chapter, and Grand President Mitch Simmons, celebrate their win for National Outstanding Collegiate Relations. From left: Maria Di Paolo, Treasurer Jim Siegrist, National Alumni Development Chair Rochelle Siegrist, Simmons, Western Provincial Vice President Chuck Brown, Golden Council member Paul Garcia, President Corey Polton and then South Pacific Regional Vice President Tom Skinner.



Congratulations to Pittsburgh for their National Outstanding Professional Activities win! From left: Northeastern Provincial Vice President Onuka Ibe, Madeline Moran, Joe Dopirak, Brant Hawk, Amy Milanak, Grand President Mitch Simmons, 2007 National District Director of the Year Patrick Flynn, Steel Valley Regional Vice President Wayne Lauer, and proud alumnus 2004 National Collegian of the Year Stephanie Menio.

REGIONAL WINNERS

- Capital**—Baltimore
- Eastern**—Philadelphia
- Mid-South**—Knoxville
- Midwestern**—Kansas City
- Southwestern**—Arlington Area
Lone Star
- Steel Valley**—Pittsburgh

**National Outstanding
Community Service**

Atlanta

PROVINCIAL WINNERS

- Northeastern**—Philadelphia
- South Central**—Kansas City
- Southern**—Atlanta

REGIONAL WINNERS

- Eastern**—Philadelphia
- Mid-South**—Knoxville
- Midwestern**—Kansas City
- Southeastern**—Atlanta

**National Outstanding
Professional Activities**

Atlanta



Arlington Area Lone Star Chapter President Paul Brodie proudly accepts the award for National Most Improved Alumni Chapter from Grand President Mitch Simmons.

PROVINCIAL WINNERS

- Northeastern**—Philadelphia
- South Central**—Arlington Area
Lone Star
- Southern**—Atlanta

REGIONAL WINNERS

- Capital**—Baltimore
- Eastern**—Philadelphia

- Southeastern**—Atlanta
- Southwestern**—Arlington Area
Lone Star

**National Outstanding
Collegiate Relations**

Los Angeles

PROVINCIAL WINNERS

- Northeastern**—Philadelphia
- South Central**—Oklahoma City-
Tornado Alley
- Southern**—Knoxville
- Western**—Los Angeles

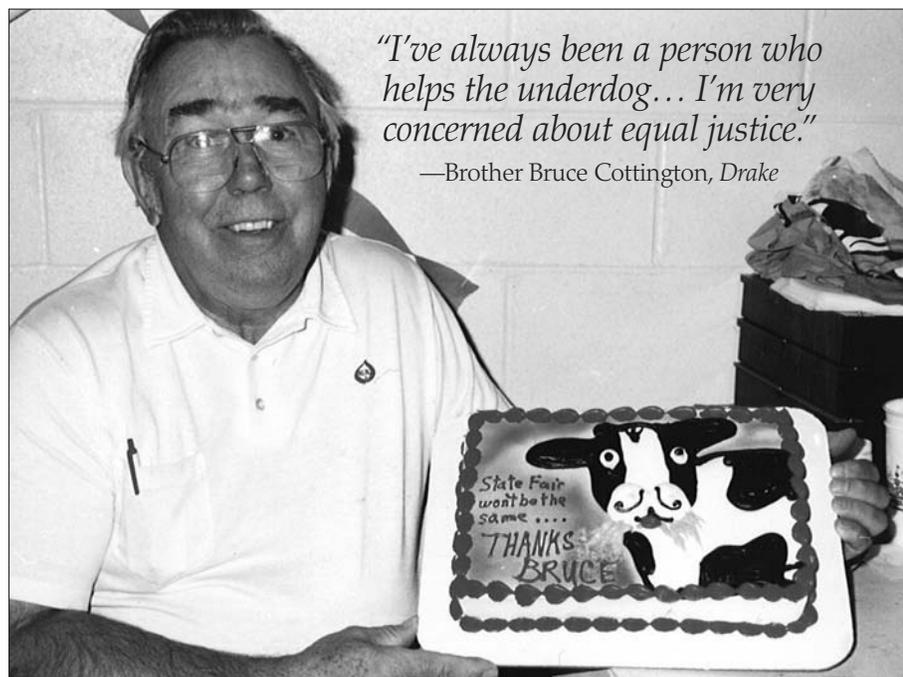
REGIONAL WINNERS

- Capital**—Baltimore
- Eastern**—Philadelphia
- Gulf Western**—San Antonio
- Mid-Atlantic**—Central Virginia
- Mid-South**—Knoxville
- South Pacific**—Los Angeles
- Southwestern**—Oklahoma City-
Tornado Alley
- Steel Valley**—Pittsburgh

Milk Man Delivers

Drake Brother Bruce Cottington's adventures in the Navy and dairy industry.

by Beth Losik, Baker, Kansas City Alumni Chapter



"I've always been a person who helps the underdog... I'm very concerned about equal justice."

—Brother Bruce Cottington, Drake

Bruce's 1991 Minnesota State Fair retirement party.

So why is a dairy man known for peanut butter? If you know Brother Bruce Cottington, Drake, of Litchfield, Minnesota, you'll know it has to do with people and promotions. And as Cottington puts it, "what could be a more natural [and nutritious] combination than peanut butter and milk?" But it is Brother Cottington's connection to milk and the dairy industry that has kept him interested in dairy promotions and sharing with the people in his community. His service to his country, community, and the dairy industry has also earned him several special honors and accolades.

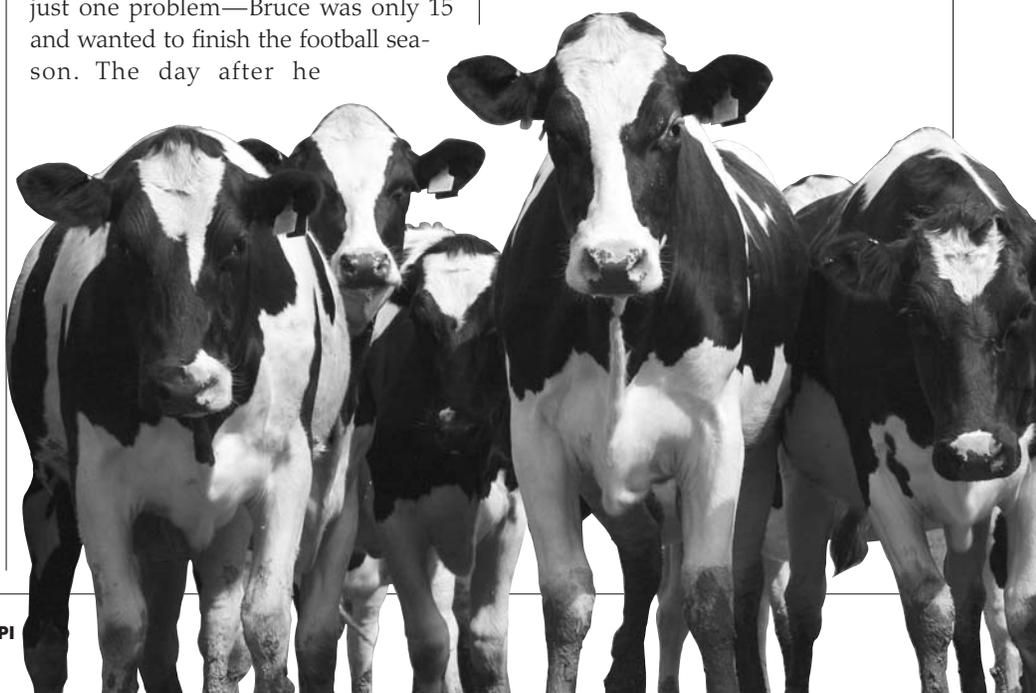
The Formative Years

Brother Cottington was born on a dairy farm west of Forest City in northern Iowa—the tenth of 13 siblings. After

the bombing at Pearl Harbor in 1942, Cottington took his patriotic pride down to the Navy recruiter's office. There was just one problem—Bruce was only 15 and wanted to finish the football season. The day after he

turned 16, he joined the United States Navy after asking his mother to sign a piece of paper saying he was 17, the then legal age to join. "I felt it was my obligation to participate in the war to defend our nation," says Cottington.

After boot camp and radio school, Cottington was assigned to serve as a radioman with the 4th Marine Division in Camp Pendleton, California. He shipped to the Pacific for campaigns in Saipan and Tinian. After Saipan, he was reassigned to the USS LCI (G) 462 in August of 1944. They made five landings in the Philippines and the final battle of Okinawa, which the ship was rearmed with 5 inch rockets for the invasion of Japan. They were getting ready to head to Japan when they heard the war was over. Bruce's underage service is now recorded in the third volume of "America's Youngest Warriors", published by the Veterans of Underage Military Service (VUMS). In March 1946, Cottington (now 19 years old) was discharged and returned home to Des Moines.

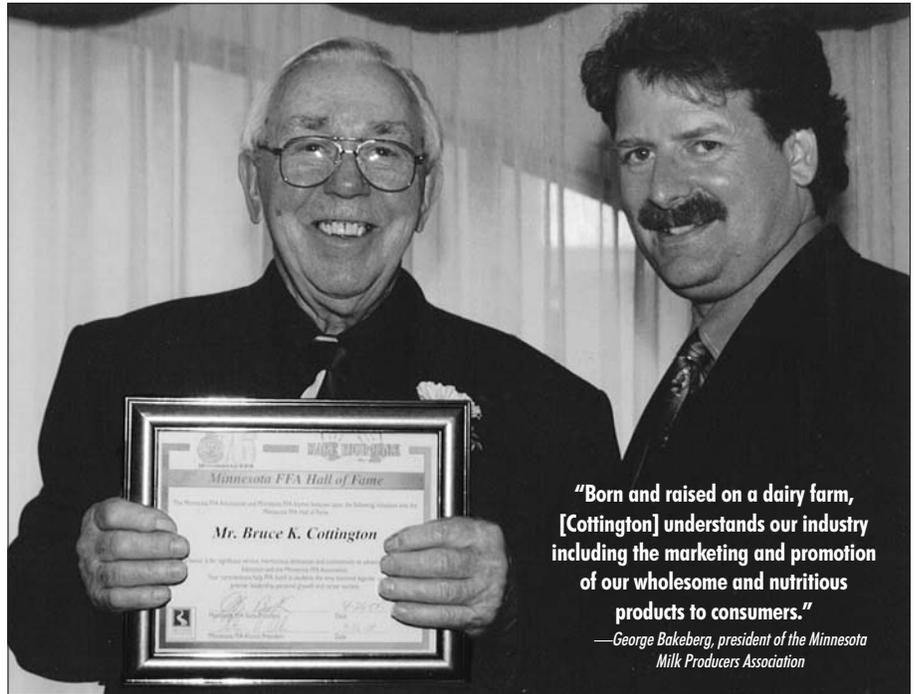


Since he had left high school early to serve our country, Bruce earned his GED (General Equivalency Diploma) and went to a radio school in Kansas City to obtain his federal radio license. He got a job with Northwest Airlines as a radio navigator but in 1947, with his job eliminated, he moved back to Des Moines and enrolled at Drake on the GI Bill. While at Drake he joined the Naval Reserves for, as he put it, "beer money". In his third year at Drake, he volunteered for active duty in the Korean War where he earned his *eighth* battle star. He served an additional two years as a reservist in Japan and Korea. Brother Cottington was discharged from the Navy for the second time in August 1952.

While at Drake, he joined Deltasig's Alpha Iota Chapter serving as president. In 1953, Bruce graduated with a Bachelors of Science degree in business administration and married wife Florence, who he says "made sure he finished his degree" by helping put him through college. After graduation, he took a job as a salesman at Western Auto.

An Early Career in Grocery

In 1954, Brother Cottington landed a new job as manager of a Kroger grocery store in Kansas City. Upon arrival in his new store, the senior manager told him to "grab an apron and I'll show you how to run a supermarket." He was given a true fixer-upper store in a neighborhood consisting of minorities.



"Born and raised on a dairy farm, [Cottington] understands our industry including the marketing and promotion of our wholesome and nutritious products to consumers."

—George Bakeberg, president of the Minnesota Milk Producers Association

In 2002, Brother Cottington (left) was inducted into the Minnesota State Future Farmers of America Hall of Fame. President Steve Olson presented the award.

Unusual for the time, he promoted some of those individuals to aisle managers and cashiers. "I've always been a person who helps the underdog... I'm very concerned about equal justice" states Cottington. He earned the respect of his employees and the neighborhood, and things started to turn around at the store. During this time, he served as president of Drake University's alumni club in Kansas City.

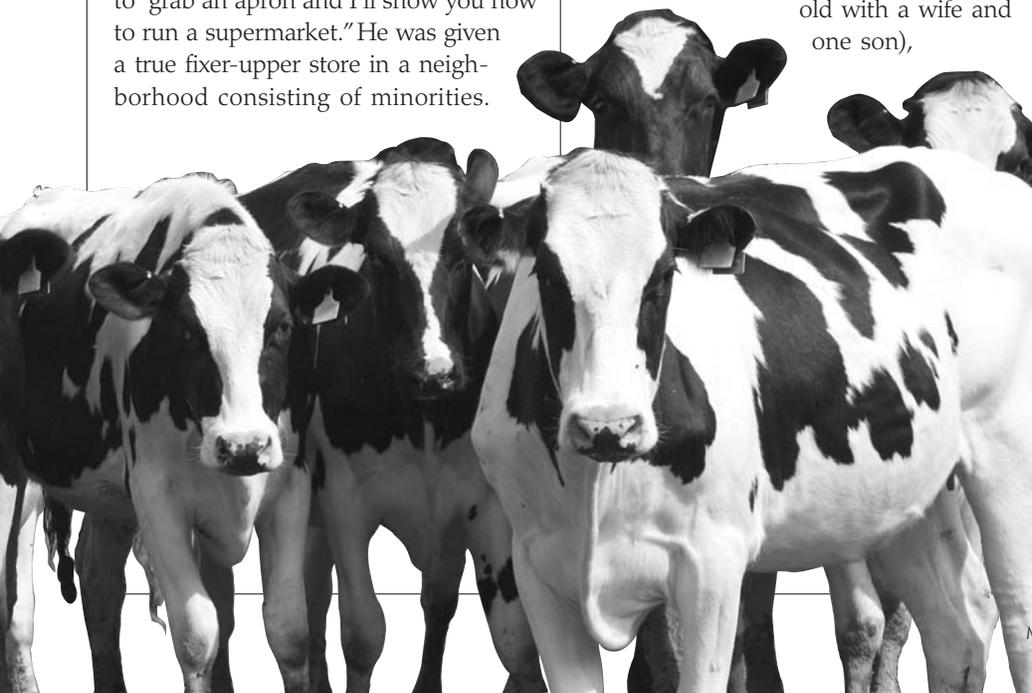
Around 1957, (now 30 years old with a wife and one son),

Cottington was looking for something other than the corporate world. He left Kroger and took a new job with Super Valu stores in Minneapolis as a general field supervisor. Since Super Valu was new to the grocery business, they asked Cottington to develop their dairy departments. Today, Super Valu raises \$4 billion a year in dairy sales alone.

In 1968, Cottington bought his own Super Valu store in Litchfield, Minnesota (west of Minneapolis) and moved with his family that now included sons Scott, Jim, and John.

On the Peanut Butter Trail

In 1971, when a competitor opened a new business nearby, Cottington was looking for a gimmick to keep business in his store. One idea was to make the biggest peanut butter jar possible. Since Super Valu owned a peanut butter factory, he decided he'd promote peanut butter and milk as a delicious and nutritious combination. He contacted the glass factory and asked how big their biggest glass jar was. They were able to fill an eight pound glass jar with 60



pounds of peanut butter. The weight and pressure of the peanut butter almost shattered the jar! Then they added the store's brand label of "FlavorRite" to make the peanut butter jar's look complete. He also broadcast a live 15-minute radio program called "Cottingham Corners" every morning from his store.

Cottingham next created the idea of a peanut butter and milk festival. He thought it would be a one-time promotion for Cottingham's Super Valu. They selected their sister city Hartford, Alabama to supply the peanut butter and Litchfield, Minnesota the milk. The festival continues today celebrating almost four decades of peanut butter and milk between the two cities' communities. Bruce, being a true promoter, will have you know he even bought a custom two-tone car from Chevrolet—the bottom half the color of peanut butter and the top half the color of milk. Bruce and his family drove their theme car through five states toting the 68 pound jar of peanut butter and promoting agricultural and community spirit on their way to the National Peanut Festival in Dothan, Alabama. By 1972, the FFA (Future Farmers of America) from both communities was also involved in the festival and its promotion. Over 1,000 people came to the first festival in 1972. Over 35 years later, he still uses it as a way to promote agriculture, community, nutrition, rural youth, and understanding between communities.

Staying Alive in the Community

In 1979, he sold his grocery store and thought he'd retire to farm. However, he was given an interesting opportunity and went to work for the Minnesota American Dairy Association as a field man promoting dairy. Upon Cottingham's retirement in 1992, the American Dairy's General Manager, Mike Kruger, said "Bruce has always had the best interests of Minnesota dairy farmers at heart. He has that rare ability to bring everyone together to work in a spirit of cooperation." Brother Bruce



In Litchfield Minnesota tune in to KLFD AM 1410 on Tuesdays and Thursdays at 7:20am to hear Brother Bruce Cottingham's radio show "Cheeseball Corners" that he hosts with wife, Marie.

"[Cottingham's] passion for promoting the dairy industry and nutritious dairy products has been evident in his activities and leadership roles"

—The Minnesota Farm Guide

Cottingham retired in 1992 but still owns Cottingham Foods where he is a media and public relations consultant out of Litchfield, Minnesota. Several years after his wife passed away, he was happy to find new love in a neighbor. He and Marie wed in 2000.

You can also find Brother Cottingham on the radio. He was looking for something to promote and since they have one of the biggest cheese plants in the nation near them, he thought "let's promote cheese!" He hosts the radio show "Cheeseball Corners" on Litchfield, Minnesota's KLFD AM 1410 on Tuesdays and Thursdays at 7:25 a.m. For the past 25 years, Cottingham has broad-

cast live from his grocery store promoting the dairy case and store sales while also discussing agriculture, the dairy industry, other farm related topics and any other topics they think their listeners would appreciate. Recently wife Marie has joined his broadcasts discussing general talk and recipes.

Brother Cottingham was recognized in 2002 by the State of Minnesota Legislature with a formal Senate Resolution honoring him as one of Litchfield's great Americans. He was inducted into the Minnesota FFA Hall of Fame for his service, dedication and commitment to advancing agricultural education and the Minnesota FFA Association. In December 2006, he received the first ever "Friend of the MMPA" award from the Minnesota Milk Producers Association for "going above and beyond the call of duty and fostering the goals and ideals of Minnesota Milk" stated George Bakeberg, president. Brother Cottingham hopes the award will continue and help recognize others doing good work for the dairy industry.

Now 81, when asked what he's up to these days, Brother Cottingham says he's still crusading for dairy and having fun doing it. He's upset his local senior center is serving lunches with margarine and is looking for ways to get them "real" butter. He also enjoys helping with Operation Fieldgate (supported by First District, a major cheese producer located in Minnesota). Fieldgate brand cheese makes sure all those coming to the local food pantry for assistance will have butter and other dairy products. Cottingham also encourages people in his community to patronize their local dairy farmers by handing out gift certificates for one pound of butter or cheese. That's just Bruce Cottingham—he likes people and just wants to do what is best for his community. Oh, and he'd like to ask you to look for the "REAL" seal when buying dairy products! ▲

Beth Losik serves Delta Sigma Pi as vice president of the Kansas City Alumni Chapter. She is a regular contributor to *The DELTASIG*.

Are You Connected?



Are you one of the over 10,000 Deltasigs who have joined Deltasis inCircle, our own exclusive, *free* online community? Through Deltasis inCircle, brothers have reconnected with friends and networked about jobs and internships. They have created more than 200 interest groups centered around common hobbies, interests, chapters and locales. They have also shared blogs and photographs. Deltasis inCircle is constantly evolving and growing with frequent updates and new services being added. Access Deltasis inCircle anytime by visiting www.dspnet.org and clicking on the Deltasis inCircle link found at the top right of the home page. We hope you are enjoying this networking tool! Have you acquired a job through Deltasis inCircle? Have you reconnected with a brother and have a good reunion story to share? Has the site helped strengthen your alumni chapter? Share your experiences at magazine@dspnet.org.



Deltasis inCircle

Take Stock in Delta Sigma Pi at the 2009 Grand Chapter Congress!

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Delta Sigma Pi room rate: \$159 for single,
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Cut-off date is June 28, 2009.

Reservations in the group block can
be made starting in early October.

Visit www.dspnet.org for more details.

Leadership Profiles

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



Toni Bickerstaff



Tracey Florio



Patrick Flynn



Rochelle Siegrist

Toni Bickerstaff, *Valparaiso*, is an internship and assessment center coordinator with Valparaiso College of Business Administration where she serves as chapter advisor. She has a nine-year-old daughter, Kaitlynn Ann.

- ▲ In her spare time Toni enjoys reading, spending time with family and friends and ballroom dancing.
- ▲ In one word, Deltasig is "noteworthy."
- ▲ Surprising fact: "My taste in music. I'll listen to just about anything (other than opera) and really enjoy hip hop and R&B."

Tracey Florio, *Houston*, is a contract specialist with Lyondell Chemical Co. in Houston. She currently serves Delta Sigma Pi as the National Community Service chair as well as district director for Houston. She also serves as an endowment fund trustee for the Space City Alumni Chapter (she previously served as secretary) and was recently the South Central provincial community service chair.

- ▲ Her favorite recent Deltasig event: "The leadership retreat in Oxford. Going to the Central Office and seeing and touching all the history I've learned was very moving and emotional. It is difficult to put into words how I felt, but I can say I am honored to be part of Deltasig and now have a greater appreciation of being a brother."

▲ Her most valued possession: An antique diamond watch and earrings once belonging to her great-grand mother.

- ▲ A favorite Fraternity memory: Being presented a pearl and ruby badge for her efforts organizing the Centennial celebration following the Houston LEAD School.

Patrick Flynn, *Penn State-Erie*, is an assistant director of admissions with South University's online degree program in Pittsburgh. He serves the Fraternity as district director for Pittsburgh and was named the 2007 National District Director of the Year.

- ▲ He loves sports, especially hockey (he cheers on the Pittsburgh Penguins) and rock climbing.
- ▲ A favorite Fraternity memory: "Being held hostage on the shuttle bus back from EPCOT Center during the Centennial Congress. It was truly an enlightening experience! On the plus side, I met some amazing brothers like Barbara Siller, *St. Edward's*, and Ryan Marshall, *Texas A&M-College Station*, so, I would say it was a good thing!"
- ▲ In one word, Deltasig is "family."

Rochelle Siegrist, *Cal State-Long Beach*, is the membership and annual giving manager for the American Film Institute in Los Angeles. She currently serves the Fraternity as the National Alumni Development Chair. Previously

she served for three years as president of the Los Angeles Alumni Chapter. She is married to Jim, *Southern California*, who serves as treasurer of the Los Angeles Alumni Chapter.

- ▲ Her most valued possession: "My Mont Blanc Writers Edition Ernest Hemingway pen. I have been a serious Hemingway aficionado since high school and my parents gave the pen to me as a graduation present. It was a significant purchase for them at that time and was very meaningful to me as I was living in Europe on my own and stretching my wings as an adult for the first time, much like the young writers living in 1930's Paris."
- ▲ In her spare time you can find Rochelle and Jim (and beagles Mickey and Murphy) at their mountain cabin, Beagle's Nest, in Big Bear (southern California), where they have the distinction of being former Big Bear Lake Oktoberfest Jack and Jill Log Sawing Champions.
- ▲ Surprising fact: "I almost became a music major. I played classical violin and bluegrass fiddle for 22 years, including four years in college, before my dad told me I should find a career that pays. Cal State-Long Beach was starting an international business program and I spoke French and German, so I declared business and pledged Deltasig that semester."

Did you?

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

Denise Scovanni, *Adelphi*, is a division manager/financial advisor with Next Financial Group, Inc. in Medford, New York.

Adam Angstadt, *Arizona State*, is a trade accountant with Koch Financial Corporation in Scottsdale, Ariz.

Amelia Debusman McCarty, *Bellarmine*, was elected to a three-year term on the Board of Directors for the Columbus, Ohio branch of the International Dyslexia Association in Hilliard, Ohio.

Patrick Bonfrisco, *Cal State-Fullerton*, is a human resource project analyst with Newgg.com in City of Industry, Calif.

Ruvini Arseculeratne, *Cal State-Long Beach*, is a realtor with Keller Williams Realty in Torrance, Calif.

Bao Do, *California-Riverside*, is director of player development with Harrah's Entertainment in New Orleans.

Amy DeZonia, *Central Florida*, is a supervisor of distribution right of way with Progress Energy Florida in Lake Mary, Fla.

Lawrence Haber, *Central Florida*, is an attorney with the Law Offices of Lawrence H. Haber, P.A. in Cocoa Beach, Fla.

Wendy Eilers, *Eastern Illinois*, is a technical project manager with IconNicholson in New York City.

Lisa Labenski, *Connecticut*, is an assistant controller with Pratt & Whitney in East Hartford, Conn.

Peter Roger, *Connecticut*, is an analyst with CWCcapital in New York.

Tania Jarjur, *Duquesne*, is an assistant canvass director for the fund for public interest research in St. Louis.

William Orender III, *Eastern Illinois*, is a senior national sales director with Primerica in Dallas.

Christine Segura, *Florida Southern*, is a financial analyst for PSCU Financial Services in St. Petersburg, Fla.

Jeffery Busbee, *Georgia*, is a sales representative for Cherokee Brick & Tile Company in Macon, Ga.

Nicole Bates, *Georgia Southern*, is an information services analyst II with SunTrust Banks, Inc in Atlanta.

Jeff Berlat, *Houston*, is a treasury analyst with Bracewell & Giuliani LLP in Houston. Brother Berlat cur-

rently serves Delta Sigma Pi as a Leadership Foundation Trustee.

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

Jenni Jones, *Illinois State*, is a material coordinator with John Deere Ottumwa Works in Ottumwa, Iowa.

Chuck Warnick, *Indiana-Purdue at Ft. Wayne*, is vice-president for data analysis and planning with the Kentucky Hospital Association in Louisville.

Hillary Burkett, *Indiana-Purdue at Indianapolis*, is an office manager/bookkeeper with Enigma Marketing and Travel Solutions in Indianapolis. Brother Burkett currently serves Delta Sigma Pi as the Central Regional Vice President.

Washburn Brother Receives Prestigious Alumni Fellows Award

John Runyan, *Washburn*, was recognized by his alma mater with its Alumni Fellows Award — recognizing alumni who have distinguished themselves in their career fields.

Brother Runyan began his distinguished career in the grocery industry at the age of 12 as a clerk and stocker for an independent grocer. He later joined a multi-store IGA retailer, where he gained firsthand business and management experience. He eventually worked his way through college and graduated from Washburn in 1963 with a bachelor's degree in marketing and management. He was hired by Fleming Companies, Inc. where he held numerous positions including sales manager, division president, corporate senior vice president and eventually senior executive officer and group president of Price Impact Retail Stores. Runyan retired from Fleming in January of 2001, after 38 years of service with the organization.

In October of 2005, Brother Runyan joined Associated Grocers, Inc. in Seattle as president and chief executive officer. In January of 2006, he was elected as vice chairman of the AG Board. Under John's leadership, multiple strategies were implemented which turned the company around and returned value to AG's shareholders, including the sale leaseback of AG's 55-acre Seattle warehouse facility and the eventual sale of the company to Unified Grocers.

Brother Runyan's professional and community service includes serving on the Boards of Directors of Western Association of Food Chains, Western Family Foods, Nietech Corporation and as senior advisor to the president and chief executive officer of BioLargo Technologies, Inc. He also served as senior advisor to the chairman and chief executive officer, IGA, Inc. and on the Board of Directors of the City of Hope, Northern California Food Industry Circle, where he received the Spirit of Life Award, the highest recognition presented by the national board of the City of Hope. ▲



Washburn University President Jerry Farley (left) presents John Runyan with the Washburn University Alumni Fellows Award.

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.

Angela Lutchka, *Indiana-Purdue at Indianapolis*, is an accountant with Baker & Daniels LLP in Indianapolis.

Anthony Bruno, *James Madison*, is a financial representative with Northwestern Mutual in New York.

Michael Wahlman, *Lewis*, is an operations specialist 2nd Class with the U.S. Navy in Mayport, Fla.

Sirichok "Cho" Chomjinda, *Long Island*, is a loan document specialist IV with Wells Fargo in Phoenix.

Sharon Bloudek, *Loyola Marymount*, is a real estate broker with Meadows Group Inc., Realtors in Tigard, Ore.

Arin Barnett, *Minnesota State*, is a realtor with JBeal Homes in Mankato, Minn.

Jennifer Sewell, *Missouri-St. Louis*, is a specialist-internal audit services with Anheuser-Busch Companies in St. Louis.

Norm Kromberg, *Nebraska-Lincoln*, is vice president-quality improvement with West Corporation, a telecommunications company in Omaha.

Josh Reynolds, *Northern Arizona*, is director of sales and marketing with Four Seasons Home Products in Peoria, Ariz.

Joel Wicker, *North Texas*, is a senior data center migration specialist with Citigroup Technology Infrastructure, Inc. in Irving, Texas.

Steven Schnitzer, *Oklahoma State*, is director of marketing with SourceOne Management Services, Inc. in Tulsa.

Greg Howell, *Pacific*, is a manager-participant communications with T. Rowe Price Retirement Plan Services, Inc. in Parker, Colo. Brother Howell currently serves Delta Sigma Pi as a Leadership Foundation Trustee.

David Schreiber, *Pittsburgh*, is a county sales representative for Frank B. Fuhrer Wholesale in Pittsburgh.

Karin Fitzgerald, *Radford*, is an information systems security officer with SAIC in McLean, Va.

Kelly Galvin, *San Francisco State*, is owner of Organized in Paradise in Honolulu.

Adrienne Nobles, *South Carolina*, is an account executive with Next Media Outdoor Advertising in Myrtle Beach, S.C.

Megan Osbon, *St. Edward's*, is a warrant specialist with Travis County Constable Office in Austin.

Lauren Burnham, *Tampa*, is in retirement client services with T. Rowe Price in Tampa.

Rachel Royer, *Tennessee*, is a teller and customer service representative with Clayton Bank & Trust in Knoxville.

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

Amanda Romine, *Truman State*, is a business cooperative education coordinator with Northern Kentucky University in Highland Heights, Ky.

Tricia Spinner, *Virginia Commonwealth*, is a senior HR specialist with Dominion Resources in Richmond.

William Starling, *Wake Forest*, received North Carolina-Chapel Hill's Kenan-Flagler Business School BSBA Alumni Merit Award. Brother Starling is CEO of Synecor LLC. in Durham, N.C.

Michelle Taylor, *Washington-St. Louis*, is a promotion planning associate with General Mills, Inc. in Minneapolis.

Catherine Samaras, *Western Illinois*, is a marketing coordinator with Graycor Construction Company in Homewood, Ill.

Jihan "Jay" Mokbel, *West Florida*, is director of Mokbel Cold Storage in Pensacola.

Jeffery Scott, *Western Michigan*, is a technical recruiter with Technisource in Orlando.

Megan Curry, *West Virginia*, is a senior teller with BB&T in Morgantown.

Mergers:

Dan Powers and **Sarah Frazita**, both *Bellarmine*, on May 19. They live in Louisville.

Phil Almquist, *Bentley*, on July 21, to Janet Shull. They live in Warrington, Pa.

Kelley Bowen, *Drake*, on April 20, to David Westrom. They live in Nashville.

Kevin Egan and **Lindsay Wilson**, both *Texas-Arlington*, on February 9. They live in Ft. Worth.

Desmond Hasty, *Philadelphia*, on November 17, to Eileen Mulvey. They live in Philadelphia.

Faith Hughes, *St. Mary's*, on September 15, to John Hinchman. They live in San Antonio.

Chris Husby, *St. Thomas*, on November 17, to Lucelia Sousa Silva. They live in Plymouth, Minn.

Dakia Dillworth and **Shondrah Brewer**, both *Texas-Arlington*, on January 1. They live in Los Colinas, Texas.

Gains:

Jennifer McGill, *Bellarmine*, and Jacob on May 16 – Patrick Edward. They live in Louisville.

Andrew Schwartz, *Binghamton*, and Christine, on August 5—Erin Avery. They live in East Meadow, N.Y.

Sean, *George Mason*, and **Andrea**, *California-Riverside*, **Boyd** on December 6—Jeremy Ryan. They live in Zephyr Cove, Nev.

Mike Montgomery, *Winona State*, is an IT help desk manager with the Saint Mary's University of Minnesota in Minneapolis.

Jeffrey Kenefick, *St. Thomas*, and Michelle, on January 12—Emma Margaret and Claire Lorna. They live in St. Paul.

Sandra Glotfelty, *Wisconsin-LaCrosse*, and Joe, on September 2—Sarah Marie. They live in Fairfax, Va.

Michael Doherty, *Wisconsin-LaCrosse*, and Virginia on September 20—Sean Michael. They live in Greendale, Wisc.

Losses:

Arizona State:
Emil Schuster (October 31, 2006)

Auburn:
Charles L. Jones, Jr. (February 24)

Frostburg State:
Joe Ellis (February 3)

Indiana-Purdue at Indianapolis:
Stacey Zink (January 19)

Miami-Florida:
Robert Cunio (November 20)

Miami-Ohio:
Leroy Edward Kadle (June 30)

National Honorary Initiate ('81):
Roger Smith (November 29)

Nebraska-Lincoln:
Marvin Moes (October 30)

Rutgers:
Arthur Lautz (November 3)
Anthony Radice (June 21)

Southern Illinois:
Charles A. H. Waelti
(March 28, 2005)

Texas-El Paso:
Gary J. Bilodeau (November 11)

Texas Tech:
Clyde Williams (November 17)

Meagan Hagerty, *Wisconsin-LaCrosse*, is the residential life program advisor and summer operations coordinator with Minnesota State-Mankato in Mankato, Minn.



Brothers from the INLAND EMPIRE ALUMNI and CALIFORNIA-RIVERSIDE chapters volunteered at Santa Claus, Incorporated of Greater San Bernardino — their fourth time doing so. Activities included painting wooden toy carriers, sanding wooden toys, designing and constructing scores of bookmarks, hand-quilting, and cleaning and preparing toys for distribution. Santa Claus, Incorporated provides clothing, toys, and books to needy families each December.

Deltasigs Making a Difference!

Big thanks to all our Make A Difference Day participants!

Gamma Epsilon Supports Troops

The Gamma Epsilon Chapter at Oklahoma State participated in the “Support The Troops” drive through the Glencoe Education Association, an affiliate of the Oklahoma Education Association. Items were collected to send to the troops serving overseas. The items ranged from basic toiletries to snacks and travel-sized games. Through the support of the chapter, campus, and community a total of 12 care packages were sent to the troops with about 10 items per package.

USA WEEKEND Honorees

Congratulations to the following Deltasig chapters for being honored by USA WEEKEND, and their local newspapers, during National Volunteer Week, last April 15–21: Kappa Xi–Louisiana at Lafayette (*Daily Iberian*), Eta Pi–Wayne State–Nebraska (*Norfolk Daily News*),



Brothers from SAN ANTONIO ALUMNI, TEXAS-SAN ANTONIO and ST. MARY’S gather at the San Antonio Ronald McDonald House. Activities included cleaning, trash pick-up, straightening the play rooms, and creating Halloween cards to put on display for the families and sick children staying at the house.

Omicron Rho–Cornell (*Ithaca Journal*) and Gamma Epsilon–Oklahoma State (*NewsPress*). This annual recognition of the important

work done by volunteers includes celebrations and community service across the country. Created by USA WEEKEND magazine, *Make A*

Difference Day is an annual event taking place on the fourth Saturday of every October.



Cal State-Fullerton Brothers "Boo at the Zoo"

Each year, the Santa Ana Zoo holds its highly-anticipated "Merry Not Scary" Halloween event "Boo at the Zoo." Guests are invited to come to the zoo dressed in costume to trick-or-treat, play games, and enjoy wonderful entertainment and animal presentations. It is a safe alternative to trick-or-treating in neighborhoods. Decked out in our finest Halloween costumes, we decided to volunteer and make this our *Make A Difference Day* activity. We participated in several tasks including the daily set-up and take-down of props, manning the trick-or-treat and gate stations, monitoring exhibits, and greeting visitors. This event was enjoyed by all in attendance and gave us all a chance to have some fun seeing fellow brothers in costume, while also helping the children and giving back to our community. —
Jennifer La



ATLANTA ALUMNI, GEORGIA STATE and MERCER brothers worked with Hands on Atlanta at PushPush Theater. Brothers helped prepare for opening night by cleaning, sewing/mending and organizing the theater. Several brothers also helped theater management network computers and repair printers. PushPush Theater is a community theatre supporting the development of artists who push boundaries and share their work with the community.

Big thanks to all our *Make A Difference Day* participants!

The following chapters and colonies submitted *Make A Difference Day* activities as a service event. The activity performed has been noted if submitted.

- Kappa – *Hands On Atlanta PushPush Theater*
- Lambda
- Alpha Gamma – *PAWS: Centre County Animal Rescue Center*
- Alpha Kappa
- Alpha Tau – *Hands On Atlanta PushPush Theater*
- Alpha Upsilon
- Alpha Chi
- Beta Epsilon – *Revitalization of Norman City Park*
- Beta Zeta
- Beta Xi – *Bowl-A-Thon*
- Beta Pi
- Beta Sigma
- Gamma Epsilon – *Support Our Troops*
- Gamma Kappa
- Gamma Omicron
- Gamma Pi – *Howard Area Community Center painting*
- Delta Omicron – *Brotherhood Games clothing drive*
- Delta Upsilon – *Volunteering at Cook Children's Hospital*
- Epsilon Tau – *Clean up Hills and Dales MetroPark*
- Epsilon Phi
- Epsilon Psi – *Race for the Cure*
- Zeta Mu
- Zeta Tau
- Eta Mu
- Eta Xi – *Philadelphia Sports Extravaganza and Wellness Expo*
- Eta Tau
- Theta Pi
- Iota Nu – *clothing drive and give-a-way*
- Iota Pi
- Iota Rho – *"College 101" informational for kids*
- Iota Sigma
- Kappa Mu
- Kappa Nu
- Kappa Pi – *Thanksgiving food drive*
- Kappa Sigma – *Crystal Pointe tree planting*
- Kappa Upsilon
- Kappa Psi
- Lambda Mu
- Lambda Sigma
- Lambda Upsilon – *Volunteering at The Ronald McDonald House*
- Lambda Phi
- Lambda Chi – *Santa Claus, Incorporated*
- Lambda Psi
- Mu Rho – *"Up 'Til Dawn"*
- Nu Omicron – *Cooking dinner at The Ronald McDonald House*
- Nu Sigma – *Clean Roger Williams University shore*
- Nu Upsilon
- Nu Omega
- Xi Omicron
- Xi Pi – *Santa Claus, Incorporated*
- Omicron Rho – *Volunteering at Babbage's Basement*
- Omicron Tau – *"Step Out to Fight Diabetes"*
- Omicron Phi – *Volunteering at The Ronald McDonald House*
- Alpha Beta Gamma
- Atlanta Alumni – *Habitat for Humanity*
- Inland Empire Alumni – *Santa Claus, Incorporated*
- Philadelphia Alumni – *Bowl-a-thon*
- San Antonio Alumni – *Volunteering at The Ronald McDonald House*

On Campus

provides opportunities for collegiate chapters and brothers to share their activities and events with brothers across the country.

Does your chapter have something to share? See the contents page for details on where to send your articles and pictures.

Albany/Zeta Psi

On October 13, we celebrated our 40th anniversary as a chapter and the 100th anniversary of Delta Sigma Pi. The event gave collegians and alumni a chance to look back on 40 years of history and celebrate the career of Harold "Doc" Cannon and John Levato (the first and current chapter advisors). The guests to the event included collegiate brothers, alumni, one of our chapter founders – Fred Wander, Executive Director Bill Schilling, and James and Julia Jacobs (son and daughter-in-law of Harold Valentine Jacobs). Jim Jacobs read from letters written by his father detailing the events leading up to the founding of Delta Sigma Pi. He told of his experiences traveling the country visiting with colleges and how the Fraternity has grown and evolved into so much more than his father could have ever imagined. The event was a huge success and true testament to the brotherhood of our chapter and the Fraternity as a whole. —*Philip Carlozzi*

Hawaii-Hilo/Lambda Psi

We collaborated with the Hawaii-Hilo College of Business and Economics to host the presen-



MERCER brothers hosted a Centennial banquet for collegiate and alumni brothers and guests, including members of the Atlanta Alumni Chapter with special guests Southeastern Regional Vice President Darrick Williams (far left) and Atlanta Alumni Chapter President Beth Keith (far right).

tation of "Henk Rogers: An Entrepreneur's Vision". Considered one of the visionaries of computer games, Henk Rogers helped change the face of the industry as the entrepreneur responsible for bringing Tetris to the U.S. and world market. The event started with a presentation displaying the battles Henk and his business partners went through

to secure the property right of Tetris under the Communist rule period. During the Q&A that followed, we learned not only how to develop a successful business, but also how Rogers went from a computer student with no knowledge of running a business to a successful business leader. —*Yiqun Yuan*

Indiana-Purdue at Indianapolis/Kappa Sigma

Mark Boxberger, vice president of employee and community involvement with Exact Target, delivered a presentation on internship and career opportunities within his company. ExactTarget is a high-growth company specializing in email and electronic marketing solutions for businesses (used by Delta Sigma Pi, among many other companies). —*Andrew Heckman*

Pennsylvania/Beta Nu

We've had some amazing events during our fall semester, including a McKinsey & Co. Leadership Summit, where we had several McKinsey consultants and the campus' top leaders come together for lessons on leadership, team work, and our own leadership styles. We were able to discuss all kinds of issues we face while leading on-campus organizations and shared ways to be effective leaders on campus and in the future.

We also had a Microsoft Xbox Tournament open to the entire student body with food and drinks, and a packed Huntsman Hall Forum, (the Wharton School building),



In November, PITTSBURGH brothers took a trip to Chicago to visit Eli's Cheesecake Company. Brothers toured the factory and even got to hear from the company's president and vice president-marketing. After the tour, brothers spent the rest of the weekend touring the city and meeting with Loyola-Chicago brothers.



HOWARD brothers regularly visit with underprivileged children at the Friendship Public Charter School and participate in the Kingman Boys and Girls Club of Washington D.C. Here, Brother Royce Bable assists a student with one of her homework assignments.

Congratulations to the 2007 Deltasig Scholarship Key Winners!

Melissa Bellantoni, *Lewis*
 Rachel Berkowitz, *Johns Hopkins*
 Stacy Burningham, *Loyola Marymount*
 Andy Cofer, *Central Missouri*
 Jacquelyn Ducat, *Cincinnati*
 Cora Eggen, *Rockhurst*
 John Escosa, *Bellarmine*
 Keith Fernandez, *Louisiana State*
 Amy Hughes, *Central Missouri*
 Wesley Janson, *Washington-St. Louis*
 Brett Johnson, *Western State*
 Anna O'Brien, *St. Thomas*
 Casey Plant, *St. Edward's*
 Amy Quirk, *Bowling Green State*
 Amy Saterlee, *Louisiana State*
 Mackenzie Tew, *Troy*
 Tiffany Wargo, *Clemson*
 Kathryn Wells, *New Jersey*
 Brett Wiedenfeld, *Wayne State-Nebraska*
 Jessica Vater, *Cincinnati*

Share Your Chapter's News!

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



In December, NORTH FLORIDA brothers took part in the Gridiron Classic—a football competition between collegians and the JACKSONVILLE ALUMNI CHAPTER.



Learning from the Cornell University Dairy Bar manager how milk is heated and cooled through internal pipes are CORNELL brothers Natalia Avalos, Mila Singh, Steven Swigut, Rohan Thakkar, and TC Roady.



Brothers from FLORIDA INTERNATIONAL and MIAMI-FLORIDA enjoy a Centennial dinner at Villagio, an Italian restaurant in Miami.



For their Centennial celebration, ST. PETER'S brothers traveled to Deltasig's founding chapter, New York, to celebrate with ALPHA members. A speaker from Credit Suisse, an international financial service group, was brought in and the night ended with ice skating at Rockefeller Center.

where several large screens were set up for different Xbox games—including Guitar Hero. Students were able to participate in the tournament, while also networking with Microsoft recruiters and finance and marketing employees. The winner received a new Xbox. We also held raffles for the newest release of Halo and Guitar Hero. —Elizabeth Yates

Shepherd/Epsilon Kappa

Former Miss West Virginia (also featured in the November '06 issue of *The DELTASIG*) Tiffany Lawrence, spoke to our chapter on what the

value is in being a Deltasig. She explained how her experience as a brother helped her perform her duties as Miss West Virginia as a contender for Miss America. —Mary Simpson

St. Joseph's/Zeta Pi

We started a new designated driver program within the chapter to help ensure safety. Each brother will volunteer as driver at least once during the semester. We have also been preparing for the pop can tab contest at the February LEAD Provincial (after a disappointing fin-



WAYNE STATE-MICHIGAN brothers and business faculty celebrate Delta Sigma Pi's Centennial.

ish last year!) with over 43 pounds collected—and a month to go at this writing! —Christopher Farrales and Danielle Jones

The photo submissions shown above and below (marked with the camera icon) were entries in the Centennial Photo Contest. The winning photo can be seen on the back cover. Thanks to all who participated!



FLORIDA brothers didn't let a little snow get in their way and proudly displayed our Greek letters, while enjoying a December trip to North Carolina.

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 2007-2008 year as of January 1, 2008.

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james58869@bellsouth.net

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TUCSON OLD PUEBLO
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SAN FRANCISCO/
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DES MOINES-CENT. IOWA
Teri Reihmann

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

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

UNITED STATES:

Albany, NY
Albany- New York Capital, NY
Alcatraz, CA
Anchorage, AK
Antelope Valley, CA
Bowling Green, KY
Charleston, SC
Charlotte, NC
Decatur/Central Illinois, IL
Fort Wayne, IN
Ft. Lauderdale, FL
Harrisburg, PA
Hayward, CA
Jackson, MS
Livingston, AL
Memphis, TN
Myrtle Beach, SC
Newark, DE
Oahu, HI
Pensacola, FL
Piedmont, NC
Portland, ME
Portland, OR
Providence, RI
Reno, NV
Rochester, NY
Saginaw, MI
San Diego, CA
Sarasota, FL
Savannah, GA
South Bend/Elkhart, IN
Springfield, MO
State College, PA
Tallahassee, FL
Tulsa, OK
Valparaiso, IN
Whitchita Falls, TX

WORLD:

Ecuador
Germany
India
Japan
London
Philippines
Saudi Arabia
Taiwan
Vancouver

Sean Rosney
Kristin Wernig
Joseph Riego
Jeff Erwin
Erica Verderico
Mandy Hanson
John Akerman
Briandria Hicks
Chris Aubrey
Christopher Hoogland
Shelby Mathew
Kyle Junk
Joe West
Stephen Stamboulieh
Van White
Robin Blackley
Joey Thomas
Krista Harlicker-Houtman
Nichole Banquil
Jeff Knight
Nick McGalliard
Patrick Cotter
Al Gambetti
Janelle Tillema
Shanda Stanton
Ed Cain
Hank Metzger
Kelli Konezny
Karin Grant
Robert Bendetti
Elaine A. Kendall
Tara Calton
Steve Grazier
Andrew Gary
Jerry Hotwagner
Alyssa Jaks
Robert Brotherton

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518-857-1588
707-645-9227
907-261-5981
661-255-9035
270-234-8250
843-763-1102
704-726-7723
217-254-9169
260-485-0400
248-703-8737
717-856-2620
510-459-0632
601-260-3375
205-652-7517
901-335-5711
843-397-0442
302-738-5044
808-348-1450
850-384-4309
336-758-3654
207-767-6500
916-396-6066
401-864-7498
775-323-9017
585-385-5176
269-903-7044
619-994-6778
941-441-6877
912-663-2993
574-536-4734
417-889-6669
814-574-1067
850-284-3599
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270-234-8250
843-763-1102
704-726-7723
217-254-9169
260-485-0400
248-703-8737
717-856-2620
510-459-0632
601-260-3375
205-652-7517
901-335-5711
843-397-0442
302-738-5044
808-348-1450
850-384-4309
336-758-3654
207-767-6500
916-396-6066
401-864-7498
775-323-9017
585-385-5176
269-903-7044
619-994-6778
941-441-6877
912-663-2993
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“Beyond Campus” provides

opportunities for alumni chapters and brothers to share their activities and events with brothers across the country.

Does your chapter have something to share? See the contents page for details on where to send your articles and pictures.

Chicago

Our chapter rang in the end of 2007 with some special events. The Founders’ Day Banquet in November, in connection with the LEAD School, had 120 brothers in attendance. We honored Gayle and Jim Gerhardt with their Silver Helmets and also those brothers who have been members of the Chicago Alumni Chapter for 25 years. In addition, the Chicago Alumni Chapter Member of the Year went to Vice President-Finance Joe Ward. In December, we celebrated the holidays by having our annual dinner at the Italian Village in downtown Chicago. Going into 2008 we have a lot to look forward to with our annual volleyball tournament in April and golf outing and banquet in June. —*Meghan Konrad, Truman State*

Hawaii

We celebrated Founders’ Day with the Hawaii-Hilo chapter with a pizza buffet. We also attended the chapter’s initiation and end of semester Christmas party. Alumni have been personally devoting their time to others during this holiday season. Neil Nakaza delivered oranges from his tree to the patients and staff at the Association of Retarded Citizens of Hawaii. Chris Tatsutani painted a bus shelter and helped the Salvation Army by ringing bells. Joyal and William Gaspar spread Christmas cheer by caroling at various subdivisions. We wish everyone a Hauoli Makahiki Hou (Happy New Year)! —*Clayton Chong, Miami-Ohio*

Oklahoma City Tornado Alley

We have been working hard to promote brotherhood among collegiate and alumni brothers in Oklahoma, as well as regionally, provincially, and nationally. We are very proud to have received the 2006–2007 regional and provincial awards for Outstanding Collegiate Relations for an Alumni Chapter. We will continue to do our best in



Thirty-two members of the ARLINGTON AREA LONE STAR alumni chapter participated in the first Texas Longhorns vs. Oklahoma Sooners watch party at Buffalo Wild Wings in Bedford, Texas. Chapter president Paul Brodie, Texas-Arlington, and Vice President-Membership Erin Skattum, Oklahoma, are pictured after the game.



J. Dean Craig, Texas-Arlington, shows his Deltasig spirit while teaching parliamentary procedure to students at Wang Sammor Academy. Brother Craig is finishing up a two-year term in the Peace Corps in Thailand.

all endeavors as we strive to advance the welfare and progress of Delta Sigma Pi. Some past events include our first T.A.C.O. (Tornado Alley Camp Out) at Turner Falls. We also enjoyed a Founders’ Day dinner



Members of the INDIANAPOLIS alumni chapter met for dinner at Buca di Beppo to celebrate Founders’ Day. From left: Eric Surma, David Clawson, chapter president Shawn Heyderhoff, Ted Zaleski and Central Regional Vice President Hillary Burkett.

working poor. We made sandwiches, packed 137 lunches and distributed them to the labor sites. Our chapter had a lot of fun and definitely got into the holiday spirit. Next year’s events include ice skating, tubing at Great Bear Recreation Park and a phone-a-thon. —*Jennifer Johnson, Wayne State-Nebraska*

Space City Houston

In May, we joined with other alumni chapters in “Deltasig Meet-up Day”, organized by the LA Alumni Chapter. We had between 10-15 alumni show up for a happy hour, and a good time was had by all! In August, 20+ brothers volunteered with the University of Houston to help needy children in the Houston area get school supplies for the upcoming year. In September, we broadened our networking circle by joining with other university alumni groups. Instead of each group hosting their own monthly happy hour, leaders from all alumni groups met and decided it would be a great idea to combine all happy hours into one monthly event. The turnout has been good, and the idea well-received! In November, in celebration of our Centennial, we had a large, casino-themed, celebration—superbly coordinated by Tracey Florio. —*Allan Cantos, Houston*

at Chili’s Bar and Grill followed by a comedy show at the Looney Bin Comedy Club. —*Avery Moore, Oklahoma*

Phoenix Thunderbird

Our chapter has met for monthly casual socials around the Phoenix area, stayed involved with our community through collecting pop tops for Ronald McDonald House, volunteered at St. Mary’s Food Bank (twice this fall!), donated blood and celebrated Delta Sigma Pi’s Centennial. Please visit our web site for updates at www.dspthunderbird.com. —*Katie Paulsen, Wisconsin-LaCrosse*

Sioux Falls

In December, we had seven brothers volunteer their time to a new nonprofit organization called “Lunch is Served.” This organization was created for the purpose of offering nutritious sack lunches to the

The Vital Role of Leadership within a Fraternal Organization

by Southern Provincial Vice President David B. Ross, *Florida Atlantic*

The most important task for leaders and mentors today is to develop an effective and committed leadership style. Organizations and governments succeed or decline based largely on the vision and capability of those who hold high positions. The challenge of developing leaders is not a new issue, nor is it unique to modern day organizations. Leadership is an acquired skill, so for a person to be a good mentor he or she needs to have developed a diverse inventory of personal and professional skill sets. These sets will allow them a visionary's approach to organize and integrate business-related concepts that are clear and understandable so that those who are learning from them can succeed in today's competitive business environment.

Leaders at all levels within an organization need to understand the human side of their association. Leadership is a serious business with considerable important and life-changing consequences. Taking the time to adequately manage and lead an organization increases productivity and lessens inconsistency. An organization's mission can be jeopardized if leaders do not know how to motivate and empower those whom they are trying to mentor. Successful leaders know they must invest and utilize the talents of all their members. Because people are an organization's most vital resource, leaders need to maximize their member's creativity and commitment to the society's goals. However, to accomplish this task, Fraternity officers need to know what leadership style and level of power is appropriate to use while interacting with their members.

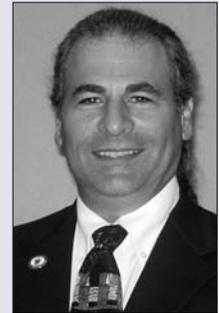
A leader has only so much power in their organization. Power must be useful, positive, and creative, rather than abusive, and should not include tactics to abuse, intimidate, or manipulate. An important function of a leader is to successfully meet the needs of the organization and its members. To do this, a leader needs to use certain powers to influence and convince others to perform specific tasks. Power performers know they cannot reach their full potential if others control their lives. Instead, they understand that necessary skills must be learned to be influential in nature. Armed with these skills, they do not have to worry about impediments to their goals. A skilled leader will know how to convince others to consider the value of his or her way of thinking, regardless of the circumstances.

Because of the diversity of human nature, there are differences in leadership styles and elements of power that must be used to effec-

tively influence. Leaders must know the meaning behind each element of power to be able to have an effect in the most positive way possible. Obtaining this knowledge will enable the leader to motivate commitment to organizational goals. If a leader can "walk their talk," and show he or she has a human side, people will tend to show trust, which in turn allows the leader to gain the respect of his or her Fraternity brothers.

To be promoted to a leadership position should be based on a fair, balanced and objective promotional process including personal and professional skills, knowledge, and abilities—rather than time in service. Since many leaders do not have expertise and information power, they often use title power to influence others. This power intimidates, rather than motivates. Members do not tend as a result, to adopt the goals and mission of the organization. Leaders who lack expertise and information need to take professional development instruction on how to be better leaders and learn how to reward their members, rather than abuse them. Mentoring is a positive step in this direction. Self-knowledge, combined with an awareness of the mission and goals of the organization, will provide the necessary understanding to adopt successful leadership styles. Mentoring, coupled with experience, does make a leader more informed, effective, and goal oriented.

The relationship between the leader and Fraternity member is essential to accomplishing a well balanced and enthusiastic role in the Fraternity. The leader must know the style that is appropriate in relating to members, and when it is necessary to shift the style for better performance and results. An effective leader emphasizes changing one's behavior rather than criticizing. By identifying important governing principles, guiding visions, strong values, organizational beliefs and clear communication, a leader can create a healthy Fraternity embodying the values of trust, honesty, integrity and teamwork. If a leader recognizes that members are an organization's most vital resource, he or she can incorporate appropriate leadership styles to exploit the talents, ideas and energy of members to the mutual benefit of all stakeholders. ▲



David B. Ross, *Florida Atlantic*, is a program professor for the Educational and Organizational Leadership Doctoral Program, and lead faculty for the Charter School Education and Leadership Program at Nova Southeastern University in North Miami Beach, Fla.

**Congratulations
Golden Helmet
Honorees for 50
years of service!**

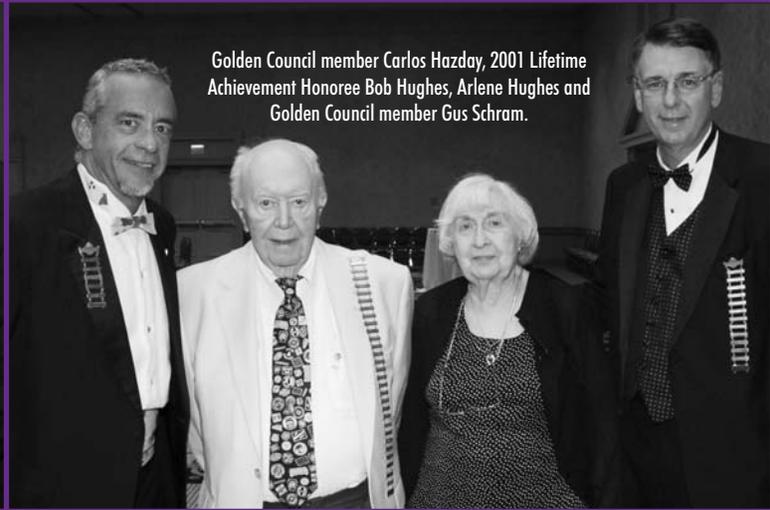
Rich Angell, *Nebraska-Lincoln*
Bill Arnold, *Denver*
Dale Hopkins, *Denver*
Phil Konsella, *Denver*
Robert Lucero, *Denver*
Michael Mescon, *Georgia State*
Paul Nehf, *Denver*
Hank Weibler, *Denver*

**Congratulations
Silver Helmet
Honorees for 25
years of service!**

Theodore "Ted" Atlass, *Denver*
Gayle Gerhardt, *Cincinnati*
James Gerhardt, *DePaul*
Dean Haave, *Denver*
Darrell Harsh, *Colorado-Boulder*
Robert Kissel, *Oklahoma State*
Charlie MacNeill, *Utah*
B. Todd Whisenant, *Alabama*



Karen and Golden Council member Bill Stebelski, Golden Council member Joe Goldblatt and Kent State District Director and Golden Council member Rich Garber.



Golden Council member Carlos Hazday, 2001 Lifetime Achievement Honoree Bob Hughes, Arlene Hughes and Golden Council member Gus Schram.



2007 Lifetime Achievement Honoree Mark Roberts, Golden Council member Claire Roberts, Desert Mountain Regional Vice President Justin Cranmer, Caitlin O'Meara and Bay Area Regional Vice President Lisa Brown.



Jim and Julia Jacobs, son and daughter-in-law of Founder Harold Valentine Jacobs, enjoy the company of fellow brothers at the Centennial Grand Chapter Congress.



April 25 is National Alumni Day!

Experience Lifelong Opportunities with Delta Sigma Pi!

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

Reminisce with someone from your chapter

Wear your badge or other Deltasig jewelry

Display your framed membership certificate

Read *The DELTASIG* magazine and the *Alumni Newsletter* (online)

Keep up-to-date with the Fraternity web site at www.dspnet.org

Attend an installation or reactivation ceremony

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 merchandise at www.dspnet.org (Deltasig Shop)

Attend a Founders' Day or Alumni Day celebration

Organize a networking event with collegians and alumni

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 at www.dspnet.org (Leadership Foundation).

Join an alumni chapter (or start one if there isn't a local chapter).

For more details, visit www.dspnet.org (Alumni).

Attend LEAD Schools, Provincial Conferences and/or Grand Chapter Congress

Submit ideas for stories for *The DELTASIG* magazine

Nominate an outstanding brother for a Lifetime or Career Achievement Award

Reach out to a Deltasig you haven't talked to in a while

Contact your local Regional or Provincial Vice President about volunteering. Visit www.dspnet.org (Contact Us/DSP Leaders).

In Delta Sigma Pi the possibilities are limitless!

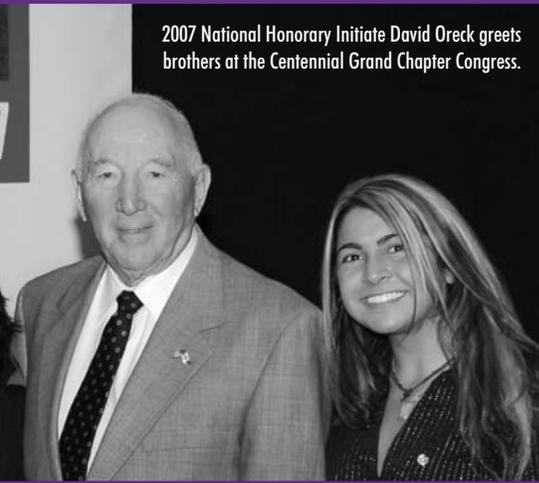
Have questions or want more information about alumni involvement and the opportunities of lifelong membership? Visit our web site at www.dspnet.org or contact us at alumni@dspnet.org or 513-523-1907 x223.



1999 Lifetime Achievement Honoree John and Central Virginia Alumni Chapter Secretary and Treasurer June Cookson.



2004 National Collegian of the Year Stephanie Menio, Golden Council member Claire English and Atlantic Coast Regional Vice President Mary Moon.



2007 National Honorary Initiate David Oreck greets brothers at the Centennial Grand Chapter Congress.



Lewis Chapter President Jerry Jasper, Vice President-Finance Joe Ward, Golden Council member Jeff Zych, Jennifer Zych, Great Lakes Regional Vice President Kim Ward, and Teresa Schudrowitz at the Chicago Alumni Chapter Founders' Day celebration.

The Power of Words

by Larry Sunn, Redlands

A brother seeking a speaker for a professional event wrote, in part:

How are you all doing? Well i am sorrory that it has taken me so long to get to you about coming to our professional event if possible...there is a seperet room along side the dining hall for you all dinner are going to be served at about 6pm so around five you will be able to set up. so if you are able to come let me know and i will give you the campus infomation where everyone will be located at.
thank you for your time

My response to this brother...I shall call him "Jake"...follows:

Hi Jake,

I have been a professor at the university level for over 25 years. The teacher in me wants desperately to correct the grammar, spelling, and punctuation in your requesting paragraph above. However, I hesitate doing so fearing you might think I am speaking down to you, or worse yet, feel as though I am lecturing you. I am not. Nevertheless, allow me to remind you that you are soon to join the business world and your writing prowess—or lack of it—dictates much about when and whether you will garner positions, assignments, or promotions. You will be asked to communicate your ideas and concerns.

I tell you this, Jake, because I believe you are much the same as I was 40—some years ago when, during the Vietnam War, I received a battlefield promotion to the Marine Corps' officer ranks (I wasn't a hero—I was just there). I went from being a superb staff sergeant to becoming a poor lieutenant because my education—in particular my writing—was so poor. Albeit I escaped high school with a diploma, I had no idea how important written communication would be in my vocational life. Unlike you, at age 24, with a wife and two children, is when I started my college education—all of a sudden the necessity of an education struck home for me. I write this letter hoping it, too, will strike home to you.

Larry Sunn, Redlands, is a member of the San Antonio and Inland Empire alumni chapters. He previously served as vice president of the Inland Empire chapter.

When you write business emails, you communicate the inner culture of the company for whom you are writing. Your words reflect the quality of the institution—the email can even be subpoenaed in court. However, there is an even more important reason for writing grammatically correct email—allowing others to understand what you mean.

We of Delta Sigma Pi are not alone, however. I once received the following email from an undergraduate thesis student, "hi LARRY I am sending u this assignment again!!!! i had sent u the assingnment earlier but I didn't get no response. If u get this assignment could u plz respond thanking u for ur cooperation"

Often people treat writing email as a chore, a waste of time, or worse, a lesser form of communication—it is sort of "text messaging." Because of this, it isn't given the care and attention as officially putting pen to paper. A friend of mine—still teaching languages at the university—put it this way, "Email is a party to which English teachers have not been invited. It has corporate America tearing their hair out."

Jake, take pride in your communication—make an extra effort to ensure your words communicate effectively. Unfortunately, the technological world continues to evolve in a short-cut induced blur. You must take charge of conveying your thoughts and leading others out of the blur. You have wonderful—and educational—spelling and grammar checkers; use and learn from them.

Below are some guidelines I have recommended to my students over the years—they are ones I try to use when composing my email:

1. Be concise and to the point
2. Answer all questions, and pre-empt further questions
3. Use proper spelling, grammar, and punctuation
4. Make your message personal—use first person
5. Use templates for frequently used responses
6. Answer swiftly
7. Do not attach unnecessary files
8. Use proper business structure and layout
9. Do not overuse the high priority option
10. Do not write in CAPITALS
11. Don't leave out the message thread
12. Add disclaimers to your emails
13. Read the email before you send it
14. Do not overuse Reply to All
15. Use the bcc: field or do a mail merge
16. Take care with abbreviations and emoticons—use them sparingly
17. Be careful with formatting
18. Take care with rich text and HTML messages

Personal Growth Through Brotherhood

by Raymond Galbreth, Missouri-Columbia

There are many lessons Delta Sigma Pi can impart to its members. Some occur in a structured environment, like our LEAD events and Grand Chapter Congress. Others simply happen as we interact on a daily basis. Delta Sigma Pi provides us a continuous stream of opportunities and challenges.

Sometimes we claim victory and sometimes we stumble in the effort, but the true measure of victory is in the measure of personal growth we achieve in the process. In the midst of living our daily lives, we need to pause once in awhile and remind ourselves that the task we have taken on is that of helping prepare our members for their roles in society – as better partners, parents, employees, employers, neighbors, and community leaders. The list is long and is an indication of just what kind of influence we can have and a measure of the responsibility we have to live up to.

In the process of experiencing “fraternity,” either as student members or alumni, we need to seriously consider the values we are teaching each other or simply reflecting. We get into habits in college that can easily last the rest of our lives.

As Deltasigs, charged with passing on our knowledge and wisdom to those who follow, we have a solemn obligation indeed. Still, we are supposed to be having fun! Not, however, at the expense of undue risk, lack of consideration for others or the violation of applicable laws. When we lose sight of that and drift over the line, we are sometimes reminded of this with negative consequences. Hopefully ones of small importance, but sufficient enough to serve as reminders of the basic values we failed to consider. How we react to those consequences says a great deal about our character. Do we, in effect, blame the state trooper for giving us a speeding ticket or do we accept the responsibility for our driving too fast?

It is easy to slip into thinking of Delta Sigma Pi as simply an undergraduate experience, but you really shouldn't let your experience end there. Stay involved with your chapter or with another student or alumni chapter near your home. Come to “roll up your

sleeves” and truly get involved, not just for the reunions but in the day-to-day activities. If it is a student chapter, ask about the members' grades. Get on their case if they are not up to par. Spend quality time with some of the student members, and talk to them about your life experiences. And, if you are still in school, LISTEN to the alumni who get on YOUR case. They do it because they care about this Fraternity and about you as a person. In fact, take the time to sit down and talk with alumni. They can teach you more than you may first realize. Who knows, you may just get your first job through such a connection! And don't forget about the Fraternity at the regional or National level. Many times, elections go uncontested. Or volunteer roles go unfilled. Our National leaders often hear from alumni who think Delta Sigma Pi needs to do something differently. If you think we need to do better... help!

If you are like me, and feel you have received a great benefit from being in Delta Sigma Pi, pay your dues and give back so that others may have the same experience or even better.

You owe it to yourself and the Fraternity... and Delta Sigma Pi needs you! If we are to succeed in our efforts to help prepare members for life in society, while having fun in the process, it will be because of those who give of their time and make it so. In the process of trying to help others, you just may find you have benefited yourself. You see, “personal growth through brotherhood” does not have to end when you leave college. It is your choice.

I'm going to end now with a quote by William Arthur Ward:

“I will do more than belong, I will participate.

I will do more than care, I will help.

I will do more than give, I will serve.”

Fraternally,

Raymond D. Galbreth



Ray Galbreth is Executive Director of Delta Chi Fraternity, based in Iowa City. His dual fraternal experiences have been helpful to Delta Sigma Pi in a number of areas.

19. Do not forward chain letters
20. Do not request “delivery” and “read” receipts
21. Do not ask to recall a message.
22. Do not copy a message or attachment without permission
23. Do not use email to discuss confidential information
24. Use a meaningful subject line
25. Use active instead of passive voice
26. Avoid using URGENT and IMPORTANT
27. Avoid long sentences
28. Don't send or forward emails containing libelous, defamatory, offensive, racist, or obscene remarks

29. Don't forward virus hoaxes and chain letters
30. Keep your language gender neutral
31. Don't reply to spam
32. Use cc: field sparingly—it is for need-to-know information
33. Limit yourself to no more than 4 exclamation marks over your entire lifetime.

My apologies if I offend you with this missive, but Jake we Deltasigs ARE the future of business. We need to take that responsibility seriously. Best wishes to you as you pursue your future. ▲

Leaving Your Legacy

Members of the Delta Sigma Pi Leadership Foundation Living Legacy Society are brothers and friends of Delta Sigma Pi who have chosen to make planned gift provisions to benefit the Leadership Foundation and the Fraternity, most often through a will, or by naming the Foundation as beneficiary on a life insurance policy.

These brothers have committed to future gifts of at least \$10,000 to the Leadership Foundation in the form of specific, residuary and contingent bequests. Such bequests have the following benefits:

- Distribute your assets according to your wishes
- Save on estate taxes
- Leave a legacy without giving up assets now

Other types of planned gifts can have specific tax advantages and can include lifetime income to a beneficiary or beneficiaries named by the donor. Leadership Foundation donors can utilize planned giving methods and enjoy the benefits today: capital gains tax savings, increased income, and income tax savings, to name a few. A planned gift maximizes your giving potential and can even allow you to ensure your financial security or that of a loved one. For further information about making a planned gift or bequest to the Leadership Foundation, contact (513) 523-1907 or foundation@dspnet.org.



Will YOU Be a Scholarship Recipient?

A primary goal of the Delta Sigma Pi Leadership Foundation is to provide scholarships to members and fund educational programs of the Fraternity by:

▲ Awarding over \$75,000 in academic scholarships annually to Deltasigs, including recognition for the Collegian of the Year program.

▲ Providing funding for LEAD (Leadership and Excellence Academies for Deltasigs) with at least 10 conferences offered each year around the nation that focus on leadership, personal and professional development of collegiate and alumni Deltasigs.

▲ Awarding full-tuition scholarships for Deltasigs to attend the national LeaderShape Institute®—an intensive nationally-renowned leadership experience for select student leaders.

▲ Providing funding to Delta Sigma Pi Fraternity to support other educational and academic endeavors such as the Educational and Leadership Consultant program, Scholarship Key program and professional/career development for members.

The Delta Sigma Pi Leadership Foundation is now accepting applications for the 2008 undergraduate and graduate scholarships. More than 35 scholarships ranging from \$500–\$5,000 will be awarded. Applications, and a complete list of available scholarships, are available at www.dspnet.org (Leadership Foundation). Apply by June 30!

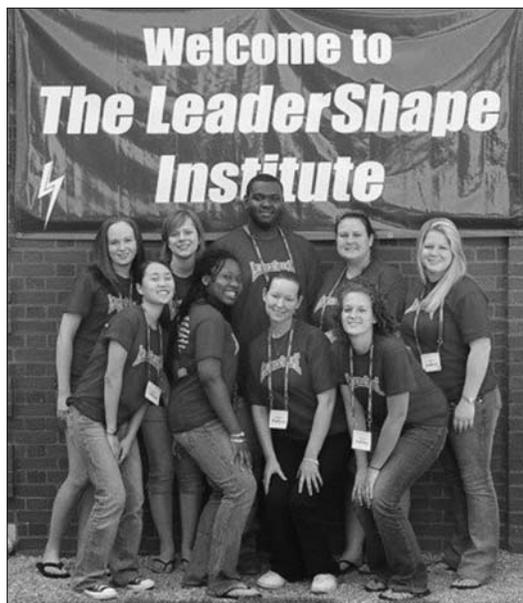
Are you a 2007 Centennial Society Member? You Can Still Join — but only through June 2008!

Membership in the 2007 Centennial Society is limited to those individuals providing \$2007 in unrestricted gifts between July 1, 2003 and June 30, 2008. Membership will be bestowed to individuals upon reaching \$2007. The funds raised through membership in the 2007 Centennial Society will be used to support and secure future educational, leadership and scholarship opportunities for our brotherhood.

With 2007 Centennial Society membership, you'll receive special recognition in *The DELTASIG* magazine and your name permanently displayed at the Central Office with other Society members!

To learn more about the 2007 Centennial Society, and view a full list of the more than 180 members, visit www.dspnet.org or call 513-523-1907 today to complete your membership.

Are you already a 2007 Centennial Society member? Ask us about the new 10K Club and join the nearly 20 members of this exclusive club!



Donations to the Leadership Foundation help fund various scholarships and events, including sending Deltasigs each year to attend the LeaderShape® Institute workshop in Allerton, Ill.



Welcome New Educational and Leadership Consultant Andrew Ochoa!

In January, Andrew Ochoa, *Texas-Arlington*, began his term as an educational and leadership consultant with the Central Office. Andrew is a native of the Dallas area and comes to us from the Zeta Mu Chapter where he held the office of chancellor and served on several committees, including the recent coordination of a joint initiation with four chapters as part of a regional

Centennial celebration. He also served as president of the Business Constituency Council, a liaison council among the dean, student governance, and students in the college of business. Brother Ochoa is a member of the Project Management Institute, working toward receiving project management certification through the institute. A December 2007 graduate with a Bachelor's degree in management, Andrew previously worked as a high school substitute teacher in Arlington. ▲

Calendar of Events:

2008

April 25
National Alumni Day!

July 15-20
LeaderShape® Institute

July 31-August 1
Fraternity Board Meeting-*Chicago*

October 11
Denver LEAD School

October 18
Boston LEAD School

October 25
Tampa LEAD School

November 1
Detroit LEAD School

November 7
Happy 101st Birthday, Delta Sigma Pi!

November 8
Kansas City LEAD School

2009

February 6-8
Northeastern LEAD Provincial Conference-*Cincinnati*

February 13-15
South Central LEAD Provincial Conference-*San Antonio*

February 20-22
North Central LEAD Provincial Conference-*West Des Moines*

February 27-March 1
Southern LEAD Provincial Conference-*Atlanta*

March 6-8
Western LEAD Provincial Conference-*Tucson*

August 12-16
47th Grand Chapter Congress-*Washington D.C.*
(*Crystal City, Va*)

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

BOARD MINUTES IN SECONDS

(from January 2008 Fraternity Board Meeting):

- Approved moving forward with the Central Office renovation plan to make the building accessible (elevator, ramps, restrooms) and upgrade lower level for office space. Fundraising provided via Fraternity engraved brick campaign—\$250 per brick—led by VP-Finance Joe Ward. Approved pursuing purchase of small land strip north of Central Office.
- Approved '09-10 operating budget with no dues or fees increases.
- Approved further task group work at considerable revamping of CEI.
- Removed policy restrictions on chapter rental of large, commercial boats—as long as they have a crew, insurance, etc. Further risk management review underway by an assigned task force.
- Changed election process to separate VP-OD and VP-Finance elections; seat delegates by province and region; closer regulate voting by candidates who are delegates.
- Changed proposed management agreement with Leadership Foundation from one to 5-year base and lessened related restrictions (LF Trustees to consider in March).
- Selected 2008 National Collegian of the Year (Ashley Henry, *Drake*) and Career Achievement (Alan Elkin, president of Advance Business Systems—a leading independent office systems supplier.)
- Took action on various chapter issues, most notably: Revoked the charter of Delta Xi (East Tennessee State); additional suspension until 3/19/08 for Alpha Omega (DePaul); probation until 1/09 for Kappa Tau (Clemson).

Lessons from Dubai:

How to Survive, and Thrive, Working Overseas

by Pete Diebel, Iowa

"We need you to cover our U.S. clients when we are in Dubai, and I need you in Dubai for 30 days in January."

I have to admit, I zoned out for a minute. I was interviewing for a contractor position with a friend [and brother] of mine, and had to roll that statement over in my head again: "...and I need you in Dubai for 30 days...."

Now, since this story is about my working in Dubai, let's assume I discussed this opportunity with my then-pregnant wife and we agreed this was too amazing of an opportunity to pass up. By the second week in December 2006, I was planning a January 1 departure to Dubai, UAE.

I spent nearly two months in Dubai in 2007 and I want to share with you the four most important lessons I learned.

Lesson 1: Research & Preparation

It's vital to research your destination. For Dubai's local information, check out www.gulfnews.com, the local expatriate newspaper. It will give you a feel for the action on the ground.

Then, look for more obscure resources, such as *National Geographic*. Talk to people you meet and let them know where you are going and when. At a party over the Christmas holidays, I learned the Dubai Shopping Festival would be going on while I was in town. Apparently this 45-day festival attracts shoppers from around the world.



Pete Diebel's Dubai office building, which ended up being a dusty construction trailer in the middle of the desert.

The famous Burj Al Arab hotel in Dubai—one of the most famous buildings in the world and just one of the landmarks Brother Diebel got to see during his time abroad. Pete chronicled his overseas adventures on his blog, <http://101stmonkey.blogspot.com>.



Keep preparations appropriate to you and your concerns. Here were some of mine:

- Travel assistance items such as my iPod, eBook, inflatable neck pillow, snacks, and extra batteries.
- Check the Centers for Disease Control and Prevention web site (www.cdc.gov) for the health issues and preventative measures to be taken prior to leaving.
- If you take prescription drugs, bring enough for the trip, in the original bottles, as well as copies of your prescriptions. (Also bring medication for "traveler's diarrhea." I also had a prescription filled for a strong antibiotic just in case.)
- Check in with the U.S. State Department to let them know where you will be, why, and to provide your emergency contacts in the United States.

Lesson 2: Attitude is Everything

Be adventurous! You are undertaking an adventure... be open to finding the wonder in the entire experience. International travel will take longer than you plan and small issues may seem much more serious because of language and cultural differences.

Get out and go! When you get to your destination, remind yourself why you decided to go there. Don't just sit in your hotel surfing the net each night. Go out for a walk in the neighborhood. Find the local favorite restaurants. Go to a museum. Travel to other cities nearby.

In Dubai, there are people from over 140 different countries living and working. (I met people from Jordan, India, Pakistan, Saudi Arabia, Lebanon, Indonesia, The Philippines, Syria, UAE, Holland, Germany, and the USA.) My goal was to see Dubai and the people

there through their eyes, not my own. When traveling abroad, you cannot measure the living conditions based on life in the USA. Many laborers in the UAE live in sheet metal shacks and do so gladly because it is the best opportunity they have to support their families back home. Just because it's not up to "U.S. standards" doesn't mean it's not the best living conditions they've experienced.

Lesson 3: You're Here to Work

Working in Dubai required me to be open to new ideas and new ways to do things and challenged me to be patient with people who think and operate differently than I do. When you travel to a country on holiday, you have the luxury of shrugging off these cultural differences, but when you work there, it's just not possible.

We worked for a general contractor responsible for construction and the short term operation of the second phase of a natural gas power generation plant. The workplace in Dubai is an interesting mix between Europe and the Middle East. The best way to describe it is that the work management and style was European in nature. We were expected to work hard, for as long as it took, to get the job finished on time. If that meant working eighteen days straight, so be it. The project management and style was Middle Eastern in nature. The boss is the boss. You do your work and he will get to his in good time.

The best example I can give about this cultural phenomenon is in terms of deadlines. We were to receive our source materials in November, begin the project in December, then complete the project by March. We did not receive the completed source materials until May, yet were held to the March deadline. When we could not meet the deadline, our fees were held up indefinitely. Dubai is the place many businesses want to be and the Emiratis know this. It gives them tremendous negotiating power. Don't get me wrong, the Emiratis have worked hard to transform their country. However, they are also blinded by their cultural traits—just as we are.



Brother Diebel on site at Al Aweer Power Plant "H". Pete spent two months working in Dubai. He works as a human resource consultant with LIP Partners, LLC.

George Bernard Shaw wrote, "England and America are two countries separated by a common language." I found this very applicable in Dubai where English, being the global language of commerce, is known by everyone. But, there were times when conversing in English between Indians, Dutch, Americans, Germans, Lebanese and Saudis was a challenge. We were all committed to working together, and sometimes that took patience and a little translation.

The biggest difference between American work styles and those of my colleagues was tempo. Americans tend to have a more laid back style. We have hobbies and vacation days and iPods. My colleagues from the Middle East had a more frenzied work style. They would work from dawn until dusk, then bring work home. One hour lunch breaks became their holidays to be enjoyed or their nap time, before getting back to work. You might be saying right now, "That's what my work day is like!" Maybe so, but add in 115° temperatures, Florida humidity, sand storms, and unreliable phone and internet systems. All these other factors just come with the privilege of working in Dubai.

My colleagues in Dubai accepted me from the start. But this acceptance was less because of good will and more

because acceptance made the work more efficient. Later, once I proved my work ethic and integrity, I was accepted as a member of the group.

Lesson 4: Remember and Record

You only live once. Remember and record your experiences from your trip. Whether you record them in a journal, a blog, or letters to your spouse, record them. Take lots of pictures and remember the people and places. I recorded my trip on my blog and gave the web site to everyone. It was a great journal, record, and way to share my experiences and keep in touch while overseas.

Well there you have it! Four tips to get you started on your first big expatriate working adventure. I recorded 20 blog entries during my time in Dubai. My blog (<http://101stmonkey.blogspot.com>) covers everything from missing home to the wonders of a place where scarcity does not exist. If you have questions about working in the Middle East, my blog, or this story, please feel free to contact me at epsilon1998@gmail.com. ▲

Pete Diebel is a member of the Central Florida Alumni Chapter, previously serving as the Atlantic Coast Regional Vice President and a district director.



As part of our Centennial celebration, a photo contest was held. Brothers were asked to take a picture of their chapter celebrating the Centennial in their own creative way. The winner was the Inland Empire Alumni Chapter!

Centennial Photo Contest Winner!

"100 Years 100 Deltasigs" was taken at the regional initiation March 10 in Riverside, Calif. Brothers pictured represent nine collegiate chapters: Lambda Chi, Omicron Sigma, Lambda Sigma, Eta Chi, Iota Pi, Gamma Omicron, Xi Pi, Lambda Pi, and Nu Phi. The Orange County Alumni Chapter was also represented, along with Pacific Coast Regional Vice President Paul Dawson and then Educational and Leadership Consultant Kimberly May.



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