

THE

DELTA SIG

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



Alexander Frank Makay



Henry Albert Tienken
Re-found!



Alfred Moysello



Harold Valentine Jacobs

**A Founder Re-Found! Exploring the life of Henry Albert Tienken
2003–2004 Fraternity and Foundation Annual Reports Inside**



A Founder Re-Found!

Henry Tienken's son shares memories of his father.

by George Tienken, *Georgia State*

This article evolved from a speech given by George Tienken, at the 2004 LEAD Provincial Conference in Houston.

The Early Years

Please allow me to give you a brief history about my father—one of Delta Sigma Pi's four founders—Henry Albert Tienken, known to his friends as "HAT." For the record he was born in Brooklyn, N.Y. on September 7, 1887.

After he finished his studies at New York University with a degree of bachelor of commercial studies (and obtained his CPA) in 1910 my father accepted a job with an oil company in the area of Salta in northwest Argentina (see map marked #1). He remained in that area for approximately nine years. He made one trip back to the United States on business in 1919 and visited with one of the founders, Alexander Makay.

While in Salta, he was offered a position with a nitrate mining operation in Chile. He moved and settled in Valdivia, Chile (#2 on map). There in 1921 he met my mother to be, Emily Lily Hazelton, an English lady—a teacher and the daughter of a sea captain. They married and stayed in Valdivia and had their first born, my brother Arthur (who passed away in 1998 in Long Beach, California).

After he worked in Valdivia, my father became a partner in a company known as "Weiss and Tienken." The company was sold about three years later, after the death of "HAT's" good friend, Jimmy Weiss. Once again he returned to Salta, Argentina with an offer believed to be from his old company. There were two sons born there: my brother Edward, who passed away in New Jersey in 1993, and my brother Bill, who is presently living in San Diego.

After that period, my father was offered a job to go to work for a railroad construction company in Cochabamba, Bolivia (#3 on map). While there, they had one more child, a girl named Georgiana. She died at the age of one. Once again, my parents returned to Valdivia, Chile (#2) and had the last of their children—yours truly. I was born February 22, 1931.

My parents were wonderful. I have great memories of my youth. I would not trade my life or what I went through or what I learned from these two fine folks for anything.

After my father had been in Chile for some time, he was offered a position to work in the tin mine area of Huanchaca, Bolivia (#4 on map), where we spent several years.

Henry Albert Tienken left New York University for South America in 1910. The map notes various career steps for the adventuresome founder. He died in 1949 at Oruro, Bolivia.





Because we lived in remote areas, home schooling really started with mom when we were young, as there were no schools except for the children of the laborers in these mining areas. As each brother became older it was time to move on. My three brothers attended a private school in Santiago, Chile.

I was to follow suit, but I had suffered a very critical accident with high voltage electricity at age 9 in Pulacayo, Bolivia (#4). The faith and encouragement that my father and mother had prevented the Good Lord from taking me and allowed me to be here. Anyway, because the accident took place I was transferred to a hospital in Chuquicamata, Chile, (#5 on map) where I remained for a year. Since I had lost schooling time and the use of my hands, it was necessary to start all over. I had to learn how to write again and do things that I could do before. Consequently, I had intensive rehabilitation and home schooling for over two years. After the two years I was sent to a very small private school in Vina del Mar, Chile.

The idea of sending your children to a foreign country was not a matter of choice, it was a matter of necessity. In our family there was a lot of separation between where our father needed to be to earn a living and where the children could get an education. Because of this, you would think the distance would separate your relationship from you and your parents. Not in this family. The strong family foundation that my parents created for us as we were growing up, allowed us to have a close relationship no matter what the distance.

In 1941 my mother died. I was only ten. She died in Oruro, Bolivia (# 6 on map). Dad remained employed with an accounting firm for a couple of years. A year later during WWII, my father was offered a position with an agency of the United States government in the jungles of Bolivia and Brazil. So we moved to the jungles of Riberalta, Bolivia (#7 on map).

This is near the tip of the Brazilian and Bolivian borders. The camp we lived in was located on the shores of Madre de Dios River that flows from Peru into the Madeira River in Brazil and eventually to the Amazon.

Dad traveled intensively on a small cruiser to inspect the rubber plantations in the region. I was there for two years. He remained there much longer. This is where the rubber was produced to keep the supply going for our armed forces in the United States. After the liquidation of this company, my dad



Founder Henry Tienken with sons George (left) and Eddie, in the mid-1940s.

returned to Cochabamba, Bolivia. I had left earlier because it was necessary for me to get to school. However, while we were in the jungle I was being tutored by the Maryknoll Catholic missionaries in Riberalta. I attended class every morning for two years while I was there and in the afternoon I would play Tarzan. I have always considered this an unforgettable experience!

I left and lived with a family in Cochabamba, Bolivia, until my father returned from the jungles after the Rubber Development Corporation was liquidated. He accepted a position with the Tin Placers Corporation in Playa Verde, Bolivia, located about 70 miles from Oruro, Bolivia (#5), where I was attending the Anglo American School. Tin Placers was doing tin strip mining with a very large dredge that floated on a lake and as the dredge moved so did the lake.

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Editor

Bill Schilling

Associate Executive Director/Executive Vice President of Leadership Foundation

Shanda Gray

Assistant Director of Communications

Stacy Donahoe

Art Director

Jody Toth

Contributors:

Jackie Andolino	Kathy Jahnke
Tim Augustine	Kent Lutz
Jaclyn Charles	Stephanie Menio
Carol Greenfield	Jim Prescott
Greg "Howie" Howell	George Tienken

Member of:

AACSB International –The Association to Advance Collegiate Schools of Business
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Send address changes, articles, letters and pictures to:

Assistant Director of Communications
Delta Sigma Pi
330 South Campus Avenue
P.O. Box 230
Oxford, OH 45056
(513) 523-1907 FAX (513) 523-7292
email: magazine@dspnet.org

Visit us online at: www.dspnet.org

On the Cover: Little known details about the life of Founder Henry Albert Tienken are shared by son, George. Surrounding Tienken in South America are (clockwise from top left) fellow Founders Alexander Frank Makay, Tienken, Harold Valentine Jacobs and Alfred Moysello.

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Delta Sigma Pi—More than a College Experience

Delta Sigma Pi, not just four years, for life! A phrase we all used during our college years. A phrase that many of us, including myself, took seriously.

Like me, most of you joined Delta Sigma Pi during our college years. We also took an oath to a lifetime of commitment. As I travel across the country, I have had the opportunity to meet hundreds of our collegiate brothers. They all have one thing in common, their love of Delta Sigma Pi—many stating it was the best decision they made in college.

But what about after college? What happens to that commitment we made? The oath we took? When we graduate from college do we graduate from Delta Sigma Pi?

I prefer to look at graduating from college as the next step in experiencing all that Delta Sigma Pi has to offer. For some it may be joining an alumni chapter, for others it may be supporting their collegiate chapter as a professional speaker or mentor and others, like myself, aspire to serve in national leadership rolls. But the list does not end here. There are many examples of Deltasigs all across the country continuing to serve and experience all that Delta Sigma Pi has to offer.

Calling out a recent example, 101 brothers participated in our second National Volunteer Leadership Training Retreat. Recent graduates and alumni from across the country joined with current appointed and elected national leaders in St. Louis for a weekend of leadership training, networking and inspiration. Those in attendance not only still have the love for Delta Sigma Pi they had while in college, but want to continue their commitment by assisting our collegiate and alumni chapters to make our organization stronger.

Then there are those who, over the years, have continued to share their experiences to benefit Delta Sigma Pi as

a whole, as well as its individual members. You need only look at our two most recent national award winners.

Nick Steinkrauss, Delta Sigma Pi's 2004 Lifetime Achievement Award recipient, has dedicated his time, talent and treasure over the years by serving in national leadership roles, supporting the Leadership Foundation and working on expansion to help our Fraternity grow.

Our 2004 Career Achievement Award recipient Joe Mayne, also continued his commitment to Delta Sigma Pi. Through Joe's successful motivational speaking career, he has inspired our collegiate brothers to become better leaders and take charge of their lives. He has also traveled to numerous college campuses with his programs and along the way has continued to promote the importance of being an involved member in Delta Sigma Pi.

For those who do not wish to have a public presence, or do not have the time for such an active roll, the Leadership Foundation is the perfect way to continue supporting Delta Sigma Pi. In this issue, you will find those who support the Leadership Foundation and its mission to support the collegiate members of our organization by providing scholarships, and leadership and personal development programs.

So now you are wondering what can I do to continue my commitment? If you are still in school you need to start the transition now. Make contact with a local alumni chapter and plan some joint events. Contact your District Director or Regional Vice President and express your interest in wanting to serve in a volunteer roll now or after graduation. And if you attend a national event,



you can join the Grand President's Circle—which by your membership you have made a public statement that you want to stay involved and support Delta Sigma Pi for life.

If you are an alum and have drifted away from Delta Sigma Pi, all I can say is that it is never to late to come back. You are a Deltasig for life and we

want to have you back! I will start by encouraging you to join an alumni chapter so you can once again experience the bond of brotherhood. We now have 51 franchised alumni chapters and another 31 alumni groups around the world. If you don't have one in your area, why not start one? It only takes 10 interested people to get started and we can help you with that endeavor.

Do you have a desire to inspire or teach within your field? You can volunteer your time as a professional speaker at a collegiate chapter or at one of our LEAD events.

Or—if you simply want to provide the same opportunities to collegiate brothers that you once had or if you want to make a difference in their college experience, you are encouraged to support the Leadership Foundation. There are numerous funding opportunities you can support—there might even be one benefiting your own collegiate chapter.

Delta Sigma Pi is not just a collegiate experience, it is the experience of a lifetime! It is out there waiting for you, all you have to do is take advantage of the opportunities. ▲

Fraternally,

Kathy Jahnke
Grand President

"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.

The History of Delta Sigma Pi: 1907 to 1914

by James Prescott, *Loyola-Chicago*

It may seem so very long ago that Delta Sigma Pi was founded. It was a very different time of which the average person today knows very little. In fact, it was in a previous century and in a previous millennia that four young men decided to make a difference in their college community. Much has happened in the world since those early years of the 1900s, and much of what has happened has had an impact on Delta Sigma Pi. This impact at times was minor and of little note, and yet at other times challenged the very existence of our Brotherhood. In many ways the history of Delta Sigma Pi can be compared to the history of the United States, as we shall see in future chapters. Delta Sigma Pi was even impacted by U.S. history from the years prior to 1907.

As we begin our journey with Delta Sigma Pi, it should be noted every attempt has been made to tell the story, not just in an interesting way, but as accurately and completely as possible. Sometimes that was difficult due to the absence of credible historical artifacts or written documents. But at all times it was endeavored to tell it “as it was,” which sometimes may conflict with individual personal recollections.

The Journey Begins

To begin our story we need to go back to the early 1900s. The Victorian Era had come to an end in 1901. The Era of Industrialization would soon be replaced by what has been called the Modern Era. (Decades later the 20th Century would come to be known as the “American Century,” and Delta Sigma Pi would be nearing a century of existence.) In the autumn of 1906 there were only 46 states in the Union; Teddy Roosevelt was the 25th president of The United States. Traveling was done by train or boat. It was also the year of the



Alpha Chapter members at their summer resort located at Sea Cliff, Long Island, N.Y. Front row: Harry Hertel, George Sinnott, Nicholas Ficker, Alfred Moysello and John Waldron. Back row: Louis Bruenner, Alexander Frank Makay, Walter Dean, and guests. (As identified on a photo displayed in the Buzz and Stonie Sutton Archives Room at the Central Office.)

Great San Francisco Earthquake. The Wright brothers had invented the airplane in 1903, but it would be years before it would be used for commercial purposes. Even the automobile was relatively new. Horse drawn carriages were more common, even in large cities, as the typical mode of local transportation. There was no home air-conditioning, no “talkies” (motion pictures did have sound provided by a live orchestra), radio and telephone had been around for a while, although few homes had them. People often look back on these years as a slower time, with none of the rush associated with life in the 21st century. All this, and much more, would slowly start to change.

In 1906 there were only a handful of business schools in the United States, and one of these schools was the School of Commerce, Accounts, and Finance at New York University. This school offered

a three-year evening program that led to the degree of Bachelor of Commercial Science. Classes met from 8:00–10:00 PM five nights a week. Most students worked during the day. In 1906 some 300 students were enrolled in this program, including four men who would soon come to know each other and start a new organization. These four young men, soon to be our founders, were Alfred Moysello, Henry Albert Tienken, Harold Valentine Jacobs, and Alexander Frank Makay. They were part of the 70 member class of 1909.

As is typical of students even today, these four students met in class. They also took the same subway route on their way home each night. When weather permitted they would walk from school south to the Brooklyn Bridge, a distance of about two miles. Often these four were accompanied by other classmates.

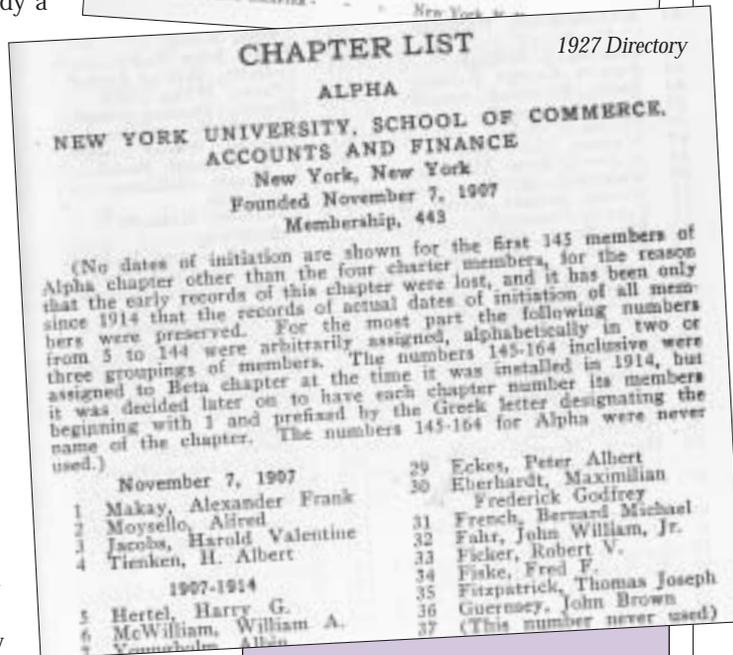
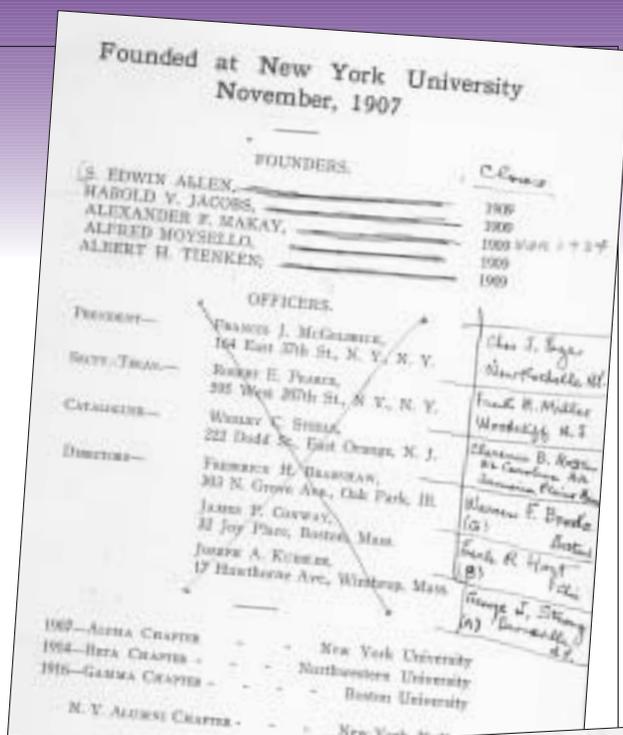
These walks gave the students an opportunity to get to know each other and discuss topics of mutual interest. One topic that came up regularly was school affairs and the dominant position of one organization which had been started only a couple of years earlier. These four students, who were to become our four founders, and other students, felt they had been ignored by this relatively new organization. The four decided they would do something about it and offer the student body some real alternatives. Their first efforts met with little success. They had decided to form a club, open to all students, but the student body showed no interest. Not deterred, they once again approached the student body with the idea of forming a club, and once again they met with no success.

During 1907 the four men who were to become our founders were often accompanied by other students on their nightly walks as previously mentioned, but one person accompanied them so frequently that, had things turned out differently, we might be remembering five individuals as founders instead of four. In fact, one of the "stories" your author heard as a pledge in the 1970s was that Delta Sigma Pi actually had five founders. Not until many years later when I was researching the history of Delta Sigma Pi for the 75th anniversary did I learn the real story. It was this fifth person in the group, (Charlie Cashmore; according to Harold Jacobs in his 1957 recollections recorded by Homer Brewer and Jim Thomson. See sidebar for more on this intriguing "mystery.") who came close to becoming a founder. The true story had been changed over time by telling and retelling and now differed from the facts.

It is true that while the future founders were trying to convince the

student body to start a club that this fifth person fell away from the group in order to join the very group he and the others were against. This other group was a fraternity and it is perhaps this event that caused the future founders to modify their plans and offer the student body a fraternity instead of a club. And so once again they approached the student body, but this time they asked if the students would be interested in a fraternity and they got a very enthusiastic reply. There were actually students who wanted to be initiated immediately but had to be turned away as there was no "official" organization for them to join.

Memorial Day ended the 1907 school year, but the future founders met during the summer on weeknights and weekends to formulate their plans for a fraternity. Two of the future founders, Alexander Frank Makay and Harold Valentine Jacobs, had been members of high school fraternities, so there was a basic idea upon which to build. These two were assigned the task of drafting a constitution, bylaws and a ritual. The first constitution of the new fraternity was finished at the Casino in Central Park, a restaurant managed by Jacob's father and a regular meeting place of the future founders.



The Mystery of the "Fifth Founder"

In the 1917 Deltasig Directory (top), a fifth founder's name appears—S. Edwin Allen. (In 1957, Harold Jacobs said "Charlie Cashmore" was one of the earliest "contributors"—who later joined Alpha Kappa Psi and then was "left out" of Delta Sigma Pi). In the 1927 Deltasig Directory, four founders, as we know them to be today, are listed—with no mention of S. Edwin Allen. Perhaps, someday we will solve the mystery of the "Fifth Founder" and S. Edwin Allen.

Search for a Name

In the fall of 1907 the founders gave final approval to the new constitution, but their fraternity had no name. The official date of the founding of the nameless fraternity was November 7, 1907, and the founding brothers were Alfred Moysello, Henry Albert Tienken, Harold Valentine Jacobs, and Alexander Frank Makay. Within years a controversy arose as to the founding date, and this controversy remains to this very day. But we'll save that for another chapter!

The next order of business for them was the election of officers. Alex Makay was elected the first president and Henry Tienken was elected the first vice-president. Harold Jacobs and Alfred Moysello were elected treasurer and secretary respectively. Increasing their numbers was the next crucial task of this still nameless fraternity. They approached the class of 1909 and several new members were initiated. They then turned their attention to the class of 1910 and initiated several more members.

While the recruitment of new members proved to be little problem for the new fraternity, getting recognition from the school administration was not so fast in coming. In fact, when approached for school recognition the dean of the business school turned down their request. He felt that the business school wasn't large enough to support two fraternities. Nonetheless, the nameless fraternity chose to continue to operate and initiate new members. By 1908 the fraternity had gained the support of a faculty member, Professor Lee Galloway, who was instrumental in the fraternity finally gaining official recognition from the dean.

The popularity of this new fraternity grew fast due in large part because Founder Makay played varsity football and Founder Jacobs played varsity baseball. This caused both of them to be well-known on campus which resulted



Alpha's house at 1841 N. Park Avenue.

in increased interest in their fraternity. But now it was finally time to decide on the name of the fraternity. In early 1908 the membership gave approval to the three words that best expressed the meaning of the fraternity and then had a friend of Founder Moysello translate those words into Greek. From those words the name of Delta Sigma Pi was chosen. Official approval of this name was voted on April 2, 1908. The Fraternity bylaws were also approved at this meeting. The design of the fraternity badge (or "pin" as some call it; hence the word "pinning") was approved soon thereafter. At the third official meeting of Delta Sigma Pi held on April 29, 1908, the official colors of the Fraternity were approved as purple and gold, winning over the colors of violet and gold. Some years later, although it has not yet been firmly established as to when or why, the colors were modified to "old gold and royal purple."

October of 1908 would also see the introduction of something absolutely indispensable to a fraternity: chapter dues and initiation fees. Yes, chapter dues and initiation fees have been with us almost from the very beginning! And

so it was that chapter initiation fees of \$1.00 per member and \$.25 in dues per week per member were approved. A ritual had also been approved by this time. We know when the constitution, ritual, dues, initiation fees, and other items were approved, as they are included in the minutes of the original minute book of the founders. However, these minutes, covering various meetings, include virtually nothing in the way of discussion about these items. Only that they were approved at a particular meeting. Thus, little is known about the various decisions made in the first year of our existence, and it would be many more years before any real effort was made to fill in these blanks. This would mean that many blanks would remain just that!

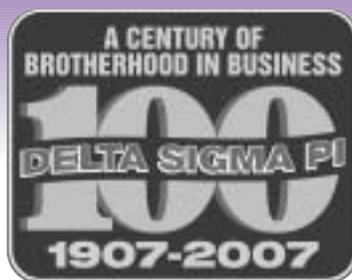
By 1909 the Fraternity was established and growing. The social program of the new brothers was also growing! Delta Sigma Pi at this point in time was primarily a social fraternity within the School of Commerce, Accounts and Finance (the concept of a professional business fraternity had not yet been established). Chapter members had begun renting a room in the Washington Square area of New York City, which was near the campus. This was the base of operations for the Fraternity for both chapter meetings and parties. Desiring to continue their fraternal involvement in the summer months, members began to rent a summer home at Sea Cliff, Long Island. This summer gathering, in which many brothers would come up for the weekend, continued for many years.

The four founders graduated in 1909. Enough new members had been initiated by this time that the Fraternity would continue to grow and thrive. The founders began their careers, but continued to be involved with "their" Fraternity as often as time and circumstances allowed. But time changes everything. In 1910 Henry Tienken left

the United States to work for several South American businesses, returning to the U.S. only once before his death in 1949. Alfred Moysello continued to be involved in Delta Sigma Pi until his death in 1941. Harold V. Jacobs became estranged from the Fraternity he helped to found due to a change in the membership requirements (a topic for a later chapter), and only returned to active membership many years later. Alexander Makay continued his fraternal involvement until his death, and is the only founder to serve on the national board of directors or on national committees.

The graduation of the founders marked the passing of the torch to new members—members who were so new the founders were much more than just names on a pledge test! These new members were ready for the task of continuing on. In 1911 a chapter newsletter began to be published “every other week” and was simply titled *DELTASIG*. This newsletter got a name change in 1912 to *THE DELTYSIG* and was beginning to be published in a more professional style. Later the name would be changed to *The DELTASIG*, which is the name we know today for our national magazine.

1912 was also the year in which the Delta Sigma Pi Scholarship Key was established. This award was presented in those days to the outstanding senior in the school of business. Soon after the 1914 installation of Beta Chapter this would become a national award presented at every business school in which there was an active chapter of Delta Sigma Pi. Further, at least until the late 1920s, this award could be won by women. The rules were eventually changed so that this award would only be won by males. This is consistent with the prevailing sentiment of those times that fraternities were for men and sororities were for women. This concept carried over into such things as this award.



With the change in later years in the membership regulations of Delta Sigma Pi that allowed initiation of women, the male-only restriction on this award was also dropped. The winners of this award, which included future Grand President H. G. “Gig” Wright, received a “key” that was typically worn from a watch fob. Each chapter received from the National Fraternity a scroll on which they would have the names of the winners from their school imprinted.

The First of Many Expansions

Around the time the founders were graduating, another fraternity on a campus halfway across the United States was being organized. This fraternity was at the Northwestern School of Commerce in Chicago, a business school that was founded in 1908 and had a few hundred students. A group of these students desired to form their own fraternity and did so in 1910. The members of this Chicago fraternity had researched the history of the earliest commercial enterprises and in the process learned about the Hyksos Kings of Ancient Egypt. So they decided to call their fraternity the Hyksos Club and elected officers, approved a ritual, and immediately discussed plans to expand across the nation.

With expansion in mind, the members of the Hyksos Club contacted the few existing business schools in the country in order to determine if there were any local fraternities wishing to join them in creating a national Fraternity. Soon they were in contact with George Strong (Alpha #99) of Delta Sigma Pi. Correspondence carried on between these two fraternities for some time, centering on what changes each thought might have to be made to

their laws and ritual in a union of the two, or whether one fraternity should join the other as the second chapter of one or the other. Considering that the Hyksos Club was based on ancient Egypt instead of ancient Greece (as are most fraternities) the Hyksos had the biggest changes to accept if they joined Delta Sigma Pi.

At a meeting in 1914 at the LaSalle Hotel in Chicago, the Hyksos had a final discussion about joining Delta Sigma Pi. The vote was affirmative and Delta Sigma Pi at New York University was immediately notified about the decision. Soon thereafter, Alpha’s George Strong and John J. Burke travelled from New York to Chicago and installed what was now to be called Beta Chapter of Delta Sigma Pi. These six brothers were the first official initiates of Beta Chapter of Delta Sigma Pi: James Civis (#146), Cathel Kerr (#147), John Bready (#148), Earl Bush (#149), Harold O’Connell (#150) and George Skurow (#151). With the installation of Beta Chapter on February 7, 1914, Delta Sigma Pi could now accurately call itself a national Fraternity. (The numbering system was interesting: Alpha Chapter had 145 members before the installation of Beta Chapter. The numbers 1–145, inclusive, were never used by Beta—at the time of installation it was decided to alternate numbers with Alpha. The plan was abandoned very shortly thereafter, but the numbers 1–145 were never utilized.) A national organization had been created in January of 1914 in New York City. At the meeting of this new national organization Walter N. Dean was elected the first national president, an office we call Grand President today.

In the next chapter we will learn about the early years of the National Fraternity, and the impact of World War I on Delta Sigma Pi. We will also learn about some dark days for Delta Sigma Pi in the aftermath of The Great War and the impact of Beta Chapter. Stay tuned! ▲



Recently initiated CAL STATE-FRESNO brothers are welcomed into the chapter.

Albany/Zeta Psi

This semester will be our chapter's 30th Annual Career Fair. Every fall semester, the brothers of the Zeta Psi Chapter join forces to hold one of our most successful events of the year. Over 60 companies attend the career fair, ranging from the "Big Four" to JP Morgan, Chase and Microsoft. It is an exciting day where everyone can let their professional and social sides shine while interacting with recruiters who we have all come to know so well. Numerous alumni always attend the event with their respective companies and it is always great to see old faces. This year, our chapter will also be hosting a banquet the night before the event to provide the recruiters with a fun-filled and relaxing night where we can get to know them on a more personal basis. On average, the fair enables 85% of graduating seniors to have full-time job offers before winter break—and this number is rapidly improving. —Raymond C. Andrews

Angelo State/Eta Theta

We initiated a really strong pledge class last semester and we are expecting some great things from them. Over half of our chapter plans on attending the November 13 LEAD School in New Orleans. We anticipate a great semester and wish all Deltasigs the best! —Megan Clift

Arizona State/Gamma Omega

In April, 14 Gamma Omega brothers packed into their cars and traveled to San Diego to partake in the Pacific Region's semi-annual Lobster Run. For those of you not

familiar with this event, brothers from all over the West Coast make their way to Rosarita, Mexico for an old fashion Mexican lobster dinner.

Last semester, we saw our largest pledge class from the fall semester stepping up to the plate, heading events such as our first-ever Gamma Omega Golf Tournament and a semi-annual auction.

The success we had in the spring with fundraising pales in comparison to the success we had in aiding our community. Nothing was as fulfilling as walking around Arizona State's track through the night to raise money for cancer research in the Relay For Life. We also volunteered to facilitate the local Walk to Cure Diabetes.

This fall we will be sponsoring a morning mixer for our local Chamber of Commerce, having a "business on the green" seminar at a local golf course, a picnic for Founders' Day, and our semi-annual auction. For more information on our activities and brothers, visit our web site at www.asudeltasig.org. —Caren Plummer

Ball State/Epsilon Xi

The past year has provided our chapter with many opportunities to develop fraternally and personally. Our proudest development is the addition of 17 new brothers, bringing our total collegiate number to over 60! As the largest professional business fraternity on campus, we have become an influential part of the Miller College of Business.

We pride ourselves on our individual development. In March, we had seven brothers attend the North Central LEAD Provincial Conference—we enjoyed the break-

out sessions on various business topics.

"Business before pleasure," has always been our chapter's motto. With 12 members on the Dean's List (4.0) it is obvious we pride ourselves on achievement in the classroom, but we still find time to hold social events to get together with our brothers. Outside the Miller College of Business walls, our chapter celebrated a homecoming win with a cookout and tournament, along with more than 25 alumni from all over Indiana. We also turned community service opportunities into fun, social events. We collected over 350 cans for the Animal Rescue Fund (ARF). Through events like these, we strengthen our brotherhood while helping the community around us. —Stephanie Sipe

California-Davis/Nu Rho

This fall, we are starting off the term with a great event. We are inviting the Public Relations Society of America (PRSA) to come on campus and educate us in the field of public relations. PRSA is the nation's largest organization of public relations professionals. Our speaker Christina Ragsdale, the assistant general manager of marketing and public relations of the Sacramento Regional Transit District, along with board members of the Sacramento Chapter of PRSA, will speak to us about their experiences in the area of public relations; career opportunities that they have encountered and may exist for college graduates; and in general, how to effectively market an organization. As we are run like a real corporation, we hope to learn about how public relations work in a real company. We hope that through this event, California-Davis students will come to appreciate the power of effective public relations. We have high hopes for this event—if any Deltasigs would like



DEPAUL brothers prepare for another exciting year.

to contact the PRSA chapter closest to you, visit PRSA's web site at www.prsa.org or contact us at www.dsp-nurho.com or president@dsp-nurho.com. —Noreen Chan

DePaul/Alpha Omega

It's been an eventful summer for our chapter's executive committee. After taking time to relax and recharge, we've planned a number of exciting programs and developed a few new initiatives we hope will have a significant impact this fall on campus. Upcoming events include volunteering at the Chicago Ronald McDonald House and the Children's Memorial Hospital. We will be joining Loyola-Chicago brothers to tour the Goose Island Brewery and are also planning a bowling outing with the Chicago Alumni Chapter.

We are very excited about a new initiative offering students an array of opportunities in a variety of career fields, while also helping students direct their job searches. Throughout the year, we will be scheduling speakers representing each of the major business career fields to provide insight into potential career paths. In addition, we have arranged for past LEAD speaker, Brad Karsh, from JobBound, to conduct an on-campus workshop entitled "Confessions of a Recruiting Director."

As we continue to build on these programs and initiatives, we're sure that this upcoming school year will be one of the most fulfilling and memorable years yet for Alpha Omega. —Nicole Shannon

George Washington/Xi Rho

Last month, the brothers of Xi Rho helped an alumnus host the "No Room for Poverty" National Rally on the Ellipse in Washington, DC. More than 25,000 people attended this event, bringing attention to poverty and related issues of health care, jobs, education, and affordable housing. We helped promote this event and provided support to organizers and attendees on the day of the rally. We hope to help the rally achieve its goal of calling attention to the 100 million Americans living in poverty and motivate the administration to convene a White House Conference on American Poverty. —Christine Screnci



Epsilon Chapter at IOWA was recognized as the Best Business Student Organization and Best Student Organization campus-wide.

Indiana-Purdue at Ft. Wayne/Iota Lambda

Our chapter held a fabulous fundraiser for the Brickyard 400. We volunteered to work as safety patrols at the gates. We really had fun and also got to see part of the qualifications and the race. It was a wonderful time and we raised \$1701 for the two days of work. They allowed us to camp for free, so our only cost was food and gas. Our net profit was \$1500. - *Tina Albertson*

Iowa/Epsilon

We had a very exciting and successful year in 2003-04. In the area of service, Epsilon had 16 brothers participate in Dance Marathon, a student-led philanthropy that raises money for pediatric cancer patients. Deltasigs took part as dancers in the 24-hour marathon, executive officers and committee chairs. Our participants were recognized for their achievement in raising the second largest contribution per participant—a considerable feat considering the 700+ dancers who raised money for the event. Our newest service event, the Delta Sigma Pi Coed Charity Softball Tournament, raised money for the Children's Miracle Network and was named Program of the Year by the Iowa Student Government. Planning for the second tournament is already underway. In fundraising, we were awarded "Fundraiser of the Year" by the College of Business for our "Diamond Dave's Night," a

fundraiser that allowed brothers to wait, cook, clean, and direct a restaurant for one evening. The Epsilon Chapter was also active in professional development and faculty relations. Professional trips took brothers to St. Louis and Chicago and our resume and cover letter workshops were a chapter hit. The faculty relations committee hosted a free, and wildly popular, barbeque for business faculty. Our new "faculty and teaching assistant of the month" awards were featured in the college publication, *Business at Iowa*. The semester culminated with the highest recognition within the College of Business and the University: the Epsilon Chapter was not only named Best Business Student Organization, but also Best Student Organization campus-wide for our class. - *Cheryl Davenport*

Marquette/Delta

For the past several years, our chapter, along with brothers from Wisconsin-Milwaukee, has joined together for a night of brotherly camaraderie on an evening cruise hosted by the Milwaukee Alumni Chapter. This fall will mark the third year our chapters have accompanied each other for hors d'oeuvres on the Milwaukee River and Lake Michigan. The beautiful fall weather we've had in the past, along with the scenic Milwaukee skyline, has created an ideal atmosphere. For more information on the annual Brotherhood Cruise aboard the Edelweiss, check out the Milwaukee

Alumni Chapter's web site at <http://www.milwaukeeedsp.org>.
-*Kathryn Wells*

Minnesota State/Epsilon Iota

On November 3, Federated Insurance will be hosting a "Deltasig Day" at its headquarters - including a tour of the facilities. Brothers from Winona State, St. Thomas, St. Cloud and Wisconsin-La Crosse will be invited to attend—as well as North Central Regional Vice President Jaffrey Blanks. On November 12, we will be hosting guest speaker Dave Durand, an executive with Vector Marketing. He is also the founder of two time-management companies (The Balander and ProBalance) and author of the best selling book, *Perpetual Motivation*. This will be a free, campus-wide event—speech topic is "Leadership and Motivation." -*Kelly Anderson*

New Jersey/Mu Omega

Over the summer, our chapter worked diligently to prepare for a fun and productive fall semester. Each vice president has events planned that are sure to be a success and strengthen our chapter. Professional activities include our continuing work with our college community helping students with their resumes and giving them tips on preparing for the working world. We have plans to work with surrounding companies to learn about business in the "real world." Community service activities include an upcoming blood drive and three scheduled cleanings of our Adopted Highway. This semester, we are also volunteering in the children's section of the Philadelphia Zoo, caring for small animals. Our alumni relations team is working hard to plan fun activities to unite alumni and collegians. - *Ashley Cunningham*

New Mexico/Upsilon

We have a proud legacy of outstanding community service to the university and the city of Las Cruces. The upcoming semester will be no exception, as the chapter will partner with local and regional agencies to conduct more than a half-dozen initiatives—a combination of both continuous and intermittent service projects.

Of particular interest, we will participate in the City of Las Cruces Weed and Seed program, an after-school program for at-risk elementary school children. This will be a semester-long service project, with chapter brothers serving as mentors for the children. Coordinators of the program have said they desperately need positive role models and look forward to working with the chapter.

Other service activities the chapter will undertake this semester include: sponsoring a free HIV screening at the NMSU Student Union Building, participating in the "I-10 Challenge" blood drive between NMSU and Texas-El Paso, directing a last-day voter registration on the NMSU campus, collecting donations for the local humane society, and sponsoring a bone-marrow donor identification event. -*Grant Taylor and Zack Springfield*

Ohio State/Nu

We are eagerly awaiting the start of yet another exciting and successful school year. After initiating a record size pledge class of 29 members last spring, we hope to again have another strong recruiting season. In addition to recruiting, however, Nu Chapter is looking forward to participating in such service activities as Race for the Cure and the annual Beat Michigan Blood Drive. To have an action-packed, memorable year, we must do fundraising. Typically we enjoy working concession stands at various sporting events and concerts held on campus and the Columbus area. Our VPPA is researching a potential trip to Chicago or Atlanta, to take place on a weekend during the winter months. One of our greatest achievements each year comes in May with our annual Personal Finance Bootcamp. Last year was a resounding success, as more than 300 students were in attendance. The event is open to all students on campus and is designed to give students, particularly non-business majors, a better understanding of how to maintain and build a successful financial future. Last May, professionals from Bank One and Limited Brands discussed such topics as debt management, investing for the future, and job-offer negotiation. At the end of the day, students



INDIANA STATE brothers participated in the Adopt-A-Highway program – cleaning up a stretch of highway along U.S. Highway 40.

received a complimentary leather portfolio. To Deltasigs across the country, we wish everyone a happy and successful upcoming school year! – *Elizabeth Ribich*

**Penn State-Behrend/
Mu Pi**

Last July, the Mu Pi chapter spent a day helping out Waterford senior citizens. We raked leaves, shoveled stones, picked up sticks and branches, washed windows and prepared flowerbeds for planting. The event began in 2003 when Brother Cassandra Horneman, of Waterford, was pledging Deltasig and asked her dad, Waterford Borough Council President, if the Fraternity could clean up the gazebo park as a service project. The senior citizens' project was suggested instead and a community service project was

born! "It's a great feeling to be able to give back to the community, and an even greater feeling to see the appreciation of the senior citizens who were touched by the work we did," says Horneman. "We all enjoyed this project." This is the second year brothers have helped Waterford senior citizens tidy their properties—16 students participated. – *Jason Griffiths*

Pittsburgh/Lambda

Community service events of new and old are planned for the 2004–05 school year! We plan to continue the soda-tab collection for the Ronald McDonald House, which was a great success last semester. Our chapter has also been in contact with several companies in the hopes of teaming up with one (or more) of them to work



SAN DIEGO brothers work hard and play hard at their Alumni Day get-together at Pacific Beach in San Diego.



BALL STATE brothers enjoyed the North Central LEAD Provincial Conference—it gave them a chance to strengthen chapter bonds, while interacting with Deltasigs from across the Province.

together on a community service event. We are also planning on participating in the Relay for Life held at our neighboring Carnegie Mellon. And finally, our newest community service event which we hope will be ongoing, is our involvement in Junior Achievement of Pittsburgh. We will be going into local elementary or junior high schools and discussing/teaching business-related issues—in hopes of inspiring young people to value free enterprise, business, and economics to improve the quality of their lives. Our chapter is excited to begin another productive school year at Pittsburgh and continue to unite our Fraternity with the local community! – *Angela Basta*

San Diego/Lambda Pi

Last spring our chapter hosted alumni and their families, including our founding fathers from 1986, at Pacific Beach in San Diego. While the children swung at piñatas and jumped around in an Astro Jump, alumni and collegiate members reminisced about old memories and laughed over old scrapbooks from 20 years ago. Our Alumni Day's success ensured we will once again organize an event this fall geared towards alumni and friends of the Lambda Pi Chapter.

This semester, we will reunite with alumni and friends at our fundraiser golf tournament. Onlookers will gather to watch Pacific Coast Regional Vice President Paul Dawson, and other brothers, hit the links in a shot-gun style tournament at Eastlake Country

Club, followed by a catered Mexican fiesta. We look forward to potentially hosting local Pacific Coast Region brothers, as well as networking with tournament participants. – *Kelly Stempel*

**Southern Mississippi/
Gamma Tau**

We have some exciting events planned for the semester. Our chapter is raising money by raffling off a football autographed by the entire 2004 Golden Eagles team. A variety of group events are planned, including laser tag, bowling and a pool party. With recruitment coming up, we are focusing on expanding our membership, but also tightening the bonds within our chapter. – *Les-leigh Freidmann*

**Winona State/
Kappa Upsilon**

We are proud to present a dynamic list of high-profile speakers as part of our professional events for the fall semester. In response to this list of speakers, Winona State administration decided to make this the inaugural "WSU Speaker Series." This is a new series created to adequately display these high-profile speakers through promotion from various forms of media. Our keynote speakers include: President and CEO of Gander Mountain Corporation, Mark Baker; Minnesota Attorney General, Mike Hatch; Founder, Chairman, and retired CEO of Buffets, Inc. Roe Hatlen; and Founder and President of Culver's Restaurants, Craig Culver. – *Joe Factor*

“Beyond Campus” provides

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

Atlanta

For most Deltasigs, summer is the time to spend relaxing and recharging our “Deltasig battery” as we get ready for another year. In this spirit, the Atlanta Alumni Chapter had several activities that incorporated a more social feel. Our summer programming, called “Deltasig Lite” kicked off, June 26, in Dahlonega, Ga. Brothers had lunch at a local restaurant (The Smith House) and then toured Wolf Mountain Vineyards. For \$10, brothers were able to get a winemaker’s educational tour and sample some of the wines.

Brothers also conducted a summer barbeque for the local Ronald McDonald House. We held the barbeque for the Houston Mill location—working with the Atlanta Ronald McDonald House has become a semi-tradition for our chapter.

Our summer could not be complete without our Annual Bill Borland/Atlanta Alumni Chapter Softball game and picnic. Approximately 40 brothers and guests feasted on barbeque and enjoyed a “friendly” game of softball. The rain held out and everyone (including several dogs) had a good time. In addition, several individuals won raffle prizes which included free dues, a free dinner meeting, sport tickets (Braves, Falcons, and Thrashers) and a gift certificate to a local restaurant.

Plans have been made for “Make A Difference Day” on October 23, a Founders’ Day celebration on November 9 and our Annual Holiday party on Sunday, December 5. If you’re in the Atlanta area, or just passing through, contact your brothers in Atlanta! For more information, check out <http://www.dspatlanta.com>. –Stacy Jordan, Georgia Southern

Baltimore

In August, over 20 brothers and associates came together for a wonderful afternoon at the Cambridge



BALTIMORE Alumni Chapter members spend an afternoon reminiscing at the Cambridge Yacht Club restaurant. From left: Ginger Webber, Audrey Carter, Monica Siebert, Gerhard Siebert, Lillian Rogowski, Bryan McMillan and Stephen Kaminitzky.

Yacht Club waterfront restaurant overlooking the Choptank River. Over 60 years of Fraternity membership was represented. Special thanks goes to Brother Buck Carter for arranging this annual pilgrimage and to Brother Ted Dragich for letting us invade his Club! For many it was an opportunity to catch up with old friends and for others it was a great excuse to leave the office and spend some time out in the sun. Many brothers drove in from Baltimore and were treated to little or no beach traffic on the way down while enjoying the sights of the Eastern Shore, especially Cambridge. –Bryan McMillan, Johns Hopkins

Chicago

We have planned a great Founders’ Day dinner-dance that all brothers and guests are welcome to attend. We expect a good turnout from our local collegiate chapters for this event. Our celebration is scheduled for November 6 at the Four Points Sheraton in Oak Brook, Ill. Late reservations can be made, pending availability of space, by calling Jim Prescott evenings at 708-784-9056.

We invite you to visit our web site at www.chicagodsp.org on a regular basis. Alumni in good standing can become dues paid members and receive regular postal mailings of flyers and newsletters, and Chicago

Alumni Chapter (CAC) membership directories. Join online today. Chicago Alumni Chapter members also receive special pricing at numerous CAC events. –James L. Prescott, Loyola-Chicago

Detroit

A Delta Sigma Pi alumni chapter has been established in the Detroit Metro area, founded October 9, 2003. Our objective: To be recognized as a prominent organization within the business society by establishing goals and implementing strategies to provide networking and mentoring opportunities, assist collegiate chapters within our region, give back to the community,

and ultimately prevail as business leaders.

We have participated in several events such as helping run a UCP/Detroit Red Wing Alumni Hockey Game back in February—with proceeds going to help United Cerebral Palsy. We held events to honor National Alumni Day in April, and other events to unite alumni including a Detroit Tigers baseball game. In July, in collaboration with The Double Olive Cocktail Lounge in Dearborn, Mich., we held “Rockin’ for a Reason”—a benefit concert to aid cerebral palsy research. We are also working to contribute to the Leadership Foundation and start new activities to further improve relations with undergraduate chapters in a program called the “Big Big Brother Program.”

If you are interested in joining or learning more about the Detroit Alumni Chapter and would like more details, please review our web site at www.detroitdsp.org or contact me directly at andre_mcgee@yahoo.com. –Andre’ McGee, Wayne State-Detroit

Inland Empire

Last May, the Inland Empire Alumni Chapter (IEAC) hosted its



It’s a small world after all! Where better to run into fellow Deltasigs than the Vatican in Rome! A group of Deltasigs on a May European trip ran into brothers from North Carolina-Chapel Hill. From left: Jeff Berlat, Houston, Ramsey Qubein, North Carolina-Chapel Hill, Kristen Schrieber, North Carolina-Chapel Hill, Southern Provincial Vice President Mitch Simmons, Southern Mississippi, Derry Webb, Houston, Erin Laughlin, North Carolina-Chapel Hill, James “Duckie” Webb, Houston, Vice President-Finance Joelle Berlat, Houston, National Alumni Development Chair Velvet Simmons, Northeast Louisiana, and Blake Murrhee, Houston.



Alice Ryan, wife of Georgetown Brother Gerry Ryan, hears her name read to accept her Delta Sigma Pi Certificate of Appreciation - while Pat O'Toole, wife of Brother Paul O'Toole (also Georgetown) proudly holds hers.

Georgetown "Geezers" Honor Female Members

It's been said that a group is only as good as its members—well, in this case that really rings true.

The women members of the self-proclaimed "Geezers," an informal group of Georgetown alumni (WWII vintage) and their spouses and widows, have proven instrumental in keeping the group in contact throughout the years.

Back in March, Brother Ernie White arranged for nearly 20 Geezers to gather at the home of Bob and Tina Jordan, in Silver Spring, Md., to honor their wives for their dedication and effort in keeping this group of alumni together. The women received Certificates of Appreciation from the National Fraternity and accolades from their fellow Geezers.

This group certainly is a testament to the saying "Not four years, for life!" Challenge your respective alumni chapters to demonstrate this same level of enthusiasm and life-long commitment toward the Fraternity, and each other. Visit the Alumni section of our web site at www.dspnet.org to locate the alumni chapter nearest you. No alumni chapter or contact in your city? You



Gerry Ryan (left) and Max Miller were two of the "Georgetown Geezers" to gather at Bob and Tina Jordan's house to catch up on Deltasig events.

can start a new alumni chapter! For more information, contact Kate Flick at alumni@dspnet.org or (513) 523-1907 x244. ▲

Georgetown Brothers John Fountain (left) and Bob Anders enjoy some good food and conversation.



first Delta Sigma Pi Miniature Golf Tournament. The event was held at the miniature links of Pharaoh's Lost Kingdom in Redlands, Calif. We had the exclusive use of two 9-hole courses. Chapters throughout Southern California were represented, including California-Riverside, Redlands, Orange County Alumni, Los Angeles Alumni, and IEAC. A total of 35 Deltasigs and guests participated.

After the tournament, an awards banquet was held at a local pizza

parlor. The award for Best Individual Score went to Ray Rubicam of Redlands. Jennifer Shaw and Ashlee Sone, both California-Riverside took the award for Best Team Score—their chapter also won Best Chapter Score. Great Deltasig merchandise including T-shirts, hats, and padfolios (donated by our friends at Embroidery for All), were given away as door prizes.

Everyone had a great time playing golf out in the Southern California sun, and sharing the fel-



ST. LOUIS Alumni Chapter's Laurie Patton (left), Missouri-St. Louis, and Linda Forrest, Kent State, join brothers from local collegiate and alumni chapters and volunteer at Fair St. Louis.

lowship of brotherhood. We are looking forward to next year's event. Photos from the event can be found on the Redlands web site at www.dspuor.org. —Anthony Gulino, Redlands

Los Angeles

Our chapter recently obtained over 870 emails of Los Angeles Area Alumni and are looking to make a big membership push. We want you to get involved. Let us know what you are up to, reconnect with old friends or if you're new to the area, make some new ones!

The chapter officers took some time off following Grand Chapter Congress in Palm Springs to regroup, organize, change jobs, have children and enjoy a phenomenal season of USC football. Our main effort was directed in establishing the South Pacific Region Endowment Fund with a great start of \$1,500 towards a \$10,000 goal—thanks to the many alumni who generously donated to this endeavor. Of course, to meet the goal within five years, we need to keep the momentum going.

Visit www.deltasigalert.com or email deltasigalert@yahoo.com for information on networking and upcoming events. Whether you join the LA Alumni Chapter, want to get together from time to time, or just want to stay in the loop, we offer something for everyone. —Rochelle Siegrist, Cal State-Long Beach

St. Louis

We worked the Fair St. Louis, July 2-4. Our alumni chapter members, along with brothers from St. Louis, Missouri-St. Louis, Washington-St.

Louis, Missouri-Columbia and Truman State volunteered their time over the course of the weekend. In total, nearly 35 volunteers were present—and our booth (we sold drinks and chips) raised nearly \$2500!

Our chapter is actively recruiting any Deltasigs in the St. Louis area to join the SLAC. Check out our web site at <http://www.geocities.com/slacdsp> for more information on upcoming events. —Emilio Acid, Missouri-St. Louis



Katie Koch, Eastern Illinois, and Rick Flynn, Missouri-St. Louis, take a breather after completing their first triathlon together at the Quartermax Triathlon in St. Louis. They both successfully completed the .6-mile swim, 30-mile bike race and 6.5-mile run. Showing true Deltasig commitment, and the spirit of brotherhood, they trained together for many months prior to the event and hope to compete again next year.

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



Darrick Williams

Darrick Williams, *South Carolina*, was recently a district director for South Carolina. He has also served as his chapter's chancellor and ritual chair. Brother Williams resides in Columbia, S.C. where he is a quality review coordinator with Carolina Care Plan, Inc.

FUN FACTS:

- ▲ His favorite Deltasig event to attend is a LEAD Provincial Conference, "because it gives me an opportunity to meet brothers in my province (a smaller scale than Grand Chapter will allow), and travel rather inexpensively to learn about other areas of life and Deltasig functions."
- ▲ His favorite Deltasig memory: "Meeting the Radford colony at the 2003 Southern LEAD Provincial Conference in Atlanta. That's my favorite due to the experiences that it brought even to this day."
- ▲ He describes Delta Sigma Pi in one word: Diversified

Ellen Erenea, *San Diego State*, recently served as colony advisor and district director for newly installed California-San Diego. She said her favorite Deltasig memory was the chartering of the California-San Diego chapter after an over 10-year effort by brothers in the San Diego area and "witnessing 25 glowing new leaders get initiated." Ellen also served her chapter as vice president-pledge education, vice president-community service and portfolio chair. Brother Erenea lives in San Diego with Stuart, her husband of two years,



Ellen Erenea



Evette Lovelace

and is a program coordinator with California-San Diego's Student Organizations & Leadership Opportunities office.

FUN FACTS:

- ▲ Her favorite Deltasig event to attend is the National Volunteer Leadership Training Retreat. "It was a great chance for brothers in leadership positions (or those interested in getting involved in leadership positions) to collaborate, share, and bond with one another on a whole different level. These are brothers who took one weekend out of their time just to find out how they could help use the Fraternity more in their professional life while developing their leadership skills."
- ▲ One thing people would be surprised to find out: "Once I spoke to a group of 200 medical students at California-Irvine to educate them about dwarfism and have them consider going into specialty medicine for people with dwarfism. I continue to contribute to this community by serving in a leadership position as vice-president of the San Diego Chapter of Little People of



Peter LaCava

America—a national organization." ▲ She describes Delta Sigma Pi in one word: Inspiring

Evette Lovelace, *Georgia Southern*, was most recently a district director for Savannah State and served her chapter for 1.5 years as vice president-chapter operations. Brother Lovelace resides in Statesboro, Ga., where she is a personal banker with Park Avenue Bank.

FUN FACTS:

- ▲ Her favorite Deltasig event to attend: "I like all Deltasig events because at each one you have the opportunity to meet and interact with new brothers and sometimes see ones that you've met at previous events."
- ▲ One thing people would be surprised to find out: "I am a very shy person!"
- ▲ She describes Delta Sigma Pi in one word: Vibrant

Peter LaCava, *Bentley*, currently serves as treasurer of the Boston Alumni Chapter and district director for Bryant. Brother LaCava lives in Waltham, Mass. and works as a fixture project manager with Staples, Inc.

FUN FACTS:

- ▲ His favorite Deltasig event to attend: Grand Chapter Congress.
- ▲ One thing people would be surprised to find out: "I volunteer at Youth Enrichment Services, an agency in Boston dedicated to providing city kids with outdoor learning experiences."
- ▲ He describes Deltasig in one word: Opportunity

WE NEED YOUR HELP: Most of the photos seen in *The DELTASIG* come from reader submissions. *The DELTASIG* editorial staff works hard to maintain the professional quality of our magazine, but we can be only as good as the photos that are submitted. Photos that run in *The DELTASIG* must be 300 dpi (dots per inch) or larger. To capture a digital photo with high enough resolution for the magazine, your camera must be at least a 3.2-megapixel camera and the resolution must be set on large with the compression setting on superfine. Do not submit photos that have been printed on home computers with laser toner/disublimation process, as modern scanners cannot rescan them well. "Old-fashioned" film/print photos still work best, when taken with a nice 35mm camera. If you want your photos returned, please include a SASE. Thank you!

Delta Sigma Pi Fraternity Annual Report

2003-2004

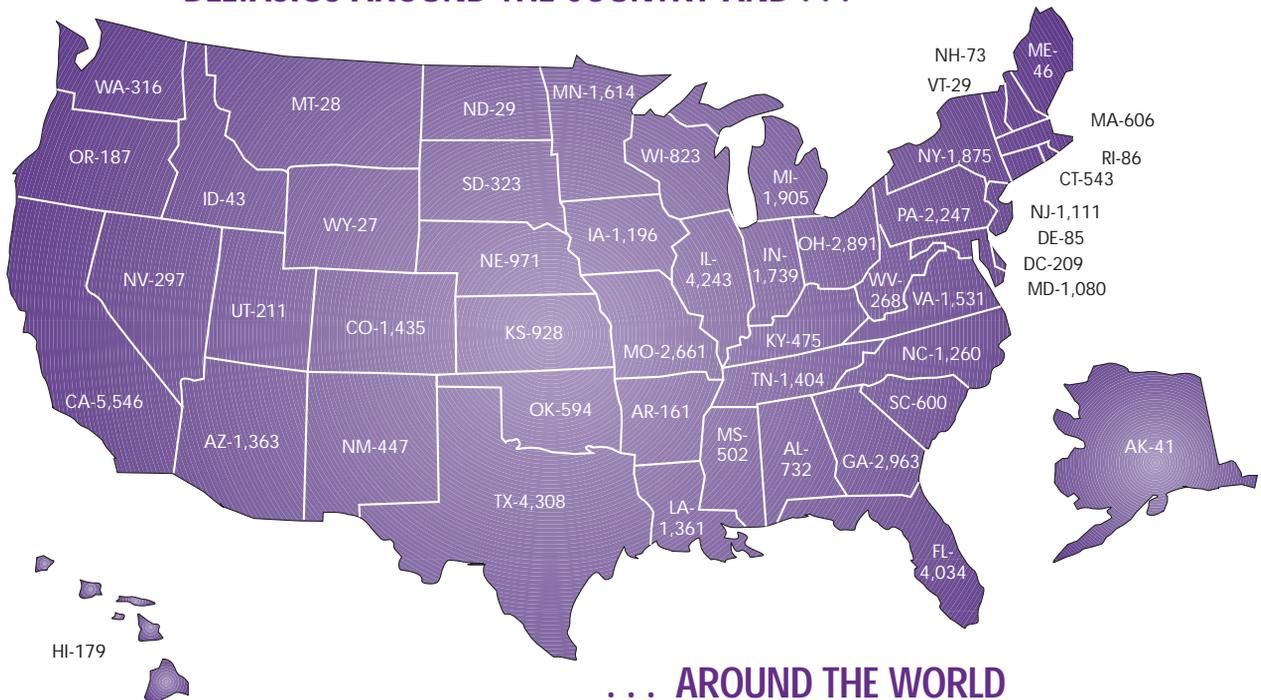
WHERE DOES THE MONEY COME FROM?

31%	Dues and Alumni Franchise Fees	\$552,147
18%	Initiation Fees	\$319,580
13%	Jewelry and Merchandise Sales	\$234,495
20%	Grand Chapter Congress/LEAD Events	\$355,579
10%	Insurance, Regalia and Other	\$172,794
4%	Royalties	\$72,977
3%	Leadership Foundation Grants	\$44,600
1%	Investments	\$22,051
	Total:	\$1,774,223

WHERE DOES THE MONEY GO?

58%	Chapter Services	\$936,953
19%	Headquarters Management and Maintenance	\$308,407
8%	LEAD Events/LeaderShape®	\$125,516
6%	<i>The DELTASIG</i>	\$101,249
9%	Grand Chapter Congress	\$134,998
	Total:	\$1,607,123

DELTASIGS AROUND THE COUNTRY AND . . .



. . . AROUND THE WORLD

Australia - 7	France - 9	Mexico - 15	Switzerland - 7	Less than 5 brothers:	Columbia	Jamaica
Bahamas - 8	Germany - 26	Norway - 12	Taiwan - 8	Belgium	Costa Rica	Kenya
Brazil - 7	Hong Kong - 20	Pakistan - 7	Turkey - 9	Bermuda	Cyprus	Netherlands
Canada - 38	India - 13	Panama - 8	United Kingdom - 11	Bolivia	El Salvador	Peru
China - 7	Indonesia - 15	Philippines - 11		Botswana	Greece	Spain
Ecuador - 5	Japan - 30	Saudi Arabia - 8		Cameroon	Honduras	Sweden
England - 32	Malaysia - 20	Singapore - 13		Cayman Islands	Israel	Thailand
					Italy	Venezuela

*Collegiate and alumni of Delta Sigma Pi with good addresses as of July, 2004.



Beginning July 1, 2003 and concluding with the LEAD Provincial Conferences, Delta Sigma Pi enjoyed an excellent year in 2003–2004.

Here's a look at the numbers:

186

Active collegiate chapters.

50

Franchised alumni chapters.

4,461

New members initiated, including 110 Faculty, 9 Honorary and 1 National Honorary.

3

Times per year *The DELTASIG* magazine came to your home—and is added to www.dspnet.org. We also published and distributed numerous newsletters—all available on the web.

95

Chapters visited by an Educational and Leadership Consultant from the Central Office.

15

Campuses visited in expansion efforts.

5

New chapters added to the chapter roll. There were 4 installations and 1 reactivation.

203,052

Total membership recorded of Delta Sigma Pi initiates world-wide.

1,090

Attendees at 2003 LEAD Schools.

1,232

Attendees at 2004 LEAD Provincial Conferences.

97

The number of years Delta Sigma Pi will celebrate on November 7, 2004!

51

New windows installed at the Central Office.

32

Chapters participated in the Delta Sigma Pi National Blood Drive.

499

Collegians joined the Grand Presidents Circle—bringing total number of members to over 3,700.

1,077

Registered for the 2003 Palm Springs Grand Chapter Congress.

CHAPTERS WITH HIGHEST NUMBER OF NEW INITIATES 2003–2004

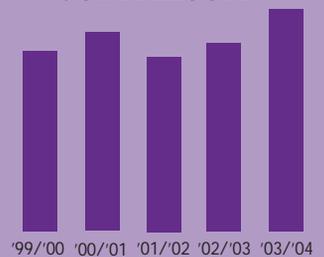
Colorado-Boulder	– 73
Missouri-Columbia	– 62
Iowa	– 56
Washington-St. Louis	– 55
Arizona State	– 52
Cornell	– 50
Arizona	– 47
Western Michigan	– 47
Indiana-Purdue at Indianapolis	– 45
Colorado State	– 45

10 CHAPTERS WITH HIGHEST # OF INITIATES SINCE THEIR FOUNDING

(as of 6/30/04)

Missouri-Columbia ('23)	...3,262
Texas-Austin ('30)	...2,742
Colorado-Boulder ('26)	...2,737
Indiana ('25)	...2,511
Iowa ('20)	...2,469
Miami-Ohio ('27)	...2,439
Auburn ('31)	...2,311
Georgia ('22)	...2,217
Florida ('29)	...2,207
Oklahoma ('29)	...2,110

TOTAL ANNUAL INITIATES 5-YR COMPARISON



'99-'00 (4,237)

'00-'01 (4,326)

'01-'02 (4,236)

'02-'03 (4,278)

'03-'04 (4,461)



Dear Brothers,

I am reminded of what the 1982 Deltasig of the Year, R. Nelson Mitchell, *Johns Hopkins*, said during his award acceptance speech. He encouraged Deltasigs to honor those leaders who precede us by making the Fraternity better for those who follow. I first read those words while preparing comments for his funeral in 1999. They left a deep impression on me.

It is with great pleasure that I present the Honor Roll of Donors (pages 18-24). It is the generosity of these individuals that make the Fraternity better for those who follow all of us. Your generosity enables the Foundation to provide the scholarships and funding for education programs that develop future business leaders. On behalf

of the Board of Trustees of the Delta Sigma Pi Leadership Foundation and the many brothers who benefited from your support, thank you! Your support as members of the Honor Roll of Donors provided the Foundation with a banner year. With more than 1,500 donors, total giving exceeded \$240,000.

As members of the Honor Roll of Donors, you continue to enhance the programs that the Leadership Foundation is able to provide. During the last year, the Foundation provided over 50 scholarships and graduate fellowships as well as scholarship keys to the top graduating senior at 118 universities nationwide. In addition, the Foundation funded more than \$44,000 in grants for various educational programs. In July, six Deltasigs received scholarships paying their total tuition to attend the national LeaderShape® Institute, in Allerton, Ill.

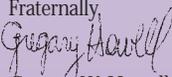
I would like to recognize Ruth "Stonie" Sutton and her husband Trustee Emeritus Charles "Buzz" Sutton, both Arizona State. Stonie's generous Living Legacy gift enhanced the programs that the Foundation supports. The Living Legacy Society is an important part of the Leadership Foundation's future success. The members of this group have made planned giving decisions to benefit the Fraternity and all Deltasigs through a bequest or proceeds of an insurance policy or retirement plan. The Society grew in 2003-04 to a total of 55 members.

Several funds were fully endowed in 2003-2004. Members of the Boards of the Beta House Corporation and the Kitchens/Elrod Foundation deserve special thanks. The Beta House Corporation endowed the Beta Chapter Fund and funds honoring Robert Lewis, Robert Mocella and James Thomson with a gift of over \$84,000. This gift will provide scholarships to deserving Deltasigs nationally. The gift also completed the endowment of the Chicago Alumni Chapter/H.G. "Gig" Wright Graduate Fellowship benefiting members of the Chicago Alumni Chapter attending graduate school. The Kitchens/Elrod Foundation endowed a fund honoring Bob and Dorothy Busse, which provides scholarships to deserving Deltasigs from collegiate chapters in the state of Georgia.

Special thanks and appreciation go to Russell Brown and Patrick Blanchard for their service to the Board of Trustees. I appreciate the financial and personal commitment made by both of these fine brothers in support of the Fraternity. They were both instrumental to the success of the Foundation over the last five-plus years.

The Board of Trustees of the Delta Sigma Pi Leadership Foundation has aggressive goals. The goal of the 2004-2005 campaign is \$300,000. In addition, it is our goal that 1,000 individuals qualify for the 2007 Centennial Society. Membership in the 2007 Centennial Society is limited to those individuals providing \$2,007 in unrestricted gifts between July 1, 2003 and June 30, 2008. Membership will be bestowed to individuals upon reaching \$2007. With twenty-three 2007 Centennial Society members, we are well on our way. 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 aggressive goals, it is our hope to fund all education programs provided by the Fraternity so that the cost to each participant is nominal or free by 2012. In order to meet YOUR Leadership Foundation's goals, I challenge each of you to take an ownership role and to contact a brother whose name does not appear within and ask for their support. Imagine if all 450 plus members of the Honor Roll of Donors ask another brother for a gift of just \$100. You do the math. I also challenge each of you to continue or increase your support. Help the Delta Sigma Pi Leadership Foundation honor those leaders who preceded us by making the Fraternity better for those that follow.

Fraternally,

 Gregory W. Howell

Cumulative (Lifetime) Giving (as of 6/30/04)

CENTURION

\$100,000 or more in Cumulative Contributions

Mr.* and Mrs. Sidney A. Sparks,
Texas-Austin
 Buzz and Stonie* Sutton, *Arizona State (both)*
 Victor A. Tabor*, *Louisiana Tech*
 Melvin E. Wolfe*, *Northwestern-Evanston*

FIFTH FOUNDER

\$50,000-\$99,999 in Cumulative Contributions

Alpha Theta House Corporation,
Cincinnati
 Clyde Kitchens/Thoben Elrod Foundation
 Deltasig House Corporation,
Northwestern-Chicago
 John D. Richardson, *Arizona State*

BENEFACTOR

\$25,000-\$49,999 in Cumulative Contributions

Norman Kromberg, *Nebraska-Lincoln*
 Lincoln-Greater Nebraska Alumni
 Mrs. Daniel E. Plaster
 Mark A. and Claire Sammon Roberts, *San Francisco/San Francisco State*
 William W. Tatum, Jr., *Southern Mississippi*
 Philip H. Turnquist, *Indiana State*
 Lester J. White*, *New York*

ENTREPRENEUR

\$10,000-\$24,999 in Cumulative Contributions

American Management Association
 Russell E. Brown, *Arizona State*
 EDS Campus Relations
 Clarence N. 'Red' Frank, *Detroit*
 Marc P. and Marilyn D. Franson,
Drake/Loyola-New Orleans
 Ralph D. Groff, *Temple*
 Firman H. Hass*, *Wisconsin-Madison*
 Gregory W. and Laura L. Howell,
Pacific/Nevada-Las Vegas
 Randy L. Hultz, *Truman State*
 Gregory J. and Katie I. Koch,
Southwest Missouri State/Eastern Illinois
 Michael R. Mallonee, *Oklahoma*
 R. Nelson Mitchell*, *Johns Hopkins*
 Joan L. Nason, *Bowling Green State*
 Northwestern Mutual
 Robert B. Pamplin, *Northwestern-Evanston*
 James F. Pendergrass, *Southern Mississippi*
 Chris E. Robinett, *Nebraska-Lincoln*

HONOR ROLL OF DONORS

Mitchell B. and Velvet A. Simmons, *Southern Mississippi/Northeast Louisiana*
Richard "Nick" A. Steinkrauss, *Suffolk*

CORNERSTONE

\$5,000-\$9,999 in Cumulative Contributions

Thomas E. Arnold, *Miami-Florida*
Jeffrey D. and T. Joelle Berlat, *Houston (both)*
Patrick G. Blanchard, *Georgia Southern*
Beta Gamma Chapter, *South Carolina*
Frederick J. Bohling*, *Marquette*
Sean T. and Andrea Boyd, *George Mason/California-Riverside*
H.E. Butt Grocery Co.
Creative Promotions Unlimited
Karon S. Drewniak, *Georgia*
Charles E. Farrow, *Arizona*
C. Dean and Heather A. Ferguson, *Georgia State/Tampa*
Richard D. Foster, *Central Missouri*
Shanda R. Gray, *Southwest Missouri State*
Charles A. Hazday, *Miami-Florida*

John V. Henik, *Indiana Northwest*
Daniel D. Jackson, Jr., *South Carolina*
Kathleen M. Jahnke, *Northern Illinois*
Ruben C. Johnston, *Nevada-Las Vegas*
Burrell C. Johnson, *Alabama*
Elizabeth M. Keith, *Bowling Green State*
Brian P. and Amelia B. Krippner, *Truman State (both)*
Daryl T. Logullo, *Florida State*
Gilman G. Louie, *San Francisco State*
Russell G. Mawby, *National Honorary Member*
Joseph M. Mayne, *St. Cloud State*
Claire D. Moomjian, *Akron National Dean's List*
Richard J. Parnitzke, *Buffalo*
William C. Schilling, *Nebraska-Lincoln*
Thomas J. Schmidt, *Temple*
John J. Sonday, *Lewis*
Jeffrey E. and Jennifer L. Zych, *DePaul/Lewis*
University of South Carolina
H. Nicholas Windeshausen, *Nebraska-Lincoln*
* Denotes Deceased



2003-2004 Gifts

Number in parenthesis after the member's name indicates consecutive years of giving \$100 or more, based on the Foundation's fiscal year of July 1 to June 30.

TRUSTEE SOCIETY

\$5,000 or more in contributions during 2003-2004

Deltasig House Corp. (8), *Northwestern-Chicago*
Randy L. Hultz (15), *Truman State*
Burrell Johnson, *Alabama*

Clyde Kitchens/Thoben Elrod Foundation
Gregory J. and Katie I. Koch (7), *Southwest Missouri State/Eastern Illinois*
Norman Kromberg (13), *Nebraska-Lincoln*
John D. Richardson (7), *Arizona State*
Mark A. and Claire Sammon Roberts (14), *San Francisco/San Francisco State*
Buzz and Stonie* Sutton (17), *Arizona State (both)*

CROWN & DELTA SOCIETY

\$2,500-\$4,999 in contributions during 2003-2004

Atlanta Alumni Chapter
Patrick G. Blanchard (4), *Georgia Southern*
Sean T. and Andrea Boyd (9), *George Mason/California-Riverside*
Russell E. Brown (30), *Arizona State*
Clifford "Sparky" Graves (8), *Penn State-Behrend*
Gregory W. and Laura L. Howell (8), *Pacific/Nevada-Las Vegas*
Gilman G. Louie (2), *San Francisco State*
Corey D. Polton (4), *Cal State-Fullerton*
Mitchell B. and Velvet A. Simmons (10), *Southern Mississippi/Northeast Louisiana*
Richard "Nick" A. Steinkrauss (17), *Suffolk*
Philip H. Turnquist (10), *Indiana State*
H. Nicholas Windeshausen, *Nebraska-Lincoln*

1907 SOCIETY

\$1,000-\$2,499 in contributions during 2003-2004

Thomas E. Arnold (9), *Miami-Florida*
Jeffrey D. and T. Joelle Berlat (9), *Houston (both)*
Stephen L.A. Black, *Eastern Illinois*
Mark A. and Michelle Chiacchiarri (8), *Pennsylvania/Boston Alumni*
Karon S. Drewniak (8), *Georgia*
James M. and Claire L. English (6), *Bentley/Shepherd*
Richard D. Foster (8), *Central Missouri State*
Shanda R. Gray (9), *Southwest Missouri State*
Sean O. Herbold (7), *St. Edward's*
Kathleen M. Jahnke (12), *Northern Illinois*
Ruben C. Johnston (8), *Nevada-Las Vegas*
Kappa Upsilon Chapter, *Winona State*



2007 Centennial Society Recognizing a Century of Progress

As part of Delta Sigma Pi's Centennial commemoration, the Fraternity's Board of Directors and the Delta Sigma Pi Leadership Foundation Board of Trustees have created the 2007 Centennial Society. Membership in the Society is limited to those individuals providing \$2,007 in unrestricted gifts between July 1, 2003 and June 30, 2008. Membership will be bestowed to individuals upon reaching \$2,007.

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.

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

We invite you to provide for our future, honor our past and join the 2007 Centennial Society today!

2007 Centennial Society Members (as of 8/15/04)

Atlanta Alumni Chapter
Stephen L.A. Black, *Eastern Illinois*
Sean T. Boyd, *George Mason*
Russell Brown, *Arizona State*
Deltasig House Corporation (Beta), *Northwestern-Chicago*
Richard D. Foster, *Central Missouri State*
Clifford "Sparky" S. Graves, *Penn State-Behrend*
Shanda R. Gray, *Southwest Missouri State*
John V. Henik, *Indiana Northwest*
Randy L. Hultz, *Truman State*
Ruben C. Johnston, *Nevada-Las Vegas*
Gregory J. Koch, *Southwest Missouri State*

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*
William C. Schilling, *Nebraska-Lincoln*
Sandra L. Shoemaker, *Southwest Missouri State*
Velvet A. Simmons, *Northeast Louisiana*
Richard "Nick" A. Steinkrauss, *Suffolk*
Ruth "Stonie" Sutton,* *Arizona State*
Philip H. Turnquist, *Indiana State*
*Denotes Deceased

Memorial and Honorary Gifts

(as of 8/15/2004)

In memory of.....	By.....
Kenneth Arndorfer	Keith N. Masuda
Donald Bird	Buzz Sutton
Dottie Busse	J.E. Bartley John and June Cookson Robert J. Elder Herman W. Graf Shanda R. Gray James M. Griffith, Jr. Kathleen M. Jahnke Norman Kromberg William G. Loventhal III Michael H. Mescon Charles L. Moore Joan L. Nason Van T. Phan William C. Schilling Ellen R. Schneider Buzz Sutton
Donald Diebel	Peter H. Diebel
Stephanie Fortner	Meghan Hill Elizabeth M. Keith Joan L. Nason
Carole Garber	Richard Garber
Jay Griffiths	Clifford S. Graves Norman Kromberg Robert D. Patterson
Richard Keplinger	Katherine M. Cyr Mary Means Marcyanna Millet Claire D. Moomjian Jessie K. Myrtle Laura M. Parrish Henry T. Skipper
Que Mercer Family	Claire D. Moomjian
Dorcas Mocella	Robert J. Elder
J. Alfred Moroni	Christopher P. Murphy
Tom Sammon, Sr.	Richard Garber Shanda R. Gray Kathleen M. Jahnke Norman Kromberg Claire D. Moomjian James F. Pendergrass William C. Schilling
Glenn Schilling	Shanda R. Gray Gregary W. Howell

In memory of.....	By.....
Stonie Sutton	Anonymous Donald Bird Russell Brown Robert G. Busse Theresa J. Drew C. Dean and Heather Ferguson Shanda R. Gray Gregary W. Howell Randy L. Hultz Skip and Lois E. Loomis James F. Pendergrass William C. Schilling Laurie Gail Senko Buzz Sutton
Victor Tabor	Steven R. Germaine
Jason Vornholt	Wayne A. Prichard Derrick S. Singletary
In honor of.....	By.....
Atlanta Alumni Chapter	Mitchell B. and Velvet A. Simmons
Amy Becker	Jeffrey J. Corrigan
Barrett and Kim Carter	Kevin A. Adamson John and June Cookson Jeffrey J. Corrigan Peter H. Diebel Elizabeth M. Keith Venkataramana K. Murty Joan L. Nason Gina M. Oleksinski Austin P. Radus Tracey L. Schebera Mitchell B. and Velvet A. Simmons Eddie Stephens
Gamma Iota Chapter	Charles Brown
Joan Howe	Dale M. Clark
Randy L. Hultz	David Glanzrock
Mitchell B. Simmons	Atlanta Alumni Chapter
Theta Sigma Chapter	B. Ashok Arora
Xi Omega Chapter	Charles A. Hazday
Jeffrey D. Zych	Skip and Lois E. Loomis

Brian P. and Amelia B. Krippner (15), *Truman State (both)*
Michael R. Mallonee (19), *Oklahoma*
Michael H. Mescon, *Georgia State*
Claire D. Moomjian (4), *Akron*
Joan L. Nason (14), *Bowling Green State*
James F. Pendergrass (18), *Southern Mississippi*
Susan A. Rief, *Nebraska-Lincoln*
William C. Schilling (10), *Nebraska-Lincoln*
Thomas J. Schmidt (5), *Temple*
Sandra L. Shoemaker (3), *Southwest Missouri State*
Eddie E. Stephens III (9), *Miami-Florida*
Christopher L. and Kathleen Lazo Thompson (10), *George Mason/New York*
Joseph T. and Kimberly L. Ward (6), *Lewis (both)*
James A. "Duckie" and Derry R. Webb (8), *Houston (both)*

LEADERSHIP SOCIETY

\$500-\$999 in contributions during 2003-2004

Jennifer R. Aichele, *Cal State-Sacramento*
Timothy J. Augustine (4), *Kent State*
Adrian R. Avalos, *Cal Poly-Pomona*
Michael M. Banks, *Georgia Southern*
Peter G. Bjelan (7), *DePaul*
Marc T. Bowman (14), *Nebraska-Lincoln*
James A. Caffrey (2), *Detroit*
Mava Y.H. Chin, (2), *Florida Atlantic*
William C. Clark (4), *Louisiana Tech*
Jeffrey J. Corrigan, *Georgia State*
Frank B. De Peralta, *San Diego State*
Marc P. and Marilyn D. Franson (20), *Drake/Loyola-New Orleans*
Paul J. Frey (9), *Buffalo*
Nickolas V. George, *Indiana-Purdue at Fort Wayne*
William M. Ginder, *Johns Hopkins*
Andrew D. and Leah B. Hamilton (3), *Houston (both)*
Christina L. Hansen (2), *Central Missouri State*
John V. Henik (2), *Indiana-Northwest*
Gregory Jeszka (4), *Lewis*
Stacy Jordan (8), *Georgia Southern*
Charles Kilbride (2), *Tampa*
Peter J. LaCava (3), *Bentley*
Skip and Lois Loomis (12), *California-Berkeley/Cal State-Northridge*
Michelle L. Mahoney (5), *Indiana-Purdue at Fort Wayne*
Kevin L. McLean (2), *Drake*
Kelly J. Menke, *Houston*
Patrick A. and Angela D. Murphy (4), *Georgia State (both)*
Richard J. Parnitzke (11), *Buffalo*
John W. Powell (2), *Florida*
Susan Pratt, *Wayne State-Michigan*
Wayne A. Prichard, *Truman State*
Malia S. Richmond, *Troy State*
Chris E. Robinett (13), *Nebraska-Lincoln*
James F. and Rochelle L. Siegrist, *Southern California/Cal State-Long Beach*
Tom and Rebecca A. Skinner (2), *Loyola-Marymount/Philadelphia*
Chad Stevens, *North Texas*
Allison M. Visconti (4), *North Carolina-Greensboro*

FOUNDATION MEMBERS

\$100-\$499 in contributions during 2003-2004

Emilio Acid, *Missouri-St. Louis*
Eduardo Aguirre, Jr. (3), *Louisiana State*

Grand President's Circle

The Grand President's Circle is open to collegiate members attending a provincial or national event who donate at least \$10 to the Leadership Foundation and commit to serve the Fraternity after graduation. Members also pledge to contribute at least \$10 per year to the Leadership Foundation during their remaining undergraduate years and at least \$50 per year thereafter. During the past year, nearly 500 brothers joined the Grand President's Circle, bringing total membership to more than 3,700 brothers! To review a complete list of all Grand President's Circle members, visit www.dspnet.org, click on Leadership Foundation, Giving Programs and then Grand President's Circle. You can also visit this site for more information about this program and all programs offered by the Delta Sigma Pi Leadership Foundation.

Kendra K. Alaiushuski (4), *Rider*
 Laurie L. Alexander, *St. Thomas*
 Elaine R. Anderson (9), *Wisconsin-LaCrosse*
 Maris Andersons, *San Francisco State*
 Carl E. Aronson, *Wayne State-Michigan*
 B. Ashok Arora (13), *Central Florida*
 Paul S. Augustyniak (6), *Eastern Illinois*
 Amy Backus, *South Carolina*
 Jami M. Ball (4), *Western State*
 Kelly J. Baluta (2), *Drake*
 Leonard F. Bednarski, *Rutgers*
 Michael J. and Cynthia C. Behr (2),
Buffalo/Washington-St. Louis
 Shannon Marie L. Berry (5), *East Tennessee*
 Beta Pi Chapter, *Kent State*
 William E. Beye (17), *Florida Southern*
 Ray H. Bezoni (4), *Missouri-Columbia*
 Robert R. Bird, *South Carolina*
 Jeffrey A. Blanchard, *Kennesaw State*
 Jeffrey A. Blanks, *Drake*
 Nelson C. Block (9), *Northwestern-Chicago*
 Cecil C. Bolsinger, *Iowa*
 Eugene Borgeson (13), *Northwestern-Chicago*
 Homer T. Brewer (8), *Georgia State*
 Jeffrey C. and Judith J. Briggs (11), *Miami-Ohio/South Dakota*
 Charles and Lisa Brown, *San Diego/Cal Poly-San Luis Obispo*
 Deborah L. Brown, *Valparaiso*
 Robert B. Bulla (7), *Arizona State*
 Robert V. Bullis, Jr., *Baylor*
 Melanie Burns, *Missouri-Kansas City*
 Robert G. Busse, *Rutgers*
 Michelle J. Cain (3), *Troy State*
 Austin V. Cannon (5), *Case Western Reserve*
 Charles C. Carmichael, *Cal State-Northridge*
 J. Barrett and Kimberly E. Carter (7),
Georgia State/Clemson
 Charles T. Carter, Jr., *Johns Hopkins*
 Andrew A. Chen (3), *Maryland*
 Alex P. Cheung, *California-Riverside*
 Eddy Chiochetti, *Kent State*
 Anna M. Clark (2), *New Mexico*
 Dale Clark (10), *Longwood*
 Sean E. Clark (2), *Ohio State*
 Jack R. Clifford (6), *Nevada-Reno*
 Kevin C. Cobb, *Valparaiso*
 Richard P. Cole, *Florida*
 John H. and June V. Cookson (9),
Detroit/Virginia Commonwealth
 Robert F. Cox (3), *Southern Mississippi*



Russ Brown, Arizona State, proudly holds his plaque recognizing his service to the Leadership Foundation, and Delta Sigma Pi. Brother Brown is now a Trustee Emeritus of the Foundation.

William D. Craig (15), *Texas-Austin*
 John A. Crawford (16), *Iowa*
 William W. Crissman (2), *Texas A&M-Corpus Christi*
 Alan B. Crouse (5), *Redlands*
 Charles B. Daly (5), *North Carolina-Chapel Hill*
 M. Dianna Danhof, *Eastern Illinois*
 Bylli Daniels, *Troy State*
 Daniel L. Davies, *Rider*
 Allan Davis (10), *Kansas*
 Paul P. Dawson, *Wayne State-Michigan*
 Eric DeSimone (2), *Loyola-Chicago*
 David P. DiCristofaro (5), *Siena*
 Peter H. Diebel (8), *Iowa*
 April Diehl, *Texas A&M-College Station*
 Albert S. Dillon, Jr. (18), *North Carolina-Chapel Hill*
 Scott J. Dinius (2), *Indiana-Purdue at Fort Wayne*
 Patrick M. Dohany (15), *Ferris State*
 Debra L. Dove (9), *Western Michigan*

Endowed/Named Funds for Educational Scholarships and Grants

A gift to establish a named/endowment fund demonstrates your farsighted commitment to the development of future business leaders. An endowment fund is maintained in perpetuity, with a portion of the annual investment return to be used for the charitable purposes you specify. Such an endowment, which typically bears the name of the donor or donors, reflects your interests and serves as an enduring testament to your generosity.

A minimum initial gift of \$2,000 is required to start a fund. The fund is permanently endowed when at least \$20,000 has been contributed within six years.* The fund then begins to generate annual scholarships and/or grants.

A fund may be designated to provide scholarships for members from a particular chapter or group of chapters or based on other criteria. Similarly, a fund may be designated to generate grants for an educational program that has special meaning to the donor.

A Gift Agreement between the donor and the Leadership Foundation sets forth the purpose of the fund and how scholarships or grants will be distributed.

For more details, or to start a named/endowed fund, contact the Leadership Foundation at foundation@dspnet.org or 513-523-1907 x237.

Currently Endowed Funds of the Leadership Foundation:

Alpha Delta/Lincoln-Greater Nebraska Fund
 Alpha Theta Chapter Fund
 Beta Chapter Scholarship Fund
 Beta Chapter-Robert Lewis Scholarship Fund
 Beta Chapter-Robert Mocella Scholarship Fund
 Beta Chapter-James Thomson Scholarship Fund
 Beta Gamma Scholarship Fund
 Beta Psi Scholarship Fund
 Bob and Dorothy Busse Scholarship Fund
 Chicago Alumni Chapter/Thomas M. Mocella Scholarship Fund
 Chicago Alumni Chapter/H.G. "Gig" Wright Graduate Fellowship Fund
 Randy L. Hultz Leadership Fund
 Kappa Upsilon Chapter - Ann Marie Janes Memorial Scholarship Fund
 Clyde Kitchens/Thoben Elrod Scholarship Fund
 Mu Tau Chapter - Brian Bell Scholarship Fund
 Nu Sigma Scholarship Fund
 Daniel Edwin Plaster/Kappa Chapter Scholarship Fund
 Space City Houston Alumni Chapter Scholarship Fund
 Mr. and Mrs. Sidney A. Sparks Fund
 Francis and Margaret Steinkrauss Scholarship Fund
 Victor A. Tabor Fund
 Melvin Wolfe Fund

Funds Building Toward Endowment:

Delta Omicron/David Campbell Scholarship Fund
 Huron Region Scholarship Fund
 Iota Nu Chapter Scholarship Fund
 Alfred Moroni Scholarship Fund
 St. Louis Alumni Chapter Scholarship Fund
 South Pacific Region Scholarship Fund
 Tampa Bay Alumni Scholarship Fund
 TS Fund
 H. Nicholas Windeshausen/Epsilon Phi Scholarship Fund

To make a gift toward any of these named/endowment funds, you may use the envelope enclosed in this magazine or give online at www.dspnet.org—just note to which fund you wish to contribute, or call the Leadership Foundation at 513-523-1907 for assistance. Note that gifts restricted to a named/endowment fund do not count towards 2007 Centennial Society membership

*Endowment program terms as of August 2004. Subject to change.

Living Legacy Society (as of 8/15/04)

The Living Legacy Society is a planned giving program recognizing those brothers investing in the future in a special way. Through their planned gifts, these brothers help ensure a Delta Sigma Pi legacy of future generations of business leaders. You can join the Living Legacy Society by making a provision in your will or trust, or by naming the Leadership Foundation as a life insurance beneficiary. The Foundation staff is available to answer any questions regarding this giving option.

The Leadership Foundation salutes the following brothers who have made a special investment in the future by joining the Living Legacy Society. In the case of those brothers marked as deceased, the Foundation already has received a bequest.

William E. Beatty – Rochester Tech
 *Frederick Bohling – Marquette
 Sean T. Boyd – George Mason
 Michael Z. Brennan – Miami-Florida
 Russell E. Brown – Arizona State
 Robert G. Busse – Rutgers
 J. Barrett Carter – Georgia State
 Anna M. Clark – New Mexico
 Fred Diamond – Florida
 Scott J. Dinius – Indiana-Purdue at Ft. Wayne
 C. Robert Drake – Miami-Florida
 Theresa J. Drew – Northern Arizona
 Richard B. Featherston – North Carolina-Chapel Hill
 Heather A. Ferguson – Tampa
 David Glanzrock – Arizona State
 Clifford "Sparky" Graves – Penn State-Behrend
 Shanda R. Gray – Southwest Missouri State
 John V. Henik – Indiana Northwest
 Ronald C. Higgins – Truman State
 Gregory W. Howell – Pacific
 Randy L. Hultz – Truman State
 Dawn Klinger – Central Missouri State
 Brian P. Krippner – Truman State
 Daryl T. Logullo – Florida State
 Michael R. Mallonee – Oklahoma
 Todd S. McDowell – Southwest Missouri State
 Catherine M. Merdian – North Texas
 *R. Nelson Mitchell – Johns Hopkins
 Claire D. Moomjian – Akron
 Denita J. Morin – Georgia State
 Joan L. Nason – Bowling Green State
 Charles L. Nilsen – Akron
 Kenichi E. Nishikawa – San Jose State
 Richard J. Parnitzke – Buffalo
 Claire Sammon Roberts – San Francisco State
 Mark A. Roberts – San Francisco
 Chris E. Robinett – Nebraska-Lincoln
 William C. Schilling – Nebraska-Lincoln
 Sandra Shoemaker – Southwest Missouri State
 *Sidney A. Sparks – Texas-Austin
 Richard A. Steinkrauss – Suffolk
 Buzz Sutton – Arizona State
 *Stonie Sutton – Arizona State
 *Victor A. Tabor – Louisiana Tech
 William W. Tatum, Jr. – Southern Mississippi
 Carla May Tousley – Grand Valley State
 Philip H. Turnquist – Indiana State
 John A. Watton – Florida Atlantic
 Derry J. Webb – Houston
 James A. Webb – Houston
 *Lester J. White – New York
 Ann M. Wilson – Nebraska-Omaha
 *Melvin E. Wolfe – Northwestern-Evanston
 Jeffrey E. Zych – DePaul
 Anonymous

* Denotes Deceased

Christopher H. Dunavent, Cal State-Sacramento
 Dennis T. Edmon (15), Southeastern Louisiana
 Karla E. Edwards, Akron
 Coolidge A. Eichelberger, Jr., Penn State-State College
 Pat Ellebracht (13), Texas Tech
 Leslie D. Elswick (2), East Tennessee State
 Paul David Engemann, Northern Illinois
 Mitchell A. Epstein (8), Florida
 Harvey A. Everett, Jr. (2), Colorado-Boulder
 Stuart L. Farber (8), Cal State-Long Beach
 C. Dean and Heather A. Ferguson (11), Georgia State/Tampa
 Richard S. Finlay (12), Johns Hopkins
 Lisa A. Flores, San Jose State
 Samuel R. Flowers (5), Alabama
 Richard K. Flynn, Missouri-St. Louis
 Linda F. Forrest, Kent State
 M. Stephanie Fortner* (2), Auburn
 John W. Fox (10), North Carolina-Chapel Hill
 Katie J. Freedman, Drake
 Kristy L. Freeman, Louisiana-Lafayette
 Lynn A. Friedrichs, Marquette
 Melody E. Frinzell (5), Pacific
 Holly A. Fusco, Roger Williams
 Marc A. Gaines (2), Pittsburgh
 Jeffrey W. and Amy L. Gallentine (4), Missouri-Kansas City (both)
 Christian W. Galoci (8), Longwood
 Harry T. Gamble (4), Rider
 Richard M. Garber (16), Indiana-Bloomington
 Paul J.P. Garcia, Southern California
 Phillip J. Gaudreau (2), Philadelphia
 Joda L. Gibson (11), Illinois-Urbana
 Frederick K. Gilliam, Jr., New York
 Darrell G. Gilmore (15), Indiana-Bloomington
 Arthur J. Giomi (17), Cal State-Chico
 David L. Glanzrock, Arizona State
 Sandray L. Glotfelty, Wisconsin-LaCrosse
 J. Thomas Gooding (15), North Carolina-Chapel Hill
 Timothy D. Gover (3), Southern Methodist
 Becky A. Graddl, Valparaiso
 Otis T. Gray (5), Memphis
 Shawn C. and Jeanne K. Gregory (11), Tampa (both)
 Edwin K. Griest (2), Miami-Ohio
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Scholarship Recipients

Each year the Leadership Foundation awards over 20 academic scholarships and fellowships, in addition to scholarships awarded to the National Collegian of the Year and the Provincial and Regional Collegians of the Year. All of these financial awards are made possible through endowed funds. Applications are due by June 30 of each year, and are available at www.dspnet.org by February 15. Listed below are the scholarship/fellowship recipients for the fiscal year 2004.

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Why is “Letting Go” so Difficult for Successful Family Business Entrepreneurs?

by Kent Lutz, Miami-Ohio

It is very natural for all of us to hang on to something we have played a significant role in creating, developing, growing and managing. Family businesses certainly fall into this category. Many studies have shown it is very difficult for the senior generation of a closely held family firm to relinquish ownership and control to a new and younger generation.

There is no “ideal” way to transition a family business from one generation to another, but it does seem there are some common elements practiced by those firms that do it successfully. One of these common traits is that the senior generation member or members are able to create a meaningful second career for themselves. They are able to find a new challenge and pursue a new dream with plenty of passion.

This new challenge and new dream may take the form of being a social entrepreneur, by creating and managing a private family foundation. You really do not have to be a Carnegie or a Ford in order to create your own private foundation. In fact, statistics show that about 90% of the 30-40,000 grant-making organizations in the United States give away less than \$100,000 each per year.

When a successful family business owner reaches a certain point in life, after they have learned their trade very well, the learning curve begins to level off and many times declines. Usually this occurs after the age of 60, and it is during this time the business owner should be teaching others how to carry on the trade and be developing a stronger sense of stewardship outside the business.

A private foundation is a significant way for a successful family business owner to put their personal stamp on something outside the business. It also helps address significant estate tax issues and provides an opportunity to be very productive during later years in life. The estate tax strategy alone, in creating a private family foundation, can help the family maintain control over assets that would otherwise end up in the hands of the tax man. The family foundation also provides an opportunity for many family members to participate in a family activity that may help

develop some common ground between generations.

Like any activity worth pursuing, planning is important when considering creating a private family foundation. To get started, a family business may want to take a portion of its profits each year and capitalize the foundation over a number of years. If it's a \$50,000 contribution each year for ten years, the foundation would have well over \$500,000 at the end of ten years. Every family has close connections to certain charities and the opportunities are limitless when it comes to being creative and entrepreneurial in charitable practices. Simply writing a check for a certain cause is generally not enough. Most successful social entrepreneurs want to have significant input in the organizations they are supporting—not to a point of minimizing the tremendous impact the full time stewards of those organizations are having, but rather offering their own unique talents and gifts to help make the organization better.

Private family foundations can help promote the values of the family and the family business at the same time. Such foundations require a mission statement and a structure, not entirely unlike the family business itself. The main challenges of the family foundation are spending money wisely, finding the best people to spend it on, and engaging as many family members as you can to help be good stewards of the foundation. The foundation's existence also gives the family business some incentive to make additional profits, so that some of it can flow back into the family foundation, in order to do more good for others.

The idea of creating and managing a private family foundation can be energizing, fun, fulfilling, and very challenging. It can bring out all the entrepreneurial skills that one possesses, and can provide an opportunity to rekindle one's passion for creating and doing. Here are some basic thoughts on getting started.

▲ Contributions into a private foundation are limited as to a percentage of your income if given as cash vs. appreciated property.

▲ Distributions made out of the foundation must be at least 5% of the assets each year.

▲ Administrative expenses must be reasonable and necessary.

▲ The foundation can contribute to any cause as long as it's a charitable activity (for example, the Delta Sigma Pi Leadership Foundation).

▲ A staff is usually not necessary—the foundation can be managed by the benefactor and the family.

▲ There are some legal and accounting fees to initially set up the foundation, but they are not cost prohibitive.



Kent Lutz
Miami-Ohio

The experience, challenge, and satisfaction of creating, building, and managing a private family foundation can be equal to or greater than that of creating, building and managing a for-profit business. In fact, in most cases the satisfaction is much greater, because the end result focuses on helping others rather than benefiting ourselves. Most of us will be remembered in our life for what we did for others, not for how much money we were worth, or what assets we accumulated, or how high or low our golf handicap was. It is wonderful when we begin to realize that giving is far better than receiving, and our real reason for being is to give to others as much as we can. We can help accomplish that through our own private family foundation and enjoy the last third of our life far greater than the first two thirds? ▲

Brother Lutz is director of the Goering Center for Family & Private Business. He also serves as adjunct professor of entrepreneurship and finance in the College of Business at the University of Cincinnati. Kent has used his leadership skills and entrepreneurial background to create one of the leading community-wide and educational Family Business Center resources in the country.

Did you?

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

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Melissa Seing, *Cal State-Fresno*, is a web software developer with Carina Corporation in Las Vegas.

Elaine Pandolfi, *Cal State-Sacramento*, is a senior business analyst-global education services with Symantec in Springfield, Ore.

Beth Primrose, *Central Florida*, is president of Custom Signage, Inc. in Orlando.

John Emke, *Central Missouri State*, is a developer with Service

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Angie Schelp, *Central Missouri State*, is a software engineer with Midland Loan Services, Inc. in Overland Park, Kan.

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Christina King, *Cincinnati*, is an office/accounting manager with Jerry Ables Electric, Inc. in Cambridge, Ohio.

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Tami Coover, *Colorado State*, is a financial analyst with RockResorts/Vail Resorts Lodging Company in Denver.

Kristin Musso, *Colorado State*, is an area sales coordinator with Johnson Controls, Inc. in Alexandria, Va.

Kari Knudsen Stover, *Colorado State*, is a territory manager with Shaw Industries in Dalton, Ga.

Ernest Michael Thomas, *Columbus College*, received the Care, Share, Invest and Grow award presented by his employer Crowe Chizek and Company, LLC., a public accounting and consulting firm in Montgomery, Ala. One of five 2004 award recipients, Brother Thomas was recognized for his impact on the firm's successful expansion into the Southeast. In two years, he helped to grow the Crowe Chizek operation in Alabama from two clients in Alabama to a multi-state client base of 14.

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

Dennis Protasio, *DePaul*, is a field marketing representative with Sanford (a division of

The Multi-Faceted Mike Brennan, *Miami-Florida*

Professional baseball player, model, actor and stockbroker. These are all words that, at one time or another, described Mike Brennan. Brother Brennan has led quite an interesting life and believes that Deltasig has helped him excel in his various careers.



Mike started developing his varied interests in high school, where he was an excellent student as well as a four-sport star. He then had a two-year period in the Marine Corps and was recruited by Hall of Fame first basemen Jimmie Foxx, coach for Miami-Florida's baseball team. Always having been a Miami Hurricanes fan, Brother Brennan was excited to represent his university.

Brother Brennan was an international business major at Miami-Florida and says the Fraternity taught him excellent time management skills—most members were veterans and as a result very disciplined. Of college, Mike says, "I was there to get an education and play ball."

After playing college ball Brother Brennan signed with the Minnesota Twins (formerly known as the Washington Senators) and went through the minor league system until a car accident ended his playing days. Not one to feel sorry for himself, Mike stuck with baseball in a different aspect—as the business manager for the Senators AA Charlotte affiliate. Brother Brennan did this for seven years until he switched gears completely and once again achieved success, this time on Wall Street.

Mike moved to New York City to get his master's degree from New York Institute of Finance. He worked for 35 years in the stock market until retiring from Morgan Stanley on September 4, 2001. Mike says being a stockbroker is his favorite thing he has ever done because it combined two of his loves—being with people and organization. He has even had some Deltasig brothers as clients!

Brother Brennan's retirement didn't last long. After only two days of being "completely" retired, he started a CPA firm with two friends and continues to dabble in modeling and acting. He also enjoys helping aspiring stockbrokers as an academic advisor for college students. In the midst of all these career changes, Mike managed to be a bodyguard (he wasn't a bodyguard for anyone famous and this temporary job came out of his martial arts training), actor (he was an extra in the movie *Any Given Sunday*), model and a good friend of Burt Reynolds! Burt was from Mike's hometown and the two used to play football together. According to Mike, Burt used to go by "Buddy" and went to Florida State, instead of following his friend to Miami-Florida, because, in Burt's words, "that's where all the girls were."

Brother Brennan is one Deltasig who should be admired for his work ethic and a positive attitude that has granted him an interesting and lengthy career.

Newell Rubbermaid) in Bellwood, Ill.

Susan Ballard, *East Tennessee State*, is a configuration manager with the U.S. Army-Military Contractor in Huntsville, Ala.

Colleen Fashing, *Eastern Illinois*, is a career services advisor with Robert Morris College in Chicago.

Jay Taylor, *Ferris State*, is general director of information technology audit with General Motors Corporation in Detroit.

John Powell, *Florida*, is a revenue officer with the City of Hoover in Hoover, Ala.

Jason Brienen, *Florida State*, is an investment consultant with Raymond James in Tallahassee.

Stratis Pridgeon, *Florida State*, is a vice president-legal with Cendant Timeshare Resort Group, Incorporated in Orlando.

Shagun Mehandru, *George Mason*, is an analyst-worldwide advisory services with Corporate Risk International in Fairfax, Va.

Christopher Thompson, *George Mason*, is a financial reporting manager with Vornado Realty Trust in Paramus, N.J.

Brian Gardner, *Georgia*, is a real property appraiser with Fulton County Tax Assessors in Atlanta.

Jeffrey Lutz, *Indiana*, is a vice president-global sales and marketing with NCR Corporation in Dayton, Ohio.

Kathleen Rowen, *Indiana Northwest*, is a plant manager with Marshall Brass in Marshall, Mich.

James Lich, *Indiana-Purdue at Indianapolis*, is a vice president with Torres-Lich & Associates in St. Petersburg, Fla.

Dylan Jeng, *Long Island*, is a tax consultant with Ernst & Young in New York.

Jeff Patrick, *Long Island*, is a marketing and communications director with GL Trade in New York.

Victoria Vourlas, *Longwood*, is a market service associate with New York Life Insurance Company in New York.

Frank Faust, *Loyola-Chicago*, is vice president of Saint-Gobain Corporation in Valley Forge, Pa.

Timothy Janke, *Marquette*, is a vice president-acquisition analysis and integration with Merrill Lynch in New York.

Joe Fournet, *McNeese State*, is president of the Board of Directors for the International Association of Business Communicators (IABC) in Houston.

Allison Corry, *Missouri-Columbia*, is a senior consultant-patient account charging with Sisters of Mercy Health System in Chesterfield, Mo.

Susan Babin, *Memphis*, is a Mid-South area developer for FasTracKids International, Ltd, enrichment academies in Memphis.

Daffron Michael, *Missouri-Columbia*, is a marketing manager with Tnemec Company, Inc. in Kansas City, Mo.

Ashley Cartmill, *Missouri-Kansas City*, is a professional student assistant with Missouri-Kansas City in Kansas City, Mo.

Candice Gerling, *Missouri-St. Louis*, is an ocean import specialist with Expeditors International in Hazelwood, Mo.

Norm Kromberg, *Nebraska-Lincoln*, is a consultant with BKD, LLP in Omaha. Brother Kromberg currently serves Delta Sigma Pi as the Past Grand President and as a Trustee of the Leadership Foundation.

James Covey, *Nevada-Las Vegas*, earned his MBA from Wisconsin-Whitewater.

Cherrill Bethel, *Nevada-Reno*, is a financial consultant with A.G. Edwards & Sons, Inc. in Springfield, Ill.

Sarah Hulsey, *Nevada-Reno*, is a litigation assistant with Hohmann, Taube & Summers, LLP in Austin.

Michael Hipps, *New Mexico*, is president of Mountain Striping in Dillon, Colo.

Kathy Lazo-Thompson, *New York*, is an account executive with Victor O. Schinnerer & Co. Inc. While her office is located in Chevy Chase, Md., Kathy telecommutes out of her home in Colonia, New Jersey. Brother Lazo-Thompson currently serves Delta Sigma Pi as the Eastern Regional Vice President.

Jodie Welkes, *New York*, is in transaction advisory services with Ernst & Young in New York, N.Y.

Erin Laughlin, *North Carolina-Chapel Hill*, is an associate consultant with Navigant Consulting, Inc. in Nashville.

James Palmer, *North*

The Jacobs-Deltasig's Traveling History Guides



Jim Jacobs, *Albany*, son of founder Harold Valentine Jacobs, is bringing back the "Good Old Days." He and his wife, Julia, *Siena*, spend their time traveling and providing interesting historical information about Delta Sigma Pi. Together, they host a

traveling show called "The Jim'n'Julia Road Show," which just completed its 30th year.

Brother Jacobs has spoken at numerous Deltasig functions throughout the years—with one highlight being the 43rd Grand Chapter Congress in Buffalo. He entertains the audience with stories about his father—always emphasizing the importance of getting to know your parents and grandparents. If Jim hadn't taken the chance to ask his father stories about his past, he may never have known about the importance of Delta Sigma Pi. Through Jim's talks with Harold, he is able to share stories that were never recorded and might be lost if not for his speeches.

One of the more interesting stories Brother Jacobs shares is of Harold's trip to a local collegiate chapter—he had been invited to attend one of their nightly get-togethers. At one point during the evening, a collegiate member informed Harold of a change to the Bylaws—allowing only white Protestant males admittance into the Fraternity. Harold, himself a man of Jewish faith, worked (along with many others) to restore the Bylaws to their original wording—no discrimination on grounds of race or creed.

On May 21, 1927 when Jim was 7 years old, Charles Lindbergh landed outside of Paris, being the first person to fly solo over the Atlantic. This event changed the lives of many Americans, including Jim—it made him want to be a pilot. Brother Jacobs accomplished that goal, and is now volunteering with the Civil Air Patrol (CAP), a search and rescue division of the U.S. Air Force, which responds to planes experiencing flight difficulties. Jim is also a certified IRS volunteer tax consultant for the elderly and chairs his county's unit of SCORE (Service Core of Retired Executives)—which voluntarily gives business advice on current or potential businesses. As if that isn't enough, he and Julia volunteer for the AARP with their "55 Alive" Driving Course. He truly is furthering a higher standard of civic welfare for his community. He simply states it as "payback time."

Throughout Jim's life, he has influenced numerous collegiate brothers through his involvement within the civic world as well as telling the stories of his father. He truly speaks with a passion about his father and Delta Sigma Pi. ▲

Carolina-Chapel Hill, is a sales representative with Liberty Mutual Group in Spartanburg, S.C.

Shawn Hinshaw, *North Florida*, is an assistant manager with Aeropostale in Jacksonville.

Donna Zachman, *North Florida*, is a middle market commercial underwriter with Westfield Insurance in Duluth, Ga.

Heather Crawley, *North Texas*, is a staffing coordinator

with Employee Solutions in Richardson, Texas.

Susan Mathew, *North Texas*, is an accountant with Tohatsu America Corporation in Carrollton, Texas.

Renee Depoorter, *Northern Illinois*, is a national accounts sales representative with Pella Windows & Doors in Roanoke, Va.

Erin Morley, *Oklahoma*, is a claims representative with Progressive Auto Insurance in Englewood, Colo.

Laura Philbin, *Oklahoma*, is a senior consultant with BearingPoint in Oklahoma City.

Michael Valant, *Oklahoma State*, is president of the National Association of Purchasing Managers in Houston.

Elizabeth Krisko, *Penn State-State College*, is a financial advisor with Merrill Lynch in Rockville, Md.

Gail Peay-Scott, *Philadelphia*, is an operations service associate with Wachovia Bank in Philadelphia.

Laura Nebral, *Pittsburgh*, is an operations manager with Fairways to Heaven Golf, Inc. in Tampa.

Jeremy Bloch, *Rider*, is an accountant with Verizon Wireless in Warren, N.J.

Jeremy Smith, *St. Edward's*, is president of Coda Construction in Rowlett, Texas.

Juan Lino Garza, *St. Mary's*, is a certified mineral manager with GNR Research Corporation in San Antonio.

Stephen Palumbo, *St. Peter's*, is a branch manager with Formula Equipment, Inc. in South River, N.J.

Robert Ghee, *San Diego State*, is a controller with The Office Supplies, Inc. in Las Vegas.

Kendra Cannoy, *San Francisco*, is a personal trainer with Embody Fitness in Costa Mesa, Calif.

Mary Jenkins, *Savannah State*, is an international expansion leader with Global Strategies International in Columbus, Ohio.

Robert Seem, *Shepherd*, is a business banker with BB&T in Winston-Salem, N.C.

Stephen Sturtz, *Shepherd*, is a contract specialist with National Geospatial-Intelligence

Agency in Hagerstown, Md.

Martin Vedani, *South Carolina*, is a business manager with Empanadas TO GO, LLC in Miami.

Mark Papousek, *South Dakota*, is a sales consultant with A&B Business Equipment in Rapid City, S.D.

Lisa Turnquist, *South Dakota*, is a senior QA analyst with US Bancorp in Minneapolis.

Tayra Paul, *South Florida*, started a CPA firm called Diaz & Paul, LLC in Tampa.

Stephen Stamboulieh, *Southern Mississippi*, is a major accounts district manager with ADP in Ridgeland, Miss.

Rodney McCormick, *Southwest Missouri State*, is the owner and manager of Rod's Custom Travel in Sioux City, Iowa.

Kelly Wolf, *Southwest Missouri State*, is an advertising consultant with Verizon Information Services in Jacksonville.

Bob Everson, *Tampa*, is a senior consultant with Siebel Systems in Denver.

Cindy Collum, *Texas-Arlington*, is owner of Cindy J. Collum, CPA, in Dallas. In addition, she is controller and manager of scholarships for the Tri Delta Foundation.

Rob Dawson, *Texas-Arlington*, is an aftermarket manager with Calypso Waterjet in Dallas.

Abraham Fernandez, *Texas-El Paso*, is a senior sales representative with TAP Pharmaceuticals, Inc. in Lake Forest, Ill.

Kendra Duty, *Texas A&M-College Station*, is a team leader with Bank of America in Charlotte, N.C.

Matthew Fisk, *Texas Tech*, is a credit analyst with TIB-The Independent BankersBank in Irving, Texas.

Clifford Potter, *Troy State*, is an office assistant-logistics coordinator with Contemporary Services Corporation in Athens, Ga.

Matthew Hutchinson, *Truman State*, is a staff accountant with BKD in St. Louis.

Wayne Prichard, *Truman State*, is an assistant manager with Boone Tavern in Columbia, Mo.

Brother Earns Credit from Debits

Here is one more reason to be proud of your Deltasig brothers. On June 28, Jim Davis, *West Liberty State*, received the Chapter Community Service Award on behalf of the Northern Virginia Chapter from the Association of Government Accountants (AGA).

The award was presented at the Association's 53rd Annual Professional Development Conference and Exposition in Washington, D.C. The award was designed to honor those chapters who have exhibited an extraordinary commitment to community service. This is a feat that Brother Davis has certainly accomplished.

Jim's history of creating programs includes those that not only reach out to AGA, but to other professional associations as well. These programs include speakers, donations and raffles that benefit children, soldiers, the elderly and those less fortunate. Due to his efforts, the Northern Virginia chapter of the AGA is well known for being active in community service.

Brother Davis has been with the U.S. Army Audit Agency for four years. He loves many aspects of his job, but in particular he noted the opportunities for credentials, promotions, travel to unique locations, meeting new people and having diverse work assignments that include working at the Pentagon.

He credits Deltasig with preparing him for his career in government auditing. He says, "Delta Sigma Pi prepared me by encouraging me and others to get involved in professional, community service and social activities, as well as developing networking skills." Brother Davis was also able to hone his leadership skills through officer and chairman positions in the Fraternity. He has stayed active with Deltasig by attending national officer training, visiting various alumni chapters and Grand Chapter Congress. ▲



Ronda Van Quaethem, *Truman State*, is vice president with Adamson & Associates, Inc. in Prairie Village, Kan.

Andrea Popp, *Valparaiso*, is a chief marketing officer with Madhaus Studio LLC in Valparaiso, Ind.

John Royall, *Virginia Commonwealth*, is the president/CEO of The Royall Titomirov Group Corporation in Alexandria, Va.

Brandon Trease, *Wayne State-Nebraska*, is a corporate instructor with Information Technology, Inc. in Lincoln, Neb. Brother Trease currently serves Delta Sigma Pi as the Great Plains Regional Vice President.

Mollie Trease, *Wayne State-Nebraska*, is a finance supervisor with State Farm Insurance in Lincoln, Neb.

Uta Sealey, *West Alabama*, is a human resource specialist with Sears, Roebuck & Company in Tuscaloosa, Ala.

Bernard "Skip" Wagner, *West Florida*, is the CFO of Correctional Services Corporation in Sarasota, Fla.

Erich Besmen, *West Virginia*, is a detention analyst with Hogan Transportation in Bridgeton, Mo.

Thomas Miller, *Western Kentucky*, is a substitute teacher with Grayson County Board of Education in Leitchfield, Ky.

Kristin Orlando, *Western Michigan*, is a senior consultant with Booz Allen Hamilton in San Diego.

Conor Schoemer, *Western Michigan*, is a global consultant with GMAC Global Relocation Services in Detroit.

Milestones

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

Mergers:

John Laumeyer, *Auburn*, on April 3, to **Vita Berute**. They live in Hollywood, Fla.

Sean Boyd, *George Mason*, on July 3, to **Andrea Fridly**, *California-Riverside*. They live in Lake Tahoe, Nev. Brother Boyd currently serves as a Trustee of the Delta Sigma Pi Leadership Foundation.

Kelly Sharp, *Houston*, on June 26, to **John Menke**. They live in Houston.

Chet Oberling and **Tammy Mulligan**, both *New Orleans*, on April 17. They live in Downers Grove, Ill.

Brian Powell, *North Texas*, on September 4, to **Nancy Mallery, Baker**. They live in Plano, Texas. Brother Powell currently serves Delta Sigma Pi as Southwestern Regional Vice President.

Jeffrey Ferguson and **Amy Tenniswood**, both *Northern Arizona*, on July 2. They live in Phoenix.

Gains:

Ashok Arora, *Central Florida*, and **Sapna** on June 23-Kabir. They live in London, England.

Dawn Klinger, *Central Missouri State*, and **Matt**, on September 2-Audrey Bernice. Dawn currently serves Delta Sigma Pi as

the South Central Provincial Vice President.

Jason and **Ruth Noah**, both *Central Missouri State*, on April 29-Zachary Ethan. They live in Shawnee, Kan.

Lynn Oltmanns, *Central Missouri State*, and **Mike** on March 19-Emily Nicole. They live in Independence, Mo.

Scott Smith, *Central Missouri State*, and **Stephanie** on June 22-Ethan Scott. They live in Olathe, Kan.

Tiffany Smith, *Central Missouri State*, and **Larry** on June 11-Harrison Henry. They live in Prairie Village, Kan.

Jenny Triplett, *Central Missouri State*, on July 10-Catherine Alyse. She lives in Lexington, Mo.

Cynthia Vivian, *Illinois*, and **John** on July 27- Claire Suzanne. They live in Springfield, Ill.

Tom, *Loyola-Marymount*, and **Becky Skinner**, *Philadelphia*, on September 7-Molly Jane. They live in Long Beach, Calif. Tom currently serves Delta Sigma Pi as the South Pacific Regional Vice President. Becki currently serves Delta Sigma Pi as a district director for Hawaii.

Amy Morrison, *Minnesota State*, and **Christopher** on May 21-Daniel Robert and Emma Christine. They live in Bloomington, Minn.

Donna, *North Florida*, and **Kevin Zachman**, *Grand Valley State*, on June 23-Audrey Peterson. They live in Matthews, N.C.

Jim Leingang, *Truman State*, and **Andrea** on January 15-Noah

Edmond. They live in Chesterfield, Mo.

Angela Burton, *Valparaiso*, and **Carley** on April 22-Abigail Brianne. They live in Schererville, Ind.

Losses:

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

Arizona State: **Donald Bird** (July 24)

Cal Poly-San Luis Obispo: **Louis Turley** (July 11)

Georgetown: **Henry Heller, Jr.** (May 25)

Georgia: **Junius Hill** (November 30, 1994)

Johns Hopkins: **Richard Ackler** (June 28)

Loyola-Chicago: **Joseph Klodzinski** (unknown)

Maryland: **Leroy Lee** (June 23, 2001)

Northwestern-Evanston: **Tom Novotny** (April 7)

Pittsburgh: **Elwood Moore** (June 24)

Texas Tech: **Guy Finley** (July 10)

Washburn: **M. Dean Anderson** (July 8, 2003)

Weber State: **James Drosbeke** (2001)

"Losses" Retraction:

Gina Wicker was initiated at *Georgia Southern*, not *Georgia College & State*. We apologize for the error in the July '04 issue.

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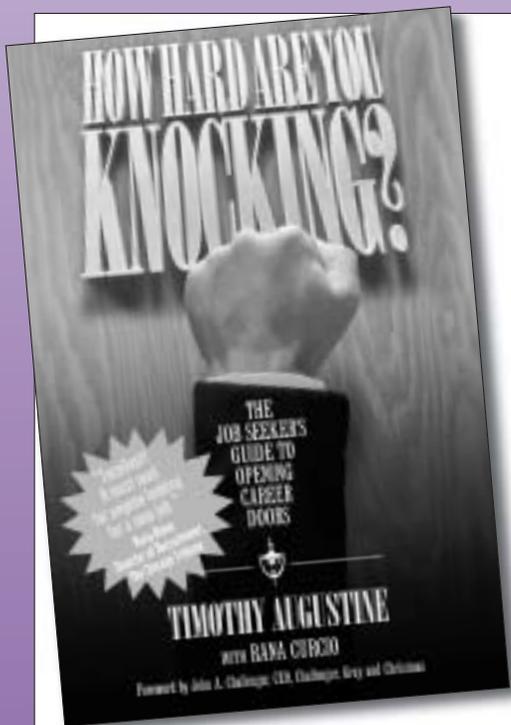


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Delta Sigma Pi National Blood Drive

February 1-March 31, 2005 Contact your Blood Bank TODAY!
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So . . . How Hard Are YOU Knocking?

Great Advice on Finding The Right Job

Tim Augustine, *Kent State*, has finally put his *How Hard Are You Knocking?* seminars to writing. *How Hard Are You Knocking? The Job Seekers Guide to Opening Career Doors* is an invaluable resource for anyone looking for a new job, full of insider's secrets on what employers today are looking for.

One of the country's leading career and employment experts, Brother Augustine draws on his experiences and proven best practices for finding a new job, successfully entering the workforce, and taking a proactive role in your career development. *How Hard Are You Knocking?* provides an essential roadmap to everything from effectively building a job search strategy, finding and utilizing job search resources, developing a powerful résumé, preparing the interview, negotiating a starting salary to creating the career that you want.

Brother Augustine is a dynamic author and professional speaker who tours the nation presenting his *How Hard Are You Knocking?* seminars to college students and professional organizations. Tim's unique background includes human resources and strategic marketing. As an adjunct professor at Illinois Institute of Technology's Stuart School of Business, Tim teaches strategic marketing in the MBA Program.

Tim is co-owner and managing partner of The Herman Draack Company, an international human resource consulting firm specializing in executive recruitment, project outsourcing and human resource strategy implementation with offices in Chicago, San Francisco and Washington D.C. He is an active member of Delta Sigma Pi for which he has been a featured speaker at Grand Chapter Congress and many other events—including several events planned for the coming year. Tim also serves on the Board of Directors for Open Heart Magic in Chicago. He is also a mentor for College Bound, a volunteer organization that provides scholarships, mentoring, and tutoring for Chicago-area high school students.

Tim's business career has been dedicated to developing and implementing human resource strategic programs. Examples include worldwide people strategies and Employer of Choice organizational initiatives. He has wide professional expertise in employee recruiting and selection, training and career development, benefit administration, salary and compensation programs, and in organizational communication and feedback processes.



Tim Augustine, *Kent State*

A graduate of Northwestern University's Executive MBA Program, Tim also has degrees in marketing and speech communications from Kent State. He has served honorably in the United States Air Force National Guard.

Tim lives in the Chicago area with his wife and two children.

Following is a teaser of topics covered in *How Hard Are You Knocking?*

Q: I interviewed two weeks ago but have not heard back from the employer. What should I do?

A: In this case, I would recommend that you give the person who interviewed you a call. To guard against this happening in the future, it is important that you "close the loop" at the end of each job interview. I recommend asking the interviewer "Did I meet the qualifications?" or "How did I do?" Establish expectations. Ask the interviewer "If I don't hear from you in a week, may I call you?;" "What day is best for me to call?;" or "Do you prefer I call in the morning or afternoon?;" etc. By establishing expectations, you are not left wondering whether it is appropriate to follow-up or not.

Q: I just started my first professional job. What advice can you provide regarding career development?

A: During the first 90 days of employment, concentrate on five areas:

The first and most important is company knowledge. Understand the company's history, plans for the future, mission, vision and values. Would you be able to give a 30-second commercial for the company if someone asked?

Secondly, develop position knowledge. Understand the role you have accepted. What are the expectations and performance standards? Who are your internal customers? Who are your internal suppliers of information?

Third, cultivate process knowledge. What types of processes exist within the company? Do you know how to take a day off? Voice a complaint?

Fourth, you will need political knowledge. With whom in the company should you ally? Who could mentor you? Bear in mind that the mentor should have tenure and be well-respected within the organization.

Fifth, know your personal effectiveness. What do you need to do to succeed in your current job? What skills and abilities do you need to acquire to go to the next level?

As you grow in your career, you should continue asking yourself three key questions. First—are you being professionally challenged? Second—do you personally like the people with whom you work? And, third—are you paid a fair wage for the value you bring to the company? Most often, if you answer 'yes' to the first and second questions, you will almost certainly answer 'yes' to the third!

Q: How important is an MBA?

A: An MBA can be important but I recommend that you wait until you have at least five years of business experience before getting your MBA. In five years, hopefully you will work for a company that will pay for your getting your MBA.

Also, by having workplace experience, you will know both how to learn and how to apply what you've learned. The process of obtaining your MBA will be much more fruitful. I also recommend looking into a different university than the one from which you got an undergraduate degree. By doing so, you will

I think it is imperative
that job seekers look not
for a job they can do,
but for a job they want to do
and are able to do well.

be exposed to different peers and professors and will also convey to future employers that you are adaptable.

Q: What do you think is the single biggest mistake job seekers make?

A: Too often, job seekers are reactive—and not proactive. They will accept a job simply because it is open and offered to them without taking the time to ask the simple question: is this what I want to do and will be good at?

I think it is imperative that job seekers look not for a job they can do, but for a job they want to do and are able to do well. I recommend that job seekers first perform an internal assessment (What are my best attributes? Strengths? Weaknesses? What is important to me? Flexible hours? Salary? Location?) followed by an external assessment (finding 10–15 companies where you feel you would thrive). I believe that too many people who are looking for jobs spend way too much time and energy casting a wide net, as

opposed to really targeting those companies and jobs that would provide a good fit. The key here is quality and not quantity.

Q: Is there one particular skill or trait that you feel appeals to companies and corporations industry wide? What is it, and how can I cultivate it?

A: Definitely communication skills—both written and verbal. To cultivate your communication skills, I recommend joining social and professional organizations that give you a chance to interact with other people and I strongly recommend that you join either a university or community Toastmasters International group.

Q: Who is your book, *How Hard Are You Knocking?*, intended for?

A: *How Hard Are You Knocking?* is a book for anyone looking to build a job strategy from beginning the job search to negotiating your salary. I wrote the book for job seekers, college graduates wanting to enter the workforce, experienced professionals who want a refresher course, career counselors, persons wanting to make a job change—anyone who could use a short, concise but thorough overview of what it takes to find the job you want.

Q: How can I get a copy of *How Hard Are You Knocking?*

A: Oakhill Press has slated *How Hard Are You Knocking?* for release in early 2005. *How Hard Are You Knocking?* will be available in bookstores nationwide in early 2005.

As a special offer to Deltasig brothers, advance autographed copies of *How Hard Are You Knocking?* are available for sale by visiting www.howhardareyouknocking.com. Please keep an eye on the web site for upcoming personal appearances, as author Tim Augustine will be launching an extensive U.S. book tour in February. ▲

LeaderShape® 2004 Testimonials



2004 LeaderShape participants (from left): Stacey Berger, Truman State, Marcy Johnson, St. Louis, Cathy Chan, Cal Poly-Pomona, Liz Schleicher,* Colorado State, Theresa Chiu, Missouri-Columbia, Mary Bedford, Saginaw Valley State and Prelita Marquez, Cal State-Fullerton.

The Leadershape® Institute describes leadership as “living in a state of possibility, making a commitment to a vision, developing relationships to move the vision into action, and sustaining a high level of integrity.” On July 27– August 1, seven Deltas made the trip to Allerton, Illinois to join over 70 other participants at the national LeaderShape® Institute and put these words to action. Six of these brothers were selected by the National Scholastic Development and Awards Committee and funded by the generosity of the Leadership Foundation. All left with a new understanding of just what it takes to be a leader and the skills to put it into action.

“How can one week possibly have made such a difference? Honestly, I don’t know—all I know is that it has. I went there one individual not knowing a soul and left knowing 70 new people that were very dear to my heart.”—*Marcy Johnson, St. Louis*

“As far as my experience goes, words cannot really describe it... maybe ‘eye-opening’ and ‘monumental’ do it, but not really. Not only did it give me the opportunity to explore the kind of leader I am and discover ways to improve myself as a leader and person, but I also had the privilege of meeting some of the most outstanding and impressive people I have ever met.”—*Stacey Berger, Truman State*

“It was refreshing to meet so many dedicated and passionate leaders across the nation who are constantly seeking

ways to improve their community. I learned the value of possibility and stretching our minds to places we have never been before.”—*Cathy Chan, Cal Poly-Pomona*

“I was surrounded by an unbelievable vibe of positive energy and support for an entire six days. The conference consisted of many in-depth conversations, projects on our visions, guest speakers, challenge courses, and late night games. Every second was spent bettering myself and my enthusiasm to make contributions to my own community and chapter. I want to share with my brothers the experience I gained by going to this conference. In an effort to do so, I am holding a LeaderShape recap presentation at my chapter to share my experiences and encourage them to apply next year.”—*Prelita Marquez, Cal State-Fullerton*

“One of the most powerful moments was the last night that we had together. In our family clusters we went around the circle and each person heard what others thought they could do to be a more effective leader and what they most appreciated about them. When it was my turn I was so nervous, mostly because I knew that these people who I had grown close to over the week would be honest with me. But by the end I was thankful for the feedback they had given me.”—*Mary Bedford, Saginaw Valley State*

**Brother Schleicher attended through opportunities provided by Colorado State and Pi Beta Phi sorority, not through the funding of the Leadership Foundation.*

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

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

Alabama

BIRMINGHAM
Lee James
205-980-2902
James58869@bellsouth.net

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

Arizona

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

California

INLAND EMPIRE
Patti La Marr
626-794-2366
patti4dsp@hotmail.com

LOS ANGELES
Rochelle Stegrist
626-303-1273
deltasigalert@yahoo.com

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

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

Colorado

DENVER
Robert Kissel
303-988-9150
rekissel@yahoo.com

Connecticut

Mike Tetto
860-277-2277
dspctalumni@yahoo.com

Florida

CENTRAL FLORIDA
Sarah Anne Ellerkamp
407-855-0166
DSPSarah@aol.com

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

TAMPA

T. J. Shriver
727-510-2291
tjshriver@go.com

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

Georgia

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

Hawaii

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

Illinois

CHICAGO
Brian Conti
773-561-3564
bconti21@yahoo.com

Indiana

INDIANAPOLIS
Jennifer Cole
317-254-1132
jenniferc@dspindyalumni.org

NORTHEAST INDIANA
Jan Wade
260-497-8591
wadejanl@hotmail.com

NORTHWEST INDIANA
John Henik
847-823-9835
jhenik@jvhenikinc.com

Kentucky

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

Kansas

KANSAS CITY
Henry McDaniel
816-686-9003
kcacdsp@yahoo.com

Louisiana

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

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

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

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

BATON ROUGE-RED STICK
Michael A McNulty III
225-218-9440
michaelmcnulty3@cox.net

NEW ORLEANS-CRESCENT CITY
Alexis Carville
504-835-3412
alexis@carville.net

Maryland

BALTIMORE
Bryan McMillan
443-691-2581
baldeltasigs@yahoo.com

Massachusetts

BOSTON
Deborah Lang
617-787-1482
djang@rcn.com

Michigan

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

Minnesota

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

Mississippi

HATTIESBURG-SOUTH
MISSISSIPPI
Gina Hull
601-818-5333
tyke29@hotmail.com

Missouri

KANSAS CITY
Henry McDaniel
816-686-9003
kcacdsp@yahoo.com

ST. LOUIS

Daniel Watkins
636-305-7973
danwatkins@charter.net

New Jersey

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

Nebraska

LINCOLN/GREATER NEBRASKA
Daniel Davis
402-328-9647
deltasigsalumni@yahoo.com

New York

NEW YORK CITY
Heath Marell
212-841-6483
hmarell@yahoo.com

North Carolina

GREENSBORO
Nichole Pennell
336-202-6613
npennell@triad.rr.com

Ohio

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

CINCINNATI
Russ Iddings
513-661-1407
riddings@cinci.rr.com

CLEVELAND

Bryan Bacik
216-662-3102
Bbackik1@wowway.com

TOLEDO

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

Oklahoma

OKLAHOMA CITY-TORNADO ALLEY
Avery Moore
405-255-9622
avery.moore@cox.net

TULSA GREEN COUNTRY
Jennifer Gress
918-744-9326
Jennifer.gress@williams.com

Pennsylvania

PHILADELPHIA
Phil Almquist
610-580-6342
nyjets24@yahoo.com

PITTSBURGH

Andreas Beck
412-680-7584
andreasbeck@hotmail.com

Texas

AUSTIN
JoAnne Hendricks
512-258-0658
jkhendricks@austin.rr.com

DALLAS AREA

Jennifer Wilcox
972-712-5635
jenn_wilcox@hotmail.com

FORT WORTH COWTOWN

Chris Cadwell
817-657-3635
cadwell78@hotmail.com

SPACE CITY HOUSTON

Laura Goldman
832-725-4093
lauragoldman@willis.com

Virginia

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

Washington D.C.

NATIONAL CAPITAL AREA
Lynne Moore
703-858-9971
ilfarmgirl73@juno.com

West Virginia

SHEPHERDSTOWN
Christopher Dingus
301-528-2038
chris.dingus@verizon.net

Wisconsin

MILWAUKEE
Christopher McArdle
262-814-1814
chris@therauseragency.com

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

UNITED STATES:

ALBUQUERQUE-ZIA, NM	Angela Cook	505-890-3215	angelah2003@msn.com
ALCATRAZ, CA	Joseph Riego	707-645-9227	joe@joeriego.com
ANCHORAGE, AK	Jeff Erwin	907-261-5981	Jeff.Erwin@ubs.com
ANTELOPE VALLEY, CA	Erica Verderico	661-255-9035	elv1579@aol.com
ASHEVILLE, NC	Alfred White	828-277-4013	awhite@NBA.com
BOWLING GREEN, KY	Mandy Hanson	270-358-0492	mhanson@hardin.k12.ky.us
CHARLESTON, WV	John Akerman	843-763-1102	charlestonavc@aol.com
CHARLOTTE, NC	Liz Washburn	704-233-5003	aracer_98@hotmail.com
COLUMBIA, SC	Buck Fulmer	803-791-5566	buck-hlm@sc.rr.com
DECATUR, IL	Christopher Aubrey	217-234-2385	deltasigmapi891@hotmail.com
DES MOINES, IA	Ben Cleaver	515-988-6721	benc79@hotmail.com
DUBUQUE, IA	Tom Jaeger	563-543-1982	tom.jaeger@agedwards.com
FT. LAUDERDALE, FL	Curtis Bernstein	516-784-0255	cbernstein@healthcareappraisers.com
FRESNO, CA	John Stillwell	559-471-9106	johnstillwell@aol.com
GRAND RAPIDS, MI	Akisha Jones	313-580-6368	ms_akisha@hotmail.com
OAHU, HI	Nichole Banquil	808-348-1450	angelita2465@yahoo.com
PENSACOLA, FL	Jeff Knight	850-384-4309	ljk2deltasig@yahoo.com
PIEDMONT, NC	Nick McCalliard	336-758-3654	nmcgalliard@dot.state.nc.us
PORTLAND, ME	Patrick Cotter	204-767-6500	pcotter1@yahoo.com
PORTLAND, OR	Regina Shapiro	503-554-0160	rshapiro@triadtechnology.com
PROVIDENCE, RI	Janelle Tillema	401-864-7498	janelle@itemmpd.com
RALEIGH/DURHAM, NC	Heather Faulk	919-493-6259	hfaulkmymc@yahoo.com
RENO/SIERRA NEVADA, NV	Shanda Stanton	775-323-9017	shanda_stanton@yahoo.com
SAN ANGELO, TX	Leann Holbert Criswell	915-947-1354	ldh@wcc.net
SAVANNAH, GA	Robert Bendetti	912-663-2993	robert_bendetti@comcast.com
SEATTLE, WA	Shamone Stephenson	253-858-5712	allensms@aol.com
STATE COLLEGE, PA	Steve Grazier	814-574-1067	sagrazier@aol.com
TUCSON/OLD PUEBLO, AZ	Charles Farrow	520-881-5097	tuschuck@aol.com

WORLD:

GUERNAVACA/ CUATLA	Jose Eduardo Bredee Crouse	52-777-3112149	bredee@cableonline.com.mx
GERMANY	Tamisha Nelson	706-790-3676 x2647	mysha25@aol.com
JAPAN	J.D. Sparks	049-284-8333	jdsusumo@aol.com
LONDON	Ashok Arora	44-208-423-5952	bertela@yahoo.com
PHILIPPINES	Louie Basilio	632-939-0362	lpb@info.com.ph

National Volunteer Leadership Training Retreat

Deltasig Leaders Converge

"Leadership is about influence, not control." Those words by Grand President Kathy Jahnke were only some of the advice shared with over 100 Deltasig leaders, August 6-8, in St. Louis at the National Volunteer Leadership Training Retreat. The weekend started off with an energetic and informative keynote session by 2001 National Honorary Initiate Patti Holmes, continued with a variety of sessions on topics ranging from volunteer opportunities and roles, to juggling the various aspects of life (personal, professional, fraternal), to risk management and other chapter situations. The Leadership Foundation Board of Trustees also held their annual meeting over the weekend.

Below, the 2004 National Collegian of the Year, Stephanie Menio, *Pittsburgh*, shares her thoughts on the weekend.

The Delta Sigma Pi Fix

by Stephanie Menio, *Pittsburgh*

After graduating from Pittsburgh in April of 2004, I accepted my first real job and had to move from Pennsylvania to Missouri within a month's time. The hustle and bustle kept me active and my mind occupied, but my heart was not complete. I had left my brothers from the



National Alumni Development Committee Chair Velvet Simmons and leaders share ways to discover your hidden assets—one of two sessions she led over the weekend. Many thanks to presenters Missy Ekern, Craig Floerke, Katie Koch, Sandy Shoemaker, Jeff Gallentine, Mike Behr, Dale Clark, Velvet Simmons and Brian Krippner (who also served as the weekend's master of ceremonies) for volunteering to lead sessions.

Lambda Chapter and my close friends from the Northeastern Province. For those three transitional months, there was something missing in my life—Delta Sigma Pi.

Deltasig has this tremendous ability to bring you out of a rut and spark your enthusiasm once again. The National Volunteer Leadership Training Retreat, in St. Louis, did just



on the Gateway to the West

that...it was my brotherly fix. Every brother at the Retreat was so excited to interact with one another and to share their story on what brought them there. Whether you were 22 just starting out as District Director or have been on the Board of Directors and served in several capacities...we were one. We were all looking for the same thing – a Delta Sigma Pi fix. We needed to hear one another's stories, learn from past mistakes and grow as leaders and mentors. We fed off of each other's enthusiasm and created new plans for the evolution of the Fraternity. The attendees were the most passionate people I have ever met, which is why they are the heartbeat of Delta Sigma Pi.

Like John F. Kennedy's grave site, we all have an eternal Delta Sigma Pi flame, but it is the strength of that flame that varies from time to time. Brotherhood is the oxygen that strengthens that flame and helps it grow to its potential livelihood. I truly believe the St. Louis Leadership Retreat was an experience that flooded my mind with possibilities and reassured me that I have brothers all over the nation, who are there to support and help me develop my leadership skills with no hesitation. So if you need a brotherly fix, reach out to your local Regional Vice President, contact the Central Office, contact me, and others, and we will provide you with the opportunity to succeed as a national leader. In the words of John Quincy Adams, "if your actions inspire others to dream more, learn more, do more and become more, you are a leader." ▲



Over 100 leaders from across the country made their way to St. Louis to be inspired by their fellow brothers, enhance their leadership skills, develop new friendships while enjoying the old, and (of course) have a little fun in the Gateway to the West.



Heather Troyer Receives New Title!

Congratulations to former Educational and Leadership Consultant Heather Troyer who, upon her return from maternity leave, assumed a new role as Membership Services Coordinator. Brother Troyer manages CEI, and also processes and advising, scholarship keys, regalia, Centennial related work, Leadership Foundation work, chapter services support and other duties. At home, she "manages" new baby Matthew.



Meet the Central Office Intern, Jackie Andolino!

Jackie Andolino is a senior communications major, with a public relations focus, at Miami-Ohio. Jackie's collegiate activities include committee work for her social sorority, Delta Gamma, and involvement in the Public Relations Student Society of America (PRSSA). During her time at the Central Office, this Charlotte native works mostly with the Assistant Director of Communications as a magazine contributor. She also helps with Leadership Foundation mailings, photo organization, and other office duties.



Calendar of Events:

2004

November 7

Founders' Day

November 13

New Orleans LEAD School –
Radisson Hotel New Orleans

2005

January 28–30

Board of Directors Meeting – *Oxford, OH*

February 4–6

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

February 18–20

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

February 20

Delta Sigma Pi Leadership Foundation
Board of Trustees Meeting – *Hilton Lisle*

February 25–27

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

April 25

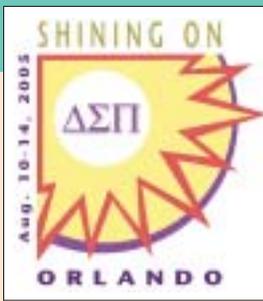
National Alumni Day

August 10–14

45th Grand Chapter Congress – *Renaissance Orlando Resort at SeaWorld*

Fraternity Board Minutes in Seconds (from August 27–29 meeting held in Oxford, OH)

- Gamma Sigma (Maryland) and Kappa Chi (Savannah State) charters were revoked for respectively, hazing and chronic low achievement and debt.
- Increased technology budget to accommodate greater web hosting needs.
- CEI points now awarded in professional events for chapters working with alumni to review the Leadership Foundation Powerpoint educational program.
- Approved further research and discussion toward a joint educational project with American Management Association, spearheaded by Past Grand President John Henik.
- Fall issue of the magazine to be sent to approximately 10,000 more brothers in alumni "outreach" effort.
- No longer require 100 CEI points for awards, except Most Outstanding Chapter and Honor Roll/Honorable Mention.
- Reviewed growth in detail, assigning Executive Director task of developing a growth plan. Agreed **not** to grow by non-collegiate or non-chapter approaches; junior or community colleges; or internationally (for the foreseeable future).
- Endorsed a Congress Bylaw change proposal to move the National Endowment Fund language from the Bylaws to the policies, and to clean up archaic language involving chapter house loans and executive committee.
- Codified definitions and process on resolutions, testimonials and recommendations in the policies.
- Changed provincial conference planning and budgeting process to shift costs for Provincial Vice Presidents and Regional Vice Presidents to conference budgets.
- Quarter schools will pay same dues as semester schools as of July 1, 2005 (\$37.50 per fall and spring quarter).
- New merchandise sales and raffle policies for LEAD events and Grand Chapter Congress. See new Policy BB for details.
- Approved LeaderShape® for '05-'06 for a time that best accommodates Congress.
- Endorsed Congress Bylaw proposal to provide quarterly notice and implementation of policy changes.
- Additional instructions for the Vice President-Finance were added to the policy.



Visit www.dspnet.org for all your Congress needs!

45th Grand Chapter Congress

August 10–14, 2005

Orlando, Florida

“If you have never been to Grand Chapter Congress, you have yet to have the time of your life!”



admission, educational and business sessions, two dances, Golden Knights membership and pin, and much, much more!

Renaissance Orlando Resort at SeaWorld web site and contact information:

Renaissance Orlando Resort at SeaWorld
6677 Sea Harbor Drive, Orlando, FL, 32821-8092
407-351-5555 or 800-468-3571
Fax: 407-351-9991

Use the Deltasig online room reservation site at www.dspnet.org (“Congress” Quick Link) for discounted rates and hotel details on rooms, Club Level, suites, etc. *Delta Sigma Pi room rate: \$114/night for single, double, triple, and quad.*

2007 Centennial Congress Theme Contest!

Already thinking about 2007 Grand Chapter Congress in New Orleans? (The 2007 Centennial Congress will be held at the Hyatt Regency New Orleans August 22–26, 2007.) Here's your chance to put your excitement to use and take part in this historical event!

This “2007 Theme Contest” is part of the overall promotional plan to generate excitement for both the 2005 and 2007 Congress. Here are the rules: 1) the Congress theme must be both Centennial and New Orleans-related, 2) submission of an actual logo design containing the theme is optional (if a logo is submitted, it must be available as a 1, 2 and 4-color logo, and also be reproducible as small as one square inch.), 3) Committee and Board reserve the right to choose a theme not submitted. Incorporation of the existing “overall” Centennial logo is optional.

Submissions are due to the Central Office by 5:00 p.m. Eastern time on December 15, for review by the committee. Visit www.dspnet.org for more details. The winning theme and/or logo will be announced at the 2005 Grand Chapter Congress, as part of the promotion for the New Orleans Centennial Congress.

The winner receives a free Congress registration (plus glory & honor!). Good luck!

Registration:

Register for Congress online at www.dspnet.org or by fax (513-523-7292) or mail (330 South Campus Avenue, Oxford, OH 45456). For a paper registration form, call (513) 523-1907. Special discounted rates are only \$225 (if registered before March 1) and include four meals, SeaWorld

Nominations and Legislation:

Check out the *Congress Beacon* on our web site or ask the Central Office for a copy. The *Beacon* contains all you need to know about running for office, nominating someone, and legislation issues.

More Details:

For links to Orlando area web sites, or to learn more about sponsorships, merchandise sales, or travel discounts for rental cars, air travel, etc. go to www.dspnet.org (“Congress” Quick Link). Keep checking the site as more and more details are added over time, including details on the National Honorary Initiate, speakers and educational sessions.

Schedule of Events (tentative):

Tuesday, August 9 (Suggested arrival date)

Leadership Foundation Annual Meeting (8:00 a.m.), Registration and Credentials (10:00 a.m.–10:00 p.m.) Grand Officers Meeting (4:30 p.m.)

Wednesday, August 10

(Sessions will begin approximately 8:30 a.m.)

Registration/Credentials, Marketplace, Keynote Address, Educational Sessions, 2004 COY Address, Delegate/Alternate Orientation (5:15–6:30 p.m. required), National Leadership Reception (6:30–7:30 p.m. by invitation), Grand President Dance, Golden Knights Initiation Ceremony (10:30 p.m.)

Thursday, August 11

(Sessions will begin approximately 8:00 a.m.)

Grand Opening, Memorial Service, National Honorary Initiation & Address, Business Sessions, Grand President and Vice President Reports, Nominations, Alumni Recognition Lunch, Provincial Awards, open evening with optional Universal Studios CityWalk event (requires additional fee)

Friday, August 12

(Sessions will begin approximately 8:00 a.m.)

Caucuses and Nominee Speeches, Business Sessions, Legislation, National Awards Lunch, Centennial History Series with Mike Mallonee, educational sessions, SeaWorld/Dinner/special show

Saturday, August 13

(Sessions will begin approximately 8:00 a.m.)

Business Sessions, Elections, Testimonials, Grand Officer Installation, Provincial gatherings, Leadership Foundation reception, Grand Banquet and Ball with special entertainment!

Sunday, August 14

No functions—enjoy Orlando or departure.



Founder Henry Tienken's wife Emily and sons Bill (left) and George pose for a photo taken in 1940 in LaPaz, Bolivia.

A Founder Re-found! *(continued from page 3)*

Later in 1948, the company was going to liquidate. (It seems that my father had a knack for following these kinds of jobs. To put it lightly, I think he advertised himself as a liquidator). My father, knowing of the pending closure, said to me (since I was the only son around), "I think Georgie, it's time for us to go back to the United States." My brother Arthur was in Argentina, Eddie was in the U.S. Navy overseas, and Billy was in the U.S. Foreign Service in Mexico.

My dad and I left for LaPaz, Bolivia (#8), to make travel arrangements. While we were standing at the railroad station in Oruro, my father became ill. There was one person in the station with us. A good family friend and our family doctor, whom we had known since we lived in Pulacayo, Bolivia. His name was Dr. Davila and it was he who rushed Dad to the hospital.

As a matter of fact, Dr. Davila was the director of the hospital in Pulacayo who attended me when I had my accident. Following the accident, gangrene had set in and it was thought

the only way to save my life was the amputation of both arms. He urged my parents to consider sending me to a better equipped and staffed hospital where they may be able to save my hands. That's how I ended up in Chiquicamata, Chile (where copper was being strip mined by the Anaconda Copper Co., which operated a large hospital).

At the railroad station while my dad was becoming ill, dad said to me, and these are the last words I heard from him, "Georgie, check back into the hotel and come to see me. Everything will be fine." I did as he told me and then later took a cab to the hospital. When I arrived, Dr. Davila was waiting for me outside to tell me dad had passed away. That was January 18, 1949, and I was 17 years old. I never again saw my father. I only remember him at the station with a big smile and a loving embrace. That's the way I wanted to remember him.

A Unique Man

Henry Tienken was indeed a very unique man. He taught me what life was all about. I respected him, I loved him and I listened to him. My father's advice to me was, "The world owes you nothing. What the world gives you is a place to live and a path to take. It is up to you to take the right one." He was philosophical. His favorite poem (and he used to read it to me) was "IF" by Rudyard Kipling.

There were other experiences that I saw with my mom and dad, but the closeness with my father after the death of my mother was the wonderful relationship that was created for me. My father taught me to be independent. He said no one owes you anything. He said "earn it, work for it"—and I did! Eventually I came to the United States and put myself through college.

When my father died, my brother Arthur was living in Argentina with his family. This is at the time that Juan Domingo Peron was President of Argentina. Arrangements had been made for me to go to Argentina. The American Ambassador (who was a friend of my father) and the Dutch Ambassador (also a friend), got a telegram from the Argentine government indicating that since I was underage and an orphan, under 18, I would be allowed to come to Argentina; however, I would become a ward of the state, would be forced to perform my military duty, and possibly lose my American citizenship. This was not acceptable.

So, on their advice I remained in Oruro, Bolivia, where my father and mother are buried. The Anglo American School allowed me to continue in school under a scholarship until my brother Eddie, who was in the U.S. Navy, was discharged and was back in the U.S. I was a senior in school.



When we heard from my brother Eddie that he was terminating his service with the U.S. Merchant Marine (for which he had enlisted after his duty in the Navy), and that he would be relocating and attending Champlain College in N.Y.—I had to make a quick decision. I traveled from Bolivia to New York in the hopes that Eddie was, in fact, going to be at Champlain! He did not know I was coming, as things moved very fast and communications were somewhat limited.

When I got to the grounds of the college, out of all the thousands of sailors who were then attending that college, I spotted my brother. He remained there, and I lived with him for about a year, until he volunteered for the Korean War. He then moved and took his family to Guam, leaving me once again on my own.

I went to New York City and got myself a full time job with a company making jackets for our military in Korea. I was living on \$28 dollars a week. But, no regrets. I was following the rules I was taught to become a survivor. What I was doing was what I expected of me and what my parents would have expected. I decided the one tribute I had to pay to my parents was to get my college education, no matter what the cost, without any help. I went to school at night and had a full time job in the day, attending N.Y.U. for a short period and ultimately obtained my BBA at the City College of N.Y. in 1962.

In 1971, I was asked by Kappa Chapter in Atlanta to give a talk about my father. After the speech, one of the alumni asked me, “George, why didn’t you, as the son of a founder, approach Deltasig and see if they could help you?” My answer to him: “That was not an option.” If I couldn’t do it on my own, I would not do it. This is what I inherited from my parents, responsibility and accountability for my own life.

Lasting Impact of Delta Sigma Pi

Let me tell you what my Dad told me about the Fraternity. If he saw this today, he would be happily shocked—as I think most of the other founders would. I know that my father did not expect the growth and success the Fraternity has reached. I asked him once about the Fraternity. He did give me the reason why it was started and the purpose of it. He described it in this fashion: “If you looked up and saw a bunch of posts that are going to be a fence—but each one of them is just standing there—they don’t have a function; but once you start stringing the wire, now there is a communication, there is something there, they are a body, they have a function.”

He felt the founding of the Fraternity would provide members with an opportunity to share with fellow students their mutual interests, their educational experiences and their future



Henry Albert Tienken spent his entire business career in South America, working with nitrate, rubber and tin production to help fuel the booming industrialization of the era.

goals. He emphasized to me that this wasn’t a social fraternity, it was a business fraternity.

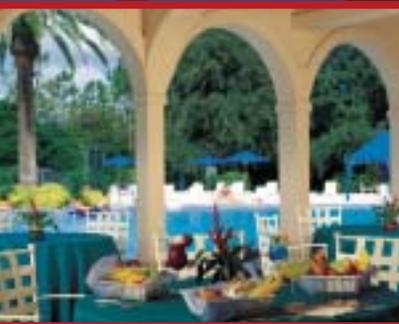
My father wrote a letter to my oldest brother once, and this is an excerpt I took out. He had been recovering from an operation, and wrote:

Arthur, let me hear from you continually. I miss you and the other boys a lot and hope that finally one day we can all be together. Put your trust in God and thank him that you are strong and healthy physically, mentally and morally. These are the great gifts to be thankful for. I am OK. I am gaining strength. Your Loving Dad

My Dad came down with malaria after I left the jungle and I did not know about it. He wrote me several letters, but never said anything about the disease. He did write my brother Arthur about the malaria and he said, “I felt I lost a few days of my life.” He loved life and he loved people. After my father died, my brother Arthur, the oldest, wrote me a letter, saying:

Dad was a decent man with a rich inner life that never came to the surface for us to see. I always loved him, admired him and respected him and these feelings have grown with the years. He really was a good man in the fullest sense of the word. He never spoke an insult and received many undeserved knocks from life, but his faith and his belief in himself never allowed him to give in.

That was my dad. He was my best friend, my guide, my counselor and everything that a boy can expect to have in a father and I have a lot to be thankful for. I am not what you call a monetary millionaire, but in my heart, in my mind, in my soul, I consider myself rich! Also in the fact that I followed in the footsteps of my father by marrying a wonderful lady who I’ve known for over 50 years, and to whom I am married 48 years. ▲



Get Ready to
 "Shine On" in Orlando
 at the 45th Grand
 Chapter Congress.
 The Renaissance Orlando
 Resort at SeaWorld
 serves as host for this
 August 10-14, 2005
 event. (see page 37
 for details.)



DELTA SIGMA PI
 330 South Campus Avenue
 Oxford, OH 45056-0230
 (513) 523-1907
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