

Santa Clara's Sam Sebastiani: Cultivating a Business . . . and a Joy of Life

THE DELTASTIG

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Santa Clara's Sam Sebastiani: C

by Nancy Brewer

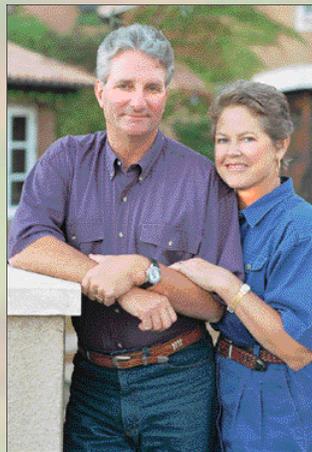
In the southern part of Sonoma Valley, a little bit of Italy lives—Tuscany to be exact. It is here that Sam Sebastiani, *Santa Clara*, has fostered his family's winery to become a respected leader in the industry, producing wines with exceptional integrity to the heritage of his Tuscan roots.

Viansa specializes in only a few wines, all found in the Tuscany region. "My family heritage is Italy," says Brother Sebastiani. His grandparents emigrated from Italy, his maternal grandparents from Piedmont and his paternal grandparents from Tuscany. And the family business began.

Today, Viansa has established vineyards matching those places in Italy, with vineyards in three other locations. According to Sam, "In southern Sonoma Valley, the climate is most like that in Tuscany, which has the largest selection of wines in Italy." Brother Sebastiani's winery creates a flavor profile that rivals those of Tuscany.

"We are committed to making good wine. Today we use research and technical assistance in order to accomplish that goal," he says. "We started 12 years ago by hiring an associate from an Italian winery who worked with me for a year." This attention to detail is what distinguishes Viansa's wines from others on the market today.

"The industry has a proliferation of wineries right now," he points out. "There are 1,000 wineries in California today, as opposed to the 240 which were there in 1970." This proliferation, however, doesn't lend itself to the quality and craftsmanship that Viansa values in its product. "There is a vibrancy in the flavor of our wines," he says. "The fruit flavor isn't masked by



Sam and Vicki Sebastiani outside their Sonoma Valley vineyard.

the wood of the wine barrels. Timing is everything to flavor, too—when you pick the grapes, the timing has to be just right."

Another area in which Viansa has ventured is food, which is his wife's significant contribution to the business. "Vicki is an excellent cook," says Sam. "She wrote a wonderful wine and food cookbook. Now Viansa sells food and beverages and we have created a destination winery with products that can't be found in stores or restaurants."

Sam and Vicki share ideas as they create new products for their business. In fact, Viansa is the combination of Vicki and Sam's names. Initially, Viansa specialized in wine only. Then Sam and

Vicki added food products, testing recipes and later manufacturing the products in their kitchen. "We found we couldn't spoon it fast enough to keep up with the demand," Sam laughs. Today, Viansa's catalog and web site, www.viansa.com, offer a mouth-watering array of salsas, olives, soups, condiments, oils, seasonings, sauces, glazes, antipasto, cookies, and chocolates.

Brother Sebastiani concedes there are certain advantages to having a family business. "The chain of command is short. You have a common goal truly shared by everyone in seeing the business succeed. The advantage of a family-owned business is that you don't have to go through boards to make decisions," he says with a laugh.



Valuing a Business... and the Joy of Life

At Santa Clara, Brother Sebastiani majored in business administration. "To me, business had always been the place where I wanted to spend my time and life. I gravitated toward business management, because in that area there was something new every day, and I was never bored. I also studied science, which served me well, because wine is a scientific product involving chemistry."

"I felt honored to become a member of Delta Sigma Pi," he says, "because I was different from the usual member—I was an athlete who was also a business school student." What did he learn as a member? "In Delta Sigma Pi, you had to prove yourself. You had to measure up to the Fraternity's standards in order to be a member," he says. "Delta Sigma Pi made school the total learning experience."

After initiation, Sam worked on a student body budget uniting the students and found that he and his brothers "became better friends because of our common interests" and their work on the project. Although friends tend to drift apart after college, Sam says, "a lot of us are still friends." After graduation from college, Brother Sebastiani served in the military artillery in Germany. "I left the service just before Vietnam and joined my parents in the business," he recalls. He has been married to Vicki for 23 years. Together they have eight children, six from previous marriages.

Today, Brother Sebastiani spends much of his time abroad. In 2001, he traveled four times to Italy where Viansa has a travel department. He takes clients to Italy to tour the vineyards and experience the true spirit of the region from which his wines were born. Sam often meets younger Deltasig members in his travels.

Winemaking is a highly competitive industry. "Thousands of vineyards have been planted to supply these wineries," says Sam. "With travel and the economy off these days, however, these companies are going into a huge oversupply, and many will not succeed. This will probably be one of the toughest times for wineries since prohibition."

But Brother Sebastiani and his family will continue crafting their wine in Sonoma Valley, building on family tradition while their family business thrives. For Viansa is truly a blending of family and business. ▲

The Viansa Story

The Viansa story actually began more than a century ago in Farneta, a small village in Tuscany. There, my great grandfather Lorenzo tended the vineyards as his father had before him. In 1895, his son Samuele set sail for America and settled in the lush Sonoma Valley where he started a small winemaking business. My grandfather believed in hard work, honesty, and above all, family. His values have been lovingly passed down through the generations, and are a guiding force in everything we do.

Today, Vicki and I recall our past with gratitude, we also look forward with pride as our own children join us in the realization of our dream...a family winery on a sunny hillside where we share fine wine and great food with you, our extended family.

Salute!

—Sam and Vicki Sebastiani

Excerpts from the Viansa Winery & Italian Marketplace catalog. Discover Viansa at www.viansa.com.

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On The Cover: Sam Sebastiani, Santa Clara, and wife Vicki, at their vineyard in California's Sonoma Valley.

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2007: One Hundred Years of Delta Sigma Pi— One Hundred Years of Brotherhood!

Imagine meeting three strangers on your way to work or classes this week. You begin a conversation... realize you have some common interests... friendships are formed. You start a little group on your campus or in your community based on a few key principles.

Flash forward 100 years. That "little" group is now an international organization with an annual budget exceeding \$1,000,000. Global membership is in excess of 200,000 people and growing larger every year. While some evolution has occurred out of necessity, the founding principles remain unchanged.

Impossible you say. It could never happen. Tell that to Harold Valentine Jacobs, Alexander Frank Makay, Alfred Moysello and Henry Albert Tienken. Tell that to H.G. "Gig" Wright, whose early stewardship and contribution remain unparalleled to this day. Tell that to the thousands of brothers who have added their own link (and legacy) to the historical chain that will soon span a century.

Delta Sigma Pi will reach a milestone in 2007—100 years. How do you celebrate a century of accomplishment... of contribution... of success... of brotherhood? How do you balance honoring the past while cherishing the here and now? The future waits for no one and that milestone is rapidly approaching.

To begin planning for this historic occasion, Grand President Kathy Jahnke, with support of the Fraternity and Leadership Foundation Boards, has appointed an initial steering committee to develop plans for the celebration of



Past Grand President Randy Hultz

Deltasig's centennial. Past Grand Presidents Mike Mallonee and Bill Tatum, along with Golden Council member Mark Roberts and prominent Chicago alumnus Jim Prescott have agreed to serve and been named to the committee.

Initial plans call for the yearlong celebration to commence with the 2007 Grand Chapter Congress. Attendees can expect to find a unique commemorative item available only at this Congress, and special presentations marking the centennial will be delivered.

A special commemorative 100-year logo will be released for use on all Fraternity items and correspondence

during our centennial. Promotional packets will be developed and provided to all collegiate and alumni chapters for use at the local level.

Building on documents created for the 50th and 75th anniversaries, an extensive 100-year history of Delta Sigma Pi will be published. Other unique commemorative items will be made available throughout the year.

The Leadership Foundation, in cooperation with the Fraternity, will conduct a special endowment campaign to provide for special projects, programs and scholarships. Brothers will be asked to honor our past by securing our future.

National, provincial and regional events throughout the year will incorporate recognition and celebration of the centennial. All collegiate and alumni chapters will be encouraged to host their own celebratory event for brothers in the area. Everyone will have opportunities to participate in the celebration.

2007: 100 years of Delta Sigma Pi—100 years of Brotherhood. Our Centennial is cause for celebration and renewal. Every member of the Fraternity has contributed in their own unique way to our heritage. Link by link, the chain is forged and history unfolds.

Fraternally,

A handwritten signature in cursive that reads "Randy Hultz".

Past Grand President and
Centennial Steering Committee
Chairman

"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.

Frugality, Floating and Fantasy Lead to Success fo

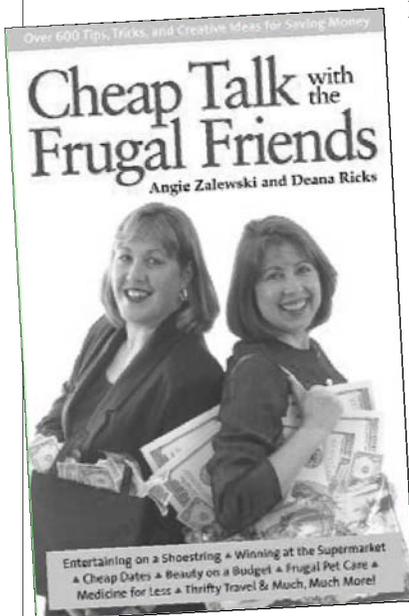
by Dara Vukadinovich

What do Matthew Mohlke, *Winona State*, Angie Zalewski, *Nebraska-Lincoln*, and Frank DiLiberto, *Albany*, have in common? Besides the fact they share the Deltasig bond, these brothers are all successful authors.

This is just another example of the great skills and talents that Deltasigs possess. Each of these brothers used their creativity, work ethic and business sense to share their messages with readers everywhere.

A Money-Saving Guide

Brother Zalewski, co-author of *Cheap Talk with the Frugal Friends*, shares her wit and wisdom on being frugal and saving money. She joined forces with fellow frugal spender Deana Ricks to create the Frugal Family Network, Inc. They publish a bi-monthly newsletter, filled with tips on stretching dollars and living within a budget, as well as host various workshops on saving money. The Frugal Friends also have a web site, www.frugalfamilynetwork.com, with valuable advice on how to start living frugally.



Just how did the Frugal Friends get their start? In 1997, they were asked to speak at a parenting conference at their church. After this workshop, word spread throughout the community and Zalewski and Ricks were asked to host several more workshops. They formed The Frugal Family Network and began publishing their newsletter. Through the years, they have made many radio and television appearances. *Cheap Talk with the Frugal Friends* is now in bookstores and their show, *Smart Solutions*, is one of HGTV's hit shows.

A question often asked of Brother Zalewski...what is the difference between frugal and cheap?

"Frugality is making wise decisions with money and not letting trends and fads strangle your budget," Zalewski states. "Cheap is usually associated with being stingy or of poor quality. Frugal people look for quality items at a super price.

Frugality offers people freedom from living on the financial edge and relief from the stress that comes with an over-consumptive lifestyle."

So what advice does Brother Zalewski have to help her fellow Deltasigs? "Gain perspective," says Zalewski. "Keep in mind it's all just stuff. Each time you go to make a purchase, ask yourself if that purchase is going to get you closer to your financial goal. If it won't, put it back and smile about the money that's staying in your bank account."

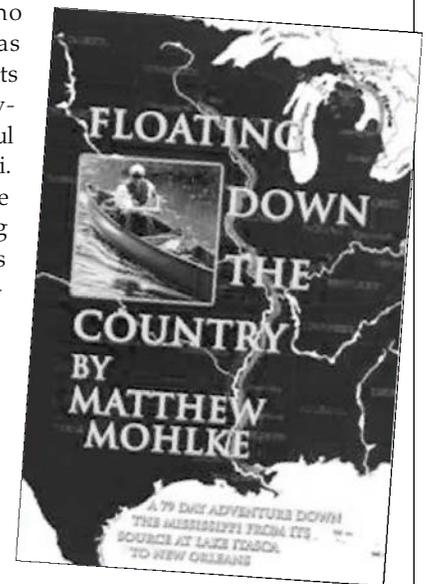
Brother Zalewski's book may even help you save enough money to take a long vacation. But what will you do with all that time? Brother Mohlke knows the answer.

A River Guide

Brother Mohlke's book, *Floating Down the Country*, is a fascinating chronicle of his 79-day canoe trip down the Mississippi River. Mohlke's adventure began at Lake Itasca, in his home state of Minnesota, and ended in New Orleans at the end of the Mississippi. The book depicts the fascinating adventures Brother Mohlke experiences along the way on his \$3 a day budget. Wouldn't Brother Zalewski be proud?



Brother Mohlke, who has been described as "Huckleberry Finn meets Jack Kerouac," had anything but a quiet, peaceful trip down the Mississippi. Along the way he encountered everything from 4th of July festivities with the KKK to a standoff at gunpoint in the dark woods of Mississippi. Although nothing could've prepared him for such wild adventures, Brother Mohlke remembers how Delta Sigma Pi helped in his success.



"I still remember putting on a tie for the first time as a senior in college for a Deltasig event. I was a bit intimidated by all the go-getters in the Fraternity. They all seemed so sharp and ambitious. I feel very lucky to have gotten to know them and become lifelong friends."

After graduating in 1997 with two degrees from Winona State, Brother Mohlke had a lucrative job in sales. However, not satisfied with his career or his life, he set out to experience something more. It took only one look at his bookshelf to tell him what he had to do. "I guess I read Huckleberry Finn when I

Deltasig Authors

was a kid. The book was there on my shelf one day. I looked at it and said hey that's me! I should be out on that darn river right now. What's stopping me?"

A few months later, Matthew's father was driving him to the headwaters of the Mississippi at Lake Itasca. "I didn't just quit my job one day and head straight down the river," according to Mohlke. "I'd spent the last few months doing a different kind of drifting. I was searching for something. Every once in awhile I caught a glimpse, but it was too big for me to comprehend. I had left everything safe to become a seeker, but ended up spending the majority of my time lost."

Brother Mohlke's experiences may seem somewhat surreal to some. He, however, has advice for those who may be hesitant to pursue their dreams. "Life is too short to not do what you dream of. Follow your inner prompting always. The happiest and most successful people go against the grain," he says.

An Adventure Guide

Speaking of adventure and fantasy, Brother DiLiberto knows a lot about both. He is the author of *Gypsy Kids*, a children's fiction book. The story "is a magical and delightful romp into the life of a group of 11-year-old gypsy kids who go on a magical adventure while encountering some villains," he says.

The book is the first in a series of seven. With the recent success of similar children's books, like Harry Potter, the books are sure to be a hit. The gypsy kids consist of ten children with a taste for magic and the supernatural. They come from all walks of life giving readers plenty to identify with.



Writing a novel is a long and grueling process. An author must deal with editors, illustrators and most importantly, critics. From choosing a cover design to learning from a reviewer's remarks, Brother DiLiberto is handling it all. Regarding this, his first publishing experience, "I'm really in awe over the entire process and I'm learning each day about so much," DiLiberto says.

Frustrating as this process may be, DiLiberto remains positive. "It's been a long process of edit and re-edit," he says. "In the end I'm certain the creative endeavors will be well worth sharing with all."

For someone hoping to follow in Brother DiLiberto's footsteps, he offers this advice. "I'd tell fiction writers or potential writers to really use their business acumen from college and the Deltasig experience and self-publish away."

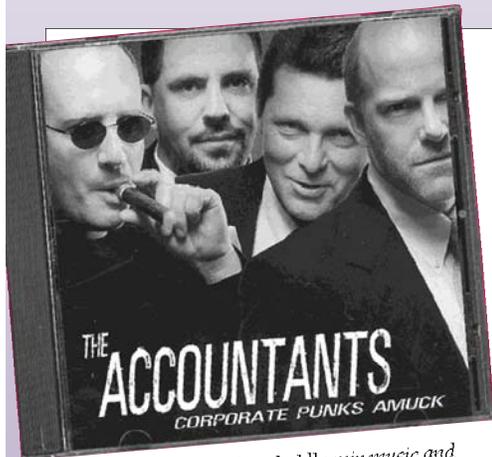
A fantasy adventure, an unforgettable journey, and help with the ever-present problem of saving money. No matter what your taste in books, Deltasig authors provide it all. To purchase *Floating Down the Country* or *Cheap Talk with Frugal Friends*, simply log on to www.amazon.com. Brother Zalewski's book is also available on her web site, www.frugalfamilynetwork.com, as is Brother Mohlke's, www.floatingdownthecountry.com. *Gypsy Kids* will be available for purchase in February or March. Brothers can mail Frank requesting to be notified when an exact publication date is known and to receive a book discount. His address is 107 Skiff Avenue, Frankfort, NY 13340. ▲

Have you played or coached a sport professionally?

The DELTASIG wants to hear about you. Please send your story and contact information to:

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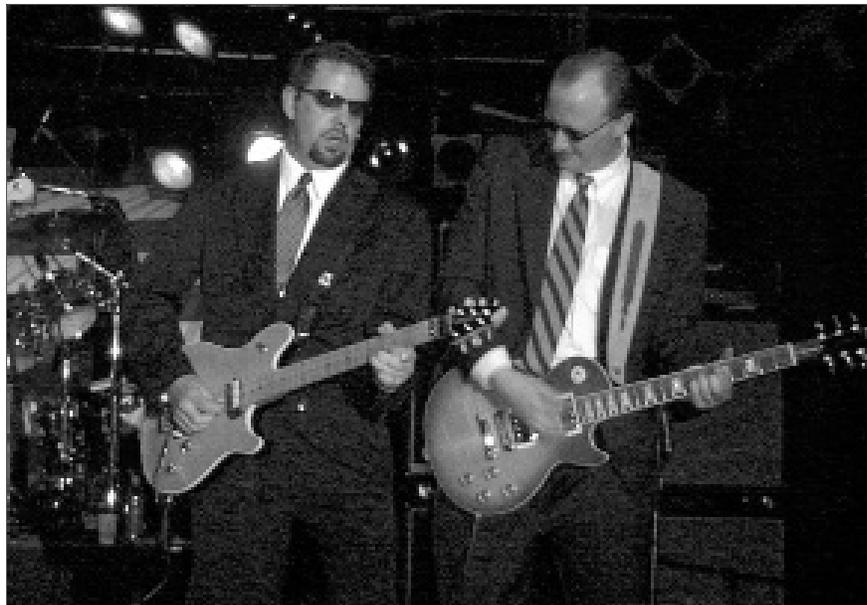
Two Bellarmine brothers boldly mix music and business as part of a Louisville band.

Corporate Punk Accountants: A New Breed of CPA

Corporate America will never be the same. Meet Sid Luscious-Out of Controller; Pound-Director Groovis Maximus; Ben Graves-Chairman of the Bass & Chief Vocal Officer; and Peter Duncan-Chief Guitar Officer... The Accountants. These men truly lead a double life. By day, they are corporate executives, all working in Louisville. However, by night and in their free time, they turn into mid-thirties rockers who, in their own words, "refuse to pass quietly into middle age." They are currently promoting their first CD, *Corporate Punks Amuck*, and are in the process of working on a second.

So what is the connection between *The Accountants* and Delta Sigma Pi? "Sid" and "Peter" are stage names for brothers Michael Shields and Mike Spurlock respectively. For professional reasons, the brothers don't use their real names while performing. Both men are charter initiates of Bellarmine, in Louisville, and in 1983 were instrumental in getting their chapter off the ground. When they aren't working or being rock stars, Brothers Shields and Spurlock find time to reminisce about Delta Sigma Pi.

Brother Shields says, "I am constantly amazed by the number of people that I meet at various conferences and meetings who have Delta Sigma Pi in their history. In addition to being a great ice-breaker for the sometimes stuffy business meeting, it's often fun to just share stories."



Bellarmino Brothers Michael Shields (left) and Mike Spurlock prove you can jam, even in business attire.

Brother Spurlock, who as a collegian held the position of chancellor, says Delta Sigma Pi once helped him feel comfortable in a normally awkward situation. He began his career with Arthur Andersen as a staff accountant and had to spend the first few weeks of his new job on the road for training. While in St. Charles, Illinois, Mike had to stay at Arthur Andersen's Center for Professional Education where, in order to meet people, attendees were required to share rooms. During that trip he met several Deltasigs. In fact, through sharing stories, he discovered that he and his Arthur Andersen roommate both attended the 1985 Grand Chapter Congress in Dallas/Fort Worth and were both at the same hotel party one night. Earlier this year, Brother Spurlock held a forum for Bellarmine students and talked about corporate stewardship, leadership and many other topics

addressed in *Corporate Punks Amuck*.

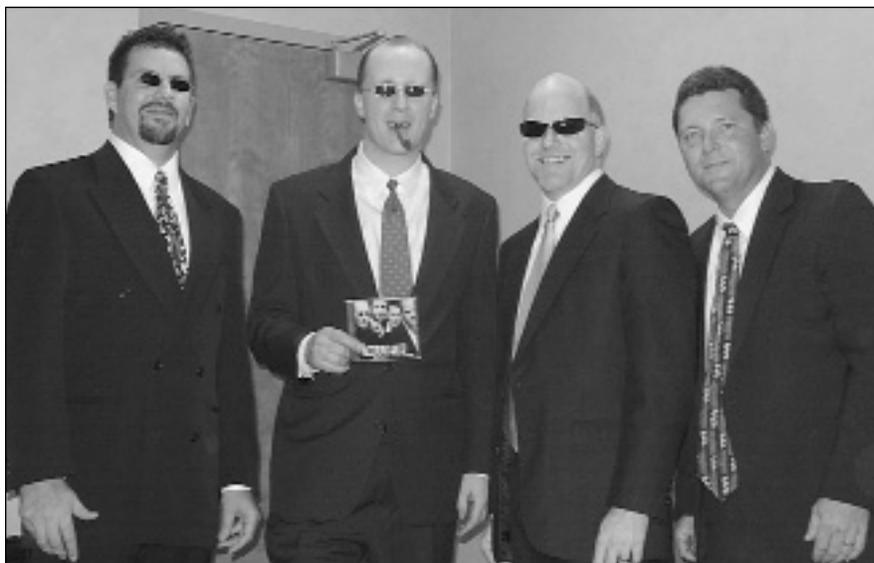
So why would four men with day jobs want to form a band? Their philosophy has always been that the company may own them from 9 to 5, but once they strap on their guitars, they are on their own. "In this department there are no constraints, no dictates of decorum," they say. "The band is where fantasies find expression and alter egos come out to play."

Their roles in the band are certainly a stretch from their day jobs. Brother Spurlock, lead guitarist, is director of IT strategy, planning & security for LG&E Energy Corp. Brother Shields, rhythm and acoustic guitars, is temporarily on sabbatical but looking for work in the Louisville area. Ben Graves, bass and lead vocals, is a pharmacist and manager for the Veterans Administration Hospital. Jim Pierce, drums, is a master electrician. In addition to having suc-

cessful careers outside of their band, The Accountants pride themselves on having "more degrees than a thermometer." The corporate rockers collectively have six bachelors, two masters, a doctorate, two CPA's and a CMA.

Louisville Eccentric Observer staff music critic Lauren Mosko describes *Corporate Punks Amuck* as ranging from the Ramones to the Beastie Boys and every arena-rock band in between, "so there's never a dull moment." While the songs are definitely "tongue-in-cheek", the Accountants take pride that their music addresses American values, the lack of ethics in big business, and the degeneration of the family unit. They describe their songs as "music for grown-ups who work for a living and deal with real issues," and call themselves the heroes of the white-collar weekend warriors who want to rock. With titles such as "Email Junkie," "Disgruntled," "My PDA," "Middle Man," and "Executive Comp (Is What I Need)," all aspects of corporate America are fair game.

The Accountants not only enjoy playing music, they claim to be on a mission of sorts. "We wrote these songs for you, the people of America that get up every day and go to work. We want to raise our voices through music about what it means to live and work in corporate America. We know what it means



The Accountants proudly hold a copy of their new CD, "Corporate Punks Amuck."

to hire, fire, mire and retire—and just about everything else in between." They call themselves the spokespersons of cube-dwellers who "refuse to join the herd," and believe in corporate ethics and responsibility.

In their words, "if you view accountants a little differently after all of this, that's a good thing. Sure we know how to count the beans, but more importantly, we are also keeping score. And this series of songs is intended to put a little more on the left side of your balance sheets (that's the asset side)."

Corporate Punks Amuck can be purchased on The Accountants web site at www.cparock.com and is also available at online CD sales outlets www.cdnnow.com, www.amazon.com and www.earxtacy.com. So, in the words of Brother Spurlock, "get out of that cubicle and play it loud!" ▲

"Email Junkie"

*When I get up at six I gotta get my fix
start the day with a couple of clicks
Forget the shower, forget the shave
forget the news in the USA Today
When I hear the hard drive hummin'
I know the buzz is comin'
I get a rush when I see
twenty one messages waiting for me
I don't take lunch or coffee breaks
when the server's down, I get the shakes*

"Drive Time"

*Jump out of bed, I'm already late
This is the kind of day I love to hate
no way I'm ever gonna get to work on time
I spilled my coffee, can't find my keys
The gas tank is stuck on E
this could be the day I finally lose my mind*

"My American Dream"

*All my life the dominant theme
Was to make more money, the American Dream
It's never enough, it's not what it seems
All my money can't buy the American Dream*



The Accountants at their "after 5" job.

Living Legacy Profile

Mike Brenan recalls quality people, eternal brotherhood.



Michael Z. Brenan, Miami-Florida, is a member of the Living Legacy Society.

Living Legacy Profile

"It's payback time." That was Mike Brenan's response when asked why he chose to include the Leadership Foundation in his estate plan. "Deltasig really helped me in college," he continued. "When I came to the University of Miami, there was one great business fraternity—Delta Sigma Pi. The older brothers there really helped me out."

His experience at the Beta Omega Chapter motivated Brother Brenan to include the Leadership Foundation when updating his will last year. His legacy will be a scholarship fund benefiting generations of future business leaders.

A longtime resident of South Florida, Mike graduated from Miami with majors in international business, finance and economics. In addition to his Deltasig involvement, he was a member of the varsity baseball team, treasurer of the Varsity "M" Letterman's Club, president of the marketing club, and a member of Sigma Alpha Epsilon.

Immediately following graduation, Mike was affiliated with the Minnesota Twins Professional Baseball Organization. After leaving professional baseball in 1967, he began a career in the investment business, working for a number of years with Morgan Stanley in Miami. He recently retired from Morgan Stanley to become vice president and partner of FCB Advisory Services, Inc., a financial planning and brokerage services firm.

Brother Brenan has been a columnist for the Miami Herald and several other newspapers in South Florida, writing on investments and related business topics. He is a member of the New York Stock Exchange Arbitration Board, the New York Stock Exchange Hearing Board, the American Arbitration Association, the National Association of Securities Dealers

Arbitration Board, the American Stock Exchange Arbitration Board, and the International Association of Financial Planners. He has been inducted into Who's Who of International Professionals, the University of Miami Heritage Society, the University Mentor Program for the School of Business, and the University of Miami Society of University Founders.



Although years, experiences, and numerous accomplishments now separate Mike from his collegiate days, the relationships he built through his chapter still hold special meaning. "The people I met in Delta Sigma Pi were quality people," he recalls. "We developed a brotherhood that is eternal."

Payback time—a simple motivation with a profound impact. ▲

Atlanta Donor Endows Fund

Mrs. Daniel Edwin Plaster of Atlanta has established a scholarship fund with the Leadership Foundation in memory of her late husband. Daniel Edwin Plaster was a 1930 graduate of the Kappa Chapter at Georgia State and a regular donor to the Leadership Foundation. The new fund will benefit brothers from Georgia State.

A donor may establish an endowed fund with the Leadership Foundation with a gift of at least \$10,000.

Regarding the designated use of her gift for the chapter, Mrs. Plaster said, "I would like to honor the life and memory of my husband by enriching Deltasigs through additional education."

Most of the Leadership Foundation's endowed funds provide scholarships to collegiate brothers only. The Daniel Edwin Plaster Kappa Chapter Fund is special in that both collegians and alumni of the chapter will be eligible for the financial assistance it provides. The first scholarship from the fund will be presented in August 2003.

Mrs. Plaster's gift qualified her for recognition as a Benefactor of the Leadership Foundation. The Leadership Foundation and the Atlanta Alumni Chapter honored her at the Chapter's Founders Day banquet on November 2.

You can join Brother Brenan and Mrs. Plaster in building tomorrow's business leaders. Include the Leadership Foundation in your estate planning. Endow a fund for a purpose that is special to you. Or just make a donation. For information on these and other giving options, contact Bill Martin at (513) 523-1907 ext. 230 or bmartin@dspnet.org.

Deltasigs Learn “The Value of One, The Power of All”

Leadership: 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*. This is the LeaderShape® Institute’s definition of leadership and on July 30—August 4, in Loveland, Ohio, 20 collegiate Deltasigs and facilitator Alison Spring, *Drake*, got to experience first-hand its meaning. Thanks to the generosity of the Leadership Foundation, all 20 brothers attended the six-day event free of charge.

Skits, speakers, low ropes courses and multiple other team-building activities were used to emphasize the six event themes, one for each day of LeaderShape: Building Community; The Value of One, The Power of All; Challenging What Is, Looking to What Could Be; Bringing Vision to Reality; Living and Leading with Integrity and Staying in Action. However, to really understand the impact of LeaderShape, there are no better endorsers than the participants themselves.

“I definitely learned a lot about who I am, who I want to be and where I want to go.”—Jill McKay, *Shepherd*

“LeaderShape exceeded my expectations in every way. I cannot conceive of a worthier program than this. You can be sure I will be



Deltasigs learn to lead with integrity, while also having lots of fun, at the LeaderShape® Institute in Loveland, Ohio.

donating to the Leadership Foundation in the future and would like nothing more than to see my contribution help send other Deltasigs to LeaderShape.” —Matt Lawrence, *Truman State*

“I got so much out of LeaderShape in terms of professional and personal development. And I made a lot of good friends. It’s something I’m going to encourage every brother in my chapter to do.”—Frank Hodas, *George Washington*

“LeaderShape is a week long retreat that teaches you how to work in a team, but still be a leader. It helps you define yourself as a person and a team player.”—Chad Busby, *Southern Mississippi*

“LeaderShape was a chance for a bunch of leaders to come together and learn how to share ideas. Through group and team building exercises we were given the motivation and the tools to carry our visions out on the road and back home with us.”—Jen Bell, *Roger Williams*

“Remember the feeling you had at high school graduation looking around the room for the last time at all the people you had known and gone to school with for 12 years? You knew you may never see those people again but realized you were better for having known them. Now picture people having that type of affect on your life, but doing so in a span of

only six days. That’s the relationship side of LeaderShape.”—Michael Banks, Educational and Leadership Consultant

“LeaderShape just reminded me how important it is to lead with integrity, have a strong ethical base and keep an open and honest mind.”—Jamie Bordelon, *West Florida*

Deltasig Participants:

- Daniel Kiss, *DePaul*
- Stephen Mathiasen, *Siena*
- Frank Hodas, *George Washington*
- Trey Sophy, *Oklahoma*
- Aouie Remigio, *San Francisco*
- Matt Lawrence, *Truman State*
- KJ Foster, *Saginaw Valley State*
- Jen Bell, *Roger Williams*
- Caryn DeMuro, *Grand Valley State*
- Monica Reed, *Nevada-Reno*
- Derek Shoden, *St. Thomas*
- Joe Johnson, *St. Thomas*
- Jill McKay, *Shepherd*
- Jaime Bordelon, *West Florida*
- Christine Kim, *Cal Poly-Pomona*
- Emily Bryce, *Saginaw Valley State*
- Jessica Trice, *Texas A&M-Kingsville*
- Chad Busby, *Southern Mississippi*
- Kathryn Lam, *Santa Clara*
- Educational and Leadership Consultant Michael Banks, *Georgia Southern*
- Facilitator Alison Spring, *Drake*

Make plans now for the next LeaderShape Institute, May 6–12 in Oxford, Ohio. Visit www.dspnet.org for details on how to apply for and/or financially support this event.



by Joe Mayne, St. Cloud State

The words “to promote closer affiliation between the commercial world and students of commerce” should not be new to you. As brothers, we all are “Serious Students” in the world of business. Some of us study in the classroom and many strive to achieve in the real world. If Delta Sigma Pi succeeds in its goals, the distance between these two realms will constantly become shorter.

If someone is able to find a solid, stable definition of the commercial world please call me. Our world of work has exploded in the last five years. It is nothing like what I learned as a classroom bound student of commerce. Two key facets of work stand out. One is the structure of what companies now look like and the other is how people are evaluated.

First, let’s examine how these companies look. You may have learned the power and prestige in any company comes from the top of the organizational chart. A more accurate view is not in the traditional pyramid (top-down, hierarchical structure), but is more web based.

Five or so years ago, I wrote an article called *The “I” Chart*. Here’s a portion that may make my point:

Do you remember the organizational chart? It showed to whom you reported, to whom they reported and so on. It also showed lines of authority and proper channels. Often times it was in the form of a pyramid with few at the top.

Successful employers and employees do not get hung up on these charts any longer. They don’t offer the true picture. To see how an organization actually operates, you need to tear off the facade of the

The Power of the Node... How Big Is Yours?

pyramid shaped organizational chart to find the “I” chart. It doesn’t show who reports to whom. It illustrates, without a fault, who makes things happen. You can call it a network or web formation because each person is represented by a node. The folks that sport the “its not my job” mentality have very few lines attached to their node. The “I can,” “I know,” “I’ll find out,” “I’ll help,” “I will” workers are the types of people who others seek out. They have many lines attached to their node.

By looking at any organizational chart you may be able to get a picture of who earns the most, but I assure you it’s not an accurate view of where the power and influence lie. In fact, these charts are often only a snapshot. Workers today are much more transient. The current economy demands flexibility and rewards those with the biggest nodes on the “I” Chart.

Many of you may be too young to remember the TV series *M*A*S*H* (but can likely find it on syndicated cable TV). It depicted a Korean War mobile medical unit headed by a colonel, but run by a clerk named Radar. Looking at the com-

“Your tolerance for risk is directly proportional to your earning potential.”

— Joe Mayne

mand chart, Radar ranked as one of the lowest. However, looking at the interrelationships in that “business” you’ll see a network (web) with Radar having the most connections and biggest node. He ran the unit.

Today’s businesses are recognizing the power of the node. Your value increases with your connectivity. In the last few years, companies have grown and evaporated in a flash. While this may have come as a shock to many in the workforce, it proved the need for connectedness and flexibility. See where

you sit on the "I" Chart. See where you want to be. I guarantee it will determine your future.

The second facet is to examine how people are evaluated. We are taught to not mess up. Don't risk your reputation (or your manager's) on wild ideas. Follow the company line and take your promotions and raises as they come.

You truly can't be a cog in the wheel of commerce anymore. Business owners can't hire people to populate an organizational chart. Successful businesses recognize employees must achieve, not only for personal satisfaction, but also for the enterprise to survive.

These achievers have to take risks and risks often lead to failure. Your tolerance for risk is directly proportional to your earning potential. Your approach to failure is almost a character trait in the eyes of some employers. Columnist John Rutledge writes, "...bruises, not books, are the best teachers, and calluses, not cum laudes, are the best evidence of higher learning." The thought that your work history should only include a smooth, seamless stream of successes is folly. Show your potential employer what you've learned along the way.

Success comes from making the right decisions. Knowing how to make these right decisions comes from experience. Experience comes from making wrong decisions. Failure is part of experience and success. You've signed on as a member of the crew in Delta Sigma Pi's Ship of Commerce. This grand ship has weathered nearly one hundred years of economic storms, attacks and rocky reefs. The stars no longer offer the only key to navigation. You need to continually study and improve the structure of the ship. Does it need reinforcement? A better rudder?

No matter where you work, remember you are part of this crew. Your Deltasig experience gives you bigger nodes (connect-edness). Making professional mistakes makes you a more valued member (experience). You know your value to your fellow brothers. Just be sure your "cruise to commercial success" reflects your own true value. ▲



Brother Mayne, *St. Cloud State*, delivers his customized leadership message to business/trade organizations and college/youth groups through personal experience, humor, and principles made applicable for every level of career development. Joe has been a member of The National Speakers Association and The National Speakers Association—Minnesota Chapter since 1995.

He will be a featured speaker at the 2003 Grand Chapter Congress in Palm Springs.

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239 AWARDS PRESENTED TO DI

Fraternity awards highlight yearly achievements and efforts of brothers and chapters.

INDIVIDUAL RECOGNITION

Chapter Advisor of the Year

Gayle Baugh - *West Florida** (Central Gulf Region)

Regional Winners:

Kristine Palmer - *Longwood** (Mid-Atlantic Region)

Steve Davis - *Clemson** (Southeastern Region)

District Director of the Year

Philip Turnquist - *West Florida** (Central Gulf Region)

Regional Winners:

Allegheny - George Skraba, *Pittsburgh**

Central - Gus Allen, *Evansville**

Desert Mountain - Susan Rief, *Arizona State**

East Central - Julie Schwierling, *Cincinnati**

Eastern - Phillip Gaudreau, *Rider and Pennsylvania**

Gateway - Jennifer Gutmann, *Missouri-St.Louis**

Great Plains - Teresa Cooper, *Iowa**

Gulf South - Amy Watts, *Louisiana Tech**

Huron - Angela Burton, *Valparaiso**

Mid-Atlantic - Heather Faulk, *North Carolina-Greensboro**

Mid-South - Meghan Denson, *Christian Brothers**

Mideastern - Sandra Shu, *Shepherd**

Midwestern - Amy Gallentine, *Baker**

New England - Nick Steinkrauss, *Roger Williams**

North Central - Jodi Schoh, *Minnesota**

Niagara - Kelly Woodhouse, *Buffalo**

Pacific Coast - Jonn Perez, *Cal Poly-Pomona**

South Atlantic - Jeanne Gregory, *Florida Southern**



National Outstanding Service Award winner, Longwood: Matthew Earle, Chapter President, Courtney Cole, Grand President Kathy Jahnke, Southeastern PVP Mitch Simmons, Sarah Eichstadt and Mid-Atlantic RVP Kevin Zachman.

Southeastern - Melissa McNeill, *Clemson**

Western - Arthur Chung, *San Francisco State**

**Chapter shown is chapter the recipient serves as a volunteer.*

National Outstanding Region in CEI:

Niagara Region, Clifford "Sparky" Graves, Regional Vice President

National Most Improved Region in CEI:

Gulf South Region, Michael McNulty, Regional Vice President

COLLEGIATE CHAPTER AWARDS

Outstanding Collegiate Chapter:

St. Thomas (North Central Region)

Regional Winners:

Central Gulf - West Florida

Great Plains - Wayne State-Nebraska

Gulf South - Our Lady of Holy Cross

Gulf Western - Texas A&M-College Station

Mid-Atlantic - Longwood

Pacific Coast - Cal State-Fullerton

Southeastern - Georgia

Western - California-Davis

Most Improved Collegiate Chapter:

Florida Atlantic (South Atlantic Region)

Regional Winners:

Atlantic Coast - Georgia Southern

Central - Evansville

Huron - Saginaw Valley State

Mid Atlantic - Virginia Tech

New England - Roger Williams

Outstanding Professional Activities Award:

Virginia Tech (Mid-Atlantic Region)



Most Improved Collegiate Chapter, Florida Atlantic: Many collegians, alumni and pledges were on hand to celebrate this honor with Southeastern PVP Mitch Simmons (back row, far left) and Grand President Kathy Jahnke (middle, holding award).

TASIG CHAPTERS AND LEADERS



National Outstanding Collegiate Chapter 2002, St. Thomas: (Front row) Mike Streff, Joe Johnson and Lisa Turany; (Middle row) Scholastic Development & Awards Chair Missy Ekern, Grand President Kathy Jahnke, North Central RVP Amy Briggs, Jessica Lault and Jen Ostman; (Back row) North Central PVP Pete Bjelan and Mick Peterson.

Regional Winners:

Pacific Coast - San Diego State
Western - Cal State-Fresno

Outstanding Service Award:

Longwood (Mid-Atlantic Region)

Regional Winners:

Atlantic Coast - Georgia Southern
North Central - St. Cloud State
Western - Cal State-Chico

Honor Roll Recipients:

Chapters receiving the maximum 100,000 points in the Chapter Efficiency Index are designated as the Honor Roll. Achieving this goal indicates that a well-balanced program of activities and business operations have been implemented.

Baylor
Buffalo
Cincinnati
Eastern Illinois
Evansville
Georgia
Iowa
Kansas
Longwood
Miami-Ohio
New Mexico
Oklahoma
Pittsburgh
St. Thomas
South Dakota
Texas A&M-College Station

Texas Christian
Virginia Tech
Wayne State-Nebraska
West Florida
Winona State
Wisconsin-La Crosse

Regional Scrapbook Awards:

(Not a National Award Program)

Atlantic Coast - North Florida
Central - Eastern Illinois
Gateway - Truman State
Great Plains - Iowa

Gulf South - Our Lady of Holy Cross
Huron - Valparaiso
North Central - Winona State
Western - Cal State-Chico

Regional Web Site Awards:

(Not a National Award Program)

Central - Evansville
Eastern - Pennsylvania
Gateway - Truman State
Great Plains - Iowa State
Gulf South - Loyola-New Orleans
Huron - Grand Valley State
North Central - Wisconsin-La Crosse
Mid-South - Tennessee
Southeastern - South Carolina
Western - San Jose State

**CHAPTER
MANAGEMENT
AWARDS**

Highest Awarded CEI Points:

Chapters are recognized for their total efforts in CEI beyond the adjusted 100,000-point goal. The highest CEI award was presented to Miami-Ohio with a total of 178,396 points.

Highest Increase in CEI Points:

Evansville achieved the greatest increase in CEI from the 2000-01 to 2001-02 year. The chapter had an improvement of 58,600 points based on the adjusted point goal of 100,000 points.

Continued on page 16



Outstanding Region in CEI, Niagara: Brothers celebrate this award with Northeastern PVP Mark Chiacchiarri (front row, far left), and Clifford "Sparky" Graves Niagara RVP (holding award, right).

NATIONAL AWARDS (continued)

Highest Chapter GPA:

Iowa was recognized as the chapter with the highest grade point average for the year with an annual member average of 3.05. Chapters report grades for all terms and the grade totals are divided by the number of members in the chapter.

Most Profitable Fundraising Event:

Cal State-Chico had the highest profits from a single fundraiser during the year. The chapter received net profits of \$6,212 from a Career Fair.

Highest Annual Fundraising Profits:

Kent State received the award for the highest fundraising profits totaled from all their events throughout the year. The chapter had net profits of \$9,950.

ALUMNI CHAPTER AWARDS

Outstanding Alumni Chapter:

St. Louis (Gateway Region)

Regional Winners:

Atlanta (Southeastern Region)
 Central Virginia (Mid-Atlantic Region)
 Kansas City (Midwestern Region)

Most Improved Alumni Chapter:

Kansas City (Midwestern Region)

Regional Winners:

Louisville (Mid-South Region)
 Twin Cities (North Central Region)

Outstanding Professional Activities Award:

Atlanta (Southeastern Region)

Regional Winner:

St. Louis (Gateway Region)

Outstanding Service Award:

St. Louis (Gateway Region)

Regional Winner:

N/A



National Outstanding Professional Activities Award for an Alumni Chapter winner, Atlanta: Alumni and collegiate chapter members accept this award with Southeastern PVP Mitch Simmons (back row third from right), Grand President Kathy Jahnke (center, holding award) with chapter president Gina Oleksinski.



National District Director of the Year Phil Turnquist, Grand President Kathy Jahnke, Southeastern PVP Mitch Simmons and National Advisor of the Year Gayle Baugh.



National Outstanding Professional Activities Award winner, Virginia Tech: (Front row) Deepak Kirpalani, Grand President Kathy Jahnke, Mid-Atlantic RVP Kevin Zachman, Cheryl Martin; (Back row) Southeastern PVP Mitch Simmons, Jin Bae and Tommy Dawson.

Do you have something to share?

We'd like to hear from you with comments or questions regarding the Fraternity or the magazine. Letters should be sent to: Editor, Delta Sigma Pi, 330 South Campus Avenue, Oxford, OH 45056, or email magazine@dspnet.org.

The DELTASIG Delights

"Allow me to add my voice to, I'm sure, the thousands of other Deltasigs who were blown away by the 'new' DELTASIG. Any adjective I can come up with would, frankly, understate the emotional reaction I had when I opened my mailbox and saw it. You are to be congratulated for the excellence of this revision. You all have every reason to be proud of yourselves - I am certainly proud of you and what you have accomplished for our membership. For those of us who remember the early days of the magazine format this is a welcome return. For those of us who were responsible for the decision to go to a tabloid format (me and others), this is definitely a welcome return. The positive impact on our members who, up until now, have only seen the tabloid is likely immeasurable. Congratulations, and thank you."

—Randy Hultz, Past Grand President

"I received a copy of The DELTASIG magazine. What can I say? The cover is probably the best I have ever seen on our magazine! If only they all can be as good. As the magazine is now only issued three times a year I was expecting more pages, but perhaps there was limited available copy. Anyway the cover and accompanying article is exactly what is needed to send the correct message to our older alumni. The interior pages were rather appealing in their design and content. All things considered, a really nice issue. Everyone associated with this issue should be complimented."—Jim Prescott, Loyola-Chicago

"The new DELTASIG looks great. Thank you for putting myself, and the Iota Sigma Chapter [Evansville], in there. The new style is so much better than the old newspaper."

—Andrew Kendall, Evansville

"Congratulations on a truly professional redesign of The DELTASIG. The new format is attractive, easy to read and the masthead on the cover is impressive. It's

sometimes tough to present a large number of recognitions in an interesting way, but the editorial staff and the production people at Maury Boyd & Associates did a great job in this issue. I would like to personally congratulate all of the people who worked on this issue! The DELTASIG is once again the signature publication of the Fraternity which reflects its quality and professionalism."

—Mike Walsh, Miami-Ohio

"I received my copy of The DELTASIG on Friday afternoon. Wow! What an improvement over the old tabloid format. I really believe the traditional magazine format with the full color cover is a much more professional look that is appropriate for the Fraternity's flagship publication. Congratulations! I am one alumnus who could not be more pleased."

—Mike Tillar, Cincinnati

"I love the new format of The DELTASIG...you guys did a great job!"

—Eva Chang, North Carolina-Chapel Hill

"I like the new DELTASIG. Much more professional than the newspaper type."—Jeff Berlat, Houston

"The new design is wonderful! I'm sure all of you are excited about moving to the magazine format and I'm sure your members will be just as thrilled to receive this issue. I know making a move like this entails a lot of work, but I'd say you've successfully made the transition. Best of luck to you as you go forward with this new format."

—Nancy Brewer, DELTASIG contributor and Delta Zeta Sorority Editor

"The glossy booklet styling is so superior to the news type magazine. Congratulations for restoring The DELTASIG to greatness."

—Bob Busse, Past Grand President

"I thought the piece about me and the commercial was extremely well done, as was the entire magazine. I really like the

new format. I sent several copies of the magazine to friends and the folks at Budweiser. It may be the impetus for them to decide to do another "Out of Towner" commercial."

—Clyde Tull, Louisiana State, subject of Fall '02 article and star of "Out of Towner" Budweiser commercial

LEADers Respond

"My experience at LEAD was by far the best one yet. The classes I attended were great. Keep up the good work!"—Orlando attendee

"This was my first LEAD School and I was expecting a little more from the Fraternity. I know the atmosphere was supposed to be casual, but I wanted to see a better opening and closing ceremony. We didn't even sing the Rose of Deltasig. I wasn't given an opportunity to network because the breaks between sessions only lasted 15 minutes. I would've liked the chance to share ideas with other chapter officers."

—Orlando attendee

"I thought most of the sessions were wonderful, but there were a couple I wish had been more informative."

—Orlando attendee

"This was the first national event I've ever attended. Everyone made me feel so welcome. I will definitely attend more events in the future and I can't wait till Palm Springs in August!"

—Orlando attendee

"I had a great time meeting brothers and attending the sessions, especially history with Jim Jacobs. He did an excellent job and made me even prouder to be a brother."

—Hartford attendee

"I had a blast. It was great to see so many alumni there who wanted to get involved. It made me feel much better about my decision to join the leadership team as a district director."—Hartford attendee

The views contained in "Letters" do not necessarily reflect those of the editor or of Delta Sigma Pi. Letters that appear in this section may be edited for clarity and length.

Deltasigs Help Their Communities

"On Campus" provides opportunities for collegiate chapters to share their activities and events with brothers across the country. This issue, we are focusing on community service projects and chapters' involvement in *Make A Difference Day*, recognized on October 26.

Have you ever considered the amount of time you volunteer in your local community? When I sat down to review the personal service obligations I am committed to, it became apparent to me that volunteers in the community are vital to many organizations and there are millions of people who depend on these volunteers for their survival. Our country has been blessed with vast resources, both financially and in human terms. We are a nation where business and community service truly have dependencies on each other.

Service to our fellow man has become an important fabric of people's lives in the past year. Our country has seen a major shift in our priorities since the tragic events of September 11th. Never before, in recent history, have so many Americans rallied together in the name of "serving" fellow Americans. Deltasigs have been serving and helping fellow American citizens in need for almost 100 years.

Every year, chapters have the opportunity to share their success stories through the awards program and magazine profiles. Below you'll find spotlights on our national collegiate and alumni Outstanding Community Service winners for 2002, as well as many updates from chapters nationwide. These Deltasig chapters serve their communities with pride and dedication, year and year out. These chapters are truly guiding our ships of progress in community service.

—Beth Keith, National Community Service Chair

Collegian Spotlight: Kappa Nu—Longwood

Last year, the chapter participated in a Multiple Sclerosis Walk, Alzheimer's Walk, Special Olympics, Shriner's Annual Cat Fish Festival and *Make A Difference Day*, where they helped prepare soccer fields for their Saturday games and volunteered at the Vietnam Veterans of America Chapter 48 Haunted Forest. Kappa Nu has been very successful with their Adopt A Highway commitment, having the longest running Adopt a Highway program in Farmville. The campus also has an Up'til Dawn community service fundraising event to help raise money for St. Jude's Hospital.

Alumni Spotlight: St. Louis Alumni Chapter

The St. Louis Alumni Chapter (SLAC) constantly finds ways to

improve community service participation. One of their most impressive events is Fair St. Louis. Local Deltasigs join 3,000 other volunteers to work the fair, held over 4th of July



WINONA STATE brothers, for their first-ever *Make A Difference Day*, collected clothing for Winona Goodwill and Winona Volunteer Services. They also participated in *Adopt-A-Highway*, volunteered at area nursing homes and the WSU childcare center, and took part in other community service activities.

weekend. The chapter had over 75 alumni, undergraduates and friends help staff a community concession booth. SLAC also has a brotherhood award for the collegiate chapter working the most shifts in the concession booth and they provide a "road trip" award for the collegiate chapter having the highest number of participants.

For *Make A Difference Day*, over a dozen chapter members assisted with the clean up of a city park and organized a clothing drive for Goodwill Industries.

In June, for the 6th consecutive year, SLAC participated in the American Cancer Society's annual "Relay for Life—A Team Event to Fight Cancer," where they raised over \$1900 for the Cancer Society.

Angelo State/Eta Theta

During last year's Homecoming, we sponsored a brisket cook-off for campus organizations. Proceeds from the event surpassed \$200 and were given to the local Meals for the Elderly organization. For *Make A Difference Day*, we cleaned our adopted two-mile stretch on highway 584. In December, we participated in Toys for Tots, a program that brings Christmas to needy children in the area, and sponsored a brisket cook-off with proceeds going to Meals for the Elderly.

As for professional activities, we were honored to have alumni Todd Herring, senior merchandise manager for JC Penney in San Angelo, speak at our formal mixer last semester. We plan on having several



IOWA brothers are all smiles while picking up trash for their *Adopt-A-Highway* community service project.

more dinners where alumni come and share thoughts, ideas, and experiences.—Denise Johnson

Arizona State
Gamma Omega

Last fall we volunteered at the Tempe Boys and Girls Club and had a blast playing dodge ball, doing art projects and hanging out with the kids. Our pledge class made goodie bags for the children's cancer ward at a local hospital. We also helped out at the Andre House, an organization in Phoenix that serves the poor and homeless. To bring some holiday cheer to local families, we held a food drive before Thanksgiving and in December became "Santa's Little Helpers" at the Phoenix Hospital to benefit the Arizona Spina Bifida Association.—Serena Unrein

Auburn/Beta Lambda

Last October, we put on a Halloween fair for kids in the Auburn community. We set up booths with game activities to promote a safe Halloween atmosphere. We also participated in a food drive to donate to families in need during the holiday season.—Lauren Rearick

California-Davis/Nu Rho

When most people think of community service they think of canned food drives and freeway garbage cleanup, but there is so much more to volunteering (although, yes, we did do some of those as well). It is hard to consider playing Jeopardy or making arts and crafts at the Sacramento Zoo as community service events, but they are! As VP-Community Service this term, I tried to organize events that would be interesting and fun for the brothers, events that would make them say "WOOHOO! Another service event!" Well, at least I know that's what I say on the day of our events.

Our first large event last semester was Jeopardy Games at Palm Gardens retirement home. Basically, we played Jeopardy in teams and entertained the residents of the house. We also helped serve at the "Thank Goodness for Staff" BBQ on campus. This was a perfect university service event for the Fraternity in so many ways. Not only was it a convenient event, located right on campus so many brothers were able to participate, it was also a great



Steve George, and other INDIANA-PURDUE AT FT. WAYNE brothers, helped SCAN (Stop Child Abuse and Neglect) at a zoo fundraiser by working at the "stuffed animal checkup" booth.

opportunity to show our support for our staff. In addition, the hours we worked actually earned a wage that was donated to a food bank. These are just some examples of the great community service events we participated in last term.

—Davina Nazarian

Colorado State/Mu Rho

Last September, we hosted the 2nd annual Senior Mock Interview Day. We hope the event will become a tradition for the business school, as well as our chapter, and is considered one of the most valuable events offered. The goal for this year's event was simple: "Bigger and Better." The purpose of Mock Interview Day is to build relationships and sharpen students' inter-



EVANSVILLE brothers put on "Soaking in the Sand" for the Evansville housing authority. This gives school children, who receive free lunches during the school year, free lunches during the summer. The chapter continues to participate in the Adopt-A-Highway program.

viewing skills. A presentation was made by brothers Michael Hall and David Crum on the event's value and the role that Delta Sigma Pi plays as one of the leading organizations serving the College of Business and Colorado State. We see this event eventually becoming one where every senior participates. We look forward to making this event even "Bigger and Better" in the years to come.—David Crum

George Washington
Xi Rho

Last September, brothers volunteered at the American Cancer Society's Relay for Life on Capitol Hill. The purpose of the event was to raise awareness, especially with members of Congress, about the need for funding for cancer research. Thousands of people, from every U.S. congressional district, attended the event. We helped out with a variety of activities, including working at the Relay Store to raise money for the American Cancer Society, helping out with registration and transportation, as well as working at various information booths.

We continued our community service efforts by volunteering at Miriam's Kitchen, a local soup kitchen. Brothers helped out at the kitchen where they were given a variety of responsibilities, from making scrambled eggs to cutting up vegetables to serving the food. While we were there, we noticed a

severe shortage of cereal, so we decided to have a cereal drive within our chapter. Between brothers and pledges, we were able to collect nearly 50 cereal boxes for donation.

Future community service events include: Help the Homeless Walk, volunteering at the Ronald McDonald House and visiting the Hospital for Sick Children. We're especially looking forward to planning the first-ever Dance Carnival in conjunction with the Rotaract Club of Capitol City-Washington, D.C. to benefit the Muscular Dystrophy Association.—Frank Hodas



MIAMI-OHIO volunteered at "Crayons to Computers" for Make A Difference Day. They stocked store shelves and sorted donated products so teachers from Greater Cincinnati schools could "shop" for free school supplies. "Crayons to Computers" is a free store for teachers from schools where 60% of the students are on a government subsidized lunch program. In addition, brothers put on "CANstruction" where they worked with local elementary schools to build structures with cans collected from food drives. Finally, they partnered with Make A Difference Day to hold a campus-wide "BOX Hunger" food drive with proceeds going to local needy families as well as area food banks.

Georgia State/Kappa and Kennesaw State/Nu Pi

For Make A Difference Day, our two chapters along with the Atlanta Alumni Chapter created "welcome" gift bags for the two local Atlanta Ronald McDonald Houses. These bags contained snacks, personal care items, games, and a personalized letter talking about the donation/Delta Sigma Pi. At the end of the day, Deltasigs were given a tour of the house and learned about the operations.—Stacy Jordan

On Campus

Iowa/Epsilon

We held our annual career fair organized by our professional committee. This fair, held exclusively for Deltasigs, featured companies such as Bank One, Cardinal Health and Hewitt and many of the representatives present were Iowa alumni. Our highway cleanup of a two-mile stretch near Iowa City, held every semester, was also a success. Our chapter also made signs, candy bags and cards for residents of a nearby retirement home. We spent some time mingling and socializing with residents over the course of the afternoon and made our third visit to the home for *Make A Difference Day*. This is one of our favorite events and we always get a great response from the residents we visit. —Cheryl Davenport

Maryland/Gamma Sigma

Among the many community service activities our chapter participates in, the Adopt-a-Highway program is one of the most cherished. We adopted a part of University Boulevard, located near campus, and designate at least one day each semester to clean it up. We get dressed in our grungiest clothes and go out with orange vests, hats, gloves, trash bags, the works. It's a great way to bond and help the environment. Walking along the highway in our bright orange vests, we often get strange looks from people driving by. It's probably a strange sight to see such a large group of people having such a good time while picking up trash. "It's so



CAL STATE-LONG BEACH brothers, with Los Angeles Mayor Jim Hahn remember September 11th victims at the Korean Bell in San Pedro, CA.

rewarding to give back to the community - especially when you find interesting things along the road like a license plate from Arkansas that says FISHSTIX," says Bob Duffield, Vice President-Professional Activities. Humorous incidents such as these are common during our events. And as the picture shows, the smiles never end, especially when doing a good deed. —Maria Ximena Fiallo and Dennis Dunkerly

Missouri-Columbia Alpha Beta

We try every semester to lend a helping hand to our community. Last September, members helped keep our city clean by picking up

trash along our designated area of Interstate 70. Every semester, we participate in the Missouri Department of Transportation Adopt-A-Highway program. This activity is an easy one to facilitate and builds brotherhood as well as a sense of pride. Our chapter has been working hard to leave a distinct impression on the Missouri-Columbia campus as well as our community. Some service activities we participated in include: Day of Reading, Camp Fire USA, and Tiger Tango. Day of Reading gave members a chance to share a favorite childhood book with elementary school children. Camp Fire USA participants helped the organization build a challenge course for the facility. Tiger Tango provided members a chance to dance and visit with the community seniors.

We've also been busy with professional activities. In October, our chapter took the annual winery tour of Hermannoff Winery in Herman, Mo. Brothers and guests spent the day touring and enjoying the facilities. In addition, our chapter has enjoyed many speakers addressing a variety of topics including the transition from college to the real world, job search techniques and interviewing tips. —Jennifer Swanson

Oklahoma/Beta Epsilon

We began last semester participating in the United Day of Caring where the university held a cam-

pus-wide drive for various needed products. We accumulated 133 postage stamps within a week to donate to the program. Our chapter also collected used wireless phones and accessories to donate to Sprint Project Connect, where proceeds from the sales of the used parts go to the National Organization on Disability. Furthermore, we had eight representatives participate in Junior Achievement. These volunteers spent at least one hour per week, for five weeks, in an elementary classroom teaching the children how to manage their money. Finally, for *Make A Difference Day*, we assisted Norman Habitat for Humanity in building doghouses for abandoned dogs and constructing a house for a local family. —Airica Ryden

Purdue/Kappa Omega

Last semester, our chapter put on a great Halloween party for the underprivileged children of The Lincoln Center. The Lincoln Center



MARYLAND brothers get excited for their Adopt-A-Highway project.

is a place that helps the less-fortunate families in the Lafayette area get back on their feet by providing housing, meals, and other necessary services. As we found out, regardless of their unfortunate situation, the children of this program really knew how to have fun!

Though the festivities lasted only a few hours, our brothers had been working for several months planning, preparing, and coordinating the party for the more than 40 kids and parents that attended. A committee was established in early September and brothers volunteered their time, money and creativity to pull off the party. We put on a costume parade, a pumpkin walk, face painting, read scary stories and created a "monster lab" where kids got to touch monster parts made of slimy food.



Brothers from PURDUE prepare for some Halloween fun!

Undoubtedly, the success of the party was attributed to the brotherhood and commitment of everyone in our chapter. It's a great feeling knowing you made a difference in the community, while also having a great time doing it. Hopefully this Halloween party will become an annual tradition for our chapter.
—Catherine Hyk

St. Thomas/Nu Tau

For *Make A Difference Day*, our chapter, working in collaboration with Volunteers of Minnesota, raked lawns for the disabled and elderly in Minneapolis.—Amanda Catlin

Texas Tech/Beta Upsilon

The Lubbock Habitat for Humanity program strives to provide beautiful neighborhoods for local families. Our chapter participated in "Blitz Week" and helped build ten houses in just one week's time. It was a daunting task, but by end-of-week many families were able to move into their new home. Deltasigs shared in almost all



Brothers from LOYOLA-CHICAGO participated in "National Coastal Cleanup Day," and helped beautify Albion Beach at Loyola Park on the Michigan lakefront.

aspects of the building process from framing to roofing to simply cleaning up. It was great to not only give back to the community, but to help start a new one.—Christopher Galle

Valparaiso/Kappa Phi

Our chapter participated in many professional and community service events last semester. We volun-

teered at the local Popcorn Festival, helped out with the Porter County Boys & Girls Club's Haunted House and took part in the Adopt-A-Family program for Christmas. For professional activities, we toured Comiskey Park, the Chicago Board of Trade and listened to speakers share their wisdom of the business

world. For *Make A Difference Day*, we volunteered at the Boys and Girls Club cleaning up after their haunted house and raked leaves outside the building.
—LeAnn Buescher

Wayne State-Michigan Gamma Theta

The first professional event for the fall semester discussed proper interview and resume tactics. This was a huge success because of the dynamic speaker, Maureen Taylor. To end the semester, there was an event called "Business Talk" which gave recruiting opportunities to students in the School of Business. There were representatives from the following companies: Lilly, State Farm Insurance, Enterprise, and Michigan First Credit Union. Within this event business students had the opportunity to network with professionals from different companies. Overall, Delta Sigma Pi is getting on the map and is well known on campus.—Tiangey Coomber ▲

Tell Us What's New!!

UNIVERSITY/COLLEGE

CHAPTER

YEAR INITIATED

Name: _____

Address: _____

City/State/Zip: _____

Home Phone: _____ Work Phone: _____

E-mail Address: _____

Here's my news: _____

Send to: Delta Sigma Pi, 330 South Campus Avenue, Oxford, OH 45056. Fax: 513-523-7292. E-mail: magazine@dspnet.org



Deltasig cruisers: (Starting at the top of the stairs and winding down) Adrian Rodriguez, Sofia Curiel, Versel Kays, Vivian Powell, Shaun Irving, Eva Chang, Michael McClea, Cheryl McChesney, Velvet Simmons, Mitch Simmons, James Caffrey, Jason Black, Kara Costic, Linda Lawson, Brenda Johnson, Janice Renteria, Keshia Rand, Arlene Casequin, Renee Stewart, Margaret Grandstaff and Christine Keck.

Crystal clear skies, warm sunshine, relaxing on a pool deck with a view of the Caribbean Ocean... sound like a little slice of heaven? That is what 22 Deltasig brothers and their friends experienced on the Delta Sigma Pi Alumni Cruise.

From September 13—16, they embarked on a voyage aboard Carnival's Fascination from Miami to Nassau for four tantalizing days of fun and relaxation. With cell phones off, and isolated from the rest of the world, they set sail across the Caribbean to experience Broadway and comedy shows, elegant dining, spa treatments, onboard shopping, dancing and socializing. In Nassau, brothers enjoyed swimming with dolphins and stingrays, sunbathing on white sandy beaches, touring the Bohemian Island, and visiting Atlantis— one of the top casino and luxury resorts in the Caribbean.

While few had met prior to leaving Miami, all returned sharing a special bond with a new group of brothers. After all, we know it's impossible to gather so many Deltasigs in one spot and not have a good time!

Be on the lookout for more alumni events in the near future! Check out what some cruisers had to say...

"While other national events are good venues to meet Deltasigs, the cruise allowed me to form stronger bonds with everyone because of its unique atmosphere. Many of the friendships developed on the cruise will last a lifetime."
—Eva Chang, North Carolina

"I enjoyed the cruise, but most important of all, the opportunity to meet my fellow brothers from the East. I was very impressed with everyone I met and can't tell you what an impression the depth of talent and intelligence I observed made on me."
—Linda Lawson, Redlands

"When we started our journey, I knew only a few people but I left the ship with many great friendships that I hope to maintain. I only wish we had more than four days together. Many of us have decided to attend such future outings and can only hope we'll have an even larger group with which to interface."
—Jason Black, Philadelphia

Deltasigs Set Sail for Fun, Festivities and Fascination

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



Eric Chaney



Gina Oleksinski



Jodi Schoh



Bob Brittingham

Eric Chaney, *Troy State*, is currently a district director for Southern Mississippi. As a collegian, Brother Chaney served as chapter president. He is a plant operations shift supervisor with Airgas Inc. in Theodore, Ala.

FUN FACTS:

- ▲ His favorite Deltasig event to attend is Grand Chapter Congress, "because of the friendships you make and the opportunity to network with brothers from around the country."
- ▲ His favorite hobby is boating.
- ▲ He describes Delta Sigma Pi in one word: Beneficial

Gina Oleksinski, *Georgia State*, currently serves as president of the Atlanta Alumni Chapter. As a collegian, Brother Oleksinski served as the chapter secretary for two years. She and her husband live in Smyrna, Ga. where she's an executive assistant to the senior vice president of trust for Prudential Bank.

FUN FACTS:

- ▲ Her favorite Deltasig event to attend is the National Volunteer Leadership Retreat. "I became rejuvenated and it refocused me on being a leader by influence, not control."
- ▲ She is a European car enthusiast, her favorite being the Lamborghini Diablo.
- ▲ She describes Delta Sigma Pi in one word: Leadership

Jodi Schoh, *Winona State*, currently serves as district director for Minnesota and past president of Twin Cities Alumni Chapter. As a collegian, Brother Schoh served as chapter president and vice president-chapter operations. She is an account manager with Culligan Water in Eden Prairie, Minn.

FUN FACTS:

- ▲ Her favorite Deltasig event to attend is the Halsey Invitational Volleyball/Basketball Tournament, "because brothers come together as teams and have fun."
- ▲ In the summer of 2000, she participated in the Twin Cities to Chicago AIDS Ride and rode her bike 1,500 miles along with nine other Deltasigs.
- ▲ She describes Delta Sigma Pi in one word: Opportunity

Bob Brittingham, *Christian Brothers*, currently serves as chapter advisor at Christian Brothers. Brother Brittingham is a charter member of his chapter and received a Silver Helmet award in 1999, recognizing 25 years of service to Delta Sigma Pi. He and his wife, a professional singer and musician, live in Memphis where he is an economics professor at Christian Brothers. They have one daughter and two stepdaughters.

FUN FACTS:

- ▲ A memorable Deltasig event he attended was Brother Alfred Moroni's funeral in August. Brother Brittingham read the graveside ceremony while the chapter president laid a rose on the casket. "It made me profoundly aware that we go forward with the work of the Fraternity in the footsteps of outstanding brothers who have gone before us, especially Brother Alfred, the most dedicated teacher and Deltasig I have known."
- ▲ His love for the arts includes many roles in regional theatre, singing with his wife in the Memphis Symphony Chorus and serving for 12 years as a volunteer usher at the Orpheum Theater.
- ▲ He describes Delta Sigma Pi in one word: Responsibility

DELTASIG Needs you!
Please consider serving your Fraternity as a district director, chapter advisor, committee member or in many other roles. Contact the Central Office for details.
centraloffice@dspnet.org

“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.



Brothers Dave Montesano, Rich Bloom, and Diana McClurg enjoy some tee time at the 2nd annual AKRON-CANTON Alumni Chapter's golf outing.

National Capital Area's Atlantic City Trip a Success

On August 10th, 17 brothers and 20 family and friends visited Atlantic City. While most tried their luck at the tables, some took advantage of the perfect weather and strolled on the boardwalk. While no one hit the jackpot, everyone enjoyed the riches of brotherhood and friendship.

With the completion of our favorite annual event, we strive to continue that success to all aspects of the alumni chapter. Although recruiting is still our main focus, we seek to expand the role of the chapter by investing our time and effort into fundraising and community service events.

—Shawn Patton, George Mason, and Christian Galoci, Longwood

Boston Introduces Job Connection Initiative

In an ever-increasing effort to keep members well informed of professional development opportunities, we started a job connection initiative allowing local Deltasigs networking opportunities. According to chapter vice president Nick Steinkrauss, “the BAC job connection gives us a leg up in the tight

job market, while at the same time informing brothers of opportunities in some of the Boston area's top companies and organizations.”

—Paul Carpinella, Bentley

Golf Balls and Blimps in Akron-Canton

For the 2nd annual Akron-Canton Alumni Chapter's golf outing, held September 7, members were greeted with a parade of four Goodyear Blimps. Since the reactivation of our chapter a few years

ago, the annual golf outing has become one of our most enjoyable events. Even if you don't know how to golf, or don't play that well, there's something about a bright early sun-filled day with brothers trying to lead golf balls to a tiny hole that makes for an enjoyable, often frustrating, event. After a grueling 18 holes, we went to Jillian's Restaurant and Bar, in downtown Akron, where we talked and contemplated our next attempt at the great game of golf.

—Alan Brunton, Akron

Hawaii Alumni Keep Busy

Last August, members of the Hawaii Alumni Chapter participated in the naturalization ceremony for 57 new American citizens at the Third Circuit Court. We assisted the Hilo Lions Club by giving congratulatory remarks and passing out American flags. In addition, our efforts to form a Deltasig chapter at Hawaii at Manoa continue.

Although our alumni members are located on different Hawaiian islands, we try to keep in touch through phone calls, emails, and events such as movie nights and alumni dinners. We are currently planning some exciting community and professional events. As always,



The MILWAUKEE Alumni Chapter in front of the Edelweiss cruise ship. Over fifty guests attended this first-ever Milwaukee Collegiate-Alumni Reception held last September.

we welcome visiting Deltasigs who would like to join us in activities under our sunny Hawaiian skies and warm weather!

—Clayton Chong, Miami-Ohio

Kansas City and St. Louis Joint Canoe Trip

Over 30 brothers, friends, and families of the Kansas City and St. Louis alumni chapters met last August to float on canoes and rafts down the Niangua River near Lebanon, Mo. We met at Fort Niangua, set up camp, and then left for our seven-mile float downriver. This event proved to be a great brotherhood-building event between the two chapters.

—Jennifer Gutmann, Missouri-St. Louis



CAL STATE-SACRAMENTO brothers and alumni enjoy some Christmas cheer at the SACRAMENTO VALLEY chapter's Christmas party, held at Past Grand President Bill Tatum's home, December 2001.



Last June, the GREATER CINCINNATI Alumni Chapter invited friends, family and co-workers to join them for a trolley tour through downtown Cincinnati and Northern Kentucky.

Baltimore's Get (Re) Acquainted BBQ

Despite sweltering heat, over 35 brothers and guests came to Centennial Park in Columbia for the Baltimore Alumni Chapter's (BAC) 2nd Annual Get (Re) Acquainted BBQ. By all accounts it was a huge success. Many brothers new to the Baltimore area came out and were warmly welcomed by the "old guard." Over 70 years of Delta Sigma Pi history was represented at the BBQ, ranging from Elizabeth Taylor, widow of Brother Hugh Taylor (a 1930 Kansas initiate), to current collegiate chapter president David Crouch, *Johns Hopkins*. Mrs. Taylor presented BAC President Bryan McMillan with a collection of her late husband's Deltasig memorabilia, including his original mem-

bership card (signed by then Grand Secretary/Treasurer H.G. Wright), photographs of his initiation class, and original issues of The DELTASIG from the 1930s. The items are on display as the chapter at Johns Hopkins celebrates its 80th anniversary. A special thank you to everyone that helped make the BBQ a success!

—Bryan McMillan, *Johns Hopkins*

St. Louis Hosts Undergrad Weekend

We hosted our 18th annual Undergrad Weekend last March. The event was attended by over 160 collegians from 10 chapters and almost 40 alumni chapter members. Several national officers were also in attendance, including South Central Provincial Vice President Dawn Libbert-Klinger, Gateway

Regional Vice President Cliff Reilly, and (former) Great Lakes Regional Vice President Katie Walicki. The weekend's events included: professional tours of A.G. Edwards & Sons, Inc., Lambert International Airport, Gateway International Raceway and The Boeing Company; Comedy Night at City Improv; the traditional volleyball tournament; and an awards banquet. Undergrad Weekend is a well-rounded event for all who attend. The professional tours help give collegians information about different career opportunities while providing them with a unique, behind-the-scenes look into different types of industries. The social events encourage chapters to interact and learn from each other. Undergrad Weekend also fosters more awareness of the alumni chapter and encourages membership for those alumni brothers living in the greater St. Louis area.

—Linda Forrest, *Kent State*

Milwaukee Building Collegiate Ties

Highlights from 2002 included: a tour of Miller Park attended by almost 70 members, guests and brothers from Marquette; a "Sports Night" happy hour with a local radio sports show host; and our golf outing/annual meeting. At the annual meeting, (former) Regional Vice President Katie Walicki addressed

the chapter and three Golden Helmet awards were conferred upon members dedicating 50 or more years of Fraternity service. The recipients were Hank Gefke, Earl Winkelman and Bob Ripp, all Marquette initiates. A posthumous award was given to Jim Dougherty, *Marquette*, who died unexpectedly between the submission and the dinner. His widow and daughter were on hand to accept the award on his behalf.

We are rebuilding relations with the chapter at Marquette. Last year we held the first annual "Collegiate-Alumni Dinner" and the two chapters are working to encourage interaction through various events. Our eventual goal is to have every Marquette graduate see that joining an alumni chapter (here or elsewhere) is the next logical step in their fraternal life.

—Chris McArdle, *Marquette*

Louisville Still Growing Strong

The Louisville Alumni Chapter (LAC) continues to build upon a young, but strong record of progress.

Last year was our second franchised year of operation and we have created the structural framework necessary for future growth and prosperity.

Last spring, we were the proud recipients of the \$200 incentive prize drawing at the Southeastern LEAD Provincial Conference in Jacksonville. LAC faced off against three other Southeastern Province qualifying alumni chapters participating in the "Operation Contact" contest. Tentative plans are to utilize the funds to support membership and recruiting initiatives. Last June, we spent a day at Churchill Downs, home of the legendary "Greatest Two Minutes in Sports" Kentucky Derby, for a museum tour and an afternoon of horse racing.

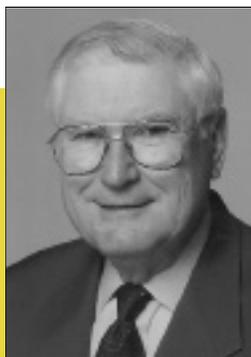
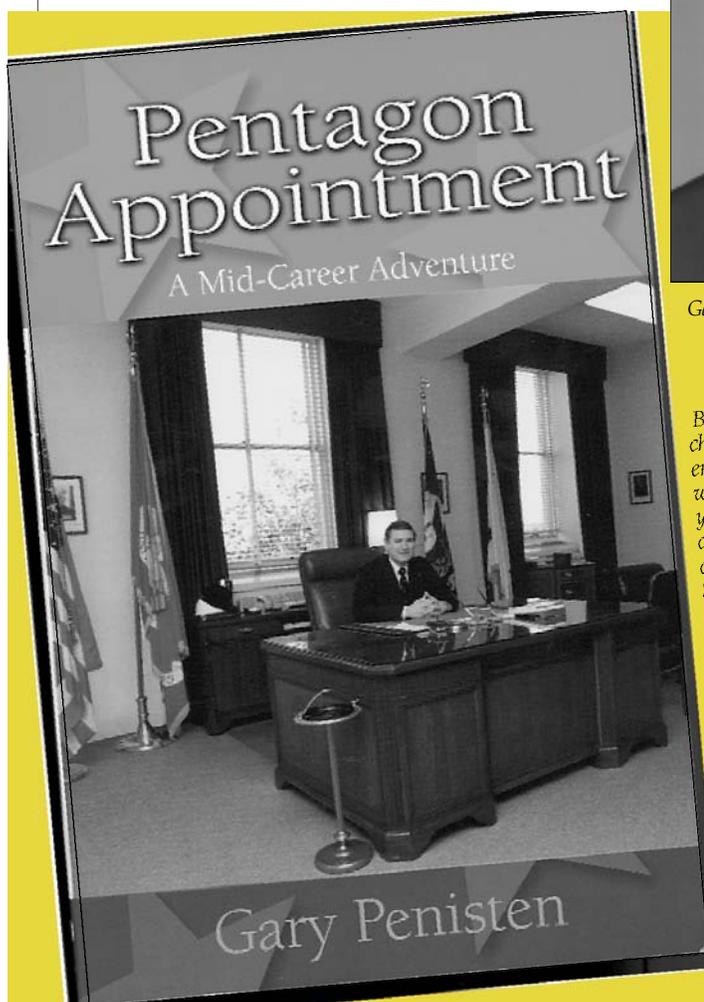
We continue to hold monthly social outings at BW3's, the final Tuesday of each month, where we unwind, socialize and swap work and personal stories. Efforts continue to work closely with the Bellarmine chapter advisor to reach out to recent and more distant alumni in order to increase our growth.—Kevin Hitchcock, *Bellarmine*



Members of the KANSAS CITY and ST. LOUIS alumni chapters get ready to depart for their joint canoe trip down the Niangua River.

Pentagon Adventure

by Nancy Brewer



Gary Penisten, Nebraska-Omaha

Brother Penisten's book chronicles his experiences in Washington, working for the Navy. If you would like to purchase an autographed copy, mail a check for \$15 (no shipping or handling) to Gary D. Penisten, 1409 Aberdeen Court, Naperville, IL 60564. For every book purchased, \$2 will go to the Leadership Foundation.

In 1974, Gary Penisten, Nebraska-Omaha, was on a standard career track as a group financial officer for General Electric (GE). Brother Penisten came to GE in his early twenties and remained for 21 years. His future, he believed, rested in the corporate world. GE ladder-steps included the corporate audit staff in Schenectady, New York; manager-audit programs and personnel administration; and manager-finance of the Power Generation Group at corporate headquarters in New York.

Because of GE's stellar reputation for grooming some of the best financial managers, along with the company's connections to the government through its many defense contracts, Deputy Secretary of Defense William Clements, Jr. came to GE with a request: "You guys have a reputation for training good financial people, and we need one for the Navy."

Brother Penisten had already served his country for thirteen years in the

Army Reserves, earning the rank of first lieutenant in the Finance Corps. He wasn't searching for a government appointment when GE referred him for the position of Assistant Secretary of the Navy, Financial Management.

Reluctant at first, he became intrigued. Visiting Bill Clements and Navy officials, he learned the scope of the job was amazing—it included the titles of comptroller and senior automated data processing officer of the U.S. Navy. The interview ended with meeting then Secretary of Defense James Schlesinger. Gary says, "I was impressed by what had to be done. I could see that it was a very unique opportunity."

After discussing it with his wife, Nancy, Brother Penisten decided to accept the proposition. The first step entailed becoming Assistant Secretary of the Navy for Finance-Designate. "The benefits of a government job are not quite as real as many people think," Gary says. "I was 43 years old when I went to DC. I was making \$54,000 a year plus a bonus on the GE payroll. The government job paid \$37,000." In addition, relocation expenses would total about \$20,000, which, unlike many corporate jobs offering reimbursement, would not be paid by the government. While awaiting confirmation of his appointment, Gary and his wife heard that Richard Nixon had resigned. At the height of the Watergate scandal, Brother Penisten saw his hopes for the job sinking rapidly!

Mr. Penisten Goes to Washington

Shortly thereafter, Bill Clements called him to say, "You're not a true political appointee, but we still need you." The Navy suggested he make the move to Washington as a consultant, but there was a catch—he would have to sever his employment with General Electric. He countered by offering to come to Washington with no charge for his services while remaining on the GE payroll. GE and the Pentagon agreed, and he began learning more about the job. "The nominee for my position had to be

approved by the President," Gary says. One concern in clearing the Senate hearings was his prior connection with GE, which might be deemed a conflict of interest. So Brother Penisten sold his GE stock, removed himself from any Department of Defense transactions involving GE, and the problem was solved.

Subsequently, Brother Penisten became one of the first nominations under the Gerald Ford administration. The hearings took place, the Senate Armed Services Committee and the full Senate approved Gary's nomination, and he was sworn into office.

He soon discovered his government job wasn't as glamorous as many would think. "I got a chauffeur-driven car, which was really a two-year old Chevy painted black, with 'U.S. Navy' painted on the side in white. The car picked me up at 6:30 a.m. for a long day at the Pentagon, and then brought me home when my day ended, usually around 7:00 p.m. As the CFO of the Navy, I oversaw 6,000 finance employees and five regional finance centers. I found that I was operating in three worlds—military, government, and business."

However, the job did come with some pomp and circumstance. "The Navy has to quantify where you stand. I went to a Marine Corps Air Station for a ceremony which included a full dress parade and a 17-gun salute for me." Gary says in his book, *Pentagon Appointment: A Mid-Career Adventure*. "If one let it, the position could be a first-class ego trip."

Doing His Best for His Country

Gary sincerely wanted to do the best job he could for his country, firmly believing, "I had a responsibility to the taxpayers to ensure that every action was in their best interest." When it was reported to him that the NIF (Navy Industrially Funded) Military Sealift Command was losing staggering amounts of money, Brother Penisten was astonished to learn the responsibility for the losses rested with him. He was instrumental in changing the Com-

mand's leadership and established a board which included members of the Secretariat as well as responsible officers. The board concept was then expanded to all major NIF activities.

Brother Penisten established clear objectives, bringing a military pay system mandated by Congress successfully on line. Personnel development was especially important to Gary, and he organized annual financial management seminars, gave speeches to a wide range of military financial groups, and developed a financial management-training program.

Gary instituted his management philosophies within the arenas he oversaw. He discovered the techniques of management by objective worked as well in the Navy as it had at corporate giant GE. He continually worked to improve efficiency throughout the areas under his responsibility. "I moved things along faster, and Navy and Marine Corps people saw the value of that effort."

With Jimmy Carter's victory over Gerald Ford in 1976, Brother Penisten's Pentagon adventure ended in May 1977. He was recognized for his service to his country and awarded The Distinguished Public Service Award for his service to the United States Navy.

A New Chapter

After the White House, Brother Penisten joined Sterling Drug, Inc. as vice president-finance and CFO. By 1982, Gary was senior vice president and a member of Sterling's board. But in 1988, Sterling experienced a hostile takeover attempt. Salvation came from an unexpected "white knight"—Eastman Kodak Company, which was entering the pharmaceutical business.

He was named senior vice president and CFO of Kodak's Health Group. He took early retirement from Kodak in 1990 to pursue other interests, including a litigation copying business. Brother Penisten then invested in another business started by his son and a friend called *www.cardinthebox.com*, which was later acquired by another firm.

Gary is Chairman of the board of directors of Acme United Corporation, a member of the Financial Executives International, Rotary, and several other organizations. Gary and his wife, Nancy, have been married 51 years, have four children and eight grandchildren, and split their time between Naperville, Ill. and Ft. Lauderdale.

Lessons from Delta Sigma Pi

"In college, I was very active and going in many different directions," he recalls. "Delta Sigma Pi was a leveling out experience for me. Its members had a degree of professionalism and the advisors were very inspiring. Delta Sigma Pi provided a looking glass into the business world."

With his distinguished work record in business and finance for not only some of the top companies in the country, but also for one of the biggest businesses in the world, the U. S. Navy, what does Gary Penisten think of the recent trend of corporate scandals? "Integrity in business is crucial," he says. "In the GE world, we had an opportunity to get a clear focus on what's right and what's wrong ethically. (Some people are weak—they have the inability to say 'no')." "The fraudulent audit practices we've seen are a sad statement about what these businesspeople have learned in their lifetime. It's certainly not what Delta Sigma Pi espouses. I think, too, that it is a statement of the times, but I don't think the indictment of the business world is as broad as we think."

Although Brother Penisten's business career took an unexpected turn to the Pentagon, he proved himself the responsible, thoughtful, and honorable citizen who used his business skills to serve his country. His integrity and dedication represent the best of Delta Sigma Pi. ▲



Deltasigs and guests traveled from near and far to participate in the Orlando LEAD School. With significant national awards presented at the awards ceremony, the enthusiasm and energy were high

Leadership and Excellence



LEAD events provide a premier opportunity to maximize your potential and offer excellent programs through which you can further develop your professional, personal and leadership skills. All members of Delta Sigma Pi, collegiate and alumni, benefit from these excellent educational experiences. Attendance for recent LEAD events has been in record numbers. Deltasigs are discovering that LEAD events offer the best in the journey for professional, personal and leadership growth.

What a time we had at the 2002 LEAD Schools!

One of the distinct advantages of membership in Delta Sigma Pi is the opportunity given to collegians and alumni at LEAD Schools held around the country. The fall 2002 LEAD Schools were outstanding with over 1,200 Deltasig alumni, collegians, pledges, colony members and guests attending in Hartford, Orlando, Indianapolis, San Jose and New Orleans.

The response to this LEAD program was overwhelming with a number of positive comments heard such as:

"I always have a good time at regional and national events. Since my first event, I have vowed never to miss another! I love the chance to interact with other chapters and the national leaders."

"It was my first time at a LEAD School, and I was impressed by the sessions. They made me think of many ideas that can help improve my chapter."

"An amazing, educational experience - one you don't get from your college or university!"



Grand President Kathy Jahnke signed Grand President's Circle application forms for new members signing up at LEAD Schools. In total, 184 members and pledges joined the Grand President's Circle and more than \$10,310 was raised by the Leadership Foundation for all collegian and alumni giving programs.



Academies for Deltasigs (LEAD)



Indianapolis LEAD School, with more than 250 attendees, offered exercises in teamwork to make the experience even more memorable. Opportunities for interactive education were available at all events.

LEAD Opportunities

LEAD Provincial Conferences begin in February, with fall LEAD Schools starting next October. Delta Sigma Pi LeaderShape® Institute is in May (see page 11). Make plans now to attend a LEAD event in 2003. Whether it's your first LEAD experience or you're a LEAD veteran, new opportunities, associations and experiences await you!



Volitional volunteers spending time with members is an added benefit of LEAD events. Here, Alan Brunton, East Central RVP, talks with Natalie Sutherland and Suzanne Grover of Dayton.

New Orleans LEAD School, with nearly 470 registrants, offered a wide variety of interactive, educational sessions including officer roundtables.



Upcoming LEAD Events

February 7-9	Northeastern LEAD Provincial Conference - Philadelphia
February 14-16	South Central LEAD Provincial Conference - St. Louis
February 21-23	Southeastern LEAD Provincial Conference - Atlanta
March 7-9	Western LEAD Provincial Conference - San Diego
	North Central LEAD Provincial Conference - Minneapolis
October 25	Des Moines LEAD School Baltimore LEAD School
November 1	Oklahoma City LEAD School
November 8	Nashville LEAD School

Did you?

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

Heather Patton, *Akron*, is in customer service with Comcast Cable in Naples, Fla.

Todd Whisenant, *Alabama*, is a program manager for business and industry with the Valencia Institute in Orlando and a Golden Council member.

Jorge Bredee, *Americas*, is the owner of Bredee y Asociados in Cuernavaca, Morelos.

Shiloh Shannon, *Angelo State*, is an accountant with David J. Bailey & Co., P.C. in San Antonio.

Angela Ballard, *Arizona*, is the program director for homecoming, reunions and special events at the University of Arizona Alumni Association.

Ryan Buzzard, *Arizona*, is an account executive with Islands Media in New York, N.Y.

Fran McKee-Ryan, *Arizona State*, is an assistant professor of management with Oregon State in Corvallis, Ore.

Shankar Nadarajah, *Auburn*, is a systems analyst with Exxon Mobil in Houston.

Cindy Carlson, *Baker*, is in accounts payable with Clear Channel in Omaha.

Christopher Mendoza, *Barry*, is the chief of desktop engineering with the United States Air Force in Washington, D.C.

Lisa Chard, *Baylor*, is a credit analyst with Southwest Bank of Texas in Houston.

Larry Richardson, *Baylor*, is an agency sales manager with Whitco Poles, LLP in Fort Worth.

Nicholas Day, *Bellarmine*, is an account specialist with UPS in Louisville.

Lindsay Meador, *Bellarmine*, is in surgery scheduling with Spine Surgery, PSC in Louisville.

Trey Swacker, *Bellarmine*, is an actuarial analyst with CIGNA in Vernon, Conn.

Nancy Burgess, *Binghamton*, is a vice president/manager with Wells Fargo Bank in Frederick, Md.

Adam Bellinger, *Buffalo*, is a prep professional accountant with IBM in Endicott, N.Y.

Larissa Garcia, *Buffalo*, is an accountant/financial analyst with M&T Bank Corporation in Buffalo.

Robert Myers, *Buffalo*, is a network engineer with Thomson Financial in New York.

Constantinos Orfanos, *Buffalo*, is a store manager with Sprint PCS in Middletown, N.Y.

Annie Chen, *Cal Poly-Pomona*, is a development assistant with Litke Properties, Inc. in San Francisco.

Nathan Pezzotti, *Cal Poly-San Luis Obispo*, is a healthcare recruiter with Maxim Healthcare Services in San Jose.

Stephanie Azores, *Cal State-Chico*, is an executive administrative assistant with Western Fairs Association in Sacramento.

Satt Bains, *Cal State-Chico*, is an IT analyst with Cisco Systems, Inc. in San Jose.

David Hill, *Cal State-Fresno*, is a material control officer with the U.S. Navy in San Diego.

Clyde Piatt, *Cal State-Fresno*, is a financial analyst supervisor with the State of Ohio in Westerville, Ohio.

Alma Zamora, *Cal State-Fresno*, is a licensed mortgage consultant with Tarheel Mortgage Corporation in Cary, N.C.

Richard Lanzner, *Cal State-Fullerton*, is a systems administrator with Eagle Group International, Inc. in Ft. Belvoir, Va.

Corey Polton, *Cal State-Fullerton*, is an account manager with Coca-Cola Enterprises in Orange, Calif.

Jannette Valdepena, *Cal State-Fullerton*, is a distribution planning analyst with Mitsubishi Motor Sales in Cypress, Calif.

Jason Mills, *Cal State-Long Beach*, is a CAE with BASE in Los Angeles.

Antonia Rosati, *Cal State-Northridge*, is a photographer with Orchid Photography in Santa Monica, Calif.

Kevin Scott, *Cal State-Northridge*, is a communications officer with the United States Air Force in Enid, Okla.

Robert Powell, *Central Florida*, is the owner/president of Lake Square Aluminum, Inc. in Leesburg, Fla.

Paolo Silvestri, *Central Florida*, is a client relations manager with Paymentech in Dallas.

Amanda Obermark, *Central Missouri State*, is a human resources assistant with Gould Evans Affiliates in Kansas City.

Marc Robbins, *Cincinnati*, is an applications manager with Spacecraft Component Corporation in Sunrise, Fla. and a Golden Council member.

Scott Ayer, *Clemson*, is a planner with Swift Transportation in Greer, S.C.

Andrea Kersten, *Colorado-Boulder*, is an advanced business development volunteer and financial advisor with the Peace Corps/CARAL in Cameroon, Africa.

Neil Bombardier, *Colorado-Colorado Springs*, is a global investing specialist with Charles Schwab in Phoenix.

Marie Giordano, *Colorado-Colorado Springs*, is a project director with TNS Intersearch in Horsham, Pa.

Tricia Haas, *Colorado-Colorado Springs*, is a senior software engi-



Sweet Honor

Did you know that honey never spoils? How about that honey was once used as an ointment on open wounds since it doesn't attract bacteria? Or that during Roman naval battles, beehives would be catapulted to other ships to get the enemy to jump overboard? Kara Westercamp, *Iowa*, knows all this and a lot more. As the *Iowa Honey Queen*, it's all part of the job.

Brother Westercamp was chosen to be the East Central *Iowa Honey Queen* in April 2001 and won the state pageant in November 2001.

She regularly appears at requested events such as county fairs, the *Iowa State Fair*, speaking engagements with Optimist and Rotary Clubs, classrooms, and parades. Kara has been featured in the *Des Moines Register*, the *Cedar Rapids Gazette*, and the *Iowa Alumni Magazine*.

Kara says the most rewarding part of being *Iowa Honey Queen* is donating her time and money to educate others about honey while also getting to work with amazing people. "It's truly rewarding to talk to kids and have them be excited to learn about honeybees, instead of running the other way," she says.

Brother Westercamp has been asked by the *Iowa Honey Producers* to run for the national competition in January 2003. We wish her continued "sweet" success!!

neer with U.S. Wireless Data in Palmer Lake, Colo.

Mariah McCarty, *Colorado-Colorado Springs*, is a human resources assistant with Quantum Corporation in Colorado Springs, Colo.

Lisa Perez, *Colorado-Colorado Springs*, is a regional sales trainer with The Mobile Solution in Chicago.

Nicholas Haralambides, *Connecticut*, is a property accountant with REIT Management & Research, LLC in Newton, Mass.

Mark Schulte, Jr., *Dayton*, is a professional baseball player with the Gateway Grizzlies in Sauget, Ill.

Ramona January, *Ferris State*, is a stock plan administrator with The Bank of New York Employee Investment Plans Division in Troy, Mich.

James Manko, *Ferris State*, is a staff accountant with Yeo & Yeo, P.C. in Midland, Mich.

Levana Cohen, *Florida*, is a territory sales manager with Philip Morris USA in Frederick, Md.

Cheryl Robinson, *Florida*, is a financial advisor with Morgan Stanley in Bonita Springs, Fla.

Parveen Desa, *Florida Atlantic*, is an entertainment coordinator with HQ Creative LLC in Dubai, United Arab Emirates.

Christina Lainhart, *Florida Southern*, is a marketing representative with Bernie Little Distributors in Eaton Park, Fla.

Kara Newcomb, *Florida Southern*, is a guest services associate with Marriott International in Orlando.

Lesli Powell Whisenant, *Florida Southern*, is a tax manager at PricewaterhouseCoopers in Orlando.

Colleen Dean, *Florida State*, is a fund accounting analyst with Franklin Templeton Investments in Ft. Lauderdale.

Omar Franco, *Florida State*, is an assistant vice president at the University of Miami.

Michael Olian, *Florida State*, is a claims adjuster with GMAC Insurance in St. Petersburg.

Jonathan Rankin, *George Mason*, is a contract administrator with TRW Inc. in Fairfax, Va.

Lizzie Nussbaum, *George Washington*, is a marketing analyst with Swiss Reinsurance in Armonk, N.Y.

Linh Vuong, *George Washington*, is in marketing support services with Columbia Partners, LLC in Washington, D.C.

Neal Johnson, *Georgia*, is a COO with GPNW UK, Ltd. in Chaldon, Surrey, United Kingdom.

Amy Takahashi, *Georgia*, is an integration analyst with Cerner in Kansas City.

Tamara Brooks-Lawrence, *Georgia Southern*, is a HRIS analyst with Wachovia Securities in Charlotte.

Jeanie Gay, *Georgia Southern*, is a president/agent with Rushing Insurance in Statesboro, Ga.

Jennifer Bendetti, *Georgia State*, is a corporate import specialist with the John S. James Corporation in Savannah.

Mike Mazur, *Georgia State*, is president and CEO of Association Management Service Partners, Inc. in Avondale Estates, Ga. Mike is also a Golden Council member and past Executive Director of Delta Sigma Pi.

Stephanie Sloan, *Grand Valley State*, is an assistant manager with Sam's Club-Walmart Corporation in Jackson, Miss.

Zachary Hanks, *Houston*, is a restaurant manager with The Stanley Hotel in Estes Park, Colo.

Mehlam Bhiwandiwala, *Houston*, is a staff accountant with The McNair Group in Houston.

Marc Frankson, *Howard*, is a business system analyst with Abbott Labs in Abbott Park, Ill.

Abigail Leynes, *Illinois*, is a programmer/analyst with Pepsico Business Solutions Group in Chicago.

Ardyanto Alam, *Indiana*, is a supply chain consultant with Manugistics in Rockville, Md.

Rich Garber, *Indiana*, is a global business development manager with Avery Dennison in Strongsville, Ohio and a Golden Council member.

Kristi Reinhardt, *Indiana*, is a vice president/project director with FBL Development, Inc. in Clearwater, Fla.

Michelle Mahoney, *Indiana-Purdue at Ft. Wayne*, is a manager with BKD, LLP in Fort Wayne.

Andrew McGee, *Indiana-Purdue at Indianapolis*, is a marketing associate with Indianapolis Fruit Company in Indianapolis.



Rutgers Rooter

Herman Graf, *Rutgers*, was honored at Rutgers Alumni Meritorious Service Awards, held on campus, September 13. This award honors alumni who have rendered distinguished service to *Rutgers* through faithful and continued efforts in sustaining class and other activities, very active participation in alumni or university affairs, and direct assistance in expanding the usefulness, influence, and prestige of the university. Brother Graf has been a loyal and active supporter of Rutgers for 56 years. He is a founding member of the School of Business/Management Alumni Association, a charter member of the Rutgers Club, and a member of the Scarlet R and Touchdown clubs.

Rick Rusch, *Indiana State*, is the president of Complete Programmed Accounting, Inc. in Indianapolis.

Jill Cochrane, *James Madison*, is a membership coordinator with Belmont Country Club in Ashburn, Va.

Nicole Gruenebaum, *James Madison*, is an event manager with Austin Marriott at the Capitol in Austin.

Robert Bendetti, *Kennesaw State*, is director of operational analysis with Diamond Crystal Brands in Savannah.

Sara Adams, *Lewis*, is a project accountant with Pepper Construction in Tinley Park, Ill.

Lamar Oliver, *Louisiana Tech*, was appointed as pastor of the Raymond and Elton United Methodist Churches in Wilmore, Ky after receiving the Master of Divinity degree from Ashbury Theological Seminary.

Jennifer Thomas, *Louisiana Tech*, is a CRM consultant with Teradata, a division of NCR, in Santa Monica, Calif.

James Walker, Jr., *Louisiana Tech*, is a senior manager with KPMG LLP in Dallas.

Kara Hughes, *Louisiana at Lafayette*, is an operator with Georgia Pacific in Port Hudson, La.

Douglas Dawes, *Loyola-New Orleans*, is a payroll professional with CTR Systems in Wexford, Pa.

Sara Couse, *Lynchburg*, is a marketer with PricewaterhouseCoopers in Charlotte.

Jessica Tanner, *Lynchburg*, is a sales proposal manager with M/A-COM Wireless Systems in Lynchburg, Va.

Karin Synold, *Marquette*, is a sports promotion coordinator with Fox Sports Net Southwest in Dallas.

Richard Blankenship, *Maryland*, is a tax manager with Williams Cox Weidner and Cox in Tallahassee.

James Campbell, *Maryland*, is a principal consultant with Sybase, Inc. in Bethesda, Md.

Meredith Fromnick, *Maryland*, is a senior management analyst with BearingPoint in Lorton, Va.

Alan Jung, *Maryland*, is a software engineer with InPhonic.com in Gaithersburg, Md.

Jaclyn Minervini, *Maryland*, is a marketing coordinator/inside sales with Syscom Services in Silver Spring, Md.

Kail Tseng, *Maryland*, is a general manager with Tri Star Unlimited in Alhambra, Calif.

Charles Winstead, *McNeese State*, is a controller with Southern Duo-Fast Company, Inc. in Montgomery, Ala.

Press Releases

John Van Zandt, *Memphis*, is a charter pilot with Tri-State Aero, Inc. in Evansville, Ind.

James Boyd, *Mercer*, is an office manager with Boyd Brothers Construction Company, Inc. in Leesburg, Ga.

Taliah Reid, *Mercer*, is an administrative assistant with B/D Solutions in Atlanta.

Jose Hernandez, *Miami-Florida*, is a director of development with RENEW International in Plainfield, N.J.

Adam Alber, *Miami-Ohio*, is an administrative technologist with Key Corporation in Brooklyn, Ohio.

Brent Thomas, *Miami-Ohio*, is vice president of sales with National Century Financial Enterprises in Columbus.

Daniel Zaret, *Michigan*, is a finance analyst with Visteon Corporation in Dearborn, Mich.

William Richardson, *Minnesota*, is a programmer/analyst with ACS State Health Care in Atlanta.

Robyn Albers, *Minnesota State*, is an account representative with Triadvantage in Mendota Heights, Minn.

Melissa Scheldberg, *Minnesota State*, is an analyst with Accenture in Minneapolis.

Benjamin Porter, *Missouri-Columbia*, is in human resources with Intel in Dupont, Wash.

Matthew Speight, *Missouri-Columbia*, is a claims adjuster with Columbia Insurance Group in Columbia.

Jennifer Gutmann, *Missouri-St. Louis*, is an auditor with MetLife in St. Louis.

Michele Nielsen, *Nebraska Lincoln*, is a revenue agent with the IRS in Detroit.

Andrew Ross, *Nebraska-Lincoln*, is a senior systems analyst with the Clark County school district in Las Vegas.

Patrice Ross, *Nebraska-Lincoln*, is a human resources representative with GES Exposition Services in Las Vegas.

Dallas Dlouhy, *Nebraska-Omaha*, is an auditor with the Air Force Audit Agency in Las Vegas.

Lance Pauly, *Nevada-Reno*, is a webmaster with Club Cruise in Auburn, Calif.

JonPaul Checa, *New York*, is a business analyst with Acquis Consulting Group in New York.

Boston Brother Immigrates to Israel



Sheldon Dubrowin, Roger Williams, (pictured right) after studying in Arab, Israel at the WUJS Institute (World Union of Jewish Students) for over seven months has immigrated to Israel. There he will further his studies in a yeshivah—a religious school where Jewish Law and Philosophy are taught. The texts (mostly Talmud, Mishnah and Torah) are in Hebrew and Aramaic. While a student at the WUJS Institute, Brother Dubrowin kept a journal of his trips, experiences and studies, which can be viewed on his web site at www.shelnet.org. Throughout the program, Sheldon was given the opportunity to experience Israel through an extensive curriculum including Hebrew, Ulpan, Jewish and Israel Studies, weekly seminars, and hiking trips throughout the country. Brother Dubrowin has served Delta Sigma Pi as a district director for Roger Williams and president of the Boston Alumni Chapter. To learn more about WUJS, you can visit their web site at www.wujs-arad.org.

Mark Nichols, *North Carolina-Greensboro*, is the president/CEO of Atlantic Savings Bank in Hilton Head Island, S.C.

Richard Haylor, *North Florida*, is a network operator with AOL Time Warner in Reston, Va.

Lisa Sholar, *North Texas*, is a personnel management specialist with the Department of Army in Fort Lee, Va.

Tamara DeMar, *Northeast Louisiana*, is a forest products buyer with Allied Building Stores, Inc. in Monroe, La.

John Nanni, *Northern Arizona*, is in insurance and investment services with MassMutual Financial Group in Phoenix.

Mark Cunningham, *Northern Colorado*, is in the marketing department with Hawaii National Bank in Honolulu.

Kelly Costin, *Northern Illinois*, is a mortgage analyst with Chicago Bancorp, Inc. in Chicago.

Lance Calamita, *Ohio*, is a senior consultant with Deloitte Consulting in Chicago.

Alison Rudy, *Ohio*, is an assistant general manager/winter soft-goods buyer with I.R. Rudy's Inc. in Oakland, Md.

Kimberly Sweeney, *Ohio*, is a marketing assistant with CorVel Corporation in Irvine, Calif.

Karin Comerford, *Ohio State*, is an HRIS analyst with The BISYS Group, Inc. in Columbus.

Lisa Jadwisiak, *Ohio State*, is a senior marketing coordinator with Cardinal Health in Dublin, Ohio.

Kimberly Clark Pakstys, *Ohio State*, is the director of workforce and organizational development with HCL Technologies in Vienna, Va.

Halvor Vislie, *Oklahoma*, is a structured products manager with AEP Energy Services Norway in Oslo, Norway.

Jacob Sutton, *Oklahoma State*, is a financial advisor with New England Financial in Tulsa.

David Jordan, *Pacific*, is the owner of Pacific Computer Systems in Martinez, Calif.

Aaron Mahoney, *Pacific*, is a finance/cash manager with Banfield Pet Hospital, in Portland. He serves as a 2nd Lieutenant for the 142nd Fighter Wing with the Oregon Air National Guard.

John Cummins, *Pennsylvania*, is a consultant for PWC Consulting in Erkrath, Germany.

Craig Schorr, *Pennsylvania*, is a senior associate with AlixPartners, LLC in New York.

Steven Greenstein, *Philadelphia*, is a district director with the Boy Scouts of America in Wilmington, Del.

Aaron Gross, *Pittsburgh*, is an auditor with the state of New Jersey in Trenton.

William Martin, *Pittsburgh*, is a staff auditor with Deloitte & Touche in Pittsburgh.

Jordan Howard, *Purdue*, is an account representative with Choice One Communications in Indianapolis.

John Whyman, *Purdue*, is a loan associate with LaSalle Bank in Chicago.

Brian Leavitt, *Redlands*, is a district operations manager with Lexus Division of Toyota Motor Sales in Parsippany, N.J.

Michael Michaud, *Rider*, is a web developer with CATEX, Inc. in Princeton, N.J.

Megan Riehl, *Rider*, is an auditor with KPMG in Short Hills, N.J.

Holly Fusco, *Roger Williams*, is a project manager with Capital One Services, Inc. in Tampa.

Amy Smith, *Saginaw Valley State*, is a CSA II with Bank One in Burton, Mich.

John Smith, *Saginaw Valley State*, is an office manager with Technical Edge in Flint, Mich.

William Conner, *St. Ambrose*, is a certified consultant with Accounting Services Plus in St. Charles, Mo.

Dan Bishop, *St. Thomas*, is a financial consultant with Wells Fargo Investments, LLC in New Prague, Minn.

Jessica Siemer, *San Diego*, is a field manager with Del Rey Avocado in Fallbrook, Calif.

Vanessa Lee Factor, *San Diego State*, is a retail sales consultant with Cingular Wireless in Chula Vista, Calif.

Cindy Foster, *San Diego State*, is a lead human resources generalist with Qwest Communications in Dublin, Ohio.

Ann Marie Paulose, *San Francisco*, is a deputy district attorney in San Bernardino County, Calif.

Sandra Skover, *San Francisco State*, is the president of Maxx Potential in Redwood City, Calif.

Joseph McCarthy, *Siena*, is a manager with Pricewaterhouse Coopers in New York.

Kelly McDuffie, *South Carolina*, is a software consultant with Business Solutions Source in Wesley Chapel, Fla.

Rachel Sieg, *South Dakota*, is an auditor with Deloitte & Touche in Minneapolis.

Michelle Baumeister, *South Florida*, is a supervisor with Blue Cross Blue Shield in Clinton Township, Mich.

Jeanette Long, *Southern California*, is an assistant channel manager with RSI Home Products in Anaheim, Calif.

Sherry Stewart, *Southern Mississippi*, is an assistant vice president in cash management with People's Bank in Bridgeport, Conn.

Todd Alvested, *Southwest Missouri State*, is a media planner with Swanson Russell in Lincoln, Neb.

Jason Siess, *Southwest Missouri State*, is an applications developer with Cerner Corporation in Kansas City.

John Woosley, *Southwest Missouri State*, is a financial services representative with MetLife in Springfield, Mo.

Richard "Nick" Steinkrauss, *Suffolk*, is a staff accountant with the New England Gas Association in Needham, Mass. and a Golden Council member.

Shuly Oletzky, *Tampa*, is the owner of Shuly's Gifts & Decor in Palm Beach Gardens, Fla.

Ron Hale, *Texas-Arlington*, is vice president of contracts and market-

ing for Grey Wolf Drilling in The Woodlands, Texas.

Andy Atkinson, *Texas-El Paso*, is a branch manager with El Paso Bell FCU in El Paso.

Juergen Justin Knoop, *Texas-El Paso*, retired from Bell Helicopter Textron, Inc., and now teaches Accounting at Tarrant County College in Fort Worth.

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

Carlos Sandoval, Jr., *Texas A&M-College Station*, is a credit analyst with the International Bank of Commerce in Houston.

Terry LeBlanc, Jr., *Texas A&M-Corpus Christi*, is a finance director with the city of Ingleside, Texas.

Harold Bluhm, *Texas A&M-Kingsville*, is the president of Bluhm Tool Company in Knoxville.

Lara Kolmetz, *Troy State*, is an accountant with L. Paul Kassouf & Co. in Birmingham.

Rae Gregg, *Truman State*, is a product manager with Mill's Pride - Division of Masco in West Palm Beach, Fla.

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

Richard Slattery, *Truman State*, is a senior financial analyst with Sprint in Overland Park, Kan.

Robert Gentry, *Virginia Commonwealth*, is a project manager with Retek, Inc. in Atlanta.

Jason Alley, *Virginia Tech*, is a credit manager with Wells Fargo Financial in Annapolis, Md.

Susan Abraham, *Washington-St. Louis*, is a revenue accountant with Exxon Mobil in Houston.

Andrea Rathgeber, *Wayne State-Nebaska*, is a note teller with Washington County Bank in Blair, Neb.

Lisa Vulaj, *Wayne State-Michigan*, is a career advisor/recruiter with Eckerd Youth Alternatives in Clearwater, Fla.

Stacy Tosoni, *Wayne State-Nebaska*, is an assurance associate with KPMG LLP in Omaha.

Dana Miller, *West Florida*, is an implementation specialist with Towers Perrin in Atlanta.

Jeffrey Gortney, *West Liberty State*, is a computer technician with Kent State Tuscarawas Campus in New Philadelphia, Ohio.

Matthew Smith, *West Liberty State*, is a service delivery representative with Mellon in Pittsburgh.

Diana Allen, *Western Illinois*, is a branch manager-AVP with First Midwest Bank in Galesburg, Ill.

Joe Brenner, *Western Illinois*, is an information technology specialist with the College of DuPage in Glen Ellyn, Ill.

Alissa Markert, *Western Illinois*, is a staff assistant for U.S. Senator Richard Durbin in Springfield, Ill.

Gus Allen, *Western Kentucky*, is a Kentucky CN coordinator with Lucent Technologies in Louisville.

Sara LaChance, *Western Michigan*, is a global consultant with GMAC in Detroit.

Jennifer Whiteaker, *Western Michigan*, is an owner/account manager with Marriott Vacation Club International in Orlando.

Ninette Axelson-Dean, *Winona State*, is a research technician with the Smithsonian Institution Museum of Natural History in Washington D.C.

Brad Lawler, *Winona State*, is in sales-marketing with Goodtool in Winona, Minn.

Bruce Cole, *Wisconsin-La Crosse*, is an area manager with SBC/Ameritech in Waukesha, Wis.

Amanda Day, *Wisconsin-La Crosse*, is a claims and workers compensation administrator with Isle of Capri in Marquette, Iowa.

Heather Marr, *Wisconsin-La Crosse*, is a staffing coordinator with ABR Employment Services in Madison, Wis.

Beth Keehn, *Xavier*, is a federal tax associate with Grant Thornton in Chicago.

Tamara Palenque, *Xavier*, is a public relations director with National City Christian Church in Washington, D.C.

Brian Vineyard, *Xavier*, is a management information systems specialist with The Kroger Company in Cincinnati.

A True Educator

Since 1990, Timothy Mescon, *Miami-Florida*, has served as dean of the Michael J. Coles College of Business at Kennesaw State where he holds the Tony & Jack Dinos Eminent Scholar Chair of Entrepreneurial Management. Through his leadership, the Coles College has been recognized by Success magazine and U.S. News and World Report for having one of the nation's leading entrepreneurship programs. The U.S. Association for Small Business & Entrepreneurship recently ranked Coles as the number one entrepreneurship program in the nation. Coles College also runs the nation's second largest executive MBA program, which Business Week recently ranked as third internationally in teamwork and tenth internationally in e-business.

Brother Mescon is a partner in HA&V Mescon Group, a highly successful consulting division of Habif, Arogeti & Wynne. The group helps organizations create competitive advantage by improving human, technical and organizational systems.



Send articles, letters, updates and pictures to: Communications Coordinator, Delta Sigma Pi, 330 S. Campus Avenue, Oxford, OH 45056. Phone: (513) 523-1907. Fax: (513) 523-7292. E-mail: magazine@dspnet.org. We prefer photos/negative/slides taken the old-fashioned way, but any digital submission MUST be taken at the absolute highest setting/resolution possible. 72 dpi web photos can not be used in the magazine.

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

Aimee Ferge to **Mark Hulskotter**, both *Ball State*, on October 5. They live in Indianapolis.

Kelli Smith, *Baylor*, on December 7, to **Michael McNulty**, *Louisiana State*. Both are Golden Council members with Michael currently serving as Gulf South Regional Vice President. They live in Baton Rouge.

Laura Carlson, *Cal State-Fullerton*, on April 7, to James La Borde. They live in Buena Park, Calif.

Richard Lanzner, *Cal State-Fullerton*, on September 21, to Heather Le Grand. They live in Ft. Belvoir, Va.

Lauren Kornberg, *Cal State-Long Beach*, on September 1, to **Sean McEneaney**, *San Francisco State*. They live in Hollywood.

Dawn Libbert, *Central Missouri State*, on October 5, to Matt Klinger. Dawn is the South Central Provincial Vice President. They live in Jefferson City, Mo.

Mary Smith, *Central Missouri State*, on October 19, to James Middleton. They live in Blue Springs, Mo.

Deborah Nickels, *Illinois State*, on August 9, to Chris Smith. They live in Paducah, Ky.

Micci Hedge, *Indiana State*, on July 6, to Matt French. They live in Terre Haute, Ind.

Carl Samuelson to **April Foltz**, both *Wayne State-Nebraska*, on August 24. They live in Columbus, Neb.

Brandon Trease to **Mollie Marotz**, both *Wayne State-Nebraska*, on October 5. Brandon is the 2001 Collegian of the Year. They live in Lincoln, Neb.

Barbara Anania, *Western Illinois*, on September 1, 2001, to Chris Lach. They live in Roselle, Ill.

Brad Lawler, *Winona State*, on July 20, to Brianne Steiner. They live in Rapid City, S.D.

Gains

Kyle and **Jamie Johnston Sargent**, both *George Mason*, on September 9-Rhett Johnston Sargent. They live in Fairfax, Va.

Dean, *Georgia State*, and **Heather**, *Tampa*, **Ferguson** on September 4-Ryan Christopher. They are both Golden Council members and live in Royal Palm Beach, Fla.

Jeff, *Miami-Ohio*, and **Judith**, *South Dakota*, **Briggs** on October 2-Meredith Susan. Judith is a Golden Council member. They live in Cincinnati.

Cassy Lawson, *Nebraska-Omaha*, and Eric Finch on February 24-Dylan Thomas. They live in Omaha.

Mary Gaston, *New Mexico State*, and David Merrill on April 29-Charlotte Anne. They live in Fairfax, Va.

Kimberly Reyes, *Truman State*, and Roy Rumbough on January 3-Michael Andrew. They live in Altoona, Iowa.

Ben, *Southwest Missouri State*, and **Michele**, *Truman State*, **Henke** on September 26-Lucas Martin. They live in Columbia, Mo.

Elizabeth Chiu, *Arizona State*, and Kevin Ford on September 24-Liam Alexander. They live in Englewood, Co.

Beth McClelland, *Truman State*, and Dave Whitworth on July 8-Samantha Lynn. They live in St. Louis.

Laura Cluskey Meyer, *Illinois State*, and Tod Meyer on July 31-Parker James. They live in Bloomington, Ill.

Scott Kortendick, *Wisconsin-LaCrosse*, and Jackie on October 3-Ava Jacqueline. Scott is a Golden Council member. They live in Racine, Wis.

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.

California-Riverside: **Eduardo Flores** (December 11, 2001)

Walter Henry (October 7, 2001)

Cal State-Sacramento: **Robert D Buchignani** (March 4)

Creighton: **Fredrick Glaser** (unknown)

DePaul: **Robert Burgeson** (March 10, 1992)

Florida: **George Nunez** (unknown)

Georgia State: **Terry Smith** (July 6)

Indiana: **Jon Council** (January 2, 2001)

Johns Hopkins: **Edgar Jacob** (September 21, 2001)

Memphis: **John McQuiston** (May 18)

Mississippi: **Mack Lewis** (September 4)

Nebraska-Lincoln: **Col. William John** (unknown)

Northwestern-Chicago: **Raymond Chellman** (July 9)

Steve Szekely (September 4)

Rutgers: **George Evertsberg** (May 14)

John Koribanics (unknown)

Theodore Wagner (December 5)

San Francisco: **William Laughrey** (March 8, 1999)

South Carolina: **John Sitton** (unknown)

South Dakota: **Ramon Coldwell** (May 23)

Southeastern Louisiana: **William Drums III** (September 29)

Texas-Austin: **Michael Barbee** (November 1)

Temple: **William Mattes III** (November 10)

Tulsa: **William McMahon** (unknown) ▲



Steve Szekely, *Northwestern-Chicago*, passed away September 4. He was devoted to our Fraternity since his initiation in 1954, and served it as director of the Central Region, president of the Beta Chapter House Corporation, a member of the executive committee and president of the Chicago Alumni Chapter, as well as being active in the Tucson Old Pueblo Alumni Chapter. Brother

Szekely coached and mentored many chapters and brothers through his years of service to the Fraternity. One of his most memorable contributions was his role in presenting the Fraternity with its first "official flag" at the Grand Chapter Congress in 1976 while serving on the board. He made this a personal mission upon learning no such flag existed. Since then, the flag has flown at countless Fraternity events. Past Grand President Bill Tatum, a friend for over 30 years, led the graveside service at Brother Szekely's funeral. As a note, Steve's son was initiated into the fraternity at Eastern Illinois while Steve was the Central Region Director.

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

This list includes alumni chapters franchised for the 2002-03 fiscal year as of December 12, 2002

Alabama
BIRMINGHAM
Nicole Brogden
205-620-6835
nbrogden@hotmail.com
GREATER WEST ALABAMA
Van White
205-652-1517
veeman@yahoo.com

Arizona
PHOENIX-THUNDERBIRD
Susan Rief
480-812-8846
susan.rief@ingfunds.com

California
FRESNO-CENTRAL VALLEY
Alison Wells
559-347-0373
amwells@aol.com

INLAND EMPIRE
Patti LaMarr
626-794-2366
palamarr@pacbell.net

ORANGE COUNTY
Stefen Perez
714-554-7101
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PIER 9-LONG BEACH
Anje Castro
714-840-8854
sapphire3_77@yahoo.com

SACRAMENTO VALLEY
Daniel Mayeda
916-363-6258
dgmayeda2@attbi.com

SAN DIEGO
Frank DePeralta
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SILICON VALLEY
Brian Judd
408-773-8673
bjudd@databade-marketing.com

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BATON ROUGE-RED STICK
Veronica DeLaGarza
225-751-9609
veronicalisa@yahoo.com

NEW ORLEANS-CRESCENT CITY
Sam Criscione
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rkepli01@aol.com

Wisconsin
MILWAUKEE
Chris 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? Contact the following brothers for more information on their franchising efforts!

ANCHORAGE, AK	Jeff Erwin	907-261-5981	jeff_erwin@hotmail.com
TUCSON, AZ	Charles Farrow	520-881-5097	tuschuck@aol.com
ALCATRAZ, CA	Joseph Riego	707-645-9227	dsp_alcatraz@yahoo.com
LOS ANGELES, CA	Michael Hildebrand	661-259-0070	
ROCKY MOUNTAIN, CO	Scott Brubaker		dspmx11@yahoo.com
NORTH FLORIDA, FL	Audrey Alena	904-880-2753	aijbucket@aol.com
PENSACOLA, FL	Michelle Adams	850-968-6556	itsasoccerthing@aol.com
SAVANNAH, GA	Robert Bendetti	678-354-3771	robert_bendetti@hotmail.com
DUBUQUE, IA	Tom Jaeger	563-543-1982	tom.jaeger@agedwards.com
BOWLING GREEN, KY	Amanda Hanson	270-358-0492	
ALEXANDRIA, LA	Holli Yandle	318-449-8950	holliyandle@hotmail.com
PORTLAND, ME	Patrick Cotter	207-767-6500	pcotter1@yahoo.com
DETROIT, MI	Kyra Wilson	313-527-1972	QueenKy@hotmail.com
GRAND RAPIDS, MI	Akisha Jones	616-261-2335	jonesaj@student.gosu.edu
ALBUQUERQUE, NM	Angie Cook	505-400-6882	notatwinkie@hotmail.com
LONG ISLAND, NY	Guy Dorsainville	516-564-6052	gdorsainville@hotmail.com
ASHEVILLE, NC	Alfred White	828-277-4013	avwhite@nba.com
PIEDMONT, NC	Nicholas McGalliard	336-758-3654	nmcgalliard@dot.state.nc.us
RALEIGH-DURHAM, NC	Heather Faulk	919-493-6259	heatherfaulk@matthewsyoung.com
TOLEDO, OH	Tamara Nelson	419-215-3152	tam@buckeye-express.com
PITTSBURGH, PA	Mike Gravitt	412-778-6069	mgravitt2@attbi.com
PORTLAND, OR	Andrew Harnish	503-279-1798	
PROVIDENCE, RI	Janelle Tillema	401-864-7498	janellet@itemmpd.com
COLUMBIA, SC	Buck Fulmer	803-791-5566	homebuy@bellsouth.net
SIOUX FALLS, SD	Terisa Heiman	605-362-8840	teheiman@yahoo.com
KNOXVILLE, TN	Tom Groot	865-691-2274	mstrng50l@yahoo.com
AUSTIN, TX	Ben Templeton	512-442-0715	ben.templeton@twc.state.tx.us
EL PASO, TX	Miguel Gonzalez	915-494-0364	heymicky5@hotmail.com
SAN ANGELO, TX	Leann Criswell	915-947-1354	ldh@ucc.net
SEATTLE-TACOMA, WA	Shamone Stephenson	253-858-5712	allensms@aol.com
TRI-CITIEE, TN	Shannon Marie Berry	423-467-3310	smarieb728@earthlink.net
LONDON, ENGLAND	Ashok Arora	208-423-5952	bertela@yahoo.com
JAPAN	J.D. Sparks		jdsusumi@aol.com
MEXICO CITY, MEXICO	George Bredée	52-777-311-2149	bredec@cableonline.com.mx

All alumni chapters must franchise annually by June 30 of each year. Franchised alumni chapters are entitled to certain benefits, including a vote on their Provincial Council and the Grand Chapter.

Chapters may still franchise from June 30-August 31 for full 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 more information, contact Cheryl McChesney at cherylm@dspnet.org or call (513) 523-1907 x244.

Chapter Awards . . . Showcasing Your Excellence

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

by Missy Ekern, National Scholastic Development & Awards Committee Chair

Now that CEI simply tracks the basic requirements for successful operations, some chapters are concerned about how they can get recognition for all the ways they exceed expectations. If your chapter wants recognition for hard work and outstanding operations, the Delta Sigma Pi Chapter Awards program is what you're looking for.

What Awards are Available?

The *Awards and Recognition Guide* is new and improved for the 2002-'03 academic year. In addition to the awards that have been available in the past (Outstanding Chapter, Most Improved Chapter, Outstanding Service, and Outstanding Professional Activities), there are even more opportunities for recognition including awards for financial management, alumni relations, and scholastic development. Although no longer automatically tracked by CEI, chapters can also apply for Honor Roll or Honorable Mention status. Don't forget about the many individual recognition awards also available including, Career and Lifetime Achievement, District Director and Chapter Advisor of the Year and many more.

Why Apply?

In addition to peer recognition, your chapter will realize many other benefits by applying.

Improved chapter morale and motivation. Being recognized for hard work and a job well done can greatly increase chapter morale. Winning awards also fosters an attitude of continuous improvement and may create some healthy competition among chapters in your area.



Campus recognition. Getting publicity for being an award-winning chapter will call attention to all the great things Delta Sigma Pi does on a regular basis. Not only will faculty and staff be impressed, so will prospective members.

Chronicle of the academic year. Your scrapbook tells the story of your year in pictures, but the information contained in the award application will give details of your efforts to new initiatives for years to come.

Planning for Recognition

Many chapters wait until the last minute to decide to apply for awards and then never go through with it because of the time involved. Completing award applications doesn't have to mean scrambling to compile a ton of information. Your chapter can take steps now that will make the process easier and ensure a more complete application.

www.dspnet.org

Set goals for which awards you want to win. Familiarize yourself with the criteria for those awards and make sure your operations encompass those aspects.

Appoint an Awards Chair-person. This person should coordinate the application process and ensure that appropriate records are kept throughout the year.

Creating a Competitive Application

Once your chapter has conducted quality operations and made the decision to apply, there's just one thing left to do...submit an application that convinces the selection committees that you're the most deserving in your region, province, and possibly the nation. Below are some tips from the National Scholastic Development and

Awards Committee for creating a competitive application.

- Follow all the guidelines in the *Awards and Recognition Guide*
- Be concise
- Make sure the application is well-organized and professional
- Highlight the uniqueness of your program(s)
- Explain how the program(s) impacted your chapter
- Demonstrate how your chapter helped strengthen the National Fraternity
- Proofread, proofread, proofread!

Complete details about the available awards and application guidelines can be found at www.dspnet.org/dspmarket/pdf/manuals/awards.pdf. If you want more information about how to complete an award winning application, contact Missy Ekern (mkekern@hotmail.com) or the chair of your Provincial Scholastic Development and Awards Committee. ▲

Welcome New Staffer!

Jeanna Tipton joined the Central Office staff September 9 as Director of Finance and Administration. She worked for over 20 years with the Association for Facilities Engineering, 15 of which were in the area of finance and administration, as well as computer applications. Jeanna's positions with the company included customer service representative, manager of finance and administration, network administrator and chief financial officer/acting executive director. Jeanna, an avid Cincinnati Bengals fan, and her husband have two sons, Andrew and Ronald, and live in Loveland, OH.



Jeanna Tipton

New Leader Elected...



Nick George

Nick George, *Indiana-Purdue at Ft. Wayne*, is the new Great Lakes Regional Vice President. Brother George is an information security specialist for RDSI Banking Systems in Defiance, Ohio. Most recently, Nick was district director at Indiana-Purdue at Ft. Wayne and attended the Delta Sigma Pi National Volunteer Leadership Retreat in Las Vegas last June. As a collegian, he served as president of his chapter. He lives in Fort Wayne.

Highlights from the Fraternity Board Meeting...

- (Held August 16-18, 2002 at the Central Office)
- * Collegiate initiation fee increased from \$65 to \$70 effective 1/1/03.
 - * Eliminated Special Interest Groups (SIGs).
 - * Approved two new required chapter officers-Vice President-Community Service and Vice President-Scholarship and Awards-effective 7/1/03.
 - * Significantly revamped the Awards & Recognition program to address new CEI issues and better reflect the new governance model. The online Awards and Recognition Guide is available at www.dspnet.org.
 - * Required each chapter to annually submit their bylaws and a census to the Central Office.

Opportunity for 2003 Graduates! See the USA!

Are you graduating this year? Do you have leadership experience in your chapter? The Educational and Leadership Consultant position may be for you. This full-time paid position at the Central Office in Oxford, Ohio consists of visiting and consulting with collegiate chapters in all areas of chapter operations.

Requirements include a B.S. degree in a related business field, membership and good standing in Delta Sigma Pi, some knowledge of Delta Sigma Pi chapter operations, and public speaking ability. To apply, send a cover letter, resume, and current transcript to Dale Clark, Director of Chapter and Expansion Services, 330 South Campus Avenue, Oxford, OH 45056 or email dale@dspnet.org. Applications must be received by March 31, 2003.

Calendar of Events:

2003

- JANUARY 31-FEBRUARY 2
Board of Directors meeting—*Oxford, Ohio*
- FEBRUARY 7-9
Northeastern LEAD Provincial Conference—*Philadelphia*
- FEBRUARY 14
Submissions for spring '03 issue of *The DELTASIG* due
- FEBRUARY 14-16
South Central LEAD Provincial Conference—*St. Louis*
- FEBRUARY 21-23
Southeastern LEAD Provincial Conference—*Atlanta*
- FEBRUARY 23
Leadership Foundation Board of Trustees meeting—*Atlanta Hilton Northeast*
- MARCH 7-9
Western LEAD Provincial Conference—*San Diego*
North Central LEAD Provincial Conference—*Minneapolis*
- APRIL 25
National Alumni Day
- MAY 6-12
LeaderShape® Institute—*Oxford, Ohio*
- AUGUST 13-17
44th Grand Chapter Congress—*Marriott Rancho Las Palmas Resort—Palm Springs*
- OCTOBER 25
Des Moines LEAD School
Baltimore LEAD School
- NOVEMBER 1
Oklahoma City LEAD School
- NOVEMBER 7
Founders' Day
- NOVEMBER 8
Nashville LEAD School

**Best wishes from
your National
Leadership Team
for a safe and
happy new year!**

Discover Hollywood's Playground at the 44th

Full Registration Details

(Covers all events, including: two lunches; Friday "Palm Springs" Party; Saturday Banquet; Golden Knights initiation and pin; and round trip bus transfer - Ontario Airport to resort)

If received by 3/1/03:

Fraternity Members: \$215, Spouse or guest: \$160, District Director or Faculty: \$185

If received by 7/1/03:

Fraternity Members: \$245, Spouse or guest: \$175, District Director or Faculty: \$200

If received by 8/1/03:

Fraternity Members: \$275, Spouse or guest: \$195, District Director or Faculty: \$225

After 8/1/03:

Fraternity Members: \$295, Spouse or guest: \$215, District Director or Faculty: \$250

Remember...all delegates and alternates must pay FULL registration!

Visit www.dspnet.org

for additional information, a list of single/weekend events or to register on-line.

Congress registration rates increase over time—register early!

Hotel Details

Marriott Rancho Las Palmas Resort & Spa

(800) 458-8786 or
760-568-2727

Outstanding rate of
\$82/night (+tax) - single
to quad occupancy

www.rancholaspalmas.com

Imagine experiencing the excitement of Grand Chapter Congress in a grand setting—the Palm Springs desert. Nestled against the Santa Rosa Mountains of Southern California, towering palms and green hills bask in the glow of the sun.

Palm Springs is located in Coachella Valley, a desert area home to dozens of natural and man-made attractions and activities including Joshua Tree National Monument, the Agua Caliente Indian Canyons, breathtaking balloon rides, championship golf courses, and the world-famous Palm Springs Aerial Tram.

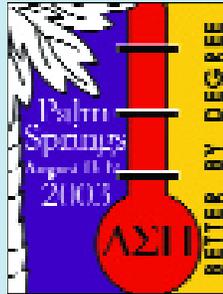
Hollywood's brightest stars discovered Palm Springs in the 1920s and 1930s. Soon, visiting royalty, politicians, and other dignitaries followed. It was the perfect hideaway for celebrities. After World War II, this internationally known resort destination became one of America's most popular playgrounds. Motion picture stars such as Frank Sinatra and Cary Grant were its famous residents (and their homes still exist in the Palm Springs area).

Now Deltasig brothers from across the country can also experience the beautiful desert setting of Palm Springs at the 44th Grand Chapter Congress, held at Marriott's Rancho Las Palmas Resort and Spa, August 13–17, 2003. Hotel rates are only \$82 per night and registration is only \$215 if received by March 1. Spouse registration is only \$160.

Congress offers brothers a mix of educational, professional and social activities. Here is a tentative schedule of what to expect during the five-day event:

Tuesday, August 12 (suggested arrival date):

Free shuttles from Ontario Airport to Rancho Las Palmas for full registrants (see web site or contact Central Office for hours of operation); Fraternity Board Meeting 9 A.M.; Registration and Credentials 10 A.M.; Grand Officer's Meeting 4 P.M.



Wednesday, August 13:

Opening Keynote 10 A.M.; Leadership/Educational Sessions; Chapter-Career-Corporate Networking Marketplace; 2002 COY Address; Delegate Orientation 5 P.M. (required for delegates and alternates); Grand President's Reception and D.J. Dance 9 P.M.; Golden Knights Ceremony 10:30 P.M. (Full registration includes initiation and pin!)

Thursday, August 14:

Honorary Initiation and Keynote 8:30 A.M.; Opening Business Session 10:30 A.M.; Grand President Report; Vice President - Organizational Development and Vice President-Finance Reports; Nominations; Legislation; Alumni Recognition Lunch; Business; Provincial Awards

Friday, August 15:

Business; Top Officer Caucuses; Provincial Caucuses; National Awards Lunch; Special History Session by Past Grand President Mike Mallonee 2:00 P.M.; Regional Caucuses; Palm Springs Party 6:00 P.M. (Shuttle buses loop around Palm Springs area attractions, including casinos, restaurants, clubs, etc.)

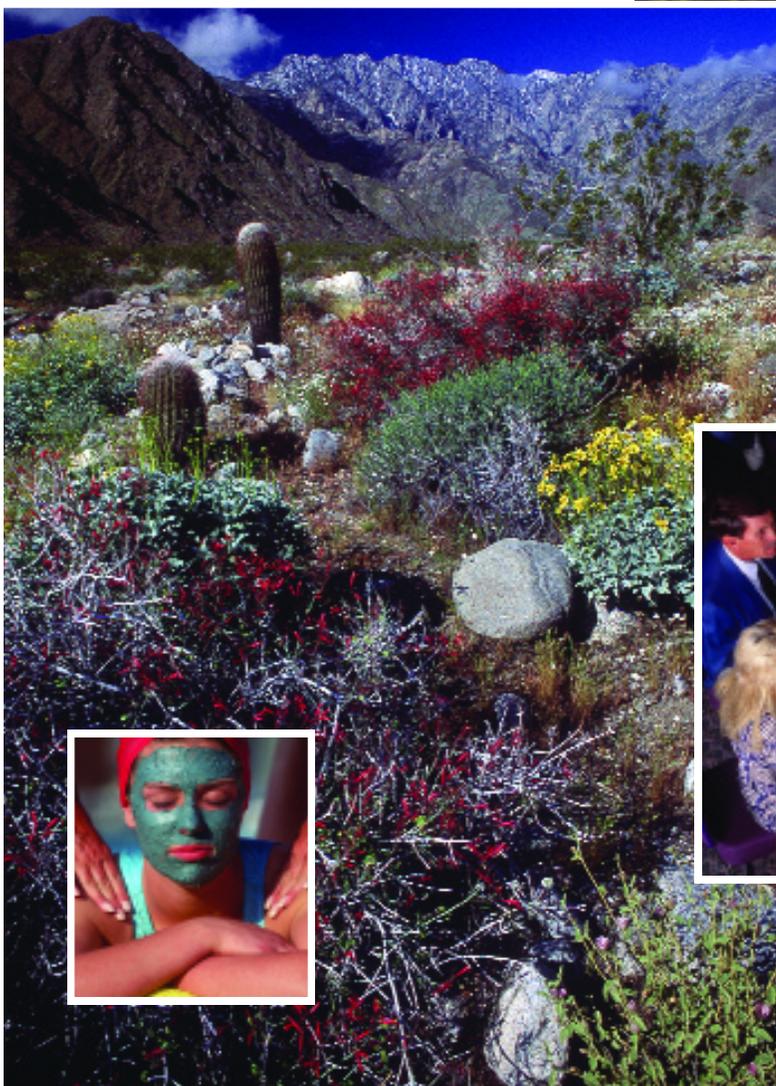
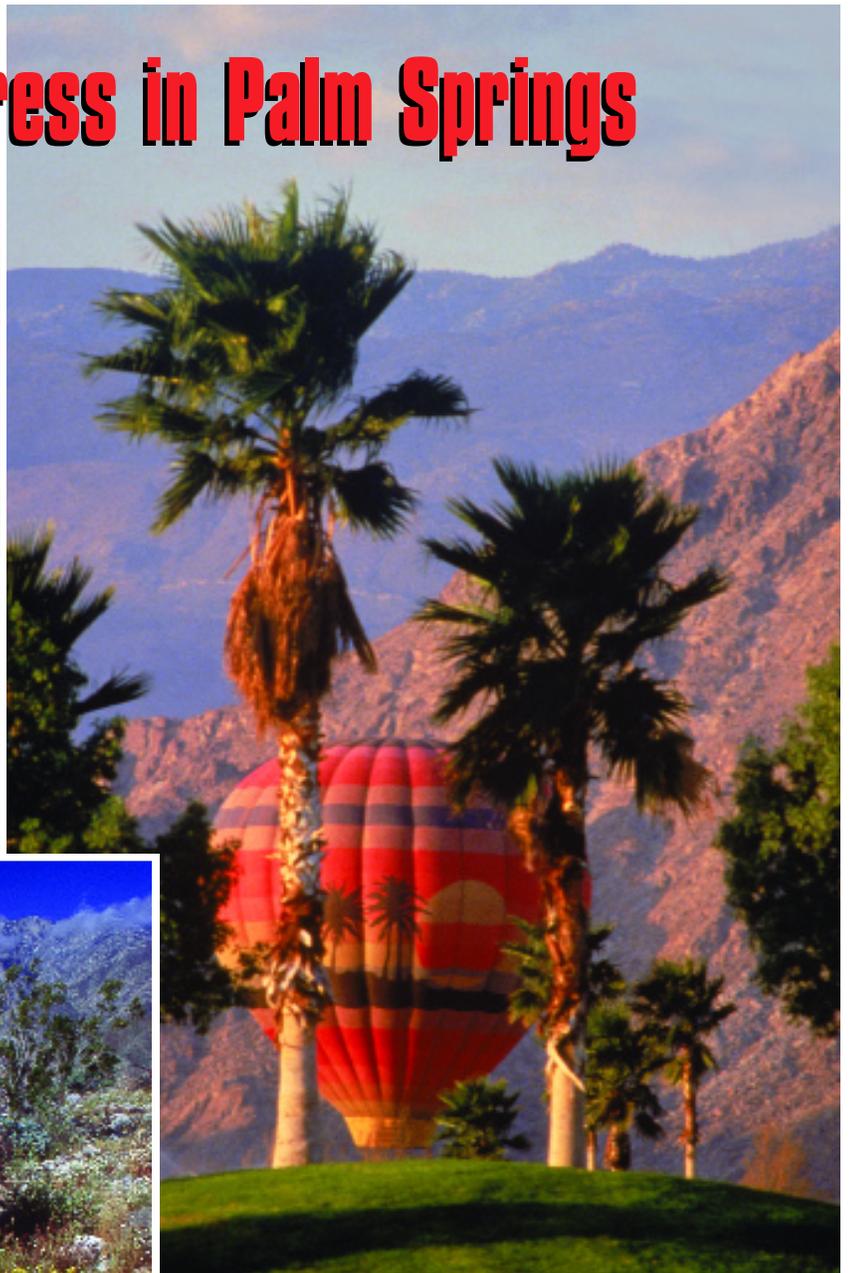
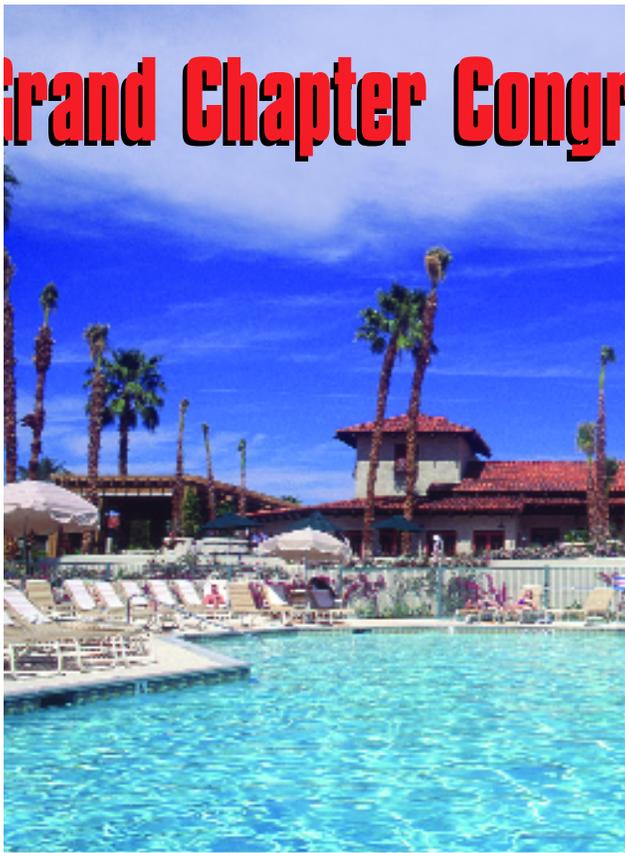
Saturday, August 16:

Business-Elections, Resolutions; Provincial Informational Gatherings; Leadership Foundation Auction and Reception; 44th Grand Chapter Congress Banquet/Dance/Special Presentations!

However, Congress isn't all work and no play. For a comprehensive list of things to do during your free time, visit Congress host Inland Empire Alumni Chapter's web site at <http://www.dspie.org/ieac/gcc2003.asp>. Other informative sites are the Palm Springs Desert Resorts Convention and Visitors Authority at www.palmspringsusa.com and Marriott's Rancho Las Palmas Resort and Spa at www.spalaspalmas.com.

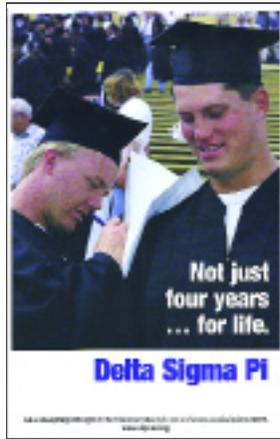
So be "Better By Degree" and join your brothers for the 44th Grand Chapter Congress to experience everything Palm Springs and Congress have to offer. Visit www.dspnet.org for more details or to register.

Grand Chapter Congress in Palm Springs

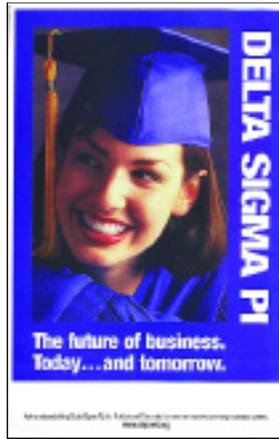




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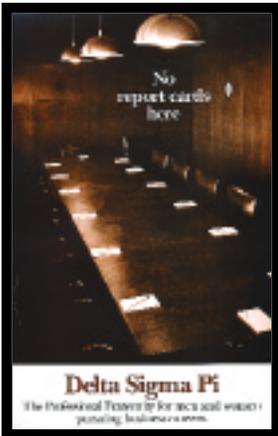
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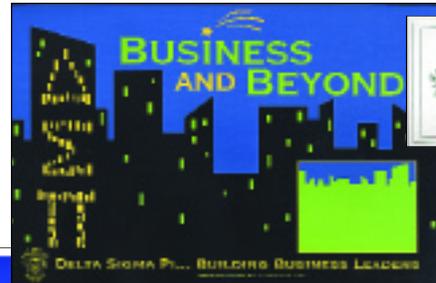
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11-16



11-18



11-12

11-15



11-20



11-17

Recruiting Materials

- | | | |
|-------|---|------|
| 11-00 | "Experience of a Lifetime" Collegiate Brochure
<i>Package of 20. Full color 5.5" x 10" folded.</i> | \$12 |
| 11-12 | "Deltasig Facts" Brochure
<i>Package of 50. Green on gray 3.75" x 8.5" folded.</i> | \$10 |
| 11-13 | "Mix Business with Pleasure" Brochure
<i>Package of 50. Full color 3.75" x 8.5" folded.</i> | \$12 |
| 11-41 | Nametags: 2-color Laser-Adhesive with Coat of Arms and ΔΣΠ
<i>Package of 20. Full color 5.5" x 10" folded.</i> | \$10 |

Recruiting Posters

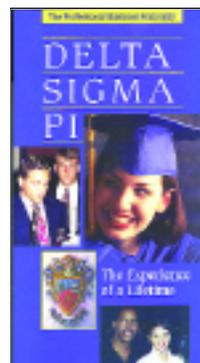
Posters are 11" x 17", each \$.60.

Not shown: "Lead the Pack" (11-36) and "Mountain Climber" (11-37)

To Order: Contact the Central Office (orders@dspnet.org or 513-523-1907) or use the online Marketplace at www.dspnet.org.



11-13



11-00



11-41



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330 South Campus Avenue
Oxford, OH 45056-0230
(513) 523-1907
www.dspnet.org

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