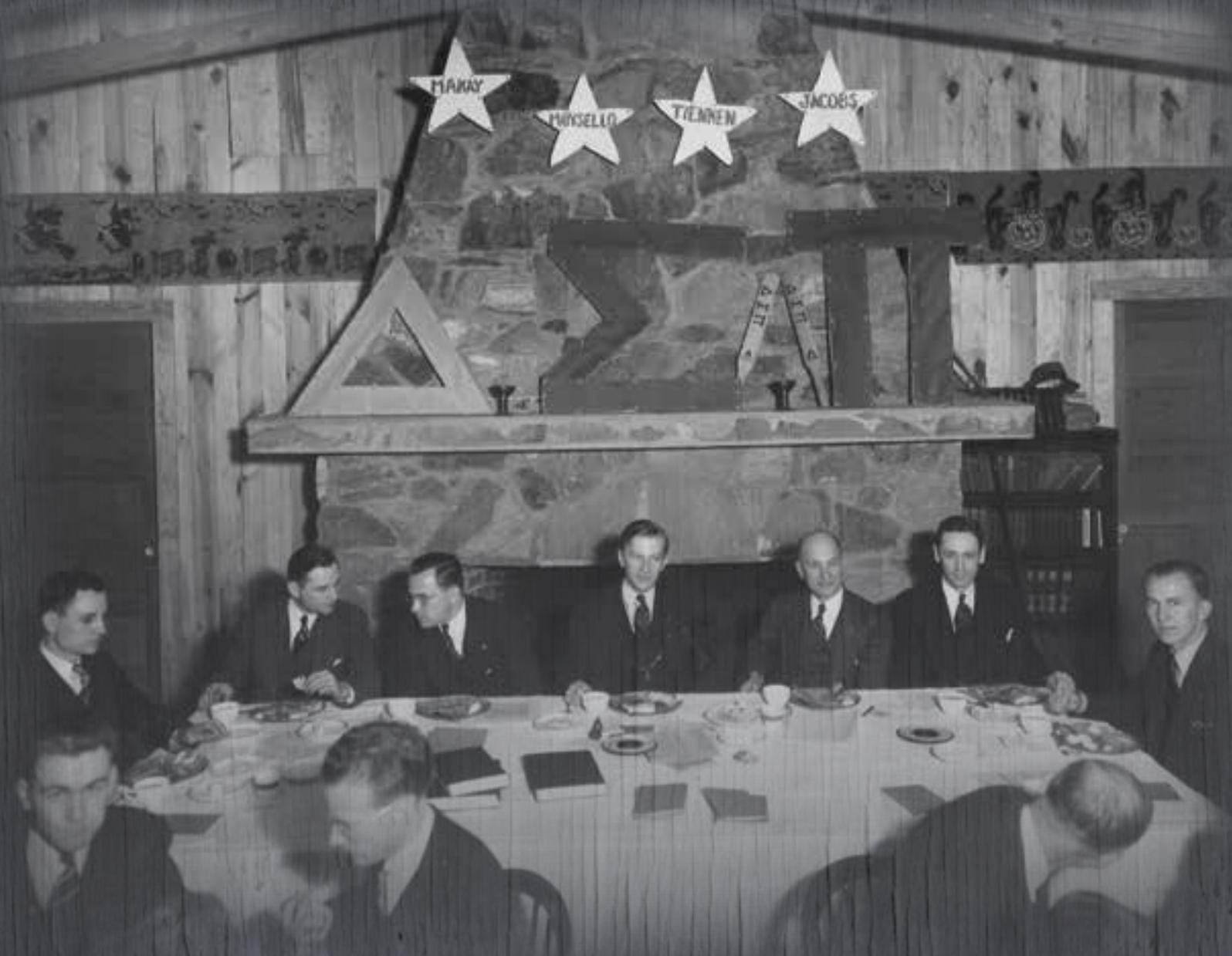


THE

# DELTA SIG

JULY 2013

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



## THE DELTASIG LODGE

WHERE BROTHERS BUILT MORE THAN MEMORIES.

**Editor**

Bill Schilling

**Associate Executive Director/Executive Vice President of Leadership Foundation**

Shanda Gray

**Director of Member Services**

Heather Troyer

**Communications Coordinator**

Anne Strychalski

**Art Director**

Shelly Bell

**Contributors**

Tim Augustine	Mike Mazur
Richie Brandt	Kellsey Miller
Mark Chiacchiarri	Kyle Rinderle
Fraternal Composite Service	Cody Silva
Timothy Guidry	Mitch Simmons
Sally Krusing	Erin Winfrey Stark
	Cory Stopka



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**Send address changes, articles, letters and photographs to:**

Communications Coordinator  
 Delta Sigma Pi  
 330 South Campus Avenue  
 Oxford, OH 45056  
 (513) 523-1907  
 FAX (513) 523-7292  
[magazine@dspnet.org](mailto:magazine@dspnet.org)

**On the Cover:**

Kappa Chapter leaders celebrated our founding, today we celebrate their legacy...more details on page 8.

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# Deltasig By the Numbers

**W**ith the 49<sup>th</sup> Grand Chapter Congress in Seattle, I will officially complete two terms as Grand President. With that, I will hand over the helm of the ship of progress to another brother. As I write this final *Fraternal Forum* as Grand President, I find myself thinking about the various milestones that we've achieved and are on the verge of achieving. Milestones are very effective in motivating us to achieve goals, often quicker than originally planned. When achieved, they often serve as the basis of much pride and, occasionally, give us cause to celebrate. Indeed, this era of Delta Sigma Pi will be one of many milestones.

I still vividly recall Delta Sigma Pi's centennial celebration in 2007. To have achieved 100 years of brotherhood is a great tribute to the many brothers who have gone before us, starting, first and foremost, with our four Founders. The war years challenged our existence as most of our own fought valiantly in both World Wars; pulling them from active involvement in Delta Sigma Pi.

In the early 2000s, Delta Sigma Pi's Board of Directors adopted a plan of "207 by 2007." This was a growth plan where we hoped to have 207 active collegiate chapters by 2007. While the startup of new chapters was sufficient to make that plan; the unfortunate closure of others caused us to fall short of that goal. I am pleased to report that, as of the writing of this *Fraternal Forum*, we now have 209 active collegiate chapters with many other colonies aiming for installation as chapters soon. For the record, 281 chapters have been chartered to date. We would very much like to get back to being active on those campuses. Perhaps you might be able to assist us to get back on those campuses or to charter on a new campus. Our Central Office staff can guide you if you choose to do so.

Over the past four years, a number of factors seemingly should have threatened the rate of success of any organization, including Delta Sigma Pi. A struggling economy challenged the disposable income anybody had to support our Leadership Foundation. For many collegiate members and parents, it made involvement in the Fraternity a financial sacrifice. Rising tuition costs have only added insult to injury. Despite that, we continue to break through previously set membership records for active collegiate members. Alumni involvement is also near the all-time high of number of active alumni chapters. This demonstrates the value of Delta Sigma Pi, not only in the way that we develop future business leaders, but it also underscores the value of our extensive worldwide alumni network. Our prospective members see that in us. It is clear that deans of business schools recognize that fact when you look at the increased success we've had in growing our chapter roll. And we have managed to endow several new scholarships through the Foundation.



Past Grand President Mitch Simmons (left) passes the gavel to Grand President Mark Chiacchiari in 2009.

Photo by Chuck Fazio, Chuck Fazio Photography.

This fall we will initiate our 250,000<sup>th</sup> member. That will give us more cause to celebrate at the 50<sup>th</sup> Grand Chapter Congress in two years!

All of this would not be possible without the help and support of Delta Sigma Pi's members, especially our volunteers and donors. People like you! In these times, most, if not all, of us are finding our time more challenged by our professional commitments. When coupled with personal commitments, there is often very little time left for active involvement in Delta Sigma Pi. If you are reading this, you likely are somebody that has remained active in the Fraternity. Regardless of how big or small your involvement in Delta Sigma Pi is, you have made a difference. Thank you!

Despite reaching these milestones, we aim our sights to the next set. More chapters, more brothers, more scholarships. For me, having been a part of this success--a success that ultimately provides great memories, lifelong friendships, and professional development and success to our hundreds of thousands of members--is a great award. In fact, the memories, friendships and professional success I can personally attribute to Delta Sigma Pi are priceless. I look forward to the next chapter in my Delta Sigma Pi experience; I look forward to continuing to help and serve the Fraternity.

Yours in service,

Mark A. Chiacchiari  
Grand President 2009-2013

**"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 contributing a column. Final determination of content rests with the editorial staff.**

# COLLEGIANS

## Congratulations to the 2013 Collegians of the Year!

Since 1971, chapters have annually elected a collegiate member who demonstrates what it truly means to be a Deltasig to be their chapter's Collegian of the Year (COY). This member exemplifies the values inherent in Ritual and perpetuates the ideals as set forth in the Purpose of the Fraternity. This award was originally established at the 28<sup>th</sup> Grand Chapter Congress in Pocono Manor, Penn. and at that time the Board amended the Constitution and Bylaws to allow the two most recent National winners to serve on the Board. This year 196 chapter COYs were nominated--an all-time record.

The following criteria, in order of importance, are taken into consideration in selecting chapter candidates, regional and provincial winners, and finally the National Collegian of the Year: Fraternity involvement; attendance at inter-chapter Fraternity events including but not limited to Grand Chapter Congress, LEAD Schools and LEAD Provincial Conferences, regional initiations, chapter installations, etc.; essay outlining goals if selected as National Collegian of the Year; degree of leadership exhibited in Delta Sigma Pi; university/community involvement and leadership; scholastic aptitude/GPA; additional essays required by the application and letters of recommendation. Other criteria considered include, in no particular order: ability to represent the Fraternity on the National Board of Directors, leadership ability, dependability, responsibility, honesty, integrity and sincerity, moral character, personality and professional attitude.

Regional winners are chosen by a committee appointed by the Regional Vice President. One provincial winner is selected by each Provincial Scholastic Development and Awards Committee. The National Scholastic Development and Awards Committee selects the national winner from among them. With the additional chapter winners, committee members certainly had a more difficult time selecting the National COY from all the deserving applicants.

The Leadership Foundation awards more than 30 scholarships totaling in excess of \$18,000 annually to these members. In 1981,

Sidney "Sparky" and Ruth "Buttercup" Sparks endowed the National COY Scholarship with an \$11,000 donation. Throughout the years the scholarship grew through a re-endowment, a generous Living Legacy gift made by Sparky and more support from Buttercup. Today this fund supports the COY program at the provincial and national level. The regional level is funded through the Mr. and Mrs. Sidney A. Sparks Fund and the Clyde Kitchens/Thoben Elrod Fund, a fund set up through the sale of Georgia State's Kappa Chapter Lodge (see page 8 for more on this). ▲

### NATIONAL



Richard "Richie" M. Brandt, *Tampa*, Southern Province

### PROVINCIAL



NORTHEASTERN  
Joshua H. Panwala  
*George Mason*



WESTERN  
Derek Wong  
*California-Irvine*



NORTH CENTRAL  
Andrew J. Quinlan  
*Lewis*



SOUTH CENTRAL  
Heather C. Storm  
*Truman State*

### REGIONAL

**Atlantic Coast** – Danna Lauricin, *Florida State*

**Bay Area** – Brendan Patel, *California-Santa Cruz*

**Capital** – Joshua Panwala, *George Mason*

**Central** – Travis Chaon, *Illinois State*

**Central Gulf** – Dorian Zwierewicz, *West Florida*

**Desert Mountain** – Catherine Leslie, *Arizona*

**East Central** – Luke Scott, *Ohio State*

**Eastern** – Christine Mercner, *Delaware*

**Empire** – Kelly Schlegel, *Pace-Westchester*

**Gateway** – Heather Storm, *Truman State*

**Great Lakes** – Andrew Quinlan, *Lewis*

**Great Plains** – Elise Pelto, *Nebraska-Omaha*

**Gulf South** – Kristi-Marie Weston, *Loyola-New Orleans*

**Gulf Western** – Aaron Retersdorf, *Trinity-San Antonio*

**Huron** – Mitchell Grewer, *Grand Valley State*

**Mid-Atlantic** – David Kraemer, *Longwood*

**Mid-South** – Hanna Demirjian, *Western Kentucky*

**Midwestern** – Jody Pope, *Missouri-Kansas City*

**New England** – Claire Schectman, *Bentley*

**Niagara** – Spencer Crawford, *Rochester Tech*

**North Central** – Jordan Serbus, *St. Cloud State*

**Northwestern** – Anastasia Weeks, *Washington State*

**Pacific Coast** – Derek Wong, *California-Irvine*

**Rocky Mountain** – Alyssa Chen, *Denver*

**Sierra Nevada** – Julie Saeteurn, *Cal State-Sacramento*

**South Atlantic** – Richard Brandt, *Tampa*

**South Pacific** – Alan Lai, *Pepperdine*

**Southeastern** – Kyle Ritter, *South Carolina*

# OF THE YEAR

**Southwestern** – Sara Maxfield, *North Texas*  
**Steel Valley** – Aaron Morelli, *Penn State-Erie*  
**Tornado Alley** – Claire Davis, *Texas Tech*

## CHAPTER

**Adelphi** – Kerri Shannon  
**Akron** – Casie Varacelli  
**Alabama** – Antonia McManus  
**Albany** – Colin Gerner  
**Albion** – Kendall Maddox  
**Angelo State** – Jessica Moreno  
**Arizona** – Catherine Leslie  
**Arizona State** – Branden Lau  
**Auburn** – Jeff Guilbeau  
**Ball State** – Jessica Poeppelman  
**Baylor** – Cody Orr  
**Bellarmine** – Madison Whitehouse  
**Bentley** – Claire Schectman  
**Binghamton** – Alexis Stuts  
**Boston U.** – Vishaal Reddy  
**Bowling Green State** – Travis Lohse  
**Bryant** – Ravi Pandey  
**Buffalo** – Kevin Mooney  
**Cal Poly-San Luis Obispo** – Amanda Nelson  
**Cal State-Chico** – Christopher Purkis  
**Cal State-East Bay** – Ezekiel Yan  
**Cal State-Fresno** – Pablo Carrillo  
**Cal State-Fullerton** – Kelly Abrams  
**Cal State-Long Beach** – Ai Mong  
**Cal State-Northridge** – Cynthia Pakro  
**Cal State-Sacramento** – Julie Saeteurn  
**California-Berkeley** – Elizabeth Cheng  
**California-Davis** – Vivian Ngo  
**California-Irvine** – Derek Wong  
**California-Los Angeles** – Crystal Tai

**California-Riverside** – Eric Ortega  
**California-San Diego** – Natalie Wong  
**California-Santa Barbara** – Sally Lu  
**California-Santa Cruz** – Brendan Patel  
**Central Florida** – David Barascout  
**Central Missouri** – Adrienne Pettet  
**Christian Brothers** – Elizabeth McLean  
**Cincinnati** – Adrienne Spuzzillo  
**Clemson** – Paul Hargrave  
**Colorado State** – Jason Clark  
**Colorado-Boulder** – Connor Pennington  
**Colorado-Colorado Springs** – Chen Zhao  
**Concordia** – Katelyn Kloos  
**Connecticut** – MacKenzie Ray  
**Cornell** – Jessica Cheng  
**CUNY-Baruch** – Christopher Ahn  
**Dayton** – Katie Ma  
**Delaware** – Christine Mercner  
**Denver** – Alyssa Chen  
**DePaul** – Samuel Sider  
**Drake** – Yoobin Choi  
**Duquesne** – Robert Gillespie  
**Eastern Illinois** – Jesse Green  
**Evansville** – Amanda Weisman  
**Ferris State** – Bararkas Keyes  
**Florida** – Lourdes Campo  
**Florida Atlantic** – Tyler Madden  
**Florida International** – Erik Lluy  
**Florida Southern** – Caitlin Raynor  
**Florida State** – Danna Lauricin  
**Francis Marion** – Shaniqua Williams  
**Frostburg State** – Tayler Barrett  
**George Mason** – Joshua Panwala  
**George Washington** – Siddhi Salvi

(continued on page 6)

## A Grateful Heart Calls to Serve

Two years goes by way too fast, but the memories and friendships that I have made with brothers all over the world during my term as the 2011 National Collegian of the Year will stay with me forever. I am so grateful that I had this special opportunity to serve the Fraternity and my fellow brothers. Whether it was advocating the collegiate perspective, voting on National Fraternity policy, presenting at a LEAD event or promoting Fraternity events and opportunities, I found the responsibilities of this office to always be inspiring, rewarding and fulfilling.

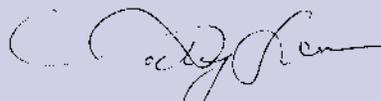


Delta Sigma Pi truly is a lifetime experience, rare in its ability to continuously add value to our lives as long as we remain committed to serving. This community abounds with endless possibilities and opportunities that are made possible by the fellowship, service and leadership of thousands of outstanding brothers, collegiate and alumni, all over the world. I can say without any reservation that Delta Sigma Pi has positively shaped me as a leader, as a professional and as a citizen, and for that I will forever be grateful and will forever pledge my service to the Fraternity and to the promotion of community welfare and progress in its name.

To the many extraordinary brothers whom I have had the pleasure to meet with and learn from throughout my travels as COY, I just want to say “thank you.” Thank you for being the strong and inspiring examples of what it means to be a great leader in our modern, ever-changing world. I want to use this last letter to you as an opportunity to call upon each and every one of us to recommit ourselves to lifelong service to the Fraternity, always looking for ways that we can use our unique gifts and passions to build an ever stronger, ever-growing and ever-prosperous brotherhood.

I’m excited to see what the future holds in store for me, for you and for the International Fraternity of Delta Sigma Pi! I wish you all the very best in your future endeavors and look forward to continuing to serve alongside you.

Fraternally,



Cody Silva, *Loyola-Marymount*  
2011 National Collegian of the Year  
[codysilva89@gmail.com](mailto:codysilva89@gmail.com)

(continued from page 5)

### Georgia –

Sharanya Vijaykumar  
**Georgia College and State** –  
Allyn Harris  
**Georgia Southern** –  
Cree Belcher  
**Georgia State** –  
Ashley Washington  
**Grand Valley State** –  
Mitchell Grewer  
**Hawaii-Hilo** – Gaylen Kalipi  
**Hawaii-Manoa** –  
Kira Kawakami  
**Houston** – E. Jacob Nunez  
**Howard** – Imani Bland  
**Illinois State** – Travis Chaon  
**Illinois-Urbana** –  
Ryan Kernats  
**Indiana** – Stephanie Oates  
**Indiana State** –  
Lauren Morgan  
**Indiana-Purdue at Ft. Wayne** –  
Amanda Necessary  
**Indiana-Purdue at  
Indianapolis** –  
Lydia Honeycutt

**Iowa** – Kaileigh Ceurvorst  
**Iowa State** – Caitlyn Stamer  
**James Madison** –  
Jeanine Hansberry  
**Johns Hopkins** –  
Amanat Sidhu  
**Kansas** – Apryl Tillman  
**Kennesaw State** –  
Joshua Reneau  
**Kent State** – Stephen Parish  
**Lewis** – Andrew Quinlan  
**Longwood** – David Kraemer  
**Louisiana State** –  
Aaron Ragusa  
**Louisiana-Lafayette** –  
Roman Guillory  
**Loyola Marymount** –  
Brian Takao  
**Loyola-Chicago** –  
Hristina Mincheva  
**Loyola-New Orleans** –  
Kristi-Marie Weston  
**Lynchburg** – Patrick Cobb  
**Marquette** – Thomas Lenoir  
**Massachusetts-Amherst** –  
Alexander Lamphier  
**Massachusetts-Boston** –  
Brett Mahoney

## What is a COY's reward for their commitment to Delta Sigma Pi?

### Regional winners receive:

- A pearl and ruby badge.
- A cash award from the Delta Sigma Pi Leadership Foundation made possible by Mr. and Mrs. Sidney A. Sparks Scholarship and Clyde Kitchens/Thoben Elrod funds.
- Recognition at a spring LEAD Provincial Conference and in *The DELTASIG* magazine.
- A certificate in recognition of their accomplishments.

### The provincial winner will also receive:

- A certificate in recognition of their accomplishments.
- A \$500 scholarship, made possible by Mr. and Mrs. Sidney A. Sparks, for graduate school studies that occur within five years from award date.

### The national winner will also:

- Serve as a voting member of Delta Sigma Pi's Board of Directors for a two-year term.
- Be eligible for a \$5,000 scholarship from the Delta Sigma Pi Leadership Foundation made possible by Mr. and Mrs. Sidney A. Sparks.
- Be awarded a plaque from the Fraternity recognizing their success. ▲

## Will You Be One of Next Year's COYs?

Each chapter may nominate one collegiate member for the Collegian of the Year award annually. A chapter member other than the nominee must complete the nomination form through the Hub no later than October 15. The nominee must complete an online application (for higher levels of recognition) no later than November 15.

For complete guidelines, review the Awards and Recognition Guide at [dspnet.org/awards](http://dspnet.org/awards).

**McNeese State** – Cathy Martin  
**Mercer** – Brittany Robinson  
**Miami-Florida** –  
Shannon Nurse  
**Miami-Ohio** – Brian Belica  
**Michigan** – Jake Atkinson  
**Michigan State** –  
Christina Marone  
**Midwestern State** –  
Joshua Robinson  
**Minnesota** – Andrew Fuller  
**Minnesota State** –  
Jeffrey Nestrud  
**Missouri State** – Lauren Miller  
**Missouri-Columbia** –  
Hannah Bauer  
**Missouri-Kansas City** –  
Jody Pope  
**Missouri-St. Louis** –  
Stacy Bueneman  
**Nebraska-Lincoln** –  
Kyle Schnack  
**Nebraska-Omaha** –  
Elise Pelto  
**Nevada-Reno** –  
Cody Heimerdinger  
**New Jersey** – Katherine Lipman  
**New Mexico** – Dowan Kim  
**New Mexico State** –  
Tyrus Sanders  
**New York** – Vijay Sumal  
**North Carolina-Chapel Hill** –  
Kirstie Castaneira  
**North Carolina-Greensboro** –  
Lindsay Fox  
**North Florida** – Kyle Herrick  
**North Texas** – Sara Maxfield  
**Northern Arizona** –  
Sundeep Nadendla  
**Northern Colorado** –  
Lara Betthausen  
**Northern Illinois** –  
Benjamin Clark  
**Northwestern-Evanston** –  
Richard Wozniak  
**Ohio** – Carole Ivan

**Ohio Dominican** –  
Jessi Spencer  
**Ohio State** – Luke Scott  
**Oklahoma** – Halleluiah Morris  
**Oklahoma State** –  
Chelsie Meyer  
**Pace** – Kelly Schlegel  
**Pacific** – Andrew Mendoza  
**Penn State-Erie** –  
Aaron Morelli  
**Penn State-State College** –  
Jason Reale  
**Pennsylvania** –  
Mariano Parro  
**Pepperdine** – Alan Lai  
**Philadelphia** –  
Julianne Allman  
**Pittsburgh** – Corinne Kelly  
**Purdue** – Solwoo Kim  
**Radford** – Duryea Leftwich  
**Redlands** –  
Katarzyna Gawecki  
**Rider** – Emily Weston  
**Rochester Tech** –  
Spencer Crawford  
**Rockhurst** –  
Katelyn Menolascino  
**Rutgers-New Brunswick** –  
Kyle Wysoczynski  
**Saginaw Valley State** –  
Colin Ohl  
**Saint Louis** –  
Stephen Spring  
**San Diego** – Kalor Lewis  
**San Diego State** –  
Brittany Swanson  
**San Francisco** – Jack Ngo  
**San Francisco State** –  
Elizabeth Tossany  
**San Jose State** –  
Ivana Guzman  
**Santa Clara** –  
Alexander Quek  
**Shepherd** – Anna Wilt  
**Siena** – Christine Smith  
**South Carolina** – Kyle Ritter

**South Dakota** – Kristen Schwasinger  
**South Florida-Tampa** – Amanda Tappan  
**Southern California** – June Kang  
**Southern Methodist** – William Snyder  
**Southern Mississippi** – William Hinton  
**St. Cloud State** – Jordan Serbus  
**St. Edward's** – Robert Burns  
**St. Joseph's** – Jennifer Hosler  
**St. Mary's** – Brian Garcia  
**St. Peter's** – Charmaine Gomez  
**St. Thomas** – Kathryn Olson  
**Syracuse** – Emily Deshaies  
**Tampa** – Richard Brandt  
**Texas A&M-College Station** – Regan Dittmar  
**Texas A&M-Corpus Christi** – Vasha Bhatari  
**Texas A&M-Kingsville** – Paul Camarillo  
**Texas Christian** – Chloé Johnson  
**Texas Tech** – Claire Davis  
**Texas-Arlington** – Faith Oviedo  
**Texas-Austin** – Connor Doyle  
**Texas-El Paso** – Paola Silva-Perez  
**Texas-San Antonio** – Edward Abrigo  
**Trinity-San Antonio** – Aaron Retersdorf  
**Troy** – Kathryn Glover  
**Truman State** – Heather Storm  
**Valparaiso** – Jenny Sommers  
**Virginia Tech** – Caroline Byrd  
**Washington State** – Anastasia Weeks  
**Washington-St. Louis** – Katherine Bush  
**Wayne State-Michigan** – Robert Wood  
**Wayne State-Nebraska** – Cassie Albus  
**West Alabama** – Wesley Bolling  
**West Florida** – Dorian Zwierewicz  
**Western Illinois** – Danielle Balbach  
**Western Kentucky** – Hanna Demirjian  
**Western Michigan** – Giovanni Roberto  
**Winona State** – Jacob Lewy  
**Wisconsin-LaCrosse** – Alan Smith  
**Wisconsin-Madison** – Courtney Switon  
**Wisconsin-Milwaukee** – Arrington Stoll ▲

## Delta Sigma Pi:

### *My Past, Present and Future*

It's so surreal and humbling to be writing this letter as the 2013 National Collegian of the Year. I never would have guessed that when I was taking my first quiz as a pledge (learning the names of former COYs Burton Bridges and Ashley Henry) that in three short years I would be in this position. As soon as I became a brother I threw myself completely into the Fraternity: I ran for positions, I began going to LEADs, I did everything I could to learn more and help Delta Sigma Pi. I quickly discovered the positive impact the people I was meeting was having on me. I was meeting some of my best friends and experiencing some of the best moments of my life, and I knew that it would only get better the deeper I dove.

I joke with the brothers in my chapter that if you were to cut me I would bleed royal purple and old gold... joke or not, I wouldn't have it any other way. When I think back to my college years the first thing I think of is Delta Sigma Pi. When I look to my future all I can see is Delta Sigma Pi and that provides so much comfort. This is what brotherhood means to me.

As college students, we're in a terrifying place. We're about to graduate, some with more debt than others, some not knowing what to do or where to go in the world, but brotherhood means that no matter where you are or what you're doing, you have a safety net across the globe that will always be there to help you. When thinking of this, the world doesn't seem so frightening. The doors the Fraternity has opened for me, both personally and professionally, are endless. I am eternally grateful to every single brother, past and present, who have allowed me not only the opportunity of being the 2013 COY, but all the Deltasigs that I've met in the past three years.

It's my goal and plan to give back as the National COY in a way that is even greater than what I've received. An important aspect of being a brother is the extensive network that we each have to all brothers around the world. What good is that network if we don't know it's there or who's in it? This brings me to one of my goals as Collegian of the Year: I want to develop an easy to use resource for collegiate brothers to be able to search for alumni in their desired field, company, position, etc. Not every brother has developed the networking skills or just hasn't met the right people. I hate hearing that brothers are graduating without jobs when I'm constantly reading of companies that are hiring. We've got to be there for each other and help our brothers out.

I'm beyond excited to start my two years on the Board this fall, but I'm not serving for myself, I'm serving for every collegiate brother. For that reason, I implore anyone that has any questions, ideas, or comments please feel free to text, call, Facebook, email... just get a hold of me. I love meeting new brothers, making new friends, and hearing from old ones too! Even if it has nothing to do with Deltasig I'm here for every brother. See you all at GCC!

Fraternally,



Richie Brandt, Tampa  
 2013 National Collegian  
 of the Year  
[2013coy@dspnet.org](mailto:2013coy@dspnet.org)



*National Leadership Team members with 2013 COY Richie Brandt. From left: VPF Shane Borden, North Central PVP Jodi Schoh, PGP Mitch Simmons, South Atlantic RVP Janene Winton Markuske, Southern PVP David Ross, Brandt and GP Mark Chiacchiari.*

# The Kappa Lodge



**B**ack in 1927-1928, the Kappa Chapter at Georgia State (in Atlanta), passed a motion "to create a trust fund for Kappa Chapter by setting aside 10% of all money paid as dues and initiation fees." There was no plan set on how to use the money, perhaps it would be used to finance a chapter house or to help fund a future Grand Chapter Congress in

now evolved into the Chapter Management Program), the committee discovered a "bargain" that had the potential to become a country estate. It was a 29-acre tract of deserted farmland, 14 miles from the center of Atlanta and two miles from a paved highway. The rectangular plot was heavily wooded at both ends and there was a typical Georgia farmhouse on the property. It was purchased on June 14, 1933 with money coming from the trust fund created five years earlier.

As their resources were limited and they wished to keep dues as low as possible (\$3 annually for students and \$5 for alumni), it was necessary for the brothers to make all the improvements themselves. The road was made passable, the barnyard was converted into a large parking lot and the stream was dammed into a small lake known as "Kappa Lake." The house was converted into a clubhouse by renovating the interior, adding a new roof, replacing the windows and building a stone veranda, with members donating the furniture. A baseball diamond, tennis court and croquet court were constructed, as well as cooking facilities and a barbeque pit.



*The laying of the Lodge cornerstone in 1936 during Grand Chapter Congress.*

Atlanta. Setting aside a reserve for any contingency was, however, a sound business practice.

Kappa continued to prosper during the economic depression. The chapter grew in size to nearly 50 active members and that led to a higher demand for social activities. Activities were usually outside, including house parties, steak fries, wiener roasts and picnics. Because brothers enjoyed these activities so much, they discussed the possibility of having a permanent location for fraternal activities. In 1932, a committee determined that it would be more economical in the long run to purchase a building rather than rent.

A year after a committee was appointed to investigate the possibility of purchasing a property, the search looked prosperous. In May 1933, the first year Kappa won the Chapter Efficiency Contest (has



*Kappa Lake*

# Legacy

By Anne Strychalski

“Proper business training endows the real student with foresight. It teaches one to look ahead, and to make provision for what will be needed in the future.”

PGP Howard B. Johnson,  
Georgia State

*Formal sketch of the 1936 proposed Lodge.*

Remodeling and improving the appearance were not the only benefits brothers gained from working together on this project. They developed a more intimate friendship by working for the fraternal good and were able to see the results of real teamwork.

After completion, Kappa Lodge was used for various activities such as alumni club meetings, Kappa recruiting parties, initiations and picnics. Brothers played horseshoes, ping-pong, football, as well as fished, swam and danced at the country estate. The Lodge was home to many wonderful memories for brothers. In fact, many brothers of the then all-male Fraternity courted their girlfriends and future wives at the Lodge; it was even the location of a marriage proposal.

Since the Lodge was much more than a place to getaway, on January 31, 1935 an official petition was filed with the Superior Court of Dekalb County by H. Clyde Kitchens, Frank C. Brandes and James D. Smith to create Deltasig Lodge, Inc. On March 23, the non-profit was officially designated as a place to provide entertainment, amusement, recreation, lodging and more. Soon after, bylaws were passed and a board of directors was elected.

The Lodge was governed by a board of six directors, each of whom was responsible for a particular area of activities. Only Deltasigs in good standing were eligible for membership and each member served on a committee to ensure activities ran smoothly. Brothers had visions of



*H. Clyde Kitchens, Georgia State, founder of the Deltasig Lodge. (Leonard & Co. Photographers)*



*The main entrance to the Lodge at the 12th Grand Chapter Congress in 1936.*



*Rear view of the Lodge at the 12th Grand Chapter Congress.*

*(continued on page 10)*



PGP Howard Johnson, Georgia State, served on the Deltasig Lodge Board of Directors.

a modern clubhouse with a ballroom, game room, dining hall and sleeping quarters. They also spoke of acquiring the adjoining property with the goal of making the lake larger and building a golf course. The directors included those who petitioned the court, Howard B. Johnson (later a Grand President), W. Paul Clark, Jr. and Frances M. Osteen. An important decision the Board made was for improvements to be financed through memberships to the Lodge.

During its infancy, Deltasig Lodge, Inc. decided to purchase an adjacent 40 acres for \$1,400 and secure their title to the land. This land would be the location

of the new Lodge for 122 members. Building costs were estimated at \$2,700 and \$400 for equipment and miscellaneous costs; however, the money raised was not enough and \$2,500 still needed to come from additional sources. Thus the Lodge applied for, and was granted, a loan from the National Endowment Fund of Delta Sigma Pi by the Grand Council.

Loaning money to the Lodge proved to be a good decision when they hosted a "stag party" and barbecue on the first night of the 12<sup>th</sup> Grand Chapter Congress in 1936. It was that night that Grand President Edwin Schujahn officially dedicated the building and laid a cornerstone.

When income to repay the loan seemed to slow, a call to action was written in the May 1939 issue of the *Deltasig Lodge Times*, their local newsletter. It was noted that \$100 plus interest was being mailed to Executive Director H. G. "Gig" Wright each month. At that rate it wouldn't be until

1943 that the loan would be paid off and Albert Clark noted that only 80 of 180 members had paid their dues in full. Members picked up the slack and soon enough the Lodge was in need of another expansion.

In 1948, the decision was made again to expand to meet the growing needs of members. Another loan was approved to help purchase an additional 53 acres. This led to Kappa Lake expanding to 15 acres and stalled the possibility of an urban sprawl subdivision right next door. Instead, leaders decided to sell some frontage road to Deltasigs for home construction and keep it in the family.

In 1963 that became true as approximately 40 acres were sold along Henderson Mill Road. Then in 1968, as the area around the Lodge continued to develop, an offer to buy the property was accepted. The leadership sold the Lodge and purchased about 100 acres near Stone Mountain Park. A "new" Lodge was dedicated in 1968. The property of the first building is now adjacent to today's Northlake Mall.

The new Lodge was operational until the late '70's, but the number of functions had dwindled and it was used only for initiations. Times had changed and the lengthy drive, coupled with the lack of telephone service and paved roads nearby, led to its demise. Ultimately, the new Lodge was also sold, but its memory was not lost, once again due to great foresight.

Around the time the first Lodge was built, a group of Deltasigs in Atlanta formed a corporation called Fraternal Investments. They sold shares of stock and purchased commercial properties around Atlanta over the years. When Kappa sold the new Lodge and shares of Fraternal Investments stock it had been gifted, the money was used to establish the Clyde Kitchens Foundation in honor and memory of the past Lodge champion. Thoben Elrod, Georgia State, was involved with the Lodge since its inception and incorporated the Clyde Kitchens Foundation in 1975. Years later, in honor of Brother Elrod and his dedication to the Fraternity, the Clyde Kitchens Foundation was renamed Clyde Kitchens/Thoben Elrod Foundation.

In the early 90's, the Kitchens/Elrod Foundation gifted money to the Delta Sigma Pi Leadership Foundation to fund the Regional Collegian of the Year (COY) program. Then in 2005, the Kitchens/Elrod Foundation dissolved upon gifting over \$120,000 to the Delta Sigma Pi



Thoben Elrod, Georgia State, incorporated the Clyde Kitchens Foundation.



Freshman Day at Deltasig Lodge

*Attendees at the 1936 GCC formed a motorcade to the Deltasig Lodge.*

Leadership Foundation to create the Clyde Kitchens/Thoben Elrod Leadership Fund, which provides educational grants to Kappa and Atlanta Alumni Chapters. The Clyde Kitchens/Thoben Elrod Leadership Fund still sponsors Deltasig's National program recognizing Regional COYs.

Despite 80 years passing and the sale of the Lodge 40 years ago, its legacy and spirit lives on through our top collegiate member programs. ▲

**Editor's note:** PGP Mitch Simmons and former Executive Director Mike Mazur, *Georgia State*, contributed to this article.



*Kappa brothers erect the flagpole at Deltasig Lodge. The flagpole was sponsored by the patriotism committee.*

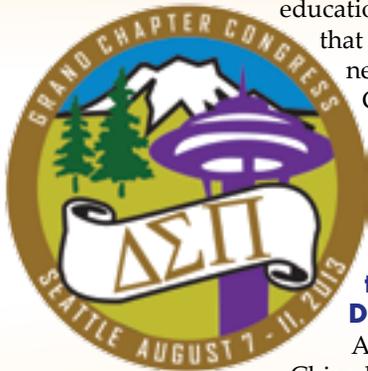


*Deltasig Lodge*

# FOLLOW THE GOLDEN

The 49th Grand Chapter Congress (GCC) is less than a month away and you don't want to miss the chance to visit the Pacific Northwest and spend time with hundreds of brothers from across the country! Join us August 7-11 in Seattle, known as the Emerald City because of its many evergreen forests. There are several tools to help plan your trip to Seattle at [dspnet.org](http://dspnet.org). These include: hotel information, schedule of events, registration policies, legislation including Bylaw proposals, *Candidates Beacon*, *Registration Beacon* and tuxedo and floral information. There are also lists and links for things to do and see around Seattle.

During the week, there will be numerous opportunities for brothers to advance their professional and personal development while having a lasting impact on Delta Sigma Pi. Opportunities abound, including attending numerous educational sessions, voting on legislation that will impact brothers well past the next biennium and elections for our Grand Officers including a new Grand President! Visit [dspnet.org](http://dspnet.org) ("Congress") for a full schedule of all the week's events.



## Reaching New Heights through Professional Development

After Grand President Mark Chiacchiari leads us in the opening session, our keynote speaker will take the stage, followed by over 30 different breakout sessions, a lunch-n-learn and Wednesday's closing session including an address from 2012 National Collegian of the Year, Cody Candee.

Four Past Grand Presidents including Bill Tatum, Randy Hultz, Norm Kromberg and Kathy Jahnke will bestow their wisdom on recruiting, ritual, networking and volunteer leadership for those in attendance. Central Office staff will lead sessions regarding a variety of chapter operations including the Hub and brotherhood. Current and former Board of Directors members will help you understand succession planning, effective transitions, and conflict management.

Along with the Fraternity-related topics there are also sessions geared towards alumni members. Many topics are available including leadership development, how to be a successful volunteer leader, provincial and national committees, the secret to living an extraordinary life, networking, transitioning from chapter to corporate roles and other career topics. These sessions will be led by brothers and corporate partners including GEICO, Gradspring, Tutor Matching Service and GIN, and the excitement-filled Adam Carroll and Tim Augustine.

Carroll, *Phoenix-Thunderbird*, with National Financial Educators, will present "The Money Game," "Scholarship Mastery," "Your Dream Job is Waiting," "How To Get What You REALLY Want Using The Law of Attraction," "How to Put on a Killer Professional Development Event"

and "I'd Follow My Passion If I Only Knew What It Was" throughout the week.

Tim Augustine, *Kent State*, author of *How Hard Are You Knocking? The Job Seeker's Guide To Opening Career Doors*, will present several sessions, including "How Hard Are You Knocking? Landing a Job in a Rebounding Economy," "What's On Your Bucket List?" "What Does Your 10 Year Reunion Look Like? You Have the Power to Succeed Faster," and "Your Job and Your Money."

Networking lunches and roundtable discussions during "Lunch-n-Learn" include sessions for: brothers aspiring to an officer role, alumni chapter best practices and colony networking/best practices.



Adam Carroll, *Phoenix-Thunderbird*, and Tim Augustine, *Kent State*, will present a number of professional development sessions throughout the week.

## Getting Down to Business

Alumni and collegians will come together to reach important decisions during our business sessions starting on Thursday, August 8. This GCC is charged with electing a new Grand President. Multiple candidates are seeking your vote—be sure to read the *Candidates Beacon* and reach out to them to make an informed decision. The new Grand President will also have a new Board of Directors to work

# ROAD TO THE *Emerald City*

with after the votes for Provincial Vice Presidents and the Vice President-Finance are tallied.

One position may be eliminated from the Board of Directors; the Vice President-Organizational Development is the subject of legislation to be reviewed and voted upon by Congress delegates.

Another piece of legislation concerns raising the limits of our current dues and initiation fees. Note that this is not a vote to increase either of these current amounts, but an opportunity to discuss the ceilings of each. Many resources are available for your review in the Congress Legislation and online.

Your Fraternity needs you! Come out to Seattle and enjoy the brotherhood, develop personally and professionally, influence our future by electing provincial

and national leadership and make an impact by deciding on legislation that will affect Delta Sigma Pi for decades. See you there! ▲



*Downtown Seattle has much to offer to visiting Deltasigs, including a beautiful waterfront, shopping, festivals, concerts and museums.*



*Legislation will be voted on and leaders will be elected at Grand Chapter Congress; this is your opportunity to choose our future.*

## Support the Grand Chapter Congress Community Service Event!

Be sure to support our Congress community service initiatives: a Money War and letters to troops.

During the Money War, we will be raising money for the Ronald McDonald House of Western Washington and Alaska.



RONALD McDONALD  
HOUSE CHARITIES  
OF WESTERN WASHINGTON

We will also be working with Operation Gratitude to write letters for troops before Veteran's Day. These upbeat and positive messages are truly meaningful to our troops! ▲



## Join us in Honoring Dr. Philip H. Turnquist — Deltasig's 2013 Lifetime Achievement Honoree

**D**r. Philip Howard Turnquist, *Indiana State*, will be honored as the 2013 Lifetime Achievement Award winner at Saturday's banquet for more than 25 years of service to the academic world and Delta Sigma Pi. Brother Turnquist has held numerous offices and has supported the Fraternity, Leadership Foundation and academic world, with his time and talent.

Brother Turnquist earned a B.A. in history from Drake, an M.B.A. in management from South Alabama and a D.B.A in management with minors in marketing and economics from Mississippi State. He currently teaches at William Carey University on the Coast (near Biloxi, Miss.) and previously taught at Troy State and Indiana State. "Dr. T," as he is commonly known, was initiated at Indiana State in 1987 while teaching there.

While serving two tours of duty in the U.S. Army in the Republic of South Vietnam from 1968-1971, he earned a Bronze Star and Army Commendation Medal as Captain.

Phil became actively involved in leadership as a chapter advisor for Eta Kappa at Troy State in September 1993. The chapter was struggling to survive and facing closure, but Dr. Turnquist stepped in and taught the students how to manage themselves through the use of Chapter Efficiency Index (CEI), now Chapter Management Program (CMP). Within two years, the chapter achieved 91,729 points on the 100,000 point scale. Due to his dedication and diligence, at the 1995 Grand Chapter Congress, Dr. Turnquist was honored as our National Chapter Advisor of the Year. In his career, Brother Turnquist was also honored four times as the Regional Chapter Advisor of the Year.

In August of 1997, he was elected to the first of three terms as a Delta Sigma Pi Leadership Foundation

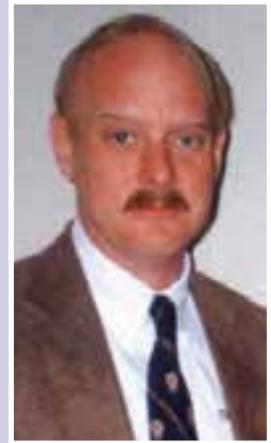
Trustee and was elected as a Trustee Emeritus after the completion of his eligibility.

In 2001, the involved brother began teaching at William Carey and was appointed District Director for Eta Upsilon at West Florida in Pensacola. Phil assisted Eta Upsilon and in his first year led them to 100,000 CEI points for the first time in their history. In 2002, he was recognized as National District Director of the Year.

In 2005, he continued to serve as District Director, this time for Gamma Tau at Southern Mississippi.

In addition to his academic involvement, Phil is a significant donor to the Delta Sigma Pi Leadership Foundation. He has given consistently to the Foundation and has received many recognitions including 2007 Centennial Society, 10K Club Centennial Founder and Fifth Founder for more than \$100,000 in lifetime giving. He also generously established and personally funded the Dr. Philip H. Turnquist Southern Province Scholarship Fund.

The many and varied contributions of Dr. Philip Turnquist make him well-qualified to be honored with our 2013 Lifetime Achievement Award. Not only has his active participation had a significant impact on the advancement of our Fraternity, but his monetary contributions have ensured a permanent and lasting impact on Delta Sigma Pi for the good of our brothers. ▲



*"Dr. T" -- Phil Turnquist -- will be celebrated for his fraternal commitment at GCC.*



**A cup of coffee will kick start your day; a gift to the Leadership Foundation will kick start Congress.**

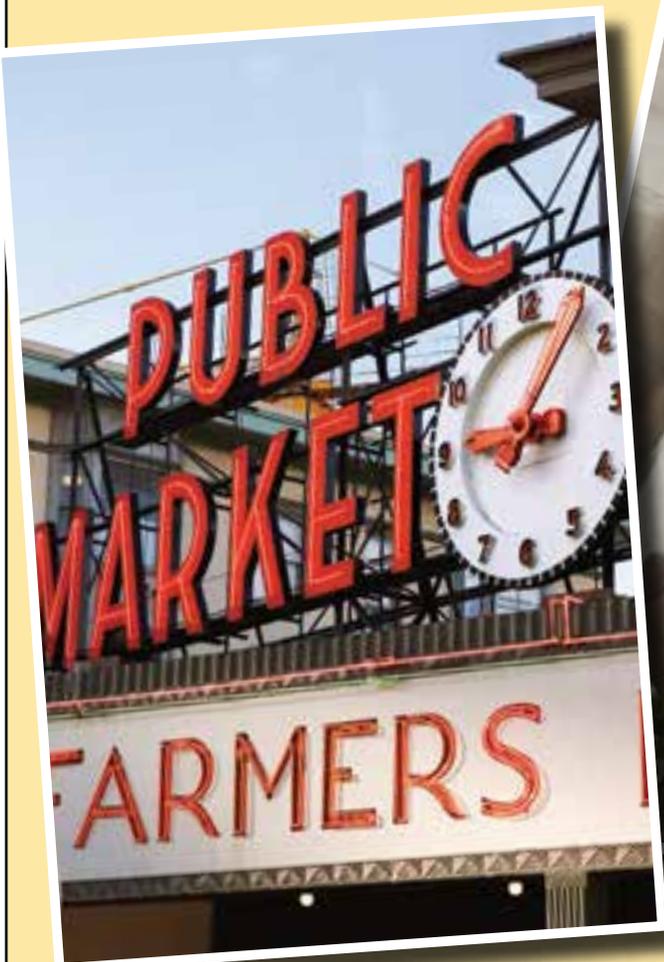
The Delta Sigma Pi Leadership Foundation exists to provide financial support for Delta Sigma Pi Fraternity's educational programs including those presented at Congress. A tax-deductible donation to the Leadership Foundation supports the Fraternity's purpose and ensures our values can be passed on to future generations of Deltasigs. Donate today.

Please go online or contact the Leadership Foundation at 513-523-1907x234  
or [foundation@dspnet.org](mailto:foundation@dspnet.org) to give your gift.

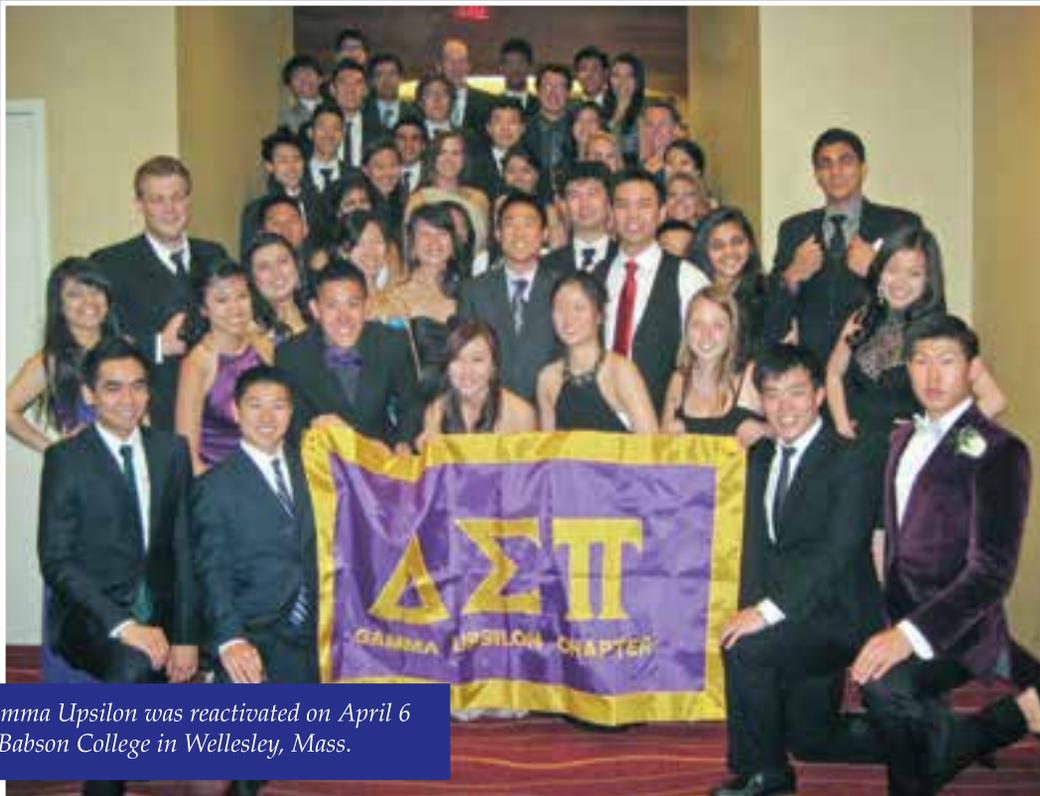
# DELTASIGS Take Over Seattle

Don't miss the opportunity to mix and mingle with brothers while seeing the sites of downtown Seattle Friday, August 9!

Roundtrip transportation will be provided for registered attendees from the Hyatt to various locations in Seattle including the Space Needle, Waterfront/Pike's Market, and Safeco Field for Delta Sigma Pi Night. Join Delta Sigma Pi to watch the Seattle Mariners take on the Milwaukee Brewers for a great evening at the ballpark—buy your tickets online now!



# From East Coast to West Coast,



*Gamma Upsilon was reactivated on April 6 at Babson College in Wellesley, Mass.*

the environment by participating in the college Zero Waste Challenge and Trash Bash campus cleanup.

Babson College was founded as a private institution in 1919 by financier, entrepreneur, and politician Roger W. Babson. The college was then, and remains, an entirely business-focused institution. Roger Babson's vision was to promote entrepreneurial thinking in the academic curriculum. All undergraduate students receive a B.S. degree in Business Administration and are able to select from 26 areas of special interest. Other academic divisions provide well-rounded education in arts and

## Bringing Back Babson

After 32 years of inactivity, Gamma Upsilon at Babson College in Wellesley, Mass. rejoins the ranks of operational chapters. Forty-eight colony members and one faculty were initiated at the reactivation ceremony on April 6.

Grand President Mark Chiacchiari led initiation ceremonies with representatives from each chapter in the New England Region. Other national attendees included Northeastern PVP Paul Carpinella, New England RVP Patrick Johnson, District Director and Pledge Educator Nick Steinkrauss, District Director Jonathan Lee, Leadership Foundation Trustee Tom Skinner, Golden Council member Stacy Jordan and Director of Chapter and Expansion Services Dale Clark.

Gamma Upsilon originally chartered on April 21, 1951 and initiated 777 members before closing in March 1981. Delta Beta Delta Colony began on April 9, 2012 and organized a diverse set of professional events including speakers on global

strategy and personal branding, a discussion panel about college to job transition and workshops such as an etiquette dinner. The colony also organized several tours including Bloomberg in New York and Volante Farms in nearby Needham, Mass.

Service events hosted by the colony included Light the Night walk for cancer research, a partnership with Komen Foundation, and assisting Cradles to Crayons. Colony members also did their part in protecting

humanities, history and society, math and science, and technology while focusing on the traditional business curriculum of accounting, economics, finance, management, marketing, information systems and entrepreneurship. The college currently enrolls 2,015 undergraduate students, representing 69 countries. Babson College is known around the world as the school for entrepreneurship. ▲



*National Leadership Team members with colony president Benny Tang. From left: DD and Pledge Educator Nick Steinkrauss, DD Jon Lee, New England RVP Patrick Johnson, Tang, GP Mark Chiacchiari and Northeastern PVP Paul Carpinella.*

# Deltasig Charters New Chapters



*Rho Omega was installed at the University of Richmond on April 20.*

## Finishing the Rho's: Rho Omega

**R**ho Omega was installed on April 20 at University of Richmond in Richmond, Va. with 33 initiates.

Grand President Mark Chiacchiari led initiation ceremonies with collegiate participants from Longwood as well as members from DC Metro and Hampton Roads alumni chapters. Other distinguished guests attending included colony District Directors and Pledge Educators Kara Adkins and James Zolty, South Atlantic RVP Janene Winton Markuske, Colony Task Force Chair Clifford "Sparky" Graves and Golden Council members Brittany Bowers and Onuka Ibe. Also present Dale Clark, Director of Chapter and Expansion Services.

Upsilon Omicron Rho Colony held multiple professional events including a summer internship panel discussion, co-hosted Circuit City's CEO as a speaker and a presentation by Dean Nancy A. Bagranoff, *Miami-Ohio*. The colony also hosted multiple workshops with career tips about LinkedIn, resumes and interviews.

Community and university service events sponsored by the colony included tree planting, park clean-up, dog walking with Bandit's Adoption Rescue Center, a food drive for the Central Virginia Food Bank, writing letters to troops with the A Million Thanks campaign and teaching computer literacy at the public library.

University of Richmond was originally founded by the Virginia Baptist Society as a seminary for men in 1830. After adding a program for literary studies, it was incorporated as Richmond College in 1840. Upon moving to its current campus in 1914, the university opened Westhampton College for women. A few years later the separate men's and women's colleges united to become the University of Richmond though male and female students today continue to have separate student government organizations and separate deans, while all classes are co-educational. Today, there are 3,400 undergraduates



*Colony President Colleen Tobin was presented the chapter charter by GP Mark Chiacchiari.*

and approximately 1,000 graduate students.

The Robins School of Business was established in 1949 and named in 1979 in tribute to benefactor E. Claiborne Robins who was a visionary, businessman and philanthropist. The school is AACSB accredited and enrolls nearly 1,000 sophomore, junior and senior declared majors and boasts almost 300 freshmen who declared business intent. Majors offered include accounting, economics, finance, marketing, management, international business and MBA. ▲

# Deltasig Welcomes the First



*Sigma Tau was installed at Duke University on April 27.*

## Duke Takes Us to #280!

**O**n April 27, we welcomed the first installment of Sigma chapters – Sigma Tau – at Duke University in Durham, North Carolina with 24 initiates.

Grand President Mark Chiacchiarini led initiation ceremonies with collegiate participants from UNC-Chapel Hill and UNC-Greensboro. Other distinguished guests included Golden Council members Onuka Ibe, Stacy Jordan, Darrick Williams, Catrina Murray, Pledge Educators Keith Bugner and Andrea Miller, and Director of Chapter and Expansion Services Dale Clark.

Throughout the colonization process, Alpha Omega Phi colony organized numerous events that enhanced knowledge and professional skills with events featuring representatives

from prominent companies such as Morgan Stanley, Northern Trust, Capital One and Accenture. Members also focused on their interviewing skills and marketability through Bloomberg training and work-shops with the University Career Center.

In a show of dedication to helping the community, colony members gave their time for various service ventures including several projects with Habitat for Humanity. Members also shared their financial knowledge with middle school

students by tutoring at a local school. Efforts at basketball concessions and a 5K run paid off by raising funds for Ronald McDonald House and Children's Hospital.

The college known today as Duke University was originally founded in 1838 as an expansion of Trinity College with strong ties to the local Methodist and Quaker communities. The college moved to Durham in 1892 where Benjamin Duke served as a primary benefactor and provided for the expansion of Trinity to create Duke University in 1924. This original campus (now known as East Campus) was home of the Women's College and it now houses all freshmen and is of Georgian style architecture. A West Campus was opened in 1930 featuring the well-known chapel tower and gothic architecture. Currently, there are 6,500 undergraduate students and 8,100 graduate students.

The Duke University Economics Department is housed in the Trinity College of Arts & Sciences and is the largest undergraduate concentration on campus with over 800 students. Majors offered are BA and BS in economics and finance with a concentration in economics. Sigma Tau Chapter will also have the option of recruiting graduate students in the Fuqua School of Business, which was opened in 1969. ▲



*Duke President Charlie Shen was presented the chapter charter by GP Mark Chiacchiarini.*

# of the Sigma Chapters



*Sigma Upsilon Chapter was installed at the University of Washington with 36 initiates.*

## Northwest Welcomes Sigma Upsilon

**S**igma Upsilon Chapter was installed at the University of Washington in Seattle on May 18, with 36 initiates.

Grand President Mark Chiacchiari led initiation ceremonies in coordination with members from Washington State, the Seattle Alumni Chapter and some California-based brothers. Other prominent guests attending included Western PVP Lisa Brown, VP-Organizational Development Joe Ward, DD and Pledge Educator Lindsey Rose, DD Chip Reno, South Pacific RVP Matt Temple, Bay Area RVP Scott Wong, and Executive Director Bill Schilling. Founding Chapter Advisor Rick McPherson, *Arizona State*, was instrumental in establishing and supporting the group.

Delta Gamma Omicron Colony started in April 2012, and organized a variety of activities to develop themselves professionally. Members expanded their network through events that included representatives from prominent companies Amazon, Boeing, Deloitte, Microsoft, and Ernst & Young. Job hunting skills were enhanced through a presentation on interview techniques and participation in an etiquette dinner demonstration.

The colony also displayed support of the community, including several drives that collected clothing and food. Two local parks received the benefit of Delta Gamma Omicron hospitality when they teamed up with EarthCorps in a restoration

project. The colony sported some fun in the spring through a dodgeball tournament for the Boys and Girls Club of Rainier Vista.

University of Washington (UW) was founded in 1861 and is one of the oldest universities along the West Coast. UW has an active campus life with over 550 registered clubs and 48 fraternities and sororities that serve the 42,000 enrolled students. The university offers 165 different majors across 79 departments.

The Foster School of Business was founded in 1917. As of 2013, the US News & World Report ranked Foster 23<sup>rd</sup> among the best business

schools. Paccar Hall and Dempsey Hall, built in 2012, are new state-of-the-art buildings portraying the image of where business meets school. Enrollment is 500 graduate and 1,600 undergraduate students. Sigma Upsilon Chapter will recruit students from seven concentrations of accounting, finance, information systems, human resource management, marketing, operations management and entrepreneurship.

Welcome, Sigma Upsilon, the 281<sup>st</sup> chapter of Delta Sigma Pi! ▲



*Wuen Ong was presented with the chapter charter by GP Mark Chiacchiari.*

# SHOW ME THE MONEY!

## The Art of Salary Negotiation

**N**egotiating for a starting salary is very difficult and often the most stressful aspect of finding a new job. The balance between the stress of needing the job and the art of negotiating the starting salary is often the balancing act. When you are negotiating a starting salary for a new job, knowing the appropriate starting salary and successful negotiating techniques are invaluable.

Keep in mind that the recruiter, interviewer, or hiring manager has the advantage. In most cases, the recruiter brings years of salary and benefits negotiation experience. They have a pay range in mind that is unknown to you but do possess the ability to manipulate that pay range if absolutely necessary. This is the reason that you need to do as much research as possible.

*Education is your best defense. The art of salary negotiation is preparation.*

Research everything you can to find information on market wages and a competitive salary for your job, industry, and geographic region—online resources, employment surveys, libraries, professional organizations and peers.

In addition to compensation figures, there are a number of other items that can be negotiated. Make sure you understand the total benefit package as well. Research the average number of vacation days and paid time off. Understand the cost of healthcare benefit premiums, vision insurance, and dental coverage. You should understand the company's 401(k) retirement match and have a good understanding of the firm's training and tuition reimbursement policy for such items as certifications, training classes and advanced degrees.

Below are a set of tips and guidelines that will help with your preparation.

### Don't Discuss Salary Until You Are Offered the Job

You do not want to anchor the interviewer to a specific number, especially if you announce a lower number than they were willing to offer. It is not in your best interest to talk about your starting salary. When an employer asks, "What are your salary requirements?" or "What are you currently earning?" they are gathering information on your compensation expectations. If you provide a number that is too high you might be screened out. If you present a number that is too low you'll lose money in the initial offer, or you'll be eliminated as under-qualified based on your low salary requirements.

When asked about your salary expectation during the interview phase, I recommend simply responding with, "Salary is not my motivator at this point. I would like to

understand the role and responsibilities of the position and expect that the compensation range would reflect a fair market wage."

When salary is discussed, let the employer talk first.

If the employer does push to understand your salary requirement, provide a bracketed salary range such as \$45,000 – \$55,000. You should always preface each salary comment with, "Based on my research"—such as, "Based on my research, a marketing analyst position in Chicago ranges from \$45,000 to \$55,000."

In many entry-level jobs, salary is not negotiable. If salary is not negotiable, try to work in perks or better benefits. In today's environment and economy, items that do not directly impact a company's immediate cash flow are sometimes the easiest to include in an offer such as additional vacation days, flextime, or the ability to telecommute from home.

### Resources to Leverage

Below are some online resources that that I have found to be very helpful when researching potential salary ranges:

- ▲ [www.monster.salary.com](http://www.monster.salary.com)
- ▲ [www.Payscale.com](http://www.Payscale.com)
- ▲ [www.jobstar.org](http://www.jobstar.org)
- ▲ [www.salary.com](http://www.salary.com)
- ▲ [www.careerbuilder.com](http://www.careerbuilder.com)

When you use any resource, make sure you are comparing apples to apples. Use your best judgment when reviewing salary figures on the web. Make sure the figures are from a credible source. Far too often, salary figures are misrepresented on the Internet to draw attention to an open position. In addition, you should find one of the many surveys conducted relating to this subject, which are categorized by industry and job title.

Consider the other benefits the company also provides such as health care, vacation, flextime, and/or tuition reimbursement. Most companies provide a range of other benefits, sometimes valued as more important than simply an annual salary. When you evaluate a job offer, there is much to consider. Only you can evaluate the importance of base salary, vacation time, a



By Timothy Augustine, Kent State

shorter commute, or great healthcare benefits. Review the general list of categories below when evaluating additional benefits:

- ▲ Vacation time
- ▲ Paid time off
- ▲ Holidays
- ▲ Retirement/401(k)
- ▲ Life and disability insurance
- ▲ Medical insurance, vision insurance and dental coverage
- ▲ Tuition assistance/reimbursement
- ▲ Stock purchase or savings plan
- ▲ Additional benefits such as wellness, childcare, etc.

Negotiating a salary may be impossible—the hiring manager may say, “Take it or leave it.” However, it is usually in your best interest to try to negotiate. Recognize that the employer will probably try to offer you as little money as possible, or may have a budget-defined salary for an entry-level position. In most cases, the employer has a starting point and a maximum offer. This range fluctuates with position but can be negotiated. Do your homework, see what the average salary is for that position, and even convey to the employer if the offer is below the average salary for that position. Once the recruiter offers you the position, start the negotiation process. Consider the following negotiating tips.

### Negotiation Tips

- ▲ Never accept on the spot. When the interviewer offers you the job, tell the interviewer that you are very interested, but you need to discuss it with your family. This will give you time to think about the offer.
- ▲ Tell the interviewer that you will call him or her in a few days to provide an answer. This time is the best for negotiating. They are eager for you to accept.
- ▲ Negotiating over the phone can sometimes be your best strategy. Start with at least ten percent above the offer. Typically, most interviewers have the authority to negotiate. When you call, explain to the interviewer that you are interested in the position, but, based on your research, you were expecting \$ X (which should equal ten percent above the offer).
- ▲ In some cases, the offer might be solid with no room to move. If they are not willing or able to



negotiate, accept the position if it matches your company criteria and ask for a performance and wage review after six months of employment. This strategy is a win/win. If you perform well and exceed expectations, you can earn a wage increase, and the employer can reward good performance.

- ▲ Finally, keep in mind you are negotiating the entire compensation package, not just base salary. Total compensation involves base salary, bonuses, and benefits. Keep this in perspective as you evaluate the offer. ▲

*About the Author: Timothy Augustine, Kent State, is a Business Owner, Entrepreneur, Author, Professional Speaker and a frequent presenter at LEAD Events and Grand Chapter Congress. His most recent book titled: How Hard Are You Knocking? has been featured in USA Today, Wall Street Journal, LA Times and the Chicago Tribune. He has presented to over 450 organizations and 150,000 people throughout the United States. He is a contributing writer to Inc. Magazine, Fast Company and Monster.com on topics pertaining to career development and people strategies of successful organizations. He is also the Co-Founder of Succeed Faster, LLC and DSP Start-up, LLC. To learn more about Tim, his books and seminars, please visit [www.howhardareyouknocking.com](http://www.howhardareyouknocking.com), Facebook or contact him directly at 248-447-2000.*

Share news of your collegiate chapter's activities and events with brothers across the country!  
Email news and photos to [magazine@dspnet.org](mailto:magazine@dspnet.org)

## Baylor/Beta Iota

The chapter hosted a two-day fundraiser to help the family of Kelsey Warren, *Baylor*. Warren was involved in a car accident and the fundraiser was hosted to help her family with travel and accommodation expenses. *—The Baylor Lariat*

## Binghamton/Kappa Lambda

The chapter hosted its seventh annual Dress for Success fashion show. Brothers and sponsor representatives walked the stage in outfits ranging from "summer business casual" to "golf outing" to "winter cocktail," demonstrating how to dress professionally by season and by type of event. Opposite the appropriately dressed models, brothers sauntered on stage donning the "don'ts" of business attire. A skit following the fashion show featured performers demonstrating appropriate business conduct. Head recruiters from Deloitte, Ernst and Young, Grant Thornton, KPMG, McGladrey, MorganStanley, NBT Bank and PricewaterhouseCoopers took the stage for a question-and-answer session following the show, offering advice on preparing to meet with potential employers. The event ended with a networking session with representatives from each company. *—Pipe Dream*

## Boston U./Gamma

The chapter participated in the University's first Greek Week and hosted Academic Professional Day. Nearly 100 student-attendees helped raise \$1,000 for a brother whose son passed away in the Newtown school shooting. *—Mass Media*

## Bowling Green State/Theta Pi

Brothers took shifts and teeter-tottered for 36 consecutive hours to raise money for American Cancer Society. In order to boost revenue, there was also a raffle, corn hole, a bake sale and an event each day called pie-a-brother. *—The BG News*

## California-Riverside/ Lambda Chi

Brothers organized a business seminar for COMPACT Careers club members at Citrus Valley High School. Chapter

(Continued on page 24)



WESTERN KENTUCKY gathers after their spring Initiation Ceremony.



NORTH TEXAS participated in two community service events on one Saturday. The BIG Event (top) in the morning and the Voice of the Children Gala that evening.



RADFORD initiated ten new brothers into the chapter this spring.

# Thank You to Blood Drive Participants!

One hundred eleven chapters and two colonies sponsored a blood drive and registered their event with the Central Office and/or National Community Service Chair Kris McDaniel. Special thanks to the efforts of these chapters:

Alabama  
 Albany  
 Albion  
 Arizona State  
 Auburn  
 Ball State  
 Bentley  
 Binghamton  
 Boston U.  
 Bowling Green State  
 Bryant  
 Buffalo  
 Cal Poly-San Luis Obispo  
 Cal State-Chico  
 Cal State-Fresno  
 Cal State-Long Beach  
 Cal State-Northridge  
 California-Davis  
 California-Los Angeles  
 California-Santa Barbara  
 California-Santa Cruz  
 Cameron Colony  
 Central Florida  
 Clemson  
 Colorado-Boulder  
 Cornell  
 DePaul  
 Drake  
 Duquesne

Eastern Illinois  
 Evansville  
 Florida  
 Florida International  
 Fort Worth Cowtown  
 Francis Marion  
 George Mason  
 George Washington  
 Georgia  
 Georgia College and State  
 Grand Valley State  
 Hawaii-Manoa  
 Howard  
 Illinois State  
 Illinois-Urbana  
 Indiana  
 Indiana-Purdue at Ft. Wayne  
 Indiana-Purdue at Indianapolis  
 Iowa State  
 James Madison  
 Kent State  
 Lindenwood Colony  
 Longwood  
 Louisiana-Lafayette  
 Loyola-Chicago  
 Lynchburg  
 Marquette  
 Marshall

Massachusetts-Boston  
 McNeese State  
 Miami-Ohio  
 Michigan  
 Michigan State  
 Minnesota State  
 Missouri State  
 Missouri-Columbia  
 Missouri-Kansas City  
 New Jersey  
 New Mexico  
 New Mexico State  
 New York  
 North Carolina-Greensboro  
 North Florida  
 Ohio State  
 Oklahoma  
 Oklahoma State  
 Pacific  
 Penn State-Erie  
 Penn State-State College  
 Pennsylvania  
 Philadelphia  
 Pittsburgh  
 Purdue  
 Redlands  
 Rider  
 Rochester Tech  
 Rockhurst

Roger Williams  
 Rutgers-New Brunswick  
 Saginaw Valley State  
 San Diego  
 San Francisco  
 San Francisco State  
 Santa Clara  
 Shepherd  
 South Carolina  
 South Florida-St. Petersburg  
 Southern Illinois  
 St. Joseph's  
 St. Thomas  
 Syracuse  
 Texas A&M-College Station  
 Texas A&M-Kingsville  
 Texas Tech  
 Texas-Austin  
 Troy  
 Truman State  
 Wayne State-Nebraska  
 Western Illinois  
 Western Michigan  
 Winona State  
 Wisconsin-LaCrosse  
 Wisconsin-Madison  
 Wisconsin-Milwaukee



FORT WORTH COWTOWN partnered with Carter BloodCare to host a blood drive in memory of Hope Decker, daughter of Jacque Decker, Texas-Arlington. From left: Amanda Wood-Jordan, North Texas; Connie Taylor, Bryan Taylor; Stephanie Taylor, Texas-Arlington; Jacque Decker, Texas-Arlington; Katrina Winant, North Texas and Jessica Johnson, North Texas.

(Continued from page 22)

President Eric Ortega and VP-Pledge Education Ryan Ng presented the seminar that taught COMPACT members skills related to getting jobs. Students learned about developing a power story and how to revise their resumes and cover letters. To wrap up the seminar, COMPACT members reviewed and practiced their interviewing skills using critiques the brothers gave. —*Redlands Daily Facts*

### Cal State-Fullerton/Lambda Sigma

The chapter hosted Guy Koren, President/CEO of Potato Corner, who first introduced the international company Potato Corner in the U.S. in 2010. He spoke about the history of Potato Corner, how to start a franchise and about the advantages of franchising vs. starting your own business. Guy provided great insight and perspective for brothers about franchising. —*Tiffany Woo*

### Cincinnati/Alpha Theta

Ryan Holms, senior manager of corporate sales for the Cincinnati Bengals, gave the chapter a tour of

Paul Brown Stadium and talked to students about his sales role within the organization. He also discussed how sports teams can function like businesses. —*Danielle Schiano*

### Denver/Alpha Nu

The chapter went to Comedy Works to hear a presentation by CFO and Director of Business Affairs Jay Finesilver. He spoke about his development and business experience and gave multiple handouts with facts and mindsets that helped him succeed. After the speaking portion, the chapter stayed and watched the comedian performing that night. —*Christie Kimura*

### Drake/Alpha Iota

Drake and Iowa State jointly hosted "Business and Baseball" as a combined professional and social event. This event took place at Spaghetti Works in downtown Des Moines with speaker Adam Carroll, *Phoenix-Thunderbird*, speaking about the importance of the four legacies in networking. Following the presentation, the group moved to Principal Park to watch the Iowa Cubs defeat the Albuquerque Isotopes. —*Sean-Patrick Kalis*

### Nevada-Reno/Delta Pi

The chapter hosted its third annual Build Your Network for Success. The keynote speaker was Mark Babbitt, CEO and Founder of YouTern, followed by a panel discussion. The event was a great opportunity for students to network with business professionals. —*Reno Gazette Journal*

### Pacific/Lambda Mu

Brothers from Pacific, Cal-State Sacramento, San Jose State and California-Santa Cruz participated in the Mission Peaks Climb. The hike was an opportunity for brothers to meet and network with brothers from other chapters. The hike was also an opportunity for brothers to come together and conquer a challenge with fitness in mind. —*Myla Manzo*

### San Jose State/Theta Chi

The chapter participated in the second annual Business Olympics against 11 other teams. The all-day event featured a variety of activities including dodge ball, business trivia, eating contests and tug-of-war. —*Spartan Daily*

# WANTED



# NO. 250,000

**This fall Delta Sigma Pi will initiate our 250,000th member.**

**Will this brother pledge your chapter?**

**It's a milestone to note, one to remember.**

**The more you initiate, the greater the chance this brother will be in your chapter.**

**Good luck this fall!**

# Academic Accolades

Named to the dean's list? Receive a special scholarship or campus award? Let us know!  
Submit your academic achievements online.  
Visit [www.dspnet.org](http://www.dspnet.org) and click on "Contact Us."

## Academic Achievements

**Chris Sundberg**, *North Texas*, received graduation honors for his master's degree in taxation.

**Nick Switzer**, *Ohio Dominican*, was the senior speaker at Ohio Dominican's spring commencement ceremony.

**Mitch Wise**, *Ohio State*, won the Outstanding First Year Student Award at Ohio State.

**Davon Norris**, *Ohio State*, was named one of the 2012-2013 Fisher College of Business Pacesetters for his high academic achievements.

## The Fund for American Studies Scholarship Recipients

The Fund for American Studies has extended scholarship opportunities for five Deltasigs for their Institute On Business & Government Affairs program. The Institute combines substantive internships, courses for academic credit, professional development seminars, exclusive briefings and lectures led by prominent policy and business experts.

Congratulations, scholarship recipients!

**Amanda Zubricki**, *Illinois*

**Eliseo Vizcano**, *St. Edward's*

**Carissa Wilson**, *South Carolina*

**Jordan Basl**, *South Carolina*

**Erik Weist**, *Arizona*

## Delta Sigma Pi Scholarship Key

Since 1912, the Delta Sigma Pi Scholarship key has been awarded annually at each college or university where the Fraternity maintains an active chapter. The Key is presented to the graduating senior with the highest grade point average in the school of business or its equivalent. One hundred twenty-three universities awarded 316 scholarship keys. Of those presented, 19 were Deltasigs.

**William D. Johnston**, *Alabama*

**William T. Schnede**, *Alabama*

**David J. Budka**, *Albion*

**Caroline Senatore**, *Adelphi*

**James P. Williams**, *Bowling Green State*

**Catherine E. Delbove**, *Christian Brothers*

**Bao R. Zeng**, *Christian Brothers*

**Kelsie M. Houck**, *Clemson*

**Katelyn Kloos**, *Concordia*

**Matthew Connelly**, *CUNY-Baruch*

**Ravneet Singh**, *George Mason*

**Catherine Albers**, *Evansville*

**Andrew Quinlan**, *Lewis*

**Kristin N. Smith**, *Longwood*

**Sean Dotson**, *Loyola*

**Kelly Glavin**, *Pennsylvania State*

**Alexandra M. Carter**, *Radford*

**Grant Robinson**, *St. Edwards*

**Erika L. Klosterman**, *Western Kentucky*



FRESNO STATE newly initiated brothers celebrate after being initiated at the Western Regional Initiation at California-Davis.



ALBANY raised over \$2,500 for Relay for Life and placed first among organizations in the Albany School of Business.



GEORGIA SOUTHERN traveled to Hunter Cattle Company to clean up debris and tree branches, clean facilities and feed animals.

TEXAS A&M-CORPUS CHRISTI brothers were honored at the 2013 Kirkland Honors Luncheon. They were recognized for their Excellence in Student Academia and Student Services. From Left: Niki Theodossiou, Brooke Falcon, Alejandra Rivero, JD Henshall and Viet Hoang.

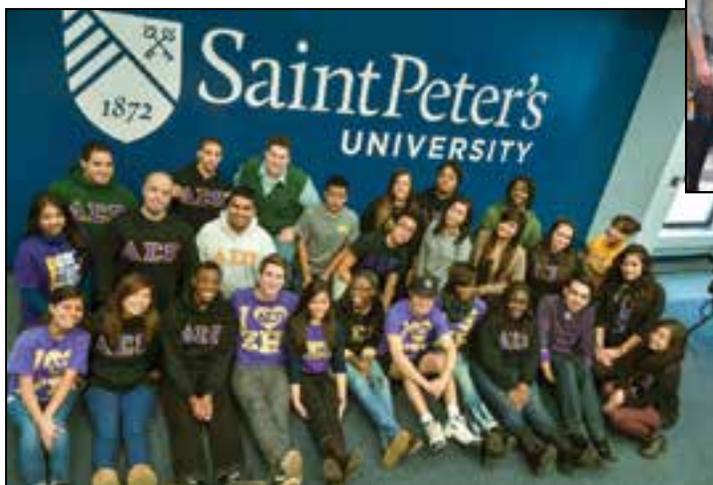




*CLEMSON hosted their spring Initiation Ceremony in April with 16 new initiates joining the chapter of 99.*



*DRAKE toured the Iowa State Capitol to learn about how business and politics are related.*



*ST. PETER'S brothers proudly display their letters on Letter Day.*

*MERCER and KENNESAW STATE held a joint Initiation Ceremony in April with 11 initiates.*



*ST. CLOUD STATE welcomed 11 new brothers (three faculty and eight collegians) in December.*





## You spend hours using your phone.

We all love our smartphones, but they're only as smart as the decisions we make when using them. Remember to only use your phone when it is safe to do so. In 2009, over 5,400 people were killed in vehicle crashes related to distracted driving, while an additional 448,000 people were reported injured in such accidents (NHTSA, 2012). Make the smart choice and put the phone away while driving. Together, we can make our roads a safer place for everyone. For more safe driving tips, or to see how much your special **Delta Sigma Pi** discount could save you on auto insurance, visit [www.geico.com/greek/deltasigmapi](http://www.geico.com/greek/deltasigmapi) or call 1-800-368-2734. Don't forget, whenever you complete a new quote, GEICO gives back to the Fraternity.



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AUTO • HOME • RENTERS • CONDO • BOAT

Some discounts, coverages, payment plans and features are not available in all states or companies. Discount amount varies in some states. One group discount applicable per policy. Coverage is individual. In New York a premium reduction may be available. Homeowners, renters, condo, boat and PWC coverages are written through non-affiliated insurance companies and are secured through the GEICO Insurance Agency, Inc. GEICO is a registered service mark of Government Employees Insurance Company, Washington, DC 20076; a Berkshire Hathaway Inc. subsidiary. GEICO Gecko image © 1999-2013. © 2013 GEICO

New job? Start a new business? Get promoted or recognized for an achievement?  
Share your news with us! Email [magazine@dspnet.org](mailto:magazine@dspnet.org).

**Reece Oslinker**, *Adelphi*, is owner at Sports Team Hotels in Stroudsburg, Pa.

**Rocky Wilburn**, *Akron*, is director of construction & renovation at TREO International, Inc. in Irvine, Calif.

**Matthew Norman**, *Alabama*, is credit analyst at Keystone Bank in Gadsden, Ala.

**Adam Thumen**, *Albany*, is employed at Office of the New York State Comptroller in Albany, N.Y.

**Sherrie Lyons**, *Arizona State*, is founder/owner at Lyons' Pride Editing, LLC in Tempe, Ariz.

**Scott Lutocka**, *Ball State*, is facilities manager at Piazza Produce, Inc. and was awarded Indianapolis Mayor Greg Ballard's 2012 Sustainability Award in the area of Reduce, Reuse and Recycle in Indianapolis.

**Sharon Reid**, *Bentley*, is a sourcer at Seven Step, a recruitment outsourcing company in Boston.

**Lisa Scaduto**, *Cal State-Chico*, is a special events consultant at Dave and Buster's in Milpitas, Calif.

**Edgar Gee**, *Cal State-Sacramento*, is customer service associate II at Fidelity National Information Services in Sacramento.

**Ana Berrio**, *Central Florida*, is FX sales trader at Wells Fargo Bank in Orlando.

**Jessica Galle**, *Central Florida*, is accountant III at Syniverse Technologies in Tampa.

**Katy Bird**, *Central Missouri*, is residence life coordinator at Michigan Technological University in Houghton, Mich.

**Rebecca Jones**, *Central Missouri*, is concierge agent at Wishes Family Travel in Abilene, Texas.

**Angela Schelp**, *Central Missouri*, is technical project manager II at PNC Real Estate Finance Technology in Spring Hill, Kan.

**Reed Miller**, *Colorado State*, is producer at Shirazi Miller Benefits in Greeley, Colo.

**Jack Ciak**, *Connecticut*, is principal at Armor Bearer Ministry Services in Little Rock, Ark.

**Joyce Orr**, *Connecticut*, is compliance & assurance analyst at Ravago Americas in Orlando.

**Mohsen Alsabihah**, *Evansville*, is marketing support supervisor at Almarai in Riyadh, Saudi Arabia.

**Omar Franco**, *Florida State*, is president of the Hispanic Lobbyists Association in Washington, DC.

## Brother Serves Board for Bronx Bombers, Tampa Style

By Timothy Guidry, *Tampa*

Timothy Guidry, *Tampa*, did not follow a traditional career path; however, he has found success as a student, a brother and as an administrator for the New York Yankees Tampa Foundation. Brother Guidry began his career with the Yankees as an intern over eight years ago working an entry-level position for the Foundation and assisting with security matters. Over time, he worked his way up to Foundation Board Member and Administrator.

Brother Guidry is responsible for engaging with the community and representing the New York Yankees organization at various community service events. He chairs the New York Yankees Tampa Foundation meetings, wherein different requests from the community are presented to board members for approval or denial. The Foundation often supports nonprofit community organizations and events with financial donations or donations of auction items. Some organizations the Foundation has supported include Trinity Café, St. Joseph's Hospital, the Florida Aquarium, the Henry B. Plant Museum, Tampa's Museum of Science and Industry, the Gold Shield Foundation and more!

As a lifelong Tampa resident, Timothy has always been deeply involved



Timothy Guidry, *Tampa*, is current chapter president and serves on the Yankees Tampa Foundation Board.

and interested in the community around him. He enjoys the work he does with the Foundation because it enables him to give back to the community in which he grew up. Timothy's career with the Yankees is what motivated him to complete his bachelor's degree. In 2011, he enrolled in the University of Tampa's sport management program. After learning of Delta Sigma Pi in a presentation given by the senior vice president, Timothy pledged and was

initiated in the spring of 2012.

Guidry served as vice president-professional activities and vice president-chapter operations during his first year as a brother and was elected president of Epsilon Rho for the 2013-14 academic year. He looks forward to leading the chapter and continuing the traditions set forth by his predecessors, National Collegian of the Year Richard Brandt and Gregory Whitleigh. He also looks forward to creating a stronger bond and greater involvement between the Epsilon Rho chapter and the Alumni Association at the University of Tampa.

Timothy's involvement with Delta Sigma Pi has given him the chance to work with people of different backgrounds and experiences—an attribute that has been useful in his business relations at the Yankees Foundation. ▲

**Anjeli Singh**, *Florida State*, is senior internal auditor at Tupperware Brands in Orlando.

**Robin Miller**, *George Washington*, is financial internal auditor at University System of Maryland in Columbia.

**Larry Stephenson**, *Howard*, is CEO/broker at KL Associates, Inc. in Washington, DC.

**Dave Clawson**, *Indiana-Purdue at Fort Wayne*, is treasury services manager at J.D. Byrider in Carmel, Ind.

**Barbara Vonderheide**, *Indiana State*, is owner of Barbara Vonderheide LLC, which offers online financial services and financial management and is based in Brookville, Ind.

**Chris Froehlich**, *Johns Hopkins*, is real estate asset manager at Cassidy Turley in Alexandria, Va.

**Brenna Barrett Catalfumo**, *Midwestern State*, is a substitute teacher at Amarillo Independent School District in Amarillo, Texas.

(Continued on page 30)

# Milestones

**Did you recently tie the knot? Welcome a new bundle of joy? Do you know a brother who has passed away? If so, please tell us. Email your mergers, gains or losses to [magazine@dspnet.org](mailto:magazine@dspnet.org).**

## Mergers

**Stephanie Hunt**, *Cal State-Sacramento*, to Michael Shelton on November 3. They live in Lenexa, Kan.

South Atlantic RVP **Janene Winton**, *Central Florida*, to Ted Markuske on March 6. They live in St. Petersburg, Fla.

**Larry Stephenson**, *Howard*, to Karen McAdoo. They live in Washington, DC.

**Joy Cable**, *Loyola Marymount*, to **Andrew Carroll**, *Cal State-Fullerton*, on May 26. They live in Fullerton, Calif.

**Brandy Harrington**, *Loyola-New Orleans*, to Vu Huynh on April 20. They live in Houston.

**Joy Anderson**, *Penn State-State College*, to Chuck Routson on October 27. They live in Columbia, Md.

**Eddie Stephens**, *Miami*, to Jacque Smolak on February 2. They live in West Palm Beach, Fla.

**Brenna Barrett**, *Midwestern State*, to Alfred Catalfuma on March 17, 2012. They live in Amarillo, Texas.

**Matt Brooks**, *Minnesota State*, to Jennifer Dettle on July 14, 2012. They live in Fridley, Minn.

**Melissa Cobb**, *South Florida-Polytechnic*, to Russell Harp on January 21, 2012. They live in Bartow, Fla.

## Gains

Rocky Mountain RVP **Sheri Powers Gabor** and **Nathan Gabor**, both *Colorado*, on February 17 – Michael Edward. They live in Littleton, Colorado.

**Christine** and **Brian Barnard**, both *Truman State*, on February 13, 2012 – Lauren Elizabeth. They live in Fenton, Missouri.

## Losses

**Americas**  
Leslie H. Harter (December 10)

**Central Florida**  
Jessica M. Timm (March 20)

**Central Missouri**  
Deborah S. Colley (April 6, 2012)

**Eastern Illinois**  
Nicholas A. Allen (April 19)

**Georgia State**  
Patman M. Dobbins (February 15)

**Minnesota State**  
Matthew D. Learn (January 29)

**Missouri-Columbia**  
Anthony R. Verrilli (March 29)

**Nebraska-Omaha**  
Roger H. Bunz (October 5)

**Northern Illinois**  
Michael D. Anderson (February 18)

**Northwestern-Chicago**  
Alvin K. Anderson (September 3)

**Oklahoma City**  
Connie M. McCoy (December 18)

**Penn State-State College**  
Sheron B. Khemlani (February 1)

**Rider**  
Michael W. Pascrell (March 29)

**South Carolina**  
M. Dale Floyd (March 22)

**Southeastern Louisiana**  
William F. McCune (April)

**Tennessee**  
Russell H. Dabney (January 23)

**Texas Tech**  
Raymond A. Gressett (December 13)

**Wayne State-Nebraska**  
Dwayne S. Fritzingler (February 24)

**Wingate**  
Nancy Bush (April 23)

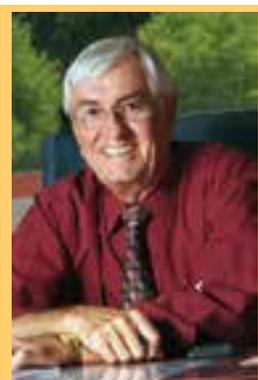
**Wisconsin**  
William H. Stiver (July 23, 2012)

## Brother, Former Governor, and Now New Mexico State President

By Cory Stopka,  
*St. Cloud State*

Garrey Carruthers, *New Mexico State*, was selected from a distinguished pool and named president of New Mexico State University (NMSU) in May. Epsilon Upsilon Chapter initiated him in the spring of 2005 as a faculty initiate and he actively supported the chapter while serving as the dean of the College of Business.

As stated in a press release, the University's Regents Chair Mike Cheney said, "When we began the search process, we realized immediately that our next president must clearly understand the environment, possess strong leadership skills with a demonstrated track record of maximizing resources and raising funds. Dr. Carruthers was selected because I believe he has the credentials as outlined for the position and the passion as demonstrated by his strong record of leadership and service to the university and the state."



*Garrey Carruthers, New Mexico State, former Governor of New Mexico, is now the New Mexico State University President.*

A vast educational, professional and volunteer background precedes his selection as president at NMSU. Brother Carruthers earned his bachelor's in agriculture and a master's in agricultural economics and agricultural business from NMSU and a doctorate in economics from Iowa State University. He began his teaching career at NMSU in 1968 prior to serving in a variety of other professional roles.

Carruthers was later elected the 27<sup>th</sup> governor of New Mexico in 1987, serving until 1991. He served as a White

House fellow assigned to the Secretary of Agriculture and as assistant secretary of the U.S. Department of the Interior during the Reagan Administration. He was also cofounder, president and chief executive officer of Cimarron Health Plan, a managed care company.

In July 2003, Carruthers returned to

NMSU to become the dean of the College of Business, where he also has served concurrently as the vice president for economic development. Beginning in 2009, he was also the director of the Pete V. Domenici Institute for Public Policy. As vice president for economic development, he was instrumental in establishing the Arrowhead Center which strives for sustainable economic development. He has played a central role in fundraising nearly \$30 million in support of the College of Business, the Arrowhead Center and the Domenici Institute.

Brother Carruthers is a founding member and current chairman of the board for Think New Mexico, lifetime board member of the Association of Commerce and Industry and completed terms on the Greater Las Cruces Chamber of Commerce and Mesilla Valley Economic Development Alliance Board of Directors. He currently serves on the board of directors of a Fortune 500 health insurance company, a regional bank and a local hospital.

Congratulations, Brother Carruthers! ▲

(Continued from page 29)

**Jasper Allen Jacobs**, *Nevada-Reno*, owns Atmosphere Dive in Reno.

**Andy Kalmanash**, *New York*, is principle at Office of Kalmanash in Stamford, Conn.

**John Armstrong**, *Northern Illinois*, is owner at FSI in Naples, Fla.

**Chris Sundberg**, *North Texas*, is a tax consultant at Deloitte Tax, LLP in Dallas.

**Hank Howey, Jr.**, *Oklahoma*, is project manager at AT&T in Atlanta.

**Duane Snyder**, *Oklahoma State*, is partner at Hein and Associates LLP in Dallas.

**Karan Ahuja**, *Purdue*, is junior analyst at McKinsey and Company in Waltham, Mass.

**Stephanie Mellady**, *Purdue*, is revenue analyst at United Airlines in Chicago.

**Charlie Staffa**, *Rutgers-Newark*, is retired and living in Aiken, S.C.

**Alisa Callahan**, *Siena*, is professor of business at Edison State College in Fort Myers, Fla.

**Rich Thibodeau**, *Siena*, is chaplain at Northeast Georgia Medical Center. He lives in Gainesville, Ga.

**Nick Naidicz**, *St. Thomas*, is an associate financial analyst at Ecolab in St. Paul, Minn.

**Lisa Zilinski**, *South Florida-Polytechnic*, is assistant professor at Purdue University in West Lafayette, Ind.

**Jay Massey**, *Temple*, is a buyer specialist for the Maria Quattrone team at Coldwell Banker Preferred Avenue of the Arts in Philadelphia.

**Rasheeda Washington**, *Tennessee*, is supply chain talent development manager at Raytheon Technical Services Company LLC in El Segundo, Calif.

**Angelica Coronado**, *Texas A&M-Corpus Christi*, is associate attorney at Davis Law Firm in Austin.

**Tiffany Eubank**, *Texas Tech*, is a pharmaceutical representative at Eli Lilly in Columbia, Mo.

**Keith Long**, *Virginia Commonwealth*, is program manager at Planned Systems International in Falls Church, Va.

**Will Evans**, *West Alabama*, is area director of housing & supportive services at Community Connections of Jacksonville in Jacksonville, Fla.

**Antywan Nicholson**, *West Alabama*, is retail advertising executive at The Tuscaloosa News in Tuscaloosa.

**Aimee Underwood**, *West Virginia*, is regional sales associate at Mylan Pharmaceuticals in Morgantown, W.Va.

**Chris Anderson**, *Winona State*, is senior mobile UX project manager at US Bank in Minneapolis.

## GMA Mom-Tester: Brother Approved

By Erin Winfrey Stark,  
*Truman State*

Have you ever wanted a few minutes of fame or to be on one of your favorite television shows? Well, this wasn't something on my bucket list, but the idea got me excited when the opportunity presented itself.

I was watching Good Morning America (GMA), as I do every morning, and I was intrigued by one of the product offerings on their Deals & Steals segment. I decided to check it out on their website, but was distracted by a small section that read "Would you make a good GMA Mom-Tester?" I thought, "Well, sure!" Immediately, my mind raced through the possibilities that this could present to me. Would I get paid to test products for Good Morning America? Would I travel to New York and be on the show? Could I actually meet Robin Roberts and the rest of the GMA cast? Yes, yes, and yes! I clicked the link and responded in less than 100 words on why I thought I would be a good Mom-Tester. I mentioned that I was a mom of twin 2-year old girls and listed what I purchase for my family. I then got back to my busy schedule and quickly forgot about my submission.

A few weeks later, I was surprised when I received an email from one of the show's producers, thanking me for my entry and asking for a one minute video of myself. I sent in my video and thought "What are the chances I will be chosen?" I was so excited when I received a

congratulatory email from GMA stating that I would be a Mom-Tester. Woohoo! I called the producer and received the details of my assignment. I was honestly a little disappointed that I wouldn't be paid, this was a onetime gig and wouldn't be traveling to New York. However, I was still going to be on Good Morning America!

I found out that I would be receiving "As Seen On TV" products the following week to test with my family. It was my job to document every step of the testing process on video and give my opinion of the products – either "Mom Approved" or "Mom Disappointed." The products we tested were the HUGLight: Hands-Free Flexible LED Light – Mom Approved, WrapTastic: Food Wrap Dispenser – Mom Disappointed (wasn't aired on GMA), Chip-Tastic: Guilt-Free Microwave Chip Maker – Mom Disappointed and Grip Go: Hands-Free Phone Mount – Mom Approved. It took much more time than anticipated. I sent in about six hours of video footage, but the final Mom-Testers segment that aired on Good Morning America was only three minutes long! That included the two other moms' experiences and opinions of the products. However, it was still fun to watch with my family and share with neighbors and friends! Although this wasn't a paying position, I had a great experience and received some fun products to use with my family. ▲



Erin Winfrey Stark, Truman State, and her twin 2-year old girls participated in Good Morning America's Mom-Tester segment where she reviewed "As Seen On TV" products.

**Editor's note:** Erin served as a Deltasig district director for over seven years and was previously the Kansas City alumni chapter president and district director. On the national level, Erin was a member of the Professional Development committee and has served on numerous Leadership Foundation committees, currently serving on the Foundation Scholarship Selection committee. She currently lives in Lake in the Hills, IL. To watch Erin's segment, go to <http://gma.yahoo.com/video/gma-mom-testers-review-spring-080000070.html>.

## Brother to Fulfill Destiny in Outer Space

By Sally Krusing, Florida

I remember the day I was invited to join Delta Sigma Pi at the University of Florida as if it were yesterday and not 37 years ago; joining was the best decision I made my first year in Gainesville. I felt privileged to be inducted into their first co-ed pledge class and became very involved with the chapter. I was elected to three offices including vice president-pledge education, vice president-professional activities and president. Deltasig was an excellent training ground for my future business career.

As I approached graduation with a BSBA in marketing, my economics professor advised me to interview with the best company in whatever industry I wanted to work in. I chose IBM and relied on my Deltasig training to sail through the interviews. After graduation I started in the Office Products Division and found I absolutely loved it.

You may have heard that IBM also stands for, "I've Been Moved" and it was true for me. I worked in several locations over a 26 year career including Fairbanks, Ala; Frankfurt, Germany; Atlanta; Rochester, Minn. and Tucson, Ariz.

Along the way, I learned how to fly.

In retrospect, I believe this was my destiny. Why? For one thing, Chet Ringeisen, Florida, who invited me to join Deltasig, was a pilot. For another, I graduated on December 17, which is the anniversary of the Wright Brothers' first flight.

I also grew up in Tampa in the 50s and 60s and witnessed quite a few rocket launches from Cape Canaveral—I was instantly awed. Those images stayed with me even though I knew I could never actually be an astronaut. I wasn't a scientist. I wasn't a pilot. Heck, I even suffered from motion sickness!

It was a friend of mine who helped me realize my dream. She was using me as her guinea pig while training to be a certified life coach and I was considering retirement. One of the first questions she asked was "What would you do if you knew

you couldn't fail?" Without thinking I replied "I would be an astronaut."

It wasn't until 2004 that I retired and I started hearing about Sir Richard Branson and Virgin Galactic inviting people to become astronauts. At the time I was in no position to act on it, but I remained curious.

Later that year it was announced Spaceport America, the world's first private spaceport, would be built in Las Cruces, N.M., not far from where I live.

Was this another sign?

I persuaded a friend to join me on a trip to where the Spaceport was being built. The curved structure growing out of the ground of White Sands Missile Range and its futuristic design reminded me of the Starship Enterprise. I was hooked and signed up with Virgin Galactic to become a Voyager Astronaut.

There are two types of astronauts in the program, Pioneer and Voyager. Pioneers are those who pay \$200,000 up front and Voyagers are those who pay a deposit of \$20,000 with the remainder due prior to flight. I'm in the process of raising the funds to move from Voyager to Pioneer.

I may not be on the first Virgin Galactic space flight, scheduled for 2014, but sooner or later this Deltasig will fulfill her destiny. And when I do, I'll be sure to let you know how it feels... ▲



Sally Krusing, Florida, holds a model of the spaceship (SpaceShipTwo) and launch aircraft (WhiteKnightTwo). Sally hopes to travel into outer space with Virgin Galactic.

## Become a CDL today and join more than 100 of your brothers!

The Certified Deltasig Leader (CDL) program is an online volunteer training program for Deltasigs. Certification recognizes alumni members for their demonstrated leadership training and experience.

### How do you become a Certified Deltasig Leader (CDL)-Tier I?

Participate in at least two national Fraternity events in the past five years; complete 11 CDL presentations—all found at [deltasiglearning.org](http://deltasiglearning.org); support the Leadership Foundation; and apply online at [dspnet.org/awards](http://dspnet.org/awards).

### Already a CDL and want to take it one step farther? Advanced Certification Tier II is also available!

To be eligible, alumni members must: complete Tier I certification; serve the Fraternity for at least one year in a volunteer leadership position; complete the four advanced training presentations at [deltasiglearning.org](http://deltasiglearning.org); and apply online at [dspnet.org/awards](http://dspnet.org/awards).

**Congratulations to the CDLs who earned Tier I or Tier II certification for 2012-13 between January 18 and May 15. (Tier II CDLs are marked with a \*.)**

Mark Dorn\*, Minnesota State  
Danielle Jepson, St. Cloud State  
Erin Lee\*, Western Kentucky  
Ollie Moses, Southern Mississippi

Gabriel Salas, Texas-San Antonio  
Alexandra Warrick\*, Evansville  
Charisse Welborn, Ferris State  
Darrick Williams, South Carolina



**Reminder:** Tier 1 and Tier 2 Certification are effective for up to a two-year term—expiring December 31 of odd years. Renewals of certification must be completed between November 1 and February 1 to avoid interruption of certification. See the Awards & Recognition Guide for more details. ▲

**Get Involved! Please note:** Contact information is listed here for cities where alumni chapters are currently franchised as of May 1. There are alumni members organizing groups in other cities listed. They are noted with a city name only. For contact information on these organizing groups, or to start a group in an area not already listed, please email [alumni@dspnet.org](mailto:alumni@dspnet.org), call (513) 523-1907 x223, or check online at [www.dspnet.org](http://www.dspnet.org).

## ALABAMA

### BIRMINGHAM

Darren McNutt  
334-524-5246  
[mcnutda@hotmail.com](mailto:mcnutda@hotmail.com)  
[LIVINGSTON](#)

## ALASKA

### ANCHORAGE

## ARIZONA

### THUNDERBIRD

Kaitlin Sinclair  
602-909-3486  
[dspthunderbird@gmail.com](mailto:dspthunderbird@gmail.com)  
[TUCSON](#)

## ARKANSAS

### FORT SMITH

## CALIFORNIA

### ALCATRAZ

### EAST BAY

Daniel Thompson  
510-390-2088  
[daniel.thompson@gmail.com](mailto:daniel.thompson@gmail.com)

### FRESNO-CENCAL

Tara Lee  
559-681-8799  
[dspfccac@gmail.com](mailto:dspfccac@gmail.com)

### HAYWARD

### INLAND EMPIRE

Vincent Chun  
818-660-6842  
[vchun@gmail.com](mailto:vchun@gmail.com)

### LOS ANGELES

Jim Siegrist  
626-497-2642  
[deltasigalrt@yahoo.com](mailto:deltasigalrt@yahoo.com)

### ORANGE COUNTY

Patrick Bonfrisco  
714-328-8658  
[orangecountyalumni@gmail.com](mailto:orangecountyalumni@gmail.com)

### SACRAMENTO

### VALLEY

Suzette Halterman  
916-996-1642  
[dspsvac@gmail.com](mailto:dspsvac@gmail.com)

### SAN DIEGO

Joy Cable  
909-519-2729  
[sandiegoalumnicchapter@gmail.com](mailto:sandiegoalumnicchapter@gmail.com)

### SAN FRANCISCO

### SAN GABRIEL VALLEY

Julie Nguyen  
909-362-9400  
[sgvalumnicchapter@gmail.com](mailto:sgvalumnicchapter@gmail.com)

### SANTA CLARA/

### SILICON VALLEY

Lauren Short  
408-806-7792  
[scsvan@gmail.com](mailto:scsvan@gmail.com)

### STOCKTON/SAN

### JOAQUIN VALLEY

## COLORADO

### COLORADO SPRINGS

Jesse Hernandez  
719-482-6481  
[mx143@yahoo.com](mailto:mx143@yahoo.com)

### DENVER

Patrick Lewis  
303-842-5611  
[deltasigdenver@gmail.com](mailto:deltasigdenver@gmail.com)  
[GRAND JUNCTION](#)

## CONNECTICUT

### CONNECTICUT

Cynthia Covert  
860-997-7998  
[dsp.ct.alumni.chapter@gmail.com](mailto:dsp.ct.alumni.chapter@gmail.com)

## FLORIDA

### BOCA RATON

### CENTRAL FLORIDA (ORLANDO)

Aireny Castro  
407-808-1988  
[cfidsp@gmail.com](mailto:cfidsp@gmail.com)

### FT. LAUDERDALE

### GAINESVILLE

### JACKSONVILLE

Meghan Roy  
904-318-9381  
[meghanroy@att.net](mailto:meghanroy@att.net)

### PENSACOLA-

### NORTHWEST

### FLORIDA

Jeremy Ochoa  
762-822-3809  
[DSP.Alumni.of.NWFL@gmail.com](mailto:DSP.Alumni.of.NWFL@gmail.com)

### TALLAHASSEE

### TAMPA BAY

Lencia Walters  
813-971-6325  
[dspibac@gmail.com](mailto:dspibac@gmail.com)

### WEST PALM BEACH

## GEORGIA

### ATLANTA

Jared Degnan  
202-413-3652  
[president@dspatlanta.com](mailto:president@dspatlanta.com)

### COLUMBUS

### SAVANNAH

## HAWAII

### HAWAII

Clayton Chong  
808-935-5069  
[cechong@aol.com](mailto:cechong@aol.com)

## ILLINOIS

### CHICAGO

Brian Conti  
630-926-6020  
[bconti@gmail.com](mailto:bconti@gmail.com)

### DECATUR/CENTRAL

### ILLINOIS

### NORMAL

Christopher Galfi  
309-824-5576  
[chris@galfi.com](mailto:chris@galfi.com)

## INDIANA

### BLOOMINGTON

### EVANSVILLE

### FORT WAYNE

### INDIANAPOLIS

Alexandra Warrick  
317-696-3096  
[alexandra.warrick@gmail.com](mailto:alexandra.warrick@gmail.com)  
[SOUTH BEND/](#)  
[ELKHART](#)

## IOWA

### DES MOINES

Laura Martin  
612-702-3068  
[deltasigalumia@gmail.com](mailto:deltasigalumia@gmail.com)

## KANSAS

### KANSAS CITY

Rachel Merlos  
816-520-0266  
[kcacdsp@gmail.com](mailto:kcacdsp@gmail.com)

### WICHITA

## KENTUCKY

### BOWLING GREEN

### LOUISVILLE

Erin Lee  
502-641-0858  
[erin.lee01@gmail.com](mailto:erin.lee01@gmail.com)

## LOUISIANA

### BATON ROUGE-RED

### STICK

Michael A McNulty III  
225-756-2013  
[michaelmcnulty3@cox.net](mailto:michaelmcnulty3@cox.net)

### LAKES CHARLES

### NEW ORLEANS

## MAINE

### PORTLAND

## MARYLAND

### BALTIMORE

Bryan McMillan  
443-691-2581  
[bmmcmillan@jhu.edu](mailto:bmmcmillan@jhu.edu)

### COLUMBUS-

### HEARTLAND OF

### MARYLAND

Antonio Watson  
443-415-2192  
[GHOM.DSP@gmail.com](mailto:GHOM.DSP@gmail.com)

## MASSACHUSETTS

### BOSTON

Richard Steinkrauss  
781-413-1351  
[bacofdelatigamapi@yahoo.com](mailto:bacofdelatigamapi@yahoo.com)

### MICHIGAN

### DETROIT

### GRAND RAPIDS

## MINNESOTA

### TWIN CITIES

Amy Briggs  
612-819-2879  
[brotherbriggs@hotmail.com](mailto:brotherbriggs@hotmail.com)

### WINONA-LA CROSSE

Sandra Matson  
608-397-2870  
[dspwlac@gmail.com](mailto:dspwlac@gmail.com)

## MISSISSIPPI

### GULFPORT/BILOXI

### HATTIESBURG

### JACKSON

## MISSOURI

### JEFFERSON CITY

### KANSAS CITY

Rachel Merlos  
816-520-0266  
[kcacdsp@gmail.com](mailto:kcacdsp@gmail.com)

### SPRINGFIELD

### ST. LOUIS

Martin Zaegel  
314-724-7852  
[president@dpsstl.org](mailto:president@dpsstl.org)

## NEBRASKA

### LINCOLN/GREATER

### NEBRASKA

Kerry Florell  
402-435-6191  
[deltasigalumni@yahoo.com](mailto:deltasigalumni@yahoo.com)

## NEVADA

### LAS VEGAS

### RENO SIERRA

### NEVADA

Robert Gales  
775-823-3355  
[rgales@prusierra.com](mailto:rgales@prusierra.com)

## NEW JERSEY

### JERSEY CITY-NEW

### JERSEY AREA

Juan Viruet  
201-936-4511  
[dspnjalumni@gmail.com](mailto:dspnjalumni@gmail.com)

## NEW MEXICO

### ALBUQUERQUE

### LAS CRUCES

## NEW YORK

### ALBANY

### BUFFALO-ROCHESTER

### NEW YORK CITY

Lesley Harris  
347-689-4207  
[dspnyalumni@yahoo.com](mailto:dspnyalumni@yahoo.com)

## NORTH CAROLINA

### CHARLOTTE

### GREENSBORO

### PIEDMONT

### RALEIGH-DURHAM

## OHIO

### CINCINNATI

Derek Hoening  
419-733-2686  
[cincinmati.deltasigs@gmail.com](mailto:cincinmati.deltasigs@gmail.com)

### CLEVELAND-AKRON

### COLUMBUS

## OKLAHOMA

### LAWTON

### OKLAHOMA CITY-

### TORNADO ALLEY

Avery Moore  
405-824-2111  
[okctaa@gmail.com](mailto:okctaa@gmail.com)

### TULSA GREEN

### COUNTRY

Erika Baughn  
918-850-3317  
[erikabaughn@yahoo.com](mailto:erikabaughn@yahoo.com)

## OREGON

### PORTLAND

## PENNSYLVANIA

### ERIE

### HARRISBURG

### PHILADELPHIA

Conchita Dixon  
215-878-7020  
[phillydpsalumni@gmail.com](mailto:phillydpsalumni@gmail.com)

### PITTSBURGH

### STATE COLLEGE

## RHODE ISLAND

### PROVIDENCE

## SOUTH CAROLINA

### CHARLESTON

### COLUMBIA

Gary Anderson  
803-603-6556  
[Gary@CarolinaAPS.com](mailto:Gary@CarolinaAPS.com)

### GREENVILLE

### MYRTLE BEACH

## TENNESSEE

### CHATTANOOGA

### JOHNSON CITY

### KNOXVILLE

### MEMPHIS

Rebecca Jacobs  
901-486-5825  
[rebhjacobsgmail.com](mailto:rebhjacobsgmail.com)

### NASHVILLE

## TEXAS

### ANGELO

### ARLINGTON AREA

### LONE STAR

Stacy Lott  
817-412-0105  
[dsplovestar@subell.net](mailto:dsplovestar@subell.net)

### AUSTIN

Heath Thompson  
580-235-2698  
[deltasigtx@yahoo.com](mailto:deltasigtx@yahoo.com)

### CORPUS CHRISTI

### DALLAS AREA

Kevin Camacho  
915-549-5392  
[dallasareaalummi@yahoo.com](mailto:dallasareaalummi@yahoo.com)

### EL PASO

### FORT WORTH

### COWTOWN

Amanda Wood Jordan  
940-367-6096  
[ftwdeltasigs@gmail.com](mailto:ftwdeltasigs@gmail.com)

### HOUSTON-

### SPACE CITY

Ravi Dubey  
281-300-4930  
[ravi\\_dubey@hotmail.com](mailto:ravi_dubey@hotmail.com)

## LUBBOCK

### MCALLEN

### SAN ANTONIO

Ruben Gutierrez  
830-734-2862  
[dspalumsa@yahoo.com](mailto:dspalumsa@yahoo.com)

### WACO

### WICHITA FALLS -

### NORTH CENTRAL

### TEXAS

Ryan Seaberry  
940-659-8528  
[ryan.seaberry@gmail.com](mailto:ryan.seaberry@gmail.com)

## VIRGINIA

### HAMPTON ROADS

Paula Feret  
567-278-1290  
[deltasigs.vabeach@gmail.com](mailto:deltasigs.vabeach@gmail.com)

### ROANOKE

### STERLING

### VIRGINIA BEACH

## WASHINGTON

### BELLEVUE

### SEATTLE

Anne Zarembo  
425-344-2072  
[seattledeltasigmapi@gmail.com](mailto:seattledeltasigmapi@gmail.com)

## WASHINGTON, D.C.

### DC METRO

Jessica Boucher  
505-220-9278  
[dspdcmetro@gmail.com](mailto:dspdcmetro@gmail.com)

## WEST VIRGINIA

Share news about your alumni chapter activities! Email your news and photos to [magazine@dspnet.org](mailto:magazine@dspnet.org)



Brothers in LONDON recently met for dinner. From left: Alex Hoffman, Central Florida; Veer Patel, Central Florida; Maira Gutierrez, New Mexico State; Ashok Arora, Central Florida; Anisha Pithwa, Cal State-Fullerton; Amol Jadhav, Houston; Taseer Husain, Buffalo; and Sarah Farrell, Central Florida.



ARLINGTON AREA LONE STAR celebrated Alumni Day at Clay Gould Ballpark with their brothers, family and collegians as they cheered on Texas-Arlington Mavericks to victory. Top from left: Anthony Baker, Matt McGee, LaTara Foard, John Braxton, Barbara Brodie, Golden Council/Trustee Emeritus Paul Brodie, Dontevious Reid. Bottom from left: Victoria McGee, Sara Baker, Jessyca Mullis and Charlotte Brand.



KANSAS CITY members at a chapter meeting at Rockhurst in Kansas City, Missouri. Back from left: South Central PVP Henry McDaniel; Kevin Gore, Missouri-Kansas City; National Community Service Chair Kris McDaniel; Jeff Linville, Missouri-Columbia; Justin Poncy, Central Missouri; Beth Losik, Baker; Jamie Schmidt, Kansas; Katelyn Clark, Rockhurst. Front from left: Midwestern RVP Jackie Shaw; Rachel Merlos, Central Missouri and Reece Clark, Rockhurst.



DES MOINES-CENTRAL IOWA hosted a professional event featuring Bruce Gerleman, the founder and owner of a local chain of "Jethro's BBQ". Brothers from DRAKE also attended the event and enjoyed hearing how the restaurant began and plans to expand in the future. Back from left: Luke Plesko, Drake; Katie Beloin, Iowa State and Bruce Gerleman. Front from left: Great Plains RVP Kirstie Gill, Phil Kreznor, Jillian Gartner, all Drake, and David Gulbrantson, Iowa State.

Over 30 brothers from the Capital Region celebrated National Alumni Day at the National Zoo in Washington, D.C. From left: Shawna Spriggs, Brehanna Edwards, Phylcia Jackson, all Frostburg State, and Guy Dorsainville, Howard.

# Congratulations Distinguished Alumni!



GP Mark Chiacchiari (right) presents F. Keith Bugner, Clemson, his Silver Helmet at the Southern LEAD Provincial Conference in Raleigh.



Northeastern PVP Paul Carpinella (right) presents Dennis Friedman, Buffalo, his Silver Helmet at the Northeastern LEAD Provincial Conference in Hartford.



Northeastern PVP Paul Carpinella (right) presents Peter LaCava, Bentley, his Silver Helmet at the Northeastern LEAD Provincial Conference in Hartford.

**WEST FLORIDA** presented longtime Chapter Advisor Betsy Bowers, East Tennessee State, with her Silver Helmet in January.

Northeastern PVP Paul Carpinella presents Deborah Lang, Bentley, her Silver Helmet at the Northeastern LEAD Provincial Conference in Hartford. From left: Carpinella, Lang and Golden Council member Sam Shaheen.



John and Angela Callahan, both Central Missouri, were presented their Silver Helmets at the South Central LEAD Provincial Conference in Overland Park. From left: Angela Callahan, Beth Losik, Baker, and John Callahan.



DRAKE presented longtime faculty member and recent Chapter Advisor A. Douglas Hillman, Drake, with his Silver Helmet in May. From left: Great Plains RVP Kirstie Gill, Tom Florian, Hillman, Erika McCracken, Kevin McLean, Courtney Haag and Stephanie Esker.



Michael Vargo, Ohio State, was presented with the Golden Helmet in April for more than 50 years of service. Brother Vargo, initiated in 1947, was founder and president for 20 years of the Nu Chapter House Corporation which recently endowed a \$50,000 scholarship for the chapter. Vargo (seated) is pictured with OHIO STATE members and Nu Chapter House Corporation Board members.



Hawaii-Hilo presented longtime Chapter Advisor and now Business Dean Harry Hennessey, Nebraska-Lincoln, with his Silver Helmet in April. Hennessey (seated center) is pictured with chapter members.



Pacific Coast RVP and Orange County Alumni Chapter President Patrick Bonfrisco presented the Anthony Z. Fernandez Distinguished Alumni Service Award on behalf of the Orange County Alumni Chapter to Kevin Salazar, Cal State-Fullerton, in April.

**Add a stamp to your Deltasig passport--  
check in with FourSquare at a LEAD event and receive  
the Deltasig badge.**



LEAD events offer educational sessions, networking, leadership development and more! For complete information and to register, visit [dspnet.org](http://dspnet.org). ▲

## Happy 100th Birthday, Past Grand President Bob Busse!

**P**GP Bob Busse, *Rutgers*, was born in East Orange, N.J. in 1913 and celebrated his 100<sup>th</sup> birthday June 1, at First Presbyterian Church in Fort Worth, Texas surrounded by family, friends and Deltasigs. Brother Busse attended his first Grand Chapter Congress in 1936 before he was even initiated and his dedication to the Fraternity never wavered. Busse served as chapter president, Regional Director and Grand President. He helped endow the Bob and Dorothy Busse Scholarship fund, was honored as the 1996 Lifetime Achievement Award and received his Diamond Helmet for 75 years of service last fall!

Busse worked for Burroughs Adding Machine Company for 36 years in six states. He was married to his wife Dorothy (Dottie) for 57 years before she passed away. They are parents to son Ronald and daughter Laurie—the first father-daughter combination in the Fraternity!

Busse also served the Special Olympics Georgia and the Ladies Professional Golf Association, whose annual golf tournament was renamed the “Bob Busse Classic” in his honor. Bob also joined Rotary in New Jersey almost 70 years ago, served in seven different clubs and was chief consultant to the Atlanta Rotary office for 35 years. ▲



*PGPs Mitch Simmons and Bob Busse celebrated Bob's 100th Birthday in June.*



**A**lthough you can't set up automatic gifts for your birthday, you can set up automatic gifts to the Leadership Foundation. These automatic payments to the Leadership Foundation via credit or debit card (monthly, quarterly, semi-annually, annually) can be coordinated through the Central Office. This paperless method for giving is an excellent way to budget your contributions over an entire year and ensure you stay on the Honor Roll of Donors. Please contact the Leadership Foundation at 513-523-1907 x 234 or [foundation@dspnet.org](mailto:foundation@dspnet.org) to set up your periodic giving. ▲

## Foundation Board "Minutes in Seconds" (February 24)

- ▲ A marketing resource management firm, Gabriel Group, was hired for 2013-14 to enhance direct mail and communication efforts.
- ▲ Accepted a designated gift to enhance social media efforts. Social Media Ad Hoc committee created.
- ▲ 2013-14 operating budget approved.
- ▲ Approved increase in scholarship amounts to General Undergraduate Scholarships for 2013-14 application year.
- ▲ Grant request for 2013-14 to the Fraternity approved. ▲

## MARK YOUR CALENDAR

**August 4-5**

Board of Directors Meeting (Seattle)

**August 6**

Leadership Foundation Trustee Meeting (Seattle)

**August 7-11**

49th Grand Chapter Congress (Seattle)

**August 10**

Board of Directors Meeting (Seattle)

**September 26-27**

Board of Directors Meeting (Cincinnati)

**October 12**

Columbia (SC) LEAD School

**October 19**

Baltimore LEAD School

**October 26**

Indianapolis LEAD School  
Make A Difference Day

**November 2**

Houston LEAD School

**November 7**

Founders' Day

**November 9**

Las Vegas LEAD School

Visit [www.dspnet.org](http://www.dspnet.org) for a complete listing of events. ▲

## NEW PARTNERS:

We are happy to announce a new partner, Tutor Matching Service, an online service designed to match students with tutors in their area. For a complete list of services and partners, visit [www.dspnet.org](http://www.dspnet.org). ▲

## Farewell Cory Stopka and Suzannah Bretz



Cory Stopka, *St. Cloud State*, served a two-year term for the Fraternity as an Educational and Leadership Consultant. During that time he visited 74 chapters and helped brothers across the country better understand recruiting, financial management, professional programming, service events and more! We appreciate all you've done for the Fraternity and good luck in the future, Cory! ▲



Suzannah Bretz, who joined us in September in a part-time administrative support role, will be leaving us to attend Cornell in the fall and we will miss her greatly! Suzannah helped prepare for LEAD events and assisted with a variety of Fraternity and Foundation tasks. She is honored as a Cornell Tradition Fellow. We wish you the best, Suzannah! ▲

## Malory Ammerman Named to Staff

Malory Ammerman, *Midwestern State*, has joined the staff as an Educational & Leadership Consultant. Malory earned a bachelor's in business administration, management and served as senior vice president and vice president-pledge education of her chapter. She was named to the dean's list and was a Who's Who Among Students in American Universities and Colleges nominee. She was involved with First Baptist Church, Habitat for Humanity, a local Food Bank and Adopt-A-Highway while in college. Welcome, Malory! ▲



# Spring LEAD Provincial Conferences

This spring brothers were thrilled to attend the LEAD Provincial Conferences—so enthused three events successfully sold out! With high attendance at all five events, Delta Sigma Pi stayed true to its purpose and encouraged scholarship and social activity through inspirational keynote speakers and educational sessions as well as social events. Community service projects helped a number of organizations and countless recipients. Donors, including Legacy Chapters, service achievements and Certified Deltasig Leaders were recognized at all events. Collegians of the Year (COYs) were recognized for their hard work and provincial council meetings were also held at all the events. Thank you to all who helped make this year's conferences a success!

In Hartford and Overland Park, at the Northeastern and South Central LEAD Provincial Conferences, keynote speaker Adam Carroll, National Financial Educators, *Phoenix-Thunderbird*, offered the fundamentals of networking and gave Deltasigs the opportunity to meet and network with fellow brothers in their chosen career field. Jackie Mueckenheim, ERC, the keynote speaker at the North Central and Southern events, gave her signature speech, *Communicate + Cultivate + Collaborate = The Leadership Performance Equation* to full houses. In Raleigh, the 2013 National COY Award was presented to Richie Brandt, *Tampa*. The Western leadership hosted an "Aloha!" themed party Saturday night complete with dinner and dancing. Looks like they're ready for the Hawaiian alumni cruise in March 2014! South Central attendees were witness to record breaking snowfall

and numerous flight cancellations the day before the event was set to begin. However, the snow stopped and attendees were able to have a good laugh at the comedy show that concluded the event.

Thank you to all the partners who helped make this season's LEAD events a success including the Fund for American Studies, Epic, GEICO Jobs, GEICO Insurance, Gradspring, Tutor Matching Service, National Financial Educators, How Hard Are You Knocking? and Fraternal Composite Service.

Additionally, thank you to those who participated in the community service initiatives. The pop tab collection for the Ronald McDonald House Charity at the Northeastern and Southern LEADs were once again a success! Also in Hartford, school supplies and books were collected for Sandy Hook Elementary School and donations were collected for Mark Mattioli, *Connecticut*, who lost his son in the Sandy Hook shooting. The Southern Province also collected donations for the American Cancer Society's (ACS) Relay for Life. Attendees in North Central also supported ACS by decorating a playhouse for a local hospital that treats pediatric cancer patients and sold pins to support American Heart Association. The Western Province raised \$300 for St. Jude Children's Research Hospital through a Make a Difference, Make a Drop and a dress down fundraiser. The South Central LEAD wrote personal letters for Operation Gratitude, which sends service members the letters with donated scarves, paracord bracelets and more. With so much to offer and experience, you should make plans now to attend LEAD schools this fall! ▲



Adam Carroll, *Phoenix-Thunderbird*, presents to a room full of eager students at the Northeastern LEAD.



From left: Preet Kaur, Shane Kumar and Kristina Krass, all Pacific, review the agenda and discuss which educational sessions to attend at the Western LEAD.

1998 National COY Dawn Klinger, left, and Angie Schelp, both Central Missouri, take a break and pose for a photo at the South Central LEAD.



# A Huge Success



Foundation Trustee Jeff Berlat, talks to a new donor about Grand President's Circle at the North Central LEAD.



Attendees gather in the foyer at the North Central LEAD visiting partners, the Leadership Foundation and community service tables.



Lindsay Mensher, Bentley, sells stickers at the Northeastern LEAD.



At the Southern LEAD, brothers had a chance to meet brothers from across the province. Back from left: Chrissy Lynch, Bellarmine; Raul Sierram, Tampa; Santiago Barbosa, Ryan Maurer, Andy Martin, all Clemson; Violetta Remeslova and Greg Whitleigh, both Tampa. Front: Mauricio Saenz, Clemson.



VPF Shane Borden (rear), talks to (from left) Kamil Krukowski, Alexandra Cancio, Opeola Bukola and Joshua Pincus, all Florida, before the banquet at the Southern LEAD.



Shawn and Jeanne Gregory, both Tampa, are presented with the Cornerstone Leadership Foundation award by GP Mark Chiacchiari and Foundation Trustee Corey Polton at the Southern LEAD.



Attendees at the Western LEAD participate in Make a Difference, Make a Drop to support St. Jude Children's Research Hospital.



**DELTA SIGMA PI**

330 South Campus Avenue

Oxford, OH 45056

(513) 523-1907

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

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