

THE DELTASTIG

MARCH 2016

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

**Sports, Business,
Fraternity –
Past Grand President
Bill Kinsella Stays
Ahead of the Game**



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Member of
AACSB International –The Association to Advance Collegiate Schools of Business
Fraternity Communications Association (FCA)
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The DELTASIG of Delta Sigma Pi is published by the International Fraternity of Delta Sigma Pi.
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The DELTASIG of Delta Sigma Pi is distributed to all collegiate chapters, life members, national honorary initiates, faculty and honorary initiates for five years following initiation, national officers, Golden Council members, current Leadership Foundation donors, Fraternity leaders and new grads for one full year following year of graduation. It is also sent to numerous business schools and Greek organization headquarters.

The magazine is available online under the About section at www.dsp.org.

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On the Cover: PGP Bill Kinsella ump's from behind home plate during Game 14 of the Little League Softball World Series. See full article on page 24.
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Capturing our History: "Kodak Moments" to Selfies

I was recently at an ice cream parlor watching a teenage girl take "selfies" with her cone full of Rocky Road. She had to have taken a dozen pics, trying to capture just the right pose—the one with the best lighting, the best angle and the best smile. I'm sure once she was satisfied with her sweet-filled snap, she shared it with her friends on Facebook, Twitter, Instagram and Snapchat.

She, like many others, was just trying to get the most likes or favorites. Sadly though I believe we are forgetting the reason for taking photos—to capture our history for the future. Nowadays, it is so easy to take a photo so we take a lot of them, but unfortunately, not enough that really matter.

As the youngest of three and a mother of two, I know that the firstborn sees more of the other end of a camera than anyone. Many times, there are pictures of the first steps, the first solid food, the first day of school and 8 million photos in between. So when it comes to documenting the history of our Fraternity, we need to be more like a first-time parent.

We need to share every photo with every possible person that is willing to look at it. We need to create scrapbooks (digital ones count too!) that showcase the previous year. We need to keep those photos for eternity so that we can pull them out and share them during reunions. (It isn't called a Facebook timeline for nothing!)

One of the neatest pieces in the Delta Sigma Pi archives, I believe, is The First Quarter Century: Beta Chapter that documents Beta's early years. Each year of the chapter's existence is highlighted with new members and events from that year, collected from meeting minutes, newsletters and more. It doesn't have many photos (Beta was founded in 1914), but it nicely captures the history of the chapter in one little 116 page book. If your



chapter has something like this, we would love to hear about it!

Some of our most popular posts on Facebook are historical photographs from the Fraternity archives that we share when chapters have milestone anniversaries. "Older" brothers love to see pictures from their college years and "newer" brothers love the nostalgia of their chapter's history. Every alumni member of Delta Sigma Pi should search through their drawers and closets, find these old photos, scan them, and share them with our friends and chapters. And every member should actively take photos of brothers at events to share with collegians, alumni, parents, university students and officials, community members and future Deltasigs. Be sure to take photos of new pledge classes, new members, service events, professional events, social events, fundraisers, graduating seniors, alumni—every important moment of the chapter and the Fraternity. Well, maybe not every moment!

Let's take a moment to talk about the inappropriate photos—you know those photos that your parents took of you in the bathtub when you were little? Let's keep those "inappropriate" photos to ourselves so that we can maintain ourselves as a professional fraternity. Avoid sharing (and taking) photos you would not be willing to show your boss's boss or your grandmother. Be mindful of how others will perceive the photo 5, 10, 15, 20 or 100 years from now when Delta Sigma Pi gears up for our bicentennial celebration.

Fraternally,

Heather A. Troyer
Director of Member Services

"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.



What's in it for You?

At its core, Leadership and Excellence Academies for Deltasigs (LEADs) exist to maximize the potential of members. Collegians, alumni and pledges alike gain from these events what they put in to it just as they do of the Fraternity. At any LEAD much is asked of the attendees. During these events, they are expected to engage with others rather than just shake hands, they are asked to support the local community and they are encouraged to share their expertise and experiences. In short, we ask them to give their time, talents and treasure.

But what comes from these events is well worth the effort. Attending LEAD events gives members nothing short of a renewed sense of brotherhood and boundless opportunities. Over the course of five weekends, a LEAD School was held in each province and total registrants reached over 1,400 members, guests and Deltasig partners. Sincere connections were made by finding common interests in our diverse, expansive network.

Throughout the 102 personal, educational, leadership, and professional development sessions, attendees benefitted from the expertise of volunteer leaders and partners of Delta Sigma Pi. The call to serve was answered by chapters that donated funds and pop tabs to one of our national service initiatives, Ronald McDonald House Charities. Recognition was also due for members' accomplishments and contributions to the Fraternity and Leadership Foundation. Certified Deltasig Leaders were recognized and Shane Borden, *Central Florida*, and Jerry Hotwagner, *Oklahoma*, were both recognized for their service to the Foundation as Trustee Emeriti. ▲



In Albuquerque, Adam Carroll, Phoenix-Thunderbird, presented the keynote "Networking P.O.W.E.R." and three additional sessions. Thank you also to Tim Augustine, Kent State, and Mitch Matthews who each gave two keynote addresses. From left: Travis Williams, Lexington Isham, Anthony Constantino, all San Diego, and Carroll.

LEAD events are a good opportunity to meet alumni, including national leadership. In Greensboro, brothers from West Virginia met GP Onuka Ibe. From left: Kinsey Brown, Amanda Zinski, Ibe, Corey Shetler, and Christopher Luzader.



Roger Williams (RI) (pictured) had a strong presence at the Boston LEAD School, but Northeastern (MA) had the highest attendance of any chapter throughout the LEAD season with 35 collegians.



Deltasig gear from brother-owned MECCA Specialties was available at LEAD in Fort Wayne and chapter merchandise sales took place in all five locations. From left: Amanda Zierden and Sean Edwards, both Northern Illinois; Kimberly Stedronsky, Lewis; Srikanth Nanduri and Jessica Le, both DePaul.



At the Springfield LEAD School, pledges, collegians and alumni of Oklahoma State, Oklahoma, Cameron (OK), Midwestern State (TX), and West Florida attended in addition to many other chapters. Thank you to all volunteers who attended events, including those pictured here: Tornado Alley RVP Mark Wernette and Trustee Emeritus Jerry Hotwagner.



LEADs provide the opportunity to bond with brothers on road trips. Xi Chi travelled more than 500 miles roundtrip for the Fort Wayne LEAD School. From left: Mark Jassak, Peter Nelson, Meghan Warren, Sree Vikram Karri, Joshua Moser, Mark Witzke and Todd Blatnik, all Wisconsin-Milwaukee.



Delta Sigma Pi partner Springleaf Financial sponsored and presented at each LEAD School about leadership, management and developing relationships. Additional partners that contributed to the success of these events included Enterprise Rent-A-Car, Fraternal Composite Service, How Hard Are You Knocking?, and National Financial Educators. From left: Matthew Autin, Louisiana State; Nikhilesh More, Syracuse; and Genevieve Pedesclaux of Springleaf Financial.

On the Boston LEAD School:

“LEAD School is one of the best events of Delta Sigma Pi. All the breakout sessions are so valuable because we learned things that are not taught in college. One session by Mitch Matthews about planning for a dream that you almost gave up on reignited my dream for my start up, My OnCampus Chef. 2014 National Collegian of the Year Nick Rizzi gave a useful presentation on getting a competitive edge in college.”

— Nikhilesh More
Syracuse

“What a great time it was to make some new friends and grow professionally. A special thanks goes out to all those who helped make this LEAD a huge success, for that I am grateful.”

— Matthew Autin
Louisiana State



In Boston, attendees hailed from 28 states, including five members from Alpha Omicron Chapter. From left: Ishan Patel, Stephanie Maciag, Kegan Wise, Maddie Whitaker and Zach Hassinger, all Ohio.



Together Deltasigs

Make A Difference Day (MDDay) is the largest national day of service and is one of Delta Sigma Pi's national service initiatives. It takes place on the fourth Saturday in October and while hundreds of brothers are usually gathering at a LEAD School, hundreds are also volunteering across the nation. On this single day, millions of volunteers across the United States join together to improve their communities and the lives of others. In choosing MDDay as a national initiative, the lasting impact Delta Sigma Pi chapters can make is more resounding and more meaningful

because it's done together.

In 2015, hundreds of brothers from nearly 100 collegiate and alumni chapters volunteered. Thank you to all brothers who helped make a difference in their communities! ▲



SOUTH FLORIDA-ST. PETERSBURG brothers and pledges volunteered at the Humane Society of Pinellas by organizing donated goods, cleaning up the donation area, beautifying the grounds and painting the building's deck.



PITTSBURGH winterized the gardens of Frazier Farms in the South Oakland neighborhood where most off campus students reside.



Brothers from PACIFIC COAST and SOUTH PACIFIC REGIONS volunteered at Santa Claus, Inc. in San Bernardino for the thirteenth year in a row. Participation included 188 brothers, pledges, and guests from thirteen chapters and one colony. Thank you and congratulations on the unwavering support from San Diego, San Diego State, California-San Diego, Cal State-Fullerton, California-Riverside, Redlands, California-Irvine, Concordia, Chapman, Loyola Marymount, La Verne Colony and alumni from Orange County, Los Angeles, and Inland Empire.

Make A Difference



CLEMSON (SC) brothers and pledges mulched and weeded the South Carolina Botanical Gardens to beautify an important part of the community where many students and residents spend time.



Brothers at the GREAT PLAINS Regional Conference wrote thank you notes for Operation Gratitude for deployed troops. This activity was organized by DDs Ellie Pelto and Chelsea Hayes and alumni from Lincoln/Greater Nebraska, Twin Cities (MN), and Des Moines Alumni Chapters participated. From left: Adam Katch, Iowa State; DD Phil Kreznor, David Gulbrantson, Iowa State; Golden Council member Kirstie Gill; Pelto, Ruben Johnston, Nevada-Las Vegas; Hayes, DD Jeni Kemnitz, PGP Norm Kromberg, DD Jody Dierickx, and Great Plains RVP Jillian Gartner.



Together they sewed pillows; sorted toys, clothing, and books; proofread information cards; and organized inventory. In addition to giving their time, Deltasigs donated \$500 to purchase fleece, which was made into more than 100 blankets.

Giving Back

Chapters and colonies that participated in Make A Difference Day 2015 and registered their participation with National Community Service Chair Angie Schelp or the Central Office include:

Albany (NY)	Iowa State	Saint Louis
Arizona State	Kent State (OH)	San Diego
Baylor (TX)	La Verne Colony (CA)	San Diego State
Bentley (MA)	Los Angeles	San Francisco
Boston Alumni	Louisiana Tech	San Francisco State
Cal Poly-San Luis Obispo	Louisville (KY)	San Jose State
Cal State-Chico	Loyola Marymount (CA)	Santa Clara (CA)
Cal State-Fresno	Loyola-Chicago	Savannah State (GA)
Cal State-Fullerton	Massachusetts-Boston	Shepherd (WV)
California-Davis	Mercer (GA)	Siena (NY)
California-Irvine	Missouri-Columbia	South Dakota
California-Riverside	Missouri-Kansas City	South Florida-St. Petersburg
California-San Diego	Missouri-St. Louis	St. Cloud State (MN)
Central Missouri	Nebraska-Lincoln	Tampa (FL)
Chapman (CA)	Nebraska-Omaha	Texas A&M-Corpus Christi
Cincinnati	New Jersey	Texas Christian
Clemson (SC)	North Carolina-Chapel Hill	Texas Tech
Colorado-Boulder	North Carolina-Greensboro	Troy (AL)
Concordia (CA)	North Texas	Truman State (MO)
Drake (IA)	Northeastern (MA)	Wayne State-Michigan
Fort Worth Cowtown (TX)	Ohio State	Wayne State-Nebraska
George Mason (VA)	Orange County (CA)	West Florida
Georgia	Pittsburgh	West Virginia
Georgia College and State	Radford (VA)	Western Illinois
Hawaii-Hilo	Redlands (CA)	Western Kentucky
Hawaii-Manoa	Rochester Tech (NY)	Wisconsin-La Crosse
Illinois State	Roger Williams (RI)	Wisconsin-Madison
Inland Empire (CA)	Saginaw Valley State (MI)	

MASSACHUSETTS-BOSTON volunteered with 826 Boston, an organization dedicated to supporting students ages 6 to 18 with their creative and expository writing skills. While advocating for the organization, brothers helped children at the Boston Book Festival create their own journals.



Old Gold: The Badge of Delta Sigma Pi

By Kevin Weber, *Missouri-St. Louis*

The badge of Delta Sigma Pi isn't just a piece of jewelry. It stands for commitment. It stands for brotherhood. It represents a long history of brothers from many walks of life. Here are one brother's revelations about the badge.

As I joined this organization and started getting more involved on a local and national level, I started diving into the history of the Fraternity. This was first sparked by a history session presented by PGP Randy Hultz and reignited with a visit to our Central Office about a month after being sworn in for the first time as a Regional Vice President. This visit made me want to learn more about what binds us to our past and what guides us through our future.

During that first visit, I was inspired by the "Hall of Grand Presidents and Executive Directors." As the tour continued, I was further fascinated by the history stored on the shelves through membership books containing membership applications of brothers before 2010 and chapter petition books, a colony's formal request to become a chapter of Delta Sigma Pi. But nothing can compare to the feeling I had when I walked into the rooms that are essentially opened time capsules dedicated to our Founders and Buzz and Stonie Sutton. These rooms are filled with memorabilia and old photos of times past, many of which are donated by brothers. I started looking at these items not just as a ring or record or old pledge manual, but as something

once owned by a brother whose name is all but forgotten except on a faded initiation form or perhaps in a decades-old edition of *The DELTASIG* magazine.

When I saw the two Founders' badges behind the glass case amongst other badges and items, I couldn't stop thinking about how the original holders of these items shaped our Fraternity. Just like Delta Sigma Pi's path has changed over the years, so has the design on these badges. I became fascinated with the badge and wanted to know more about it and how it had transformed over the years.

I had the opportunity to acquire a pearl badge so that I would have something special to wear at events. After acquiring a few others, I was intrigued by how many of the older badges had engravings of initials, Greek chapter letters, and initiation

numbers on the backsides. Using this information, I learned more about the original owner (with the help of Central Office records)--where they grew up, where they went to school, their parent's names, and when they were initiated.

Using that information and taking a closer look at the small characteristics, I could tell the older badges were handmade and had minute, unique features that differed



The badges for Founders Alexander Frank Makay and Harold Valentine Jacobs can be found in the Buzz and Stonie Sutton Archives Room at the Central Office.



Kevin Weber, Missouri-St. Louis, has been collecting badges and other Deltasig jewelry since 2003.

from badge to badge. As I continued to collect badges, I was readily able to identify ages of the badges and saw how they changed across time. For example the eyes were originally made from natural stones that had a cabochon (rounded) cut. Today, the eyes are synthetic edged. The shade of each natural stone varies and the colors in the older badges are more translucent and brighter than newer ones. The color of the crown on top of the badge has also changed from an orange-red color to bright red.

From my observation, the Fraternity badge has gone through three versions. The first is the most unique as it was originally designed by the Founders and was the basis for subsequent versions. Around 1926, the second version came into existence with the official design



The original design for the die cut of the modern Delta Sigma Pi badge was provided by Burr, Patterson, & Auld Co.

created by Burr, Patterson, & Auld Co. (a company recently purchased by Herff Jones). At this point, the original badge was changed to the more recognizable shape we see today with the addition of the gold wreath. According to the inside back cover of a 1939 edition of *The DELTASIG*, a regular 10k gold badge was \$3 and a jeweled 10k gold badge was \$9. During the late 1970's, when gold prices dramatically increased, as did our membership with the inclusion of women, Delta Sigma Pi changed the standard badge from 10k to goldklad as a cost saving measure.

Engraving of the badges stopped somewhere in the 1960s—I believe because the number of brothers continued to increase and Burr, Patterson, & Auld Co. could not keep up with our demand along with their other fraternal clients. Unfortunately, the success of our growth makes it very hard to track badges to individual brothers anymore.

I came to the realization that the badge has become somewhat a forgotten part of our history. It's not as celebrated as our Ritual. Each brother is issued their badge when they are initiated and keep it through their lifetime. The one constant about the organization is the badge. It is a symbol we wear that ties us together and is instantly recognizable to another member of the Fraternity. Just as the organization has gone through changes the badge has as well, but it still has the same meaning which was originally thought of almost 100 years ago. ▲

See more history about the badge on page 10.

Brother Henry Clay McNally

After purchasing a crown pearl badge on an auction website, I contacted Central Office to learn more



Henry Clay McNally

about its original owner, Beta Iota (Baylor) Roll Number 204. I reviewed Brother Henry Clay McNally's membership application and noticed the member shared the same last name as the seller. I reached out to the seller to see if they were indeed related to Henry McNally, who was born in 1906. The seller, Bob, was the son of Henry and was shocked by the information I uncovered about his father. I explained that I got the information from

historical documents at the Fraternity's headquarters and sent him a copy of the membership application.

Bob was happy to learn some things about his dad from this little piece of paper, especially since Henry was 45 when Bob was born. "Thanks again for buying the badge and unearthing the background info about my father. It has been a pleasure hearing about his activity in the days before I was born," said a grateful Bob McNally.

He was very surprised that they had actually attended the same high school in Leavenworth, Kansas. During World War II, Henry was stationed in India and after the war he attended Baylor University. Shortly after that, Henry rejoined the Army and in the late 1950s began a second career with the U.S. Civil Service working for the Internal Revenue Service. He retired in the late 1960s with both Army and Civil Service retirement pensions. He passed away in 1990 at the age of 83.

According to Bob, his dad was dedicated to his job and family of two boys and wife of more than 50 years. Henry also loved music. He played the trumpet in some Kansas City "big bands" before WWII and took up the violin after he retired.

The badge was found among some other lapel pins in 2010, 20 years after Henry's passing. "It's a beautiful piece of work and I knew it would probably have more meaning for someone else than it would for us," said Bob. "I'm glad that it will be worn and appreciated by someone who understands its meaning and history." ▲

Making the Badge of Delta Sigma Pi

Reprinted in part from the November 1928 issue of *The DELTASIG*

Everyone has felt the appeal of beautiful jewelry—particularly the fascination of a fraternity badge imparting to some a subtle air of mystery—to the proud possessor a host of pleasant associations. This interest is increased many times if one is fortunate enough to witness the manifold details of construction, from the impact of the drop hammer on through the many skilled manipulations necessary until the badge is finished, ready to designate some fortunate individual as a member of the fraternity. The badge is truly a beautiful sentiment, beautifully expressed.

The badge of Delta Sigma Pi is at present manufactured by Burr, Patterson & Auld Company, Detroit, Mich. This organization is the result of a merger effected two years ago between Burr, Patterson & Company and the fraternity jewelry division of Aulds Co., Inc. Aulds was organized in 1870; Burr, Patterson & Company in 1904 so both firms can truly be called pioneers in the fraternity jewelry business.

But let us proceed with the manufacture of a badge of Delta Sigma Pi.

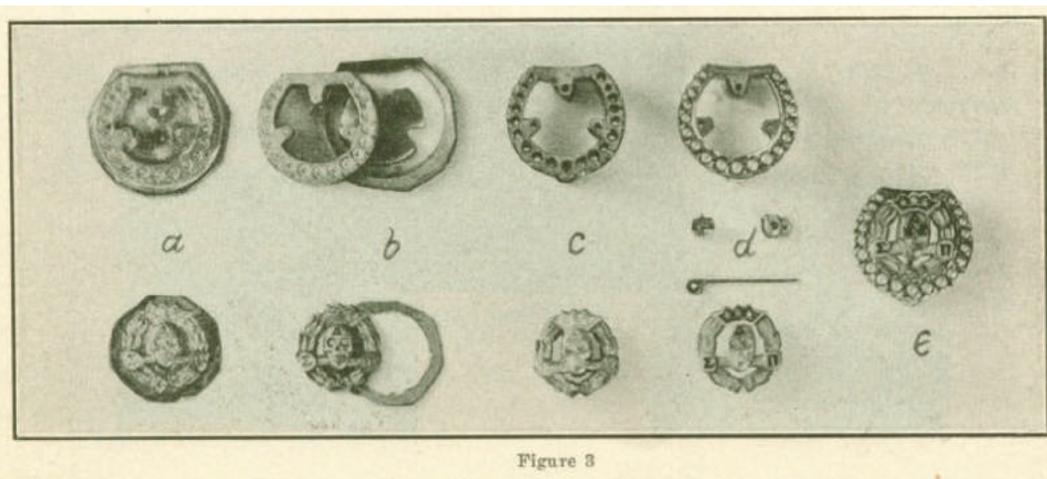
To insure a standard fineness in the badge, bars of gold are purchased from the government. Since pure gold is so soft that it lacks good wearing quality it is alloyed or melted with baser metals to a 14K fineness. The 14K fused metal is cast into a thin biscuit form and when cooled, rolled into the desired thickness, when it is cut into small pieces to receive the design impression.

The Delta Sigma Pi dies are placed under the drop hammer—which looks like a miniature guillotine—and the impact caused by this dropping weight forces the gold into every crevice of the intaglio die. The results of this operation are shown in row A of Figure 3.

This die impression is quite necessary. The cutting and making of these dies involved very careful and painstaking work. The design is transferred to a “blank” piece of soft steel and the details are patiently fashioned by chipping our excess steel, leaving the design in relief. The “hub” as it is called, is hardened and sunk into a second piece of soft steel to form the reverse or intaglio die. This is the one used to give the gold its initial impression. Such an operation causes the gold which

cannot be forced into the crevices of the die, to squeeze out around the center of the die itself.

You will notice that there is a salvage rim around the badge parts in Row A of Figure 3. This surplus metal is now trimmed or “clipped” by means of a cutter plate and punch. The results of their use are shown in Row



B, Figure 3. This operation saves considerable time, as otherwise this metal would have to be cut away by hand.

Jewelers skilled in the accurate handling of their tools, next drill and cut away the gold in such a manner as to form the recessed holes around the outside of the badge, and carefully fashion delicate fingers or “fish tails” as they are called, to hold the pearls. This is accomplished with miniature drills on the end of a long flexible shaft exactly the same as used by dentist. Great care is exercised that these little scallops are precisely uniform. This operation is shown in Row C, Figure 3.

The semi-circular piece which serves as the back of the badge is polished and pole drilled through it in order that the center piece may be attached with it when completed. The “findings” or joint and swivel safety catch are soldered to the back of the base piece and it is then sent to the setting department. In the meantime, the wreath-shaped center portion has been in the hands of the enamellers in order that the letters ΔΣΠ might be properly enameled.

The enameling process is very interesting. The substance is a hard, brittle, glossy silicate, which is mixed with dyes and fused until the desired color has been obtained. The large pieces are powdered in a mortar and pestle and this fine powder is moistened with water and applied to the recessed portions of the badge. This particular part is then heated in an electric furnace until the enamel fuses, but is not allowed to remain in the furnace long enough to melt the gold. In order to get a perfect job of enameling, it is sometimes necessary to repeat this operation several times.

The surface is then honed with a carborundum stick and rough polished with abrasive material applied to a fast revolving wheel, and brightness and lustre are secured by repeated brushing and “lapping” on wooden wheels. This is one of the many important operations, as much of the beauty depends on the bright polishing of the perfectly smooth enamel.

Probably the most fascinating step comes last—the setting of the stones. The results of that work, which is the last operation with the exception of the assembling and placing of the stones in the eyes of the skull, are shown in Row D, Figure 3. Here the jeweler places the

perfectly matched stones in the little holes fashioned to receive them, carefully forcing the little fingers or “fish tails” up around the stones to hold them fast.

The badge is then assembled, that is, the wreath-shaped piece fastened to the base piece by means of hollowed pegs, and the stones placed in the eyes of the skull. The badge is then thoroughly cleaned and polished, and after a careful check and inspection test, it is ready to be hand engraved with the initials and number of the proud owner. The completed badge is shown in Row E, Figure 3. ▲

International Badge Day

Since 2010, Greek organizations across the globe have been celebrating National Ritual Celebration Week in March. During this week, groups also celebrate International Badge Day, which was created in 1997 by the National Panhellenic Conference to encourage sororities to set aside a day or an event for women everywhere to wear their badges or letters in a celebration of sisterhood. Delta Sigma Pi has joined the celebration in recent years by encouraging brothers to wear their badges and share their photos online. Deltasigs pictured proudly wore their badges in 2015. ▲



Celebrating November 7

There are many milestones in your Deltasig life that have a special meaning to you and to those you shared those moments with. These lasting memories may be your initiation, meeting your big brother, or a service event where you bonded with your entire chapter.

However, there is a milestone that unites all of our brotherhood and that day is Founders' Day. Each year on November 7, all brothers can reflect on the Founders' impact on the lives of our initiates, on the Greek community and on business schools nationwide. Last November, brothers gathered together to celebrate the founding of Delta Sigma Pi in different capacities; we hope this day brought brothers together to honor the reason they are so deeply connected, the founding of this Fraternity. ▲

Cincinnati Alumni Chapter hosted an open house at the Central Office on Founders' Day. Golden Council member Mike Tillar provided the featured history "lessons."



Members from CINCINNATI ALUMNI pose in the foyer of the Central Office. From left: Shawn Heyderhoff, Iowa State; Stacy (holding Charlotte) Heyderhoff, Cincinnati Alumni; Mike Tillar, Alex Yurchak, Gayle Gerhardt, all Cincinnati; Jim Gerhardt, DePaul; Sam Bishop, Evansville; Kyle Rinderle, Xavier; Mary Miracle, Cincinnati; and Lauren Supple, Bowling Green State.



Brothers from CINCINNATI traveled to Oxford after initiating 25 new brothers that morning.



Trevor Suttie, Carlie Bodart, Heather Axton, and Danny Marquez, all DAYTON, enjoyed visiting the Central Office and stopped in the boardroom for a quick photo opp.



TWIN CITIES along with MINNESOTA STATE, ST. CLOUD STATE, ST. THOMAS, and WINONA STATE, hosted an event at the Old Spaghetti Factory. The event honored our founding with historical displays and programming about our four founders and the founding of the alumni and collegiate chapters in the North Central Region. During the event, items were also collected for Ronald McDonald House Charities of the Twin Cities.



DENVER ALUMNI celebrated with dinner and a presentation on senior services by Jared Faircloth, Colorado State. Faircloth is a senior consultant with Senior Benefits Services, a division of McNerney Management Group.



The Big Easy Hosts 2017 Grand Chapter Congress

It's time to start planning to attend the 51st Grand Chapter Congress, August 16-20, 2017, in New Orleans! The "Crescent City" was named

one of the "World's Best Cities" according to *Travel + Leisure*, and *Bon Appétit* named New Orleans one of America's Top 5 Restaurant Cities. As Louisiana's largest city, with a population of more than 375,000, New Orleans has a lot to offer by way of cultural attractions and museums, outdoor recreation and fine dining.

A visit to the French Quarter and its European-influence architecture will not disappoint. You'll find classic restaurants, bars, music venues, boutique shopping and voodoo temples on the famous Royal, Chartres and Bourbon Streets. In The Quarter, steps away from our headquarters hotel (Sheraton on Canal) you'll find The French Market District, which encompasses six blocks and is home to over 20 unique retail shops, performance venues, restaurants, cafes, a flea market and a farmers market.

Outside of the French Quarter, there is so much more to discover in New

Orleans. You can enjoy seeing more than 15,000 animals at the Audubon Nature Institute, and visit world class museums, including The National World War II Museum and The Old U.S. Mint. As the birthplace of jazz and the inspiration for many

other genres, there's always music somewhere in the city. Likewise, you'll find Cajun or Creole cuisine on every corner. If you're looking for something off the beaten path, try the kayaking tour through New Orleans on the historic Bayou St. John.

With plentiful attractions, museums, parks and restaurants, New Orleans has a little something for everyone. Visit dsp.org for more information on the 2017 Congress. Also, learn more about what New Orleans has to offer visitors at neworleansonline.com.

Explore New Orleans:

- New Orleans is home to the longest continuous bridge in the world – Lake Pontchartrain Causeway.
- The Superdome is called that for a reason – it is the largest enclosed arena in the world.
- Beignets at Cafe Du Monde, and if you're looking for some more unique New Orleans flavor, look no further than the turtle soup or any of the alligator dishes.
- Get a glimpse into New Orleans' past with a cemetery or plantation tour. New Orleans is believed to have the highest paranormal activity in the states, so if you are looking to have a conversation with one of our Founders, this may be the right place. ▲



Tim Augustine: Having a Blast While Teaching Biz Success

For this hard-charging Deltasig, achieving career success is all about “attitude” – and knowing how to prepare for upcoming challenges in advance.



Tim is author of How Hard Are You Knocking? The Job Seeker's Guide to Opening Career Doors, a how-to career guide that illustrates proven best practices for job searching. The book teaches job search strategy, skills for leveraging job search resources, advice on how to develop a powerful résumé, and a comprehensive reference for interview preparation and salary negotiation.

Tim Augustine, *Kent State*, has a question for you, and he's convinced that your answer will play a major role in shaping your professional career.

Q. How hard are you knocking?

Interestingly enough, that question is also included in the titles of three best-selling books on success in business. The books were authored, of course, by the 44-year-old Augustine, a tireless and strikingly effervescent entrepreneur who in recent years has launched several startup companies... while also helping tens of thousands of college students and young working professionals to enhance their business prospects during high-intensity “success seminars” that almost invariably knock the attendees’ socks off.

A Deltasig leader and advocate (since 1992) who frequently gives presentations at LEAD events, Augustine is also a co-owner and board member at Atwell, LLC, a Detroit-based international engineering, consulting and construction services firm. With almost 600 professionals currently working in 16 offices in the U.S. and Canada, Atwell works in five major industries, offers 10 core services and works with some of the largest real estate developers in the country on such projects as wind farm and solar developments, residential developments, retailers, and mining operations.

A busy man? You bet. Regardless of his jam-packed schedule, however, the indefatigable Augustine also serves as the coach of a seventh-grade basketball team and an *11U* travel baseball team. He's also a dedicated

Cub Scoutmaster and the deeply involved father of three young children.

But wait, there's more. Have we mentioned this unusual man's passion for music and travel? He is a drummer and lover of Italian opera and he has an alarming tendency to burst into passionate Italian love songs (think Andrea Bocelli doing his sublime version of *Con te Partido*) while tooling down I-696 en route to Atwell's offices in the Detroit suburb of Southfield.

Make no mistake: the laughter-loving and endlessly creative Augustine, who readily admits to having a “bias for action,” can't get enough of it. Whether he's putting in a typical 12-hour day at Atwell or out on the road conducting his frequent career-success seminars at colleges and universities all across America, he says he's having the time of his life while sharing his passionate message about “good preparation and knowing how to network effectively” being the keys to success in the business world.

He means it, too. “I love life,” enthused the high-voltage author-entrepreneur, while sitting over a jet-black espresso the other day, “and I love bringing my message of optimism and hope to young people who are trying to break into the world of business. I truly believe that anyone can succeed in this great country, provided that you're willing to work at it and take a risk now and then... and also to educate yourself about the business world and the things you will need to do in order to build a rewarding career.”

with Books, Seminars from his own “School of Hard Knocks”

By Tom Nugent

Augustine also says he loves being a Deltasig, of course... and for several very good reasons. It was Deltasig, after all, that introduced him to a platoon of “terrific mentors” who helped him get started down the path of success, soon after he graduated from Kent State University, back in 1994. And it was Deltasig that brought him “some lifelong friends that I still talk to almost every week, and for whom I’m very grateful, indeed.”

But the most impactful reason of all, he says, was a young woman in a “black dress covered with red flowers” – a woman named Rana Curcio whom he met at his first-ever Deltasig meeting, held on the campus of Kent State, way back in 1992.

“I was a sophomore,” he remembers, “and I took this huge marketing course with 500 students in it. And during one of the classes, a girl stood up to introduce this organization called Delta Sigma-something. And she was wearing a black dress with small red flowers on

it. And I remember nudging my buddy and telling him: ‘Dude, I’m gonna date that girl!’”

A few nights later, the smitten Augustine made his move – by attending a “bowling night” sponsored by the organization.

“I spotted the girl as soon as I got there,” recalls the super-successful entrepreneur, book-writer, and speaker “and I went right over to her and said: ‘Hi, Rana [he pronounced it as in RAIN-ah], I’m Tim and I’m in your marketing class!’

“And she said: ‘First of all, my name is Rana [pronounced as in RAH-nah]. And it is a large class, nice to meet you!’ She probably thought I was some kind of stalker!”

Nerve-frazzled and utterly mortified, the crestfallen Augustine limped home from the bowling alley that night.

But he refused to give up on her or the organization. He kept going to the marketing class... and he kept going

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Augustine, his wife Rana, both Kent State, and their three children in France on a recent vacation to Europe.



(Continued from page 15)

to the Deltasig meetings and soon became the pledge class president with a group he's still close to today. He says he found the brotherhood of the Beta Pi chapter of 108 to be close, supportive and truly amazing.

Since then, he's been an ardent member and frequent presenter at Grand Chapter Congresses and other leadership meetings.

After learning to pronounce her name correctly, the lovelorn Augustine gradually wore Rana's resistance down. Married 23 years ago, they would go on to have three children... even as the never-say-die marketing major went on to earn an MBA at the prestigious Northwestern University Kellogg School of Management and launch what has been a hugely successful career as an author of business books for wannabe corporate overachievers and entrepreneurs alike.

His first book, *How Hard Are You Knocking: The College Student's Guide to Opening Corporate Doors* (1994) drew rave reviews and was recently included in Career Magazine's "Top 100 Best Career Books of All Time." That heady volume would eventually be followed by two more *Knocking*-titled blockbusters that have served as the foundation stones for more than 500 success seminars he's given to thousands of college students and young professionals over the past twenty years or so. (To learn more about the books and the seminars and Tim's current projects as a nationally renowned success guru, go to timaugustine.wordpress.com/about/.)

One of Augustine's biggest fans is Delta Sigma Pi's 2014 Collegian of the Year, Nick Rizzi, who says that the high-flying Atwell exec has been a terrific mentor in recent years. "People like Tim are very rare," explains

Rizzi. "They can see someone's potential even before they can, themselves... and then they work hard to help them achieve success. I am incredibly proud of who I have become and now have full confidence in the difference I can make in this world. I can say that because of Tim's impact on my life and changing its trajectory for the better."

For his part, the famously upbeat and hopeful Augustine says that he's "extremely grateful" for the success he's enjoyed so far, and that he's determined to "give back" as a result. "I get about 30 or 40 business cards a year from former students and young professionals who've read my books or attended one of my seminars, and when they tell me how successful they've been out there in the marketplace, that's a very gratifying and humbling experience, let me tell you."

"I've always believed that life is a gift," adds the ebullient marketing whiz, who recently launched – with his longtime friend and fellow-author Adam Carroll, *Phoenix-Thunderbird (The Money Game)* – a fast-growing success-program known as Succeed Faster. The mission of SF is to help transform truly driven and motivated young leaders to become what they truly desire, he says. "I'm very grateful for that gift – and for the fact that my many years as a Deltasig have also brought me so many wonderful mentors, close friends and even my wife and children."

Then, with a final swig of espresso and a grin from ear to ear: "Is it any wonder that I'm a lifetime fan of Deltasig?" ▲



Beta Pi Chapter gathered in fall of 1992 while Tim pledged during Kent State Homecoming. He is the one "getting choked in the back with the hat on backwards."



Brother Augustine launched the Succeed Faster Conference with fellow brother Adam Carroll, Phoenix-Thunderbird. The program brings together some of the most driven, motivated young leaders from around the country and provides unforgettable content, inspirational messages, and a platform to connect with mentors and make life-long friends. Tim (back, second from right) and Adam (back, left) are pictured with the 2012 conference attendees.



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**New job? Start a new business? Get promoted or recognized for an achievement?
Share your news with us! Email magazine@dsp.org.**

Roger Shannon, *Auburn*, is senior vice president of finance and CFO at ADTRAN, Inc. in Huntsville, Ala.

Moses Torreblanca, *Cal Poly-San Luis Obispo*, is assistant manager at Conserv Fuel in San Luis Obispo, Calif.

Kelly Hunt, *Cincinnati*, is an advisory associate at KPMG in Cincinnati.

Michael Schwalen, *Drake*, is actuarial analyst at Allstate Corporation in Chicago.

Hansen Hunter, *Eastern Michigan*, is owner/president at Productions Trois Etoiles, S.A. LLC in Detroit.

James Bagby, *Ferris State*, is controller at Lilliston Ford in Kingsland, Ga.

Marc Rhorer, *Florida Atlantic*, is assistant dean for accreditation and international programs at Florida Atlantic University in Boca Raton, Fla.

Sarah Flanagan, *Frostburg State*, is human resources and payroll administrator at Payroll Services LLC in Ijamsville, Md.

Craig Barrs, *Georgia*, is executive vice president of customer service and operations at Georgia Power in Atlanta, Ga.

Jeff Busbee, *Georgia*, is an enterprise account manager at En Pointe Technologies in Atlanta.

Denee Denney, *Georgia*, is a director at CBRE Group, Inc. in Sydney.

Ivey McCloud, *Georgia*, is an associate customer marketing manager at Kimberly-Clark Corp. in Roswell, Ga.

Jaselle Spencer, *Georgia*, is a digital content analyst/brand advocate at The Home Depot Inc. in Atlanta.

Tiffany Stephens, *Georgia*, is a financial analyst-sales for Georgia-Pacific in Atlanta.

Charlotte Walker, *Georgia*, is a senior production analyst for CBRE Group, Inc. in San Francisco.

Timothy Van Zant, *Georgia*, is a financial advisor at Ernst & Young in Charlotte, N.C.

Vinesh Vasanani, *Georgia*, is a cyber defense account executive with Darktrace in New York, N.Y.

Guy Dorsainville, *Howard*, is senior consultant at EMC in Rockville, Md.

Tom Galstian, *Indiana*, is a geometry teacher at Teach for America in Las Vegas.

Raymond Liu, *Louisiana State*, is a financial advisor at World Financial Group in Plano, Texas.

Alison Dunbar, *Michigan*, is an associate at PricewaterhouseCoopers in New York, N.Y.

Malory Rinderle, *Midwestern State*, is an associate customer service representative at Liberty Mutual Insurance in Fairfield, Ohio.

Doug Dorn, *Minnesota State*, is vice president at SAF-Holland, Inc. in Holland, Mich.

Crystalle Cotton, *Nebraska-*

Omaha, is a temporary worker at TEK Systems in Creve Coeur, Mo.

Anna Clark, *New Mexico*, is site supervisor at Alvarado Elementary in Albuquerque, N.M.

Louis Zmich, *Northern Illinois*, is marketing and social media intern at Northern Illinois University in DeKalb, Ill.

Yichi Zhang, *Richmond*, is CEO/co-founder at McGann + Zhang in Los Angeles.

Erinn Lott, *Rockhurst*, is operations supervisor at Clarfeld Financial Advisors in Tarrytown, N.Y.

Dan Pihlaja, *Saginaw Valley State*, is a sales associate at Burlington in Saginaw, Mich.

Juan Spader, *Saginaw Valley State*, is a personal banker/small business specialist at JPMorgan Chase Bank in Saginaw, Mich.

Nicole Hakim, *San Diego State*,

(Continued on page 21)

From the Archives: Edward D. Jones



EDWARD D. JONES, *New York*
President, **Edward D. Jones**
& Co., *St. Louis*

In 1922, five years after graduating from New York University and seven years after becoming an initiate of Alpha Chapter, Edward D. Jones Sr. established Edward D. Jones & Co. in downtown St. Louis. At the time, the office consisted of a single room furnished with a desk, three chairs and a hatrack. Today, Edward Jones is a FORTUNE 500 firm with 13,000-plus financial advisors and nearly 7 million clients. Many brothers have worked for...and use the services of... this business stalwart through the decades! ▲

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@dsp.org.

Mergers

Megan Smith and **Justin Sandy**, both *Frostburg State*, on November 24. They live in Mount Airy, Md.

Jourdana Passaro, *Georgia*, and **Cain Webber** on April 18. They live in New Orleans.

Jaleesa Allen, *McNeese State*, and **Dedrick Bray** on August 1. They live in Lake Charles, La.

Malory Ammerman, *Midwestern State*, and Golden Council member **Kyle Rinderle**, *Xavier*, on October 3. They live in Cincinnati.

Brian Moon, *Santa Clara*, and **Allison Enyart** on June 27. They live in San Jose, Calif.

Golden Council member **Brittany Bowers**, *Valparaiso*, and **Kevin Salazar**, *Cal State-Fullerton*, on November 8. They live in Irvine, Calif.

Gains

Stephanie Brace, *Winona State*, and **Dennis** on November 3—**Macie Anniston**. They live in Coon Rapids, Minn.

Losses

Baker
Heidi Hoffman Ostrander
(December 10)

Baylor
Joseph Joiner (September 11)

Bellarmine
Richard Schrader (November 27)

Denver
Dale Hopkins (September 30)

Georgia
James Payne (June 23)
James Salmon (September 4)

Indiana
Shelby Stevens (November 18)

Lewis
Paul Arndt (September 12)

Maryland
Frank Spernak (December 16, 2014)

Miami-Florida
Edward Turlo (September 25)

Miami-Ohio

Kenneth Tarvin (October 16, 2014)

Missouri-Columbia
William Luna (August 21)

Nebraska-Lincoln
Rodney Zwycgart (November 15)

Penn State-Erie
Kenneth Morse (November 14)

Pennsylvania
Robert Hughes (September 14)

South Carolina
Alexandria Holmes (October 4)

Suffolk
Frank Trabucco (October 24)

Texas-Arlington
Steven Dickerson (June 15)

Texas Christian
George Adams (October 28)

Tulane
Richard Mills (September 18)
Carl Perry (July 20)

Valparaiso
David Schroeder (January 28, 2015)

Xavier
Paul Matia (November 9)

Fraternity Mourns Loss of Lifetime Achievement Honoree Bob Hughes

Golden Council member and 2001 Lifetime Achievement Award recipient **Bob Hughes**, *Pennsylvania*, passed away September 14. Brother Hughes was initiated into Beta Nu Chapter in 1941 and began serving in the Army later that year until 1945. He returned to his school and chapter in 1947 to resume his education. He attended Grand Chapter Congress that year in Minneapolis and began a history of illustrious service to his Fraternity by helping conduct the first regional conference with PGPs **Bob Busse** and **Allen Fowler**.

Brother Hughes served as Secretary, then President, of the Philadelphia Alumni Chapter. He also served as District Director for the Eastern Region and was on the National Committee for Nominations from 1953 to 1965. During his time as chairman, the candidates began being announced at the beginning of Congress so delegates could get to know them. He was a voting member of the Delta Sigma Pi Educational Foundation and Director of the Eastern Region.

Delta Sigma Pi named its Congress Alumni Chapter travel award in **Bob's** honor in 1997. He and his wife **Arlene**, the 2009 National Honorary Initiate, each attended over 30 conventions. That remarkable and inspirational GCC attendance record is their greatest Deltasig legacy. ▲



Become a CDL today!



The Certified Deltasig Leader program is an online volunteer training program for Deltasigs. Certification recognizes alumni members for their demonstrated leadership training and experience. To learn more, go to dsp.org/beacdl.

As of November 1 to be a CDL, an alumni member must successfully complete eleven E-learning presentations and their respective quizzes noted as "Core Leadership Training" within a three month period. Event participation and Leadership Foundation support are no longer required for Tier 1 certification.

To qualify for Advanced Certification (also known as CDL Tier 2), an alumni member must also have participated in or led educational sessions at two Fraternity events in the past five years, complete four E-learning presentations and their respective quizzes noted as "Advanced Training", and supported the Leadership Foundation with a gift in the last 12 months.

Certifications are effective for a two-year term based on the completion date of the original certification.

Congratulations to the CDLs who earned Tier I or Tier II certification between September 10 and January 6. (Tier II CDLs are marked with a *.)

Justin Areola, *Cal State-East Bay*
 Darren K. Behler, *San Jose State*
 Rochelle Carnegie*, *North Florida*
 Kenneth L. Cook*, *Mercer (GA)*
 James F. Deaton II*, *Oklahoma*
 Shanna Emrich*, *Cal State-Long Beach*
 Amparito L. Galvan, *Pacific (CA)*
 Jillian E. Gartner*, *Drake (IA)*
 Alexander J. Goodenow, *Colorado State*
 Gena Louise Goodson, *Cameron (OK)*
 Shanda R. Gray*, *Missouri State*
 David Gulbrantson*, *Iowa State*
 Alisha Harper*, *Bellarmine (KY)*
 Samuel Harris*, *Colorado-Colorado Springs*
 Susan E. Hausman*, *Cal State-Northridge*
 Cody Heimerdinger*, *Nevada-Reno*
 Meghan L. Hill*, *Kennesaw State (GA)*
 Blessing S. Honey*, *Lewis (IL)*
 Kara Hoover-Lenox*, *Ball State (IN)*
 Gregory W. Howell*, *Pacific (CA)*
 Ellen L. Johns, *Cal State-East Bay*
 Marlena Jones*, *Wingate (NC)*
 Stacy Jordan*, *Georgia Southern*
 Adam C. Katch*, *Iowa State*

Jeni Kay Kemnitz*, *Wayne State-Nebraska*
 Erika L. Klosterman*, *Western Kentucky*
 Kristen Kralik*, *Bowling Green State (OH)*
 Tiffany A. Landrum, *Bellarmine (KY)*
 Deborah J. Lang*, *Bentley (MA)*
 Jeremy Levine*, *Albion (MI)*
 Heather D. Lewis*, *Indiana State*
 Jacob L. Lewy*, *Winona State (MN)*
 Marc W. Link*, *Baylor (TX)*
 Megan A. Long*, *Denver*
 Elizabeth M. Losik*, *Baker (KS)*
 Jennifer Mayes*, *Oklahoma*
 Kristin Bittikofer Minetti, *Cal State-Chico*
 Tony Nguyen*, *California-Irvine*
 Charmaine Ieshia Lashon Odums, *Louisiana-Lafayette*
 Robert A. Ordonez, *Texas-El Paso*
 Lindsay Palmer*, *Duquesne (PA)*
 David Pratt, *Arizona*
 Raina Williamson Rawlings, *Wayne State-Michigan*
 Ashley Joann Redditt, *North Florida*
 David Riedel*, *Texas-San Antonio*
 Chad A. Robinson, *St. Cloud State (MN)*
 Kevin M. Salazar*, *Cal State-Fullerton*

Omar Sandoval*, *Texas-Arlington*
 Christopher M. Sands*, *Florida State*
 Sukhdip Sangha, *Cal State-Fresno*
 Sarah M. Santhouse, *Pace-Westchester (NY)*
 Laura Schreiner*, *Colorado-Colorado Springs*
 Teresa L. Schudrowitz*, *St. Ambrose (IA)*
 Cory P. Stopka*, *St. Cloud State (MN)*
 Brandon K. Studley, *Cal State-Chico*
 Christian Suyat, *Cal State-Sacramento*
 Heather A. Troyer*, *Washington-St. Louis*
 Jessica Christine Valo, *San Diego State*
 Michael A. Vitale*, *Rider (NJ)*
 John A. Watton*, *Florida Atlantic*
 Joe West, *Cal State-East Bay*
 Madison E. Whitehouse*, *Bellarmine (KY)*
 Nathan A. Woerner*, *Loyola Marymount (CA)*
 William Chan Woo*, *San Francisco*
 Kevin L. Wright*, *Northern Arizona*
 Issac Yuen, *Cal State-East Bay*

(Continued from page 18)

is a revenue analyst at Mammoth Mountain in Mammoth Lakes, Calif.

Blake Nishimoto, *San Diego State*, is a staff accountant at Spy Optic in Carlsbad, Calif.

Jesus Ortiz, *San Francisco State*, is

a college and financial aid advisor at Wahupa Educational Services in San Diego.

Stephanie Rowe, *San Francisco State*, is a consultant at Robert Half in Rancho Cordova, Calif.

Reece Pettigrew, *Texas Christian*,

is CFO/COO at JaGee Holdings, LP in Fort Worth, Texas.

Paul Camp, *Truman State*, is chair, department of finance at Metropolitan State University in Denver.

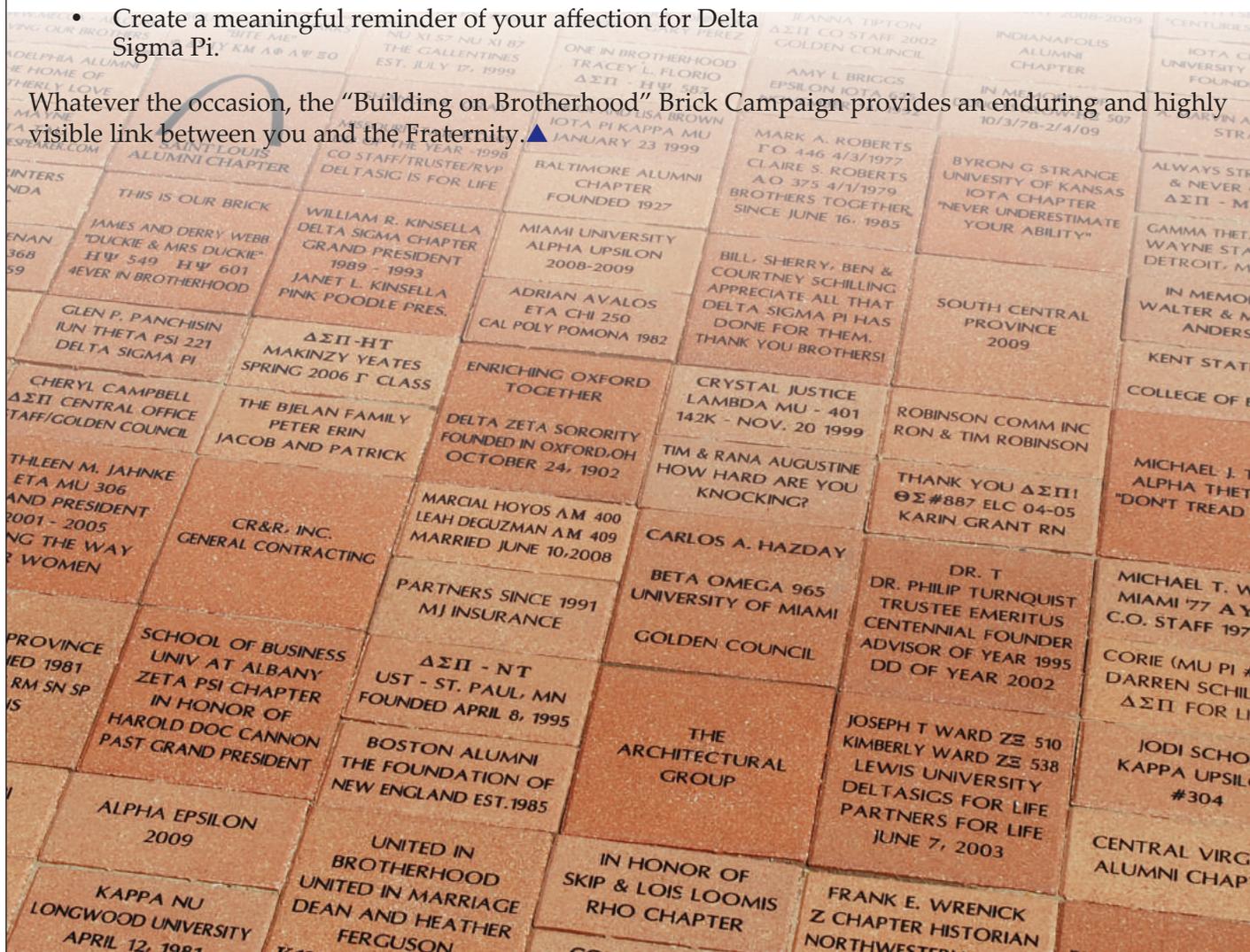
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Brother Stackhouse Banks 30 years at

Julie Stackhouse, *Drake*, is executive vice president and managing officer of the banking supervision, credit risk management, community development and learning innovation division of the Federal Reserve Bank of St. Louis. Brother Stackhouse was recently named 2016 recipient of the Deltasig Career Achievement Award for her distinguished work at the Federal Reserve and through her accomplishments in the community.

Brother Stackhouse exemplifies the resilience and commitment to excellence of many Deltasigs. After her father's unexpected death when she was a senior in high school, Julie made the decision to self-fund her college education. With the aid of scholarships, student loans, and a part-time job, Julie enrolled at Drake University, where she excelled in academics, graduating with a 3.9 GPA.

While at Drake, Julie joined the Alpha Iota Chapter of Delta Sigma Pi in 1978. She found a chapter that was welcoming to brothers of all backgrounds, including women. The attitude of acceptance and support promoted confidence in oneself, leaving a lifetime impression.

Following graduation, Julie landed a position with the Federal Reserve Bank of Kansas City as an Assistant Bank Examiner. The 1980s proved challenging for the middle region of the country, with an energy crisis in the South, followed by an agriculture crisis in the Midwest, and a real estate crisis in many regions of the country including Kansas City. Julie tackled these challenges and rose quickly through the ranks of the Kansas City Reserve Bank. In 1986, she was named an officer of the Bank, the first woman to achieve that level. Later, in 1993, she was named Senior Vice President of the Kansas City Reserve Bank, again the first woman to achieve that level in the organization.

Julie's dedication to her life priorities was exemplified in 1995, when she chose to leave the Federal Reserve and relocate to Minnesota as a part of a job transfer for her husband, Jim. Over the next five years, Julie focused on raising her two children Steve and Sara as a full-time mom. This tough decision to choose family over her career surprised

many colleagues, but also exemplified Julie's advice to her employees, and especially, women: Be intentional. There is no "right" work/life balance, only trade-offs. If you make decisions intentionally, you will not be disappointed.

Julie's time out of the workforce also provided her the opportunity to become active in numerous nonprofit organizations. She served on her city's planning commission and economic development commission, conducted a hotel and small business study for the City of Eagan, served on the boards of a community foundation and arts and humanities council, and led Boy Scout and Girl Scout troops for her children. The skills gained in working with volunteers, as well as the reward of giving to one's community, more than repaid the hundreds of volunteer hours donated.

In 2000, Julie rejoined the Federal Reserve Bank of Minneapolis and later transferred to the Federal Reserve Bank of St. Louis in 2002. Since then, she has become influential in the community banking field, not only in the St. Louis region, but nationally as well. She created and hosts a highly successful webinar program for bankers called "Ask the Fed." She also innovated and hosts a national research conference geared at community banks. In 2010, she was named a St. Louis Business Journal Most Influential Woman in Business recipient.

Brother Stackhouse's career at the Federal Reserve is also distinguished by events that shaped the nation. Julie was present at the Federal Reserve Bank of New York on September 11, 2001, where she witnessed firsthand the tragedy of the day. However, consistent with the ethics of a Central Banker, she worked alongside other Federal Reserve Bank employees throughout the day to ensure the stability of a disrupted financial system.

Julie also witnessed firsthand the effects of the financial crisis of 2008, actively carrying out the innovative lending programs created by the Federal Open Market Committee to support the flailing financial system. Julie joins former Chairman Ben Bernanke in believing the Federal Reserve averted the second Great Depression by its unparalleled actions.



Julie Stackhouse, Drake, executive vice president and managing officer of the banking supervision, credit risk management, community development and learning innovation division of the Federal Reserve Bank of St. Louis is the 2016 Career Achievement honoree. The award presentation is August 13 in St. Louis. Photo Credit: Federal Reserve Bank of St. Louis

Federal Reserve

Julie's influence is not limited to her position at the Federal Reserve. She continues to engage in nonprofit activities, with a special emphasis on those that support women. She served on the advisory board that developed the Washington University Women's



Family is important to Julie, who took time away from the Federal Reserve to raise her children Steve and Sara in Minnesota when her husband Jim was relocated there. She stayed active with many community organizations before returning to the Federal Reserve in 2000.

Leadership Certificate Program. She served as St. Louis Chapter President of National Charity League, Inc., a mother-daughter philanthropic organization, for two years while her daughter was an active member and is now finishing her sixth year on the national Board as Treasurer. It is anticipated that Julie will be slated as the national President for National Charity League, Inc. at the organization's annual meeting in April 2016. Julie's other Board positions include her role as Secretary for Open Door Animal Sanctuary and participation on the Women's Advisory Board for Variety the Children's Charity.

In her free time, Julie enjoys numerous hobbies. She relaxes by participating in kettlebell and kickboxing classes and creating stained glass lamps and window designs that she gives to others. She commutes most weekends from St. Louis to her permanent home in Fort Collins, Colorado, to spend time with her husband Jim and dog Mac. Her son, Steve, is a pharmacist at Memorial Hospital in Colorado Springs, Colorado. Her daughter, Sara, is a senior at St. Olaf College in Northfield, Minnesota, where she is majoring in mathematics with a neuroscience concentration. Sara plans to attend graduate school in the fall.

Brother Stackhouse will be presented her Career Achievement award in St. Louis in August. Check dsp.org for details. ▲



Photo Credit: Federal Reserve Bank of St. Louis

Calling Them As He Sees Them

By Tom Nugent

Whether he's advising UCLA on fundraising strategies – or calling Little League balls and strikes as a volunteer ump – longtime CPA and Deltasig leader Bill Kinsella keeps his focus on “having one heck of a good time!”

It was a moment that William R. Kinsella, *Loyola Marymount*, says he will never forget.

Here comes the pitch, a wicked fastball, and there's a foul ball off the end of the bat . . . uh-oh, looks like it caught the plate umpire right in the middle of his face mask!

It happened on a balmy summer evening last August, during the second inning of a semifinal game at the Little League Girls Softball World Series in Portland, Oregon.

At the moment when the ugly beaning took place, the 61-year-old Kinsella (a Los Angeles resident) was patrolling the leftfield line . . . as one of six umpires working the high-profile game, which was being broadcast live on ESPN.

Kinsella, a highly skilled CPA who's spent the past 23 years as a financial analyst for the huge fundraising

program at UCLA – while also holding down numerous national leadership positions as a Deltasig – has worked hundreds of Little League, high school and college games as a “volunteer ump” during the past two decades.

But he says that few of those games could match the recent Portland World Series game for sheer intensity.

Here's why: Not long after the beaned plate umpire was forced to leave that game due to a possible concussion, the call for a replacement went out to leftfield, where Kinsella was about to be tested to the max.

For the easygoing and affable Californian, a leader in his profession who's worked for several industry giants during a glittering, 40-year accounting career, the summons to take over the umpiring chores behind home plate was a moment of high drama.

“All at once, they told me I was gonna have to call balls and strikes,” he recalled. “And within five minutes, I'm running into the locker room and changing into the

PGP Bill Kinsella (front, second from right) was an umpire for the 2015 Little League Softball World Series in Portland, Oregon. Photo credit: Little League Softball World Series





Brother Kinsella called the shots from second base during Game 6 of the 2015 Little League Softball World Series. Photo credit: Little League Softball World Series

home plate gear – the chest protector, the face mask and all the rest.

“That game was being telecast around the world, and I’d had zero time to prepare. But there wasn’t anything I could do about that. I knew I had a job to do and I just went in there and gave it my best!”

Meeting the Love of His Life—At a Deltasig July 4th Picnic!

Born in L.A. and raised in the Westchester section of the city by a CPA/attorney father (William P. Kinsella) and a preschool teacher mom (Mercedes), Bill Kinsella was introduced to Little League baseball during an idyllic childhood in which he and his younger sister Julie were urged to “play sports and study hard in school”... even as they enjoyed the benefits of an Irish-Catholic parochial school education in which “the importance of community service” was emphasized daily.

By the time Kinsella arrived on campus at the Jesuit-run Loyola Marymount University for his freshman year in 1971, he was already accustomed to setting aside several hours each week for volunteer work aimed at helping economically challenged Los Angeles residents less fortunate than he was.

But Kinsella soon decided that he wanted to spend some additional free time participating in the social activities and community-enhancing projects run by the university’s highly regarded business fraternity, Delta Sigma Pi.

“I’d already declared accounting as my major,” he remembers, “and of course, Deltasig was the only business fraternity on campus. So I did some digging and learned how it could enhance your business career . . . while also giving you an opportunity to take part in community service.”

After his Deltasig initiation, Kinsella hit the ground running and never looked back. And his decision to “take the pledge” soon paid an unexpected dividend . . . after he agreed to a blind date on which he would escort the female “friend of a friend” to the chapter’s annual Fourth of July Picnic on the beach at nearby Playa del Rey.

“Her name was Janet and we spent the afternoon picnicking and swimming,” he recalls. “I really thought she’d had a good time, so two days later, I called her.

“When she came on the line, I said: ‘Hi, this is Bill!’

“And *she* said: ‘Bill who?’

“Well, that wasn’t very encouraging. But she remembered me eventually, I’m glad to say, and we continued dating. Then we got married. And now – 36 years and two kids later – things are still working out!”

Of course, things also “worked out” rather well in Bill’s professional life. After graduating from LMU in 1975 (he later earned a master’s degree in Business Taxation at USC), Kinsella joined the former “Big 8” accounting firm of Arthur Young, then moved up to another industry giant – Coopers & Lybrand – in 1988. Along the way, he specialized increasingly as an accountant with a knack for helping nonprofit institutions such as hospitals and universities solve tax issues related to donations.

It was this special skill that in 1993 led UCLA to recruit Kinsella and then make him Director of Gift Policy. He’s still there today.

Along with his Little League volunteer-umpiring (which began in the mid-1990s when his own two kids started playing ball), the indefatigable Kinsella has maintained his Deltasig membership . . . while serving in a variety of administrative posts (he was Grand President from 1989-93 and also played a major role in developing the Fraternity’s highly effective “OTiS” [Officer Training School] education program, among numerous other accomplishments).

Ask Kinsella – who’s also been teaching accounting at LMU as an adjunct professor since 1978 – why he works so hard at volunteer projects like his Little League umpiring, and he’ll tell you “it’s all about having a heck of a lot of fun,” while also doing a job most people want no part of.

“Everybody knows how the people in the stands feel about the umpire,” he says with a chuckle, “which is why nobody *wants* that job.

“But somebody has to do it. And whenever somebody questions my judgment, I just tell them: Hey, it isn’t personal – it’s my job to call ‘em as I *see* ‘em, that’s all!” ▲

(Continued on page 26)

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Kinsella's Deltasig Career

1973	Initiated into Delta Sigma Chapter at Loyola Marymount While at Loyola, he served as Treasurer, Chapter Efficiency Index Chairman (now VPCO), Parliamentarian and Chapter Advisor.
1983-95	Served as District Director in the South Pacific Region
1985-87	Elected to serve as South Pacific Regional Director. During this time he also served on the Committee on Alumni Activities and was Chairman of the Committee on Publications.
1987-89	Elected to serve as Western Provincial Vice President
1989-93	Elected as Grand President at 37 th Grand Chapter Congress in St. Louis and re-elected as Grand President at 38 th Grand Chapter Congress in Washington, D.C.
1993-97	Started term as Past Grand President for 4 years
1997	Named Trustee Emeritus of Leadership Foundation
1998	Awarded with Silver Helmet for 25 years of service



PGP Bill Kinsella and ED Bill Schilling at the Louisville Bats baseball game during the 2011 Grand Chapter Congress. Brother Kinsella was unable to attend the 50th GCC because he was umpiring the Little League Softball World Series. The Chicago event was the first GCC Kinsella has missed since 1981.



Kinsella and his wife Janet enjoyed dinner with the Captain of the Sunward II during the 1990 Alumni Cruise that sailed from Miami to the Bahamas.

Leading My Way Forward...

By Sathon Phowborom, *Loyola Marymount*

Attending national Deltasig events is a very empowering opportunity for members to experience and embrace brotherhood beyond the gates of our respective campuses, cities and even states. We find ourselves forming a special connection with each other and have a great time doing so. Somewhere on our journey towards self-improvement and professional development, we realize getting a job is only a natural byproduct.

I attended my first LEAD event as a collegiate. I was not exactly looking to make a career choice at that time; however, while attending I was impressed and a tad bit overwhelmed with the choices of sessions and people to meet! Immediately I was attracted to the most crowded table in the middle of the main atrium, the table was hosted by Deltasig career partner, Springleaf Financial.

What impressed me most while listening to the individuals at the table was their intimate knowledge about the core values of our Fraternity. It helped that some were Deltasigs themselves! I soon realized that Springleaf is an organization with a rich history believing in many of the same core values as our Fraternity. Our values with regards to *professional development, scholarship, service and brotherhood* mirror Springleaf's own values very closely. Springleaf is the largest branch-based consumer finance company in the country. It is no surprise that they recruit from the best pool of talent

nationwide, not just any group of business students, but Deltasigs who show initiative.

Excited about this potential opportunity, I quickly set-up interviews back in Los Angeles. I am proud to say I am currently working as a personal loan specialist – sales management trainee and have been since graduation! I love the many opportunities at Springleaf. My position is exposed to all parts of the finance cycle, beginning to end! The paid internship position never tries to force anyone into a mold and provides training which helps interns gain valuable skills in sales, credit analysis, and aides in developing them into the best leaders they can be. There is no typical Springleaf employee as there is no typical Deltasig, only a mutual brotherhood! ▲

About Springleaf Financial:

Founded over 100 years ago, Springleaf; part of OneMain Holdings Inc., is America's premier personal finance company. OneMain provides personal loans, insurance, and other related financial products to more than 2.4 million consumers in communities across the country through a network of over 1,800 branches with more than 10,000 employees.

Springleaf partnered with Delta Sigma Pi in 2015 to offer opportunities for full-time careers, internships and professional programming for chapters. Learn more at dsp.org/springleaf.



Brother Sathon Phowborom started his career at Springleaf Financial after learning about their career opportunities at a Deltasig LEAD event.

Getting the Job You Want:

A successful interview begins long before you arrive and ends well after you leave. How you prepare for the interview is as important as the interview itself. Whether you're coming out of college or a seasoned professional who hasn't interviewed in a while, how do you get the job you want? Here are some strategies for a successful interview, and hopefully, a bright professional future.

Interview Preparation

Do Your Research

The more you prepare for an interview the easier it will be. If you know what you're talking about, you'll be more confident. Take advantage of online resources and your network of friends, family, coworkers and acquaintances; if you're in school, tap into your school's career center. When conducting your research, consider the work environment, training programs, growth opportunities, philosophy for promotions, marketing strategies, as well as the company's values. Most importantly, be sure you understand the job description for the position. This can give you specific insight into what to expect and how to prepare for the interview.

Know Yourself

Not only is it important to grasp the ins and outs of the prospective company, you must also have a handle on your work experience and education. Think in advance about your long-term goals and how your skills match a potential position. Also look at a company's culture and beliefs to match them with what's important to

you. Be sure to review your resume and qualifications before the interview—you never know what questions will be asked.

Make a Good First Impression

As the saying goes, you never get a second chance to make a great first impression, and a neat and organized appearance can go a long way in an interview. Making sure your clothing is clean and pressed is half the battle. It's also smart to keep your look conservative, at least until the initial meeting. Even if you're not sure it's necessary, wear a suit to make a professional statement. Think of it as a wise investment. You'll be much more comfortable "overdressing" for an interview than if you arrive too casual.

Do's and Don'ts

A few suggestions from the "real world":

- arrive early to any interview;
- bring several copies of your resume along with extra pens and some mints;
- don't chew gum;
- leave your cell phone in the car;
- and don't watch the clock.



Strategies for Successful Interviewing

By Dylan Schweitzer, Corporate Talent Acquisition Manager, Enterprise Rent-A-Car

The Interview

The First Five Minutes

The moment has arrived. You are at the interview. The first five minutes are critical so remember to smile and offer a firm handshake. Make it a point to greet everyone you meet—from the receptionist to the CEO. Pay close attention to your nonverbal communication like posture, mannerisms and eye contact. Listen to all questions and formulate your answers using appropriate grammar and vocabulary. Lastly, show enthusiasm about the company and the opportunity.

Turn Negatives into Positives

Employers are going to search for your strengths, but also want to know your weaknesses. They will ask difficult questions such as, “Describe a time when your team failed to meet a specific goal.” Avoid making negative statements and instead describe how the experience was turned to a positive.

Behavioral Interviewing

Behavioral interviewing is a systematic approach to generating responses to rate job-related skills. The theory behind behavioral interviewing is that past or present behavior is the best indicator of future behavior. Many companies, including Enterprise Rent-A-Car, have embraced this approach to fair and efficient interviews. How does it work? Here’s an example.

Sales skills are important for individual and company success at Enterprise. An example of a question you might encounter if you found yourself interviewing for a position that looked for a sales competency may be:

- “Give me a specific example of your best sales achievement.”

Behavioral interviewing is effective in measuring many competencies—including work ethic and flexibility. Here are some questions that may be asked to measure those skills:

- “Describe a time when you had to sacrifice doing something you wanted to do in order to accomplish a goal or complete a task.”
- “Tell me about a specific time when you had your day scheduled and there was an unexpected change. How did you handle it?”

When posed with behavioral questions like the ones above, use the STAR approach to provide complete answers.

- **Situation:** state the specific past situation that you are recalling
- **Task:** state the task that you had to accomplish

- **Action:** what specifically you did to accomplish the task
- **Result:** what was the result of your action

As you can see, this is where that preparation described earlier can really pay off. If you’ve researched the position and know the skills and competencies a recruiter is looking for, you’ll be able to prepare some strong examples from your past experiences.

Finish Strong

All employers will give you the opportunity to ask questions. Make sure you are prepared with questions about the company and the position—and it’s ok to write them down. Before leaving, have a good handle on what the job entails, expectations the company has and the work environment.

Asking about the next step in the hiring process shows you are interested. A strong close to an interview can have a big impact. On the other hand, if at any time during the interview process you accept another offer or realize this is not the position for you, you should notify the recruiter by phone, letter or email.

Also, send thank you notes to all the people you meet with (even via email will work). Thank them for their time, and express your interest in the position. If you have been told by the interviewer that you should get a response by a certain date and have not, don’t be afraid to follow up and politely restate your interest; however, don’t be pushy.

The bottom line is to be prepared—from your appearance to your experience. This is the biggest sale of your life. ▲

Editor’s note: Enterprise is repeatedly ranked as one of the “50 Best Places to Launch a Career” and is one of the largest college recruiters in the United States. Delta Sigma Pi’s partnership with Enterprise Careers (dsp.org/enterprisecareers) began in 2013 to provide benefits, including career opportunities, to students through professional speakers and recruiters at LEAD events and on campus.



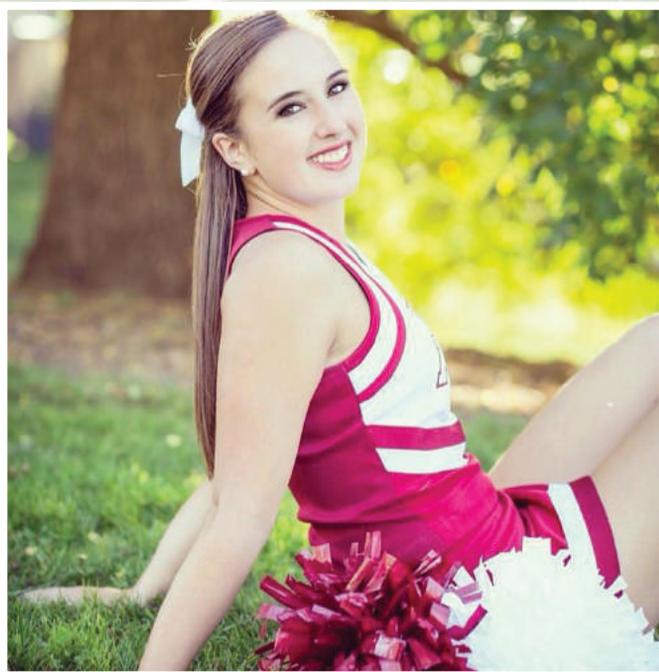
GO KELSEY!

Chapter President Leads College Cheerleading Team

By Anne Strychalski

Kelsey Stuart's, *Massachusetts-Amherst*, membership in Delta Sigma Pi started the way many brothers' experience in the Fraternity begins, with a student organization fair. She met Alex Lamphier, *Massachusetts-Amherst*, who recruited her to become a Deltasig because he saw what many see in recruits of Delta Sigma Pi: potential. Little did Stuart know, Alex Lamphier would become her big brother and would set a path for her by first becoming chapter President.

Brother Stuart served at the helm of the Pi Rho Chapter while splitting her time with academics and leading the varsity cheerleading team as captain. She and her dedicated Executive Committee recognized the potential of the chapter and wanted to make improvements. By adding structure to chapter meetings to be more productive, Pi Rho's membership found the Fraternity more meaningful. During each weekly Executive



Kelsey Stuart is President of Pi Rho Chapter at Massachusetts-Amherst and a varsity cheerleader. She cheered throughout high school and is in her second year as captain of her university's cheerleading team. The team cheers at football and basketball games, participates in school marketing and community service events, and attends the national college cheerleading competition.



Committee meeting, relevant and important information is collected for the upcoming chapter meeting agenda. Each chapter meeting now also includes an interactive or brotherhood bonding activity to help members get more involved and develop their professional skills.

During her time concurrently leading brothers and her cheerleading team, Stuart learned important leadership and life skills not easily gained in class or from books. Conflict resolution, time management, and teamwork are just some of the attributes she learned while making lifelong friends in both organizations. Stuart believes in leading by example and trying to see situations from different perspectives in order to achieve the best resolution when conflict occurs.

Kelsey looks up to her cheerleading coach, Katie LaPlante, for her ability to balance a full-time job and the team. Her coach encourages excellence in cheerleading and in one's personal life. This demonstrated and moral leadership in cheerleading is what Stuart brings to the chapter as President—essentially the Deltasig team “coach.” Conversely, Stuart shares structural aspects of Delta Sigma Pi with the cheerleading team. According to Stuart, “I wouldn't be as successful in either organization without the other because both have contributed to my leadership skills as a whole.”

Last summer, Brother Stuart attended Grand Chapter Congress, an adventure that made her Delta Sigma Pi experience more fulfilling. As all pledges do, she learned when and where the next Grand Chapter was taking place and what the convention entails.

“A few years later, I was proud to be a part of Congress as Pi Rho's delegate! I enjoyed networking and exchanging ideas on what helped my chapter succeed, while learning how others faced similar struggles,” said Stuart.

By seeing brothers whose Congress ladders are down to their waist, Stuart was able to grasp how large Delta Sigma Pi's network truly is—not just her own chapter's alumni—alumni of all 287 chapters.

After graduation this spring, Stuart plans to start her career with an insurance firm in Massachusetts. She credits her parents as the most influential people in her life because they have supported her in school, cheerleading, Delta Sigma Pi, and her personal life. ▲

After interning with the Hanover Insurance Group in Worcester, Massachusetts last summer, Stuart has accepted a full-time position as an Emerging Technology Research Associate.

Share news of your collegiate chapter's activities and events with brothers across the country!
 Email news and photos to magazine@dsp.org

Babson/Gamma Upsilon

The chapter coordinated a professional event with the local Alpha Epsilon Pi chapter about networking and using LinkedIn. The speakers covered creating and utilizing a LinkedIn profile and useful information for networking with anyone. Gamma Upsilon decided to co-host this event with Alpha Epsilon Pi to expand their own professional network on campus and to help members establish their professional foundation.

Denver/Alpha Nu

The chapter volunteered at the Hot Chocolate 15k/5k race hosted by Ram Racing, an official partner of Ronald McDonald House Charities. The race was held in downtown Denver in October, and nearly 20 brothers helped to put together "finisher mugs"—goodie bags that included chocolate fondue kits for runners after they completed the race.

Florida/Beta Eta

The chapter visited Chicago during their semi-annual "ProTrip" to gain professional experience, network with professionals and alumni, connect with other chapters, and grow fraternally. The chapter visited Groupon, Aon, FCB Advertising, and Charlie Baggs Culinary Innovations. On these tours, brothers received advice on interviewing, working in cross-functional teams, entrepreneurship, and the transition from college to a career. In addition to the professional advice learned from these company visits, Beta Eta reconnected with alumni Brothers Liz Edens and Nick Dogali. They shared their experiences in transitioning from Florida to Chicago, detailed their career paths, and spent time getting to know some old and new brothers.

(Continued on page 33)



NEBRASKA-OMAHA hosted a case study competition kick-off event for all graduating seniors in the College of Business. More than 100 students learned from a panel of business professionals with topics ranging from financial literacy to teamwork in the workplace. From left: Ashley Eisert, Jacy Judds, Kia Gardner, Josie Pilakowski, and Justin Korth.



ALBION (MI) participated in the Krazy for the Kazoo river cleanup. In total, the river cleanup resulted in the collection of more than 580 pounds of glass, plastic, cans, and other garbage around the Kalamazoo River.



HAWAII-MANOA with the assistance of their DD Luke Nagashima (back, left) hosted an area conference after being unable to attend the Albuquerque LEAD School. More than 20 members attended educational sessions, which covered interview tips, Delta Sigma Pi history, teambuilding exercises and financial management.

Oklahoma State Raises Thousands After Homecoming Tragedy

In September, the Oklahoma State community experienced a tragedy. During their annual homecoming parade, a car crashed through a police barricade, into a police motorcycle and careened into the crowd, killing four and injuring 47 others. This event stopped time. The University was forced to consider cancelling the football game. Instead, plans were upheld and the Okie State community persevered through the event and came out stronger.

Around the time of the accident, OSU's Gamma Epsilon Chapter was in the process of planning a holiday fun-run. This event was meant to benefit the local community with canned food donations and also serve as a chapter fundraiser. After the heartbreaking event of the homecoming weekend, the chapter changed course and renamed the race the Stillwater Memorial Run to support the victims. By working diligently to involve the community, what started out as a small campus fundraiser turned into a statewide event. More than 500 people registered to participate and the chapter received countless donations from the community. Vendors attended and supported the event and the chapter also sold T-shirts to raise additional funds for the victims.

The event allowed the entire community to band together during the tough time and raise over \$6,500 for the Stillwater Medical Foundation's #StillwaterStrong Fund. The brothers stepped up to serve the community, on Founders' Day in fact, as all Deltasigs are encouraged to do. In spite of the tragedy, the event allowed Gamma Epsilon to further their goals as a part of the National Fraternity, to give back locally, and to positively impact the community. ▲



OKLAHOMA STATE chapter officers VP-Fundraising Taylor Nichols, President Carson Guinn and Senior VP Chelsey Garner.



OKLAHOMA STATE's 60 chapter members bonded together to help the fundraiser achieve great heights. From left: Reagan Meagher, Alex Cuevas, Lakely Smith, Carson Walker, Katie McGrath, Garrett Soper, Whitney Roten and Emma Lukowski.

(Background photo) Oklahoma State community members on the day of the Stillwater Memorial Run.

(Continued from page 31)

Georgia State/Kappa

The chapter hosted a networking mixer titled “Date My Corp” that included representatives from Delta Airlines, SunTrust Banks, INROADS, Concurrent Inc., Global Employment Solutions, and one of the Fraternity’s partners, Enterprise Rent-A-Car. To maximize the attendees’ ability to meet and impress the recruiters, they chose to host it as a “30-second elevator pitch speed dating competition”. Brother Joshua Beaner opened the event by giving a brief presentation on elevator pitches. Then in small groups, contestants sharpened their speeches and exchanged constructive feedback. The company representatives scored each competitor based on one’s ability to grab attention with a hook, clearly introduce themselves, explain what they could offer to the company, explain the benefits of hiring them, and deliver the pitch in a concise, memorable way. The representatives chose the winner based on who was able to deliver the best pitch or “woo” them.

Hawaii-Hilo/Lambda Psi

The chapter launched a mentoring and tutoring program for fellow business students. Brothers provide tutoring in accounting, economics, math, critical thinking, quantitative business analysis and finance.

Northeastern/Sigma Omega

The chapter co-hosted a resume and interview prep workshop with the Finance and Investment Club on their campus. The event included a panel discussion that covered standard interview questions, including behavioral and technical questions. Following the panel, the chapter conducted one-on-one resume critiques with the attendees.

Saginaw Valley State/Mu Phi

The chapter enjoyed a social outing to Leaman’s Green Applebarn. At Leaman’s, 23 brothers and 13 pledges toured the property on a hayride and picked apples. Afterwards, they navigated the corn maze and played icebreaker games.

Syracuse/Xi Tau

The chapter hosted its fourth annual Cuse vs. Cancer race on the University’s campus. The 5k race and 1 mile walk was established in 2012 by Jack Cogan, *Syracuse*, who was also present at this year’s race as a participant. Through registrations and sponsorships, the chapter has donated more than \$9,000 over the last four years to medical research. Approximately 200 runners raised \$3,000 this year for Golisano Children’s Hospital in Syracuse.

Truman State/Iota Nu

The chapter presented “Backpack to Briefcase” with one of Delta Sigma Pi’s career partners, Enterprise Rent-A-Car. James Oaks, Enterprise Talent Acquisition Manager, gave professional dress pointers, advice on mentorship, and other information such as time management tips. Nearly 60 Iota Nu members and 15 pledges attended this chapter-only event.



ST. JOSEPH’S (PA) hosted their second annual Golf Outing at Broad Run Golfer’s Club in West Chester, Penn. to celebrate the memory of Casey Doolin, St. Joseph’s, who passed away from cancer in 2013. Pictured: VPAR Rebecca Rosati and Casey’s mother.



BENTLEY (MA) participated in the Making Strides of Boston event in October to raise funds for the American Cancer Society. Brothers encouraged students on campus to attend the walk, and they sold pink ribbons to support breast cancer awareness.



MINNESOTA STATE volunteered at the Fire and Ice Ball. Members helped the event succeed and the proceeds, nearly \$100,000, were donated to the United Way.

Steve Lambros PAYS IT FORWARD

By Anne Strychalski

Gratitude Offered Through Fund Creation

With each passing year, you can celebrate your affiliation with Delta Sigma Pi on many dates. The date of your pledging ceremony, the date you were initiated, National Alumni Day and Founders' Day are just a few. These dates get mixed in with anniversaries, both professional and personal, birthdays and many other milestones in your life. If you're like Steve Lambros, *St. Cloud State*, one of these days or just a free moment, may allow you to reflect on where you are in life. Although other experiences impacted Brother Lambros throughout his life, the effect of the Fraternity was compelling.

Delta Sigma Pi was a foundation builder for Lambros. As the Fraternity does for all brothers, it supported the practical development of his business skills and allowed him to experience the challenges and opportunities of leadership. During his days as a collegian in Minnesota at Theta Tau Chapter in the late 1970s, Lambros found clarity in the benefits of collaborating with diverse backgrounds and how giving to the community enhances one's pride in self and gives a feeling of success.

In 2011 upon recognizing what Delta Sigma Pi had done for him, the now semi-retired, former technologist and founder of his own consulting firm wanted to pay it forward. By starting the Steven J. Lambros Theta Tau Leadership Fund, the Leadership Foundation, the Fraternity, supporters of the fund and fund recipients would identify with the gratitude of Lambros and the influence of Delta Sigma Pi.

Four years after the Fund was created it reached the minimum endowed phase and now supports Theta Tau Chapter's attendance at Delta Sigma Pi national programming and other professional event opportunities. The Fund functions as an extension of Delta Sigma Pi by allowing members to learn, engage, network and experience business beyond the academics. It has also allowed Lambros to become involved in a meaningful way with the chapter and the members he met while attending his first Grand Chapter Congress last August. After attending the social events and educational sessions, you can bet he'll be in New Orleans in 2017 for the next GCC!

Starting the Fund was the easy part for Brother Lambros. His initial inspiration for the Fund was challenged when he needed to think through the detailed purpose and collaborate with stakeholders to reach the endowed stage. To do so successfully, he advises,



Steve Lambros was presented his Entrepreneur lifetime giving level award by Leadership Foundation Vice Chairman Brian Krippner at Grand Chapter Congress in Chicago.

"Think of it like a start-up company. How can you deliver maximum benefit, properly measure and align the need you're trying to satisfy, and plan for sustainable growth to match changing needs and increased financial requirements?"

For Lambros, seeing this Fund through has been a very rewarding experience. In a short period of time he was able to see the direct benefit of his efforts on Theta Tau Chapter and future business leaders. He's also learned how the Fraternity has changed since he was a collegian, including a new Board structure, the transformation of the Chapter Efficiency Index to the Chapter Management Program and women being initiated.

If your time, talents and treasure aren't ready for creating your own fund, Lambros and the Foundation encourage you to support an existing fund that aligns with your passion in the Fraternity. There are more than 50 endowed funds that support members of specific chapters, regions and provinces and funds that support niche interests, as well as the annual fund that supports many more needs. ▲

Advice from Delta Sigma Pi's 2015 Chapter Advisor of the Year—Queen Booker

Deciding to become a faculty initiate in Delta Sigma Pi for Epsilon Iota Chapter at Minnesota State was a no brainer. Jerome Schmidt, *Minnesota State*, was one of my best and, of course, favorite students and he approached me about becoming an initiate.

When Jerome explained to me Delta Sigma Pi's values and Epsilon Iota's specific commitments to service and the community, I knew this was a student group that "called to me." After becoming a member, I started providing tutoring sessions for brothers in some common College of Business pre-requisite and core

"I realized...these brothers were some really cool people!"

courses. Through these interactions, I realized that these were not just brothers and students, but these brothers were some really cool people!

When the opportunity arose to become their Chapter Advisor, I leapt at the opportunity. I wanted to do more than just provide academic support—I wanted to help the Fraternity develop and grow. Being the Advisor allows me to help shape the culture and character of Epsilon Iota.

Since taking on the role, I have had a chance to help with all aspects of the Fraternity – from creating an alcohol risk management program to having our leadership team become an important part of the Dean of the College's advisory board. I have also enjoyed supporting and accompanying the brothers to various leadership development programs. It has been a personal goal of mine to have each brother attend at least one LEAD during their time as a collegian because after my first LEAD, I recognized the value of the trainings offered as well as the networking opportunities.

My being engaged with the Fraternity also gave me the chance to see what makes Delta Sigma Pi as a whole the fantastic organization that it is. Working with District Directors, Regional and Provincial Vice Presidents helped me learn how to be a better advisor, and getting to know them taught me how to be part of a leadership team.

Meeting the national leadership team at Grand Chapter Congress solidified my impression of the strong foundation on which Delta Sigma Pi is built. I would highly recommend to any Deltasig volunteer who hasn't already built relationships with other leadership to do so because we all have a wealth of knowledge that can improve any chapter, no matter how strong it already is.

I would advise collegians to involve their Chapter Advisor as a brother. Many Advisors are simply a name on a piece of paper. But when the Advisor is included as a brother, they can be more than an advisor to the chapter: we can also be a campus advocate. As an advocate, I have also been able to help the chapter obtain financial support from the College of Business as well as the University to help reduce the cost of brothers' educational travel. Reducing costs helps make being part of the Fraternity affordable and accessible to all interested and qualified students.

So in closing, I know choosing to accept the invitation to become a faculty initiate was one of the best decisions I have made because this journey with Delta Sigma Pi has helped me to build long lasting friendships with brothers within the chapter as well as throughout Delta Sigma Pi.

Fraternally,
Queen Booker



GP Onuka Ibe presents Queen Booker with the National Chapter Advisor of the Year award at Grand Chapter Congress.

Share news about your alumni chapter activities! Email your news and photos to magazine@dsp.org



HAWAII celebrated Founders' Day with HAWAII-HILO at Hapuna Beach. The alumni chapter also attended a barbecue with collegians at Coconut Island.



The Delta Sigma Pi network spans worldwide and this past September brothers from across the globe gathered in Germany for Jeff Berlat's, Houston, 50th birthday celebration. Here brothers visit Neuschwanstein Castle as part of the week's adventure.



OKLAHOMA CITY TORNADO ALLEY invited local alumni to their holiday party and semi-annual meeting. In front is Richard Mayes, Oklahoma, who was initiated in 1950 and attended with his wife after receiving a widespread mailing sent by the chapter.

THANK YOU FOR YOUR 25 YEARS OF SERVICE!



PGP Bill Tatum presented Bruce Thompson, St. Cloud State, with the Silver Helmet for 25 years of service during the 38th Annual Sacramento Valley Alumni Chapter Christmas Party, hosted by Tatum. Brother Thompson served as District Director, Chapter Advisor and on the National Ritual Advisory Team in the early 1990s. Bruce also stays active attending events across the country, including Grand Chapter Congress, Halsey Basketball/Volleyball tournaments, and Sacramento Valley alumni events.



ARLINGTON AREA LONE STAR (TX) celebrated Founders' Day at Barcadia in Fort Worth, Texas. Chapter members enjoyed playing retro arcade games and taking part in friendly competitions.



DENVER celebrated the holidays along with the chapter's 87th anniversary and collected socks for Sox Place, a homeless teen drop-in center.



PHOENIX-THUNDERBIRD meets regularly for a networking breakfast in Scottsdale organized by Jamie Kirkegaard, Arizona State. During the breakfast, a professional topic is presented and discussed.

Get Involved! Please note: Contact information is listed here for cities where alumni chapters are currently franchised as of January 6. 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@dsp.org, call (513) 523-1907 x223, or check online at www.dsp.org.

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Central Office's Communication Coordinator, **Anne Strychalski**, was initiated into the Alpha Upsilon Chapter at Miami University (Ohio) in November. Brother Strychalski graduated from Miami with a degree in strategic communication and started working for Delta Sigma Pi in January 2013 shortly after graduating. Pictured from left: Mid-South RVP Erin Lee and Strychalski. ▲



Joe Shaver, Truman State, began working at the Central Office in February as Operational Services Coordinator. The responsibilities of this new position include supporting our IT needs, sponsor relations, and working with members to improve their experience on **dsp.org** and the Hub. Joe is from St. Louis and was initiated in April 2013. He served as Chancellor and Chapter Webmaster for the Iota Nu Chapter and while on campus worked in the Truman Student Union and as a GINsystem Ambassador. Brother Shaver is an Eagle Scout and has experience in fundraising and web management with various organizations, including his church. ▲



Central Office staff members collected items in December to support Cincinnati's Ronald McDonald House. The House requested items from their wish list and for their Ronald's Workshop, which allows the House to provide gifts to critically ill children and their families during the holiday season. ▲

MARK YOUR CALENDAR FOR 2016

- April 25**
National Alumni Day
- October 7-8**
Grand Rapids (MI) LEAD School
- October 14-15**
Jacksonville (FL) LEAD School
- October 21-22**
Overland Park (KS) LEAD School
- October 22**
National Make A Difference Day
- October 28-29**
Denver LEAD School
- November 4-5**
Syracuse (NY) LEAD School
- November 7**
Founders' Day



Thank you to brothers who helped us complete the 2016 Membership Directory with Harris Connect. More than 15,000 brothers responded to update requests. Nearly 500 members submitted personal stories and/or photos and almost 2,500 reserved the book and/or CD that was scheduled for mailing in late January. ▲



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CHANGE SERVICE REQUESTED

Delta Sigma Pi's dedication to service is brought to fruition with the Twin Cities' (MN) annual donation to Toys for Tots. The alumni chapter raises money throughout the year to make this event possible. This year they proudly purchased \$650 worth of gifts.

