

Delta Sigma Pi
Kappa Sigma Gamma Colony



FLORIDA INTERNATIONAL UNIVERSITY

The Kappa Sigma Gamma Colony

Of



Florida International University

Delta Sigma Pi

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January 10, 2013

John R. ...
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700 ...
College ...

Dear ...

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Petitioning Letter

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October 2nd , 2003

Delta Sigma Pi Central Office
330 South Campus Avenue
P.O. Box 230
Oxford, OH 45056-0230

Attn: Dale Clark

Re: Kappa Sigma Gamma Colony of Florida International University.

Dear Board Members,

The Delta Sigma Pi Colony at Florida International University has been working diligently for the past year to become an official chapter of the national fraternity.

Over the past year we have hosted professional speakers from all realms of the business world. A former U.S. Marines officer presented on the importance of leadership and diversity. A Delta Sig Alumni and father of a current member spoke on the importance of diligence and hard work. As a member of the Forbes Hispanic 500 list he also spoke to us about the importance Hispanics and other minorities in the business world.

Our dedication to community service has been recognized by several organizations and by the University. In April over 20 members attended the 18 hour Relay for Life to support cancer survivors. Over the past year we have worked with Habitat for Humanity, Make a Wish Foundation, Big Brothers Big Sisters, etc.

But what makes this colony so special is our diversity. Our colony has welcomed members from Cuba, Spain, Nicaragua, Dominican Republic, and from all over the United States.

At this time the Kappa Sigma Gamma Colony at Florida International University kindly petitions the Board of Directors of Delta Sigma Pi for installation into the national fraternity.

Thank you for your attention.

Sincerely,

NILO A. CUERVO, JR.
Colony President

Petitioning Members

Kappa Sigma Gamma Colony Members:

Sandra Alonso
Carolina Cervera
Nilo Cuervo
Rodrigo Duarte
Maritza Enriquez
Felix Gil
Melissa Handy
Ana Horton
Luis Lopez del Castillo
Danny Lozano
Tania Machicek
Laura Mateus
Donahue Mundy
Jessica Paz
Jesus Pazmino
Roman Picado
Alex Prado
Angel Sanchez
Eddie Stankiewicz
Dennis Tom
Alf Urrutia
Boris Vanier

Letters of Recommendation



FIU FLORIDA INTERNATIONAL UNIVERSITY

Hope, Knowledge, and Opportunity

September 28, 2004

Delta Sigma Pi
330 South Campus Avenue
Oxford, Ohio 45056

Dear Dale M. Clark,

The College of Business Administration has been approached by a group of enterprising students interested in forming a professional society to further the interests of business students here at Florida International University. This has been presented as an opportunity for students to enhance their professional development, their social skills, and to share common interests with other business students. The College of Business has always endorsed student lead organizations, and is eager to assist the formation of a Delta Sigma Pi Chapter on campus.

These students presented to me some months ago the steps necessary to proceed with the initiative, and have since taken the necessary steps to create a local colony. The fact that the colony remains in existence and has fulfilled the necessary requirements to become a chapter reflects student commitment since the beginning of the venture. Such strong commitment is admirable, and reinforces our belief in the future of FIU and its College of Business Administration.

I fully endorse the Kappa Sigma Gamma Colony of the International fraternity of Delta Sigma Pi. Through their actions, these students have demonstrated that they have and will continue to uphold the values and principles of the Florida International University College of Business Administration. It is my belief that as these students continue to demonstrate their desire for excellence through the establishment of the colony, they will succeed in their professional life and contribute to the enhancing of the welfare of others.

Sincerely,

A handwritten signature in black ink, appearing to read "C. Perry".

Dr. Clifford R. Perry
Associate Dean
Academic Affairs and Undergraduate Programs



September 15, 2004

Delta Sigma Pi Central Office
330 South Campus Avenue
Oxford, Ohio 45056

Dear Dale Clark,

In a society filled with many distractions it is always good to see young people taking the initiative not only to participate but to create professional organizations that will aid in their professional development to becoming responsible business leaders. The College of Business has always supported these organizations and helped in what ever way necessary because we work to achieve the common goal of preparing the student for the working world.

The steps taken to create this colony shows character on behalf of the students and the fact that it is still in existence and ready to becoming a chapter, shows the level of commitment to this venture. This commitment is a quality not often found and gives us hope for the future of businesses in this country and the world.

It is with much pride that I recommend the Kappa Sigma Gamma Colony of the International fraternity of Delta Sigma Pi. These students are demonstrating by their actions that they are and will continue to exemplify the standards and ideals of the College of Business of Florida International University. I have little doubt that if these students continue to demonstrate these qualities that they will not only succeed in life but will make the world a better place in the process.

Sincerely,

A handwritten signature in black ink that reads "William W. Welch". The signature is written in a cursive style with a large, prominent "W" at the beginning.

Dr. William W. Welch, Chair

**FLORIDA
INTERNATIONAL
UNIVERSITY**

October 1, 2003

Mr. Dale Clark
Director of Chapter and Expansion Services
Delta Sigma Pi Business Fraternity
330 South Campus Avenue
Oxford, Ohio 45056-0230

Dear Mr. Clark:

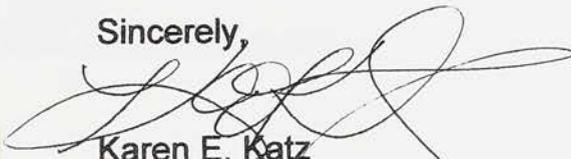
The men and women of Delta Sigma Pi Business Fraternity at Florida International University (FIU) are eager to become a chapter of your organization. Currently, this group is registered under our Student Organization Council (SOC) as a fully recognized colony and I am excited to watch them become a chartered member of your Fraternity.

Members within the group practice leadership through service everyday and together they make a huge impact on our University community. These members represent the top leaders on campus, as they are involved in our fraternities, sororities and every aspect of campus life. Their dedication toward Delta Sigma Pi Business Fraternity is as strong as their motivation to succeed.

Not only does this organization spend hours in our community helping others but they also help each other to grow as individuals. Our Delta Sigma Pi colony is comprised of brothers with high standards, continuously striving for excellence.

FIU strives to support all our students during their college careers. Assisting the positive growth of any student organization is in the best interest of us all. I look forward to working with these students in the future as full members of Delta Sigma Pi Business Fraternity.

Sincerely,



Karen E. Katz
Assistant Director of Campus Life for Greek Affairs

**Department of
Campus Life**

Division of
Student Affairs

Campus Ministry

Graduate Students

Greek Affairs

Honors Council

Panther Rage

Publications

Student Government

Student Organizations

Student Programming

University Park
Graham Center 340
Miami, Florida 33199

Telephone: 305-348-2138

Fax: 305-348-3823

www.fiu.edu/~camplife

TTY via FRS 1-800-955-8771



Handwritten signature



The International Fraternity of Delta Sigma Pi

October 9, 2003

Delta Sigma Pi
Board of Directors
330 South Campus Ave
Box 230
Oxford, OH 45056-0230

Dear Brothers:

It brings me great pleasure to recommend to you that the Kappa Sigma Gamma Colony at Florida International University be granted a charter as a chapter in the International Fraternity of Delta Sigma Pi.

The members of the Kappa Sigma Gamma colony have worked diligently over the last year and a half to recruit over 50 members, conduct the required professional and service events, and to gain school and faculty support. During this time they have conducted regular colony and executive meetings and learned what it takes to be a successful chapter. They sent representatives to the 2003 Southeastern Provincial Council Meeting in Atlanta, Georgia and to the Forty-Fourth Grand Chapter Congress in Palm Springs, California. The representatives brought back valuable information and expressed the feelings of brotherhood that they experienced at these events.

I am convinced that Kappa Sigma Gamma will be a great chapter. I fully support and recommend that their petition be accepted and that the Kappa Sigma Gamma Colony be installed as a chapter in the South Atlantic Region of the International Fraternity of Delta Sigma Pi.

Fraternally,

Claire L. English
South Atlantic Regional Vice President

Florida International University

Brief History of Florida International University

FIU was established by the Florida legislature in 1965. Classes began in September 1972, with 5,667 students enrolled in upper-division and graduate programs, the largest opening day enrollment in the history of American higher education. In 1981, the University added lower-division classes for freshmen and sophomores, expanding its enrollment capacity. In 1984, the University received authority to begin offering degree programs at the doctoral level; these programs received Level IV accreditation from the Southern Association of Colleges and Schools (SACS) in 1986. In 1994, the Carnegie Foundation for the Advancement of Teaching classified FIU as a Doctoral I University, and in 2000 it reclassified the University as a Doctoral/Research University-Extensive, the highest ranking in the organization's prestigious classification system.

The Florida Board of Regents appointed Charles E. Perry as the first president of FIU in 1969. He was succeeded in January 1976 by Harold B. Crosby. Gregory B. Wolfe was named the third president in February 1979. Modesto A. Maidique, the fourth and current president, was appointed to his position in August 1986.

Academic Programs

Our Programs

We provide both degree and non-credit educational programs for our wide range of constituents. Included are undergraduate, graduate, professional, and executive education; professional certificate programs; online learning (Centra and Web CT-based) courses and programs; seminars, short-courses, and conferences; collaborative research, specialized study-abroad, and exported graduate degree programs.

The College offers academic programs leading to the **Bachelor of Business Administration (BBA)** and the **Bachelor of Accounting**. Undergraduate majors include Accounting, Finance, International Business, Management, Human Resource Management, Information Systems, Marketing, and Real Estate. We also offer tracks in entrepreneurship and enterprise-wide computing.

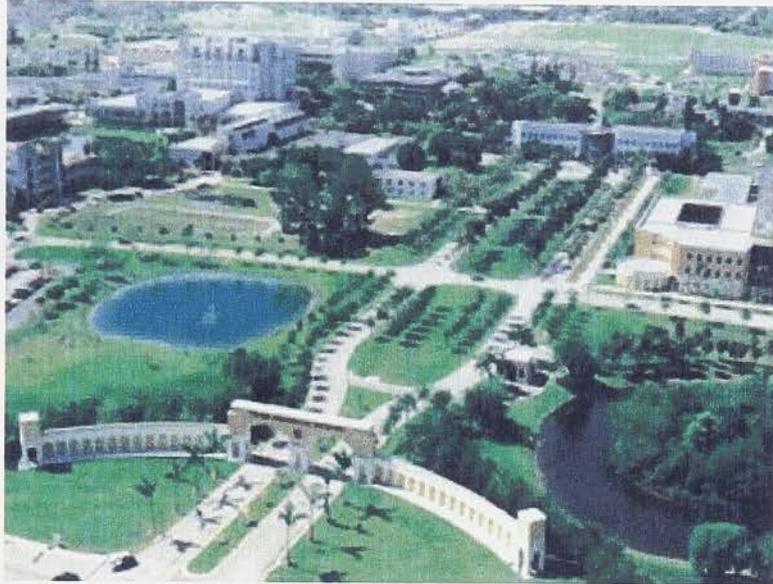
Our **Weekend BBA** program enables working students to earn their degree through a two-year, lock-step curriculum of Saturday classes.

Our Chapman School offers several options for students pursuing an MBA: A full-time, twelve-month, **International MBA** program; an **Evening MBA** program; and an **Executive MBA**, a 21-month weekend program for mid- to senior-level executives.

The Chapman School also offers graduate degree programs leading to the **Master of Accounting**, the **Executive Master of Science in Taxation**, the **Master of International Business**, the **Master of Science in Finance**, the **Master of Science in Management Information Systems**, the **Master of Science in Management—Human Resource Management**, and the **Doctor of Philosophy in Business Administration**.

The Chapman School also offers graduate degree programs abroad on contract. Recent examples include MIB programs in Germany and Bolivia, an Executive MBA in Jamaica and an International MBA in the Dominican Republic.

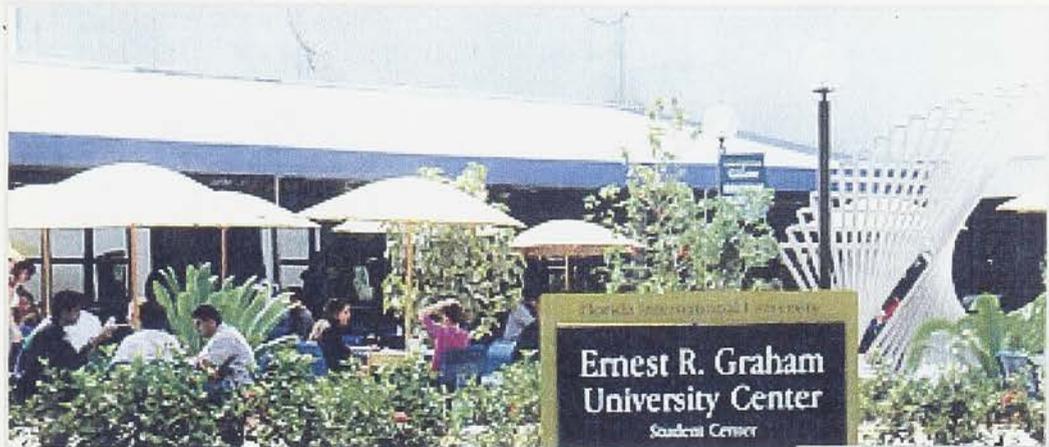
The Campus At Florida International University



FIU Campus



University Housing



The Graham Center



The Charles Perry Building



Panther Hall



Ziff Education Building



College of Business Administration

Green Library



Ryder Business Building

The College of Business at Florida International University

The College of Business at Florida International University is a leading institution in the field of business education. It offers a wide range of programs and courses designed to provide students with the knowledge and skills necessary for success in the business world. The college is committed to providing a high-quality education and to fostering a strong sense of community among its students and faculty.

College of Business Administration

The College of Business at Florida International University

The College of Business Administration (CBA) is South Florida's most important business education resource, known for its expertise in international business and in the strategic uses of information technology. We are the largest of Florida International University's (FIU) professional schools, enrolling about 3,400 undergraduate and more than 1,100 graduate students each year. We also serve the multinational business community through our executive and professional education programs.

Organizationally, our College consists of the Alvah H. Chapman, Jr., Graduate School of Business (Chapman School), the School of Accounting, the departments of Finance, Decision Sciences and Information Systems, Management and International Business, and Marketing, and various centers of excellence.

We are one of only 430 business schools worldwide accredited by the AACSB International-The Association to Advance Collegiate Schools of Business.

Degrees Offered Within the School of Business Administration

I. Undergraduate Studies

A. Bachelor of Business Administration

- Entrepreneurship Minor (for non-business students)
- Entrepreneurship Track
- Finance Major
- Human Resource Management Major
- International Business Major
- Management Major
- Management Information Systems Major
- Marketing Major
- Marketing Minor (for non-business students)
- Real Estate Major

B. Bachelor of Accounting

C. Undergraduate Certificate Programs

- Certificate in Banking
- Certificate in International Bank Management
- Certificate in Retail Management

II. Graduate Studies

- Master of Accounting
- Master of Business Administration
- International MBA
- Executive MBA
- Evening MBA
- Master of International Business
- Master of Science in Finance
- Master of Science in Management - Human Resource Management
- Master of Science in Management Information Systems (MSMIS)
- Executive Master of Science in Taxation
- Doctor of Philosophy in Business Administration

Kappa Sigma Gamma Colony

Bylaws

These bylaws were adopted by the members of the Kappa Sigma Gamma Colony at a meeting held on the 15th day of January, 1954, at the University of North Carolina at Chapel Hill, North Carolina.

Kappa Sigma Gamma Colony

Kappa Sigma Gamma Colony

Purpose

The purpose of Kappa Sigma Gamma here at Florida International University, is to provide the students enrolled in a business program an alternative to better themselves professionally and to become well educated as well as culturally aware, to assist shape the careers of those who desire to be successful.

By implementing this chapter the Kappa Sigma Gamma Colony is hoping to create an awareness among students taking advantage of the University's great diversity, to become culturally educated and learn the different customs and etiquette from different countries.

Finally, Delta Sigma Pi will assist those students in the development process of their careers which will prepare them in a professional manner and enhance communication and networking skills.

Colony History

It all begun about a year and a half ago, while a group of our starting members were having a good time at the Kendall Ale House during happy hour. All of them being members of Greek organizations at Florida International University and Business students as well, started talking about how disappointed they were with the current business fraternity on campus and how they wished there was another one available. Fortunately, one of the members present mentioned Delta Sigma Pi and begun talking about it with the people present at happy hour. Finally they concluded that Delta Sigma Pi should be part of our Business School here at FIU. Therefore, they decided to take matters into their own hands and contacted the Deltasig offices about opening a chapter. They continued their efforts towards their goal and followed through with recruitment explaining the main purpose of Delta Sigma Pi. Today, Deltasig has accomplished, thanks to that happy hour, recognition in the School of Business as well as providing the students a great alternative to become everything they possibly can.

April

<i>Sun</i>	<i>Mon</i>	<i>Tue</i>	<i>Wed</i>	<i>Thu</i>	<i>Fri</i>	<i>Sat</i>
		1	2 Chapter mtg. 9pm	3	4	5
6	7	8	9 Chapter mtg. 9pm Guest Speaker Prof. Dugan	10	11 Relay for Life Community Service	12
13	14 Recruitment week	15	16	17	18	19
20	21	22	23 Chapter mtg. 9pm	24	25	26
27	28	29	30			

2003

May

<i>Sun</i>	<i>Mon</i>	<i>Tue</i>	<i>Wed</i>	<i>Thu</i>	<i>Fri</i>	<i>Sat</i>
				1	2	3
4	5	6	7 Chapter Mtg. 9pm	8	9	10
11	12	13	14	15	16	17
18	19	20	21 Chapter Mtg.9	22	23	24
25	26	27	28	29	30	31

2003

June

<i>Sun</i>	<i>Mon</i>	<i>Tue</i>	<i>Wed</i>	<i>Thu</i>	<i>Fri</i>	<i>Sat</i>
1	2	3	4 Chapter Mtg. 9pm Guest Speaker Bryan Fonseca	5	6	7
8	9	10	11	12	13 Chapter Retreat	14 Chapter Retreat
15 Chapter Retreat	16	17	18 Chapter Mtg. 9pm	19	20	21
22	23	24	25 Chapter Mtg. 9pm	26	27	28
29	30					

2003

July

<i>Sun</i>	<i>Mon</i>	<i>Tue</i>	<i>Wed</i>	<i>Thu</i>	<i>Fri</i>	<i>Sat</i>
		1	2 Chapter Mtg. 9pm	3	4	5
6	7	8	9 Chapter Mtg. 9pm Guest Speaker April Mann	10	11	12
13	14	15	16	17	18	19
20	21	22	23 Chapter Mtg. 9pm	24	25	26
27	28	29	30 Chapter Mtg. 9pm	31		

2003

August

<i>Sun</i>	<i>Mon</i>	<i>Tue</i>	<i>Wed</i>	<i>Thu</i>	<i>Fri</i>	<i>Sat</i>
					1	2
3	4	5	6 Chapter Mtg. 9pm	7	8	9 Community Service
10	11	12	13 Chapter Mtg. 9pm Guest Speaker Julio (Tati's Father)	14	15	16
17	18	19	20 Chapter Mtg. 9pm	21	22	23
24	25 Recruitment Week	26	27 Chapter Mtg. 9pm Guest Speakers	28	29	30
31						

2003

September

Sun

Mon

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Wed

Thu

Fri

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Chapter Mtg. 9pm

Chapter Mtg. 9pm

2003

October

<i>Sun</i>	<i>Mon</i>	<i>Tue</i>	<i>Wed</i>	<i>Thu</i>	<i>Fri</i>	<i>Sat</i>
			1	2	3	4
5	6	7 Chapter Mtg. 9pm	8	9	10	11
12	13	14 Chapter Mtg. 9pm	15	16	17	18
19	20	21 Chapter Mtg. 9pm	22	23	24	25
26	27	28 Chapter Mtg. 9pm	29	30	31	

2003

November

<i>Sun</i>	<i>Mon</i>	<i>Tue</i>	<i>Wed</i>	<i>Thu</i>	<i>Fri</i>	<i>Sat</i>
						1
2	3	4 Chapter Mtg. 9pm	5	6	7	8
9	10	11	12	13	14	15
16	17	18 Chapter Mtg. 9pm	19	20	21	22
23	24	25	26	27	28	29
30						

2003

December

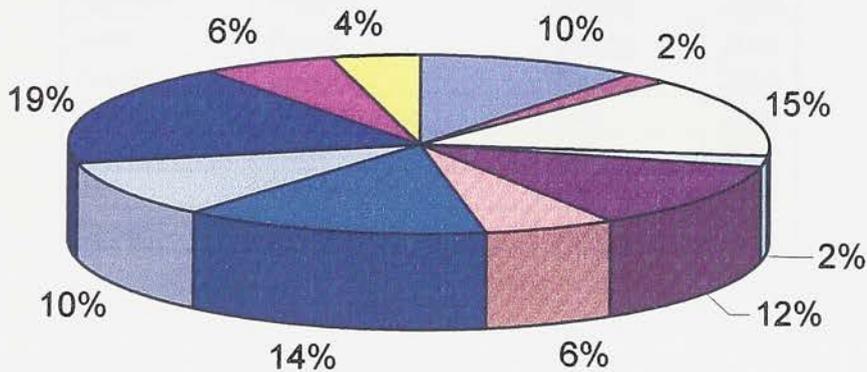
<i>Sun</i>	<i>Mon</i>	<i>Tue</i>	<i>Wed</i>	<i>Thu</i>	<i>Fri</i>	<i>Sat</i>
	1	2	3	4	5	6 Classes End
7	8 Official Examination Period	9	10	11	12	13 End of Examination Period
14	15	16	17	18	19	20
21	22	23	24 Christmas Eve	25 Christmas Day	26	27
28	29	30	31 New Year's Eve			

2003

Membership Statistics

Accounting	10%
Advertising/Hospitality and Manag	2%
Business	14%
Entrepneuership & Marketing	2%
Finance	12%
Finance/Management	6%
Int'l Business	14%
Management	10%
Marketing	18%
MIS	6%
Public Relations	4%
	100%

Kappa Sigma Gamma Colony Membership Statistics by Major



- | | |
|--|--|
| ■ Accounting | ■ Advertising/Hospitality and Management |
| ■ Business | ■ Entrepreneurship & Marketing |
| ■ Finance | ■ Finance/Management |
| ■ Int'l Business | ■ Management |
| ■ Marketing | ■ MIS |
| ■ Public Relations | |

Expected Member Graduation Dates

Expected Member Graduation Dates			
First Name	Last Name	Semester	Year
Sandra	Alonso	Spring	2006
Carolina	Cervera	Graduate	2003
Nilo	Cuervo	Graduate	2003
Rodrigo	Duarte	Spring	2005
Maritza	Enriquez	Spring	2004
Felix	Gil	Fall	2005
Melissa	Handy	Spring	2004
Anita	Horton	Fall	2005
Luis	Lopez del Castillo	Spring	2004
Danny	Lozano	Graduate	2003
Tania	Machicek	Spring	2005
Laura	Mateus	Fall	2005
Donahue	Mundy	Fall	2005
Jessica	Paz	Spring	2004
Jesus	Pazmino	Fall	2004
Roman	Picado	Spring	2004
Alex	Prado	Spring	2005
Angel	Sanchez	Spring	2005
Eddie	Stankiewicz	Fall	2006
Dennis	Tom	Fall	2006
Alf	Urrutia	Fall	2004
Boris	Vanier	Fall	2007

Sandra Alvarez

Member Biographies

Sandra Alonso





Delta Sigma Pi

Professional Business Fraternity

Name Sandra Alonso **Date** August 20, 2003

Address 11355 SW 52 Street
Miami, FL 33165

Home Phone 305-595-3834 **Cell Phone** 786-295-9629

Work Phone 305-442-2214 **E-mail** salon001@fiu.edu

Major (s) Management and Marketing

Class Sophomore **GPA** 2.9

Expected Graduation Spring 2006

Hobbies/Interests: Active sister of Phi Sigma Sigma, involved in community service, playing sports

How did you hear about Delta Sigma Pi?

Four of the sisters in Phi Sigma Sigma are involved in the Fraternity, they encouraged me to join.

Other organizations you are a member of: Phi Sigma Sigma

What do you feel you can bring to Delta Sigma Pi?

I can apply my leadership skills, and bring fresh ideas to the organization.

What would you like to get out of being in a professional business fraternity? I would like to meet different people with my interest, and expand my network.

Favorite quote: God will not send anything your way that you can't handle!

Sandra M. Alonso

- Objective** Third year Florida International University student seeking a part time position in a Business Administrative Management or Marketing career field.
- Education** Summer 2001 – Spring 2002 Florida International University
Miami, Florida
Bachelor of Arts and Sciences in Psychology
Fall 2001 – present
Bachelor of Business Administration in Management and Marketing
- Interests and activities**
- Phi Sigma Sigma Fraternity, Inc.
 - Delta Sigma Pi Business Fraternity
 - Special Interest in Management and Marketing
- Work experience** 2001 - present McArdle, Perez
Coral Gables, Florida
Legal Assistant
- Process real-estate transactions
 - Prepare legal documentation
 - Personal Secretary (general clerical work such as answering phones, faxing, taking messages, making copies, inserting date, etc..)

Carolina Cervera



Senior Vice President



Delta Sigma Pi

Professional Business Fraternity

Name Carolina S. Cervera **Date** 08/18/03
Address 10633 NW 57 ST
Miami, FL 33178
Home Phone (305) 994 – 7669 **Cell Phone** (305) 494 – 4191
Work Phone (305) 494 – 4191 **E-mail** Dancer2769@aol.com
Major (s) Management Information Systems and Marketing
Class Senior **GPA** 2.91
Expected Graduation Fall 2003

Hobbies/Interests:

Phi Mu Fraternity, Dancing, Judo, Greek Programming Board, Dance Marathon, Volleyball, and Football.

How did you hear about Delta Sigma Pi?

Three gentlemen came to my sorority meeting to present to us what Delta Sigma Pi was all about, and then I decided to join.

Other organizations you are a member of:

Phi Mu Fraternity, Greek Programming Board

What do you feel you can bring to Delta Sigma Pi?

I feel I can bring my leadership skills and implement them into this organization, to guide incoming new members, to lead this organization the best way possible.

What would you like to get out of being in a professional business fraternity?

I would like to enhance my networking skills as well as getting the proper training to prepare me for the real business world.

Favorite quote:

You are what you think about

CAROLINA S. CERVERA

- OBJECTIVE** To find an entry-level position in the field of Marketing.
- EDUCATION** **Florida International University** Miami, FL
Bachelor of Business Administration
Management Information Systems / Marketing
Fall 2003, G.P.A: 2.98
Honors: Dean's List (Spring 2000), Delta Sigma Pi founding member.
- EXPERIENCE** **Allstate Insurance** Miami, FL
Marketing Consultant 02/03 - 03/03
- Assisted with Commercial Auto Project
 - Familiarized with telemarketing skills
 - Conducted Commercial Auto Insurance mail campaign
 - Contributed with clerical duties
- MTV Networks Latin America** Miami Beach, FL
Marketing Intern 8/02 - 12/02
- Promoted with radio stations in Latin America
 - Volunteered at the first Latin VMAs
 - Translated contracts and other promotional documents
 - Worked on ad sales with different Latin American magazines
 - Created budgets for ad sales and promotional contests
 - Performed Inventories
- Florida International University** Miami, FL
Writing Tutor 8/02 - 12/02
- Assisted students in the developing process of an essay
 - Helped students with proofreading and editing skills
 - Critiqued technical writing documents
- ACTIVITIES** Phi Mu Fraternity, AMA, Delta Sigma Pi, Greek Programming Board
- LANGUAGES** Fluent in English and Spanish
- COMPUTER SKILLS** SPSS, Microsoft Office (2000, XP), MS Windows (ME, XP), Typing skills (wpm45)
- REFERENCES** Available upon request

Nilo Cuervo



President



Delta Sigma Pi

Professional Business Fraternity

Name Nilo A. Cuervo, Jr. **Date** 8-20-03

Address 9995 S.W. 31 Terrace
Miami, FL 33165

Home Phone (305) 559-6728 **Cell Phone** (305) 984-3158

Work Phone (305) 348-5683 **E-mail** Nilocuervojr@msn.com

Major (s) Marketing

Class Senior **GPA** 3.43

Expected Graduation Fall 2003

Hobbies/Interests:

Working out, Playing and Watching Football, Boating, Scuba Diving.

How did you hear about Delta Sigma Pi?

Through a good friend and fellow founding member, Alex Beaton

Other organizations you are a member of:

Sigma Phi Epsilon, Phi Alpha Delta Pre-Law Fraternity, Alpha Mu Alpha marketing Honor Society, National Association of Realtors, Guardian Ad Litem.

What do you feel you can bring to Delta Sigma Pi?

I have past experience founding Greek Letter organizations on campus and I have been an executive board member of two different organizations.

What would you like to get out of being in a professional business fraternity?

I would like the opportunity to expand my network beyond F.I.U. and Miami.

Favorite quote:

"Will the boy you were proud of the man you are"

Nilo A. Cuervo Jr.

9995 S.W. 31 Terrace
Miami, FL. 33165
Home Phone (305) 559-6728
Cellular Phone (305) 984-3158
E-mail: NiloCuervoJr@msn.com

Education

- 1998-2003** **Florida International University**
Bachelor of Business Administration
GPA: 3.42
Dean's List Student
Alpha Mu Alpha Marketing Honor Society
- 1994-1998** **Gulliver Preparatory School**
Honors and Advanced Placement Curriculum.

Licenses

- 1998** **Real Estate License**
State of Florida

Experience

Feb. 2002 – Present

Evaluation Specialist, Florida International University's Alcohol Treatment Targeting Adolescents in Need Program (A.T.T.A.I.N.)

- Interview adolescents and teenagers with substance abuse problems to evaluate their needs for therapy and obtain data for program research.
- Interview parents in order to obtain further data for program research.
- Write weekly status reports and attend weekly meetings.
- Handle confidential information.

Nov. 2001 – Present

State of Florida Guardian Ad Litem

- Voluntary community service employment.
- Advocate for the best interests of children who are abused, neglected, or abandoned and who are involved in court proceedings.
- Best interests include preservation of the child's physical safety and emotional well-being; permanent placement in a stable and nurturing environment; and protection from further harm during the child's involvement in the court system.
- Attend court hearings.
- Compile written reports of all relevant findings.

Nilo A. Cuervo Jr.

Apr. 2001 – Aug. 2001

Summer Internship, State Farm Insurance Company

- *Assisted adjusters in claims investigations, adjustment, and liability & negligence assessment.*
- *Performed scene inspections of insured properties.*
- *Compiled personal property inventory spreadsheets and damage estimates to evaluate claims.*
- *Communicated with general contractors to repair insured properties.*

Sept. 1997 – Apr. 2001

Legal Assistant, Law Office of Fabio A. Ruiz-Rojas, Esq.

- *Handled Property Damage and Bodily Injury claims.*
- *Prepared court documents such as Petitions, Motions, and General Complaints to be filed with court.*
- *Coordinated court calendar and travel arrangements when necessary.*
- *Received extensive training in Florida No-Fault Law and Personal Injury Protection procedures.*
- *Key-holder to the firm*

June 1997 – Aug 1997

Summer Internship, Miami-Dade County Police Department

- *Prepared police reports, citations, and watch orders when assisting police officers on duty.*
- *Assisted in the process of fingerprinting and background checks.*
- *Attended to telephone system.*

Affiliations

Phi Alpha Delta Pre-Law Fraternity

Founding member of F.I.U. chapter and Treasurer

Sigma Phi Epsilon Fraternity

Former Vice President of Finance

Delta Sigma Pi Professional Business Fraternity

Founding member of F.I.U. chapter and Vice President of Operations.

National Association of Realtors

Rodrigo Duarte



VP of Colony Operations



Delta Sigma Pi

Professional Business Fraternity

Name Rodrigo Duarte **Date** 09/30/2003
Address 1098 SW 137 Pl
Hialeah, FL 33184
Home Phone (305) 221 - 4140 **Cell Phone** (786) 547 - 4819
Work Phone N/A **E-mail** sigeprdrigo70@hotmail.com
Major (s) Bachelor of Business Administration with a focus in Marketing.
Class Junior **GPA** 3.23

Expected Graduation: Fall 2004

Hobbies/Interests:

Reading the Wall Street Journal, Sports, Music, and CMN

How did you hear about Delta Sigma Pi?

Through a brother in my social fraternity.

Other organizations you are a member of:

Sigma Phi Epsilon, Dance Marathon Committee, FIU Judicial Mediation Student Committee, IFC executive board, and Epsilon Coordinator.

What do you feel you can bring to Delta Sigma Pi?

I believe that I can bring enthusiasm to the group as well as leadership qualities which I have developed from participating in other activities in the past.

What would you like to get out of being in a professional business fraternity?

I want to allow myself the best opportunity to learn about all the opportunities and intricacies of the professional world and to improve my leadership and communications skills, while working with my peers to make a difference on campus and in the surrounding community.

Favorite quote:

You become what you think about

RODRIGO J. DUARTE

OBJECTIVE

To find a position in the field of Marketing

EDUCATION

Florida International University Miami, FL
Bachelor of Business Administration
▪ Expected Graduation: Spring 2005
GPA: 3.1

WORK EXPERIENCE

FIU Greek Affairs Miami, FL
Undergraduate Student Assistant 2003 - Present
▪ Performing clerical duties.
▪ Sending out Memos to university staff.
▪ Assisting at university orientations.
▪ Managing budget from Greek Affairs

Express Inc. Miami, FL
Salesperson 2002 - 2003
▪ Customer Service specialist.
▪ Practicing retail operations.

American Express Coffee Services Miami, FL
2000 - 2002
▪ Collecting payments.
▪ Delivering merchandise to different businesses
▪ Preparing invoices.
▪ Clerical duties.

LANGUAGES

Fluent in English, Spanish, and French.

COMPUTER SKILLS

MS Office XP, MS Windows (95, 98, 2000, XP), Internet use, Typing skills
(wpm: 85)

ACTIVITIES

Sigma Phi Epsilon Fraternity, Delta Sigma Pi, Epsilon coordinator, IFC
Vice President, Dance Marathon, FIU Judicial Mediation Student
Committee.

REFERENCES

Available upon request.

Maritza Enriquez



VP of Finance



Delta Sigma Pi

Professional Business Fraternity

Name Maritza Enriquez Date 08/18/03
Address 14005 SW 17 Terrace
Miami, FL. 33175
Home Phone 305-221-7134 Cell Phone 786-488-2225
Work Phone 305-969-1203 E-mail TATI0920@aol.com
Major (s) Business Management and International Business
Class Senior GPA 2.91
Expected Graduation Spring 2004

Hobbies/Interests: Community service, spending time with family and friends, Reading,
shopping, and going to the beach.

How did you hear about Delta Sigma Pi? One of my sorority sisters had mentioned that there
were starting a Delta Sigma Pi chapter in FIU. After hearing about it I mentioned it to my father
and it turns out that he is also a Delta Sigma Pi member.

Other organizations you are a member of: Phi Mu Fraternity

What do you feel you can bring to Delta Sigma Pi? Well ever since I can remember, my
father has owned several companies and due to that I have learned quite a bit of the business
world. I can bring leadership skills, motivation, and inspiration.

What would you like to get out of being in a professional business fraternity? More
knowledge of the business world, and I would like to get to know more people and their
experiences in the business world.

Favorite quote:

"Always reach for the moon, because even if you miss you'll still land amongst the stars."
"Work is love made visible. And if you cannot work with love but only with distaste, it is better
that you should leave your work and sit at the gate of the temple and take alms of those who work
with joy." ~ Kahlil Gibran

14005 SW 17 Terrace
Miami, FL 33175
Phone 305-221-7134
Cell 786-488-2225
E-mail: TATI0920@aol.com

Maritza A. Enriquez

- Objective** To expand my knowledge in the area of bookkeeping. To help the company be up to date with their bookkeeping, so they may keep good clientele. To provide the best service that I may offer in Accounts Payables, Accounts Receivables, and any other services the may need.
- Education** 8/2002-Present Miami-Dade Community College Miami, FL
Taking courses for my Bachelor's Degree in Business Management, GPA 3.0
- 5/2000-Present Florida International University Miami, FL
Bachelor's Degree in Business Management and International Business, GPA 3.0
- Languages** Fluent in speaking and writing English and Spanish.
- Qualifications** Computer literate in:
- All Windows programs (Word 2000, Excel, Access, etc.)
 - Business Works (Accounting Program)
 - Intuit Master Builder 7 (Accounting and Project Management Program)
 - E-mail/ Internet Explorer
 - Type 40-50 words per minute
- Work experience** 5/2000 – Present Comfort Tech Air Conditioning Miami, FL
Office Controller
- Keep all the companies financial status up to date (General Ledger, Accounts Payable, Accounts Receivable, Payroll)
 - Do governmental certified payroll
 - Keep up to date with financial status of all projects in progress
 - Partial/ Final Releases of Lien
 - Keep good relationships with all general contractors/subcontractors and make sure all payments are made in time
- 1996-1999 (Summer time Only) GEC Associates, Inc. Miami, FL
Secretary
- Answered Phones
 - Filing, Faxing, Typing, Translations
 - Contact subcontractors for interest in awarded projects
- References** Available upon request.

Felix Gil



VP of Professional Activities



Delta Sigma Pi

Professional Business Fraternity

Name Felix G. Gil **Date** 08/20/2003
Address 10260 SW 37 St.
Miami, FL 3165
Home Phone 786-200-6695 **Cell Phone** 786-200-6695
Work Phone 305-770-2223 **E-mail** fgil002@fiu.edu
Major (s) International Business and Marketing
Class Junior **GPA** 2.75

Expected Graduation: Fall 2005

Hobbies/Interests:

Reading about different cultures, Learning languages, and traveling.

How did you hear about Delta Sigma Pi?

Through a brother in my social fraternity.

Other organizations you are a member of:

Pi Kappa Phi Social Fraternity, American Marketing Association, and Interfraternity Council

What do you feel you can bring to Delta Sigma Pi?

I can bring hard work, leadership and strong brotherhood to Delta Sigma Pi through active involvement and participation in chapter events.

What would you like to get out of being in a professional business fraternity?

I would like to gain connections in the outside business world, and be able to develop my leadership skills through the fraternity.

Favorite quote:

"Wisdom is a life that knows it is living."

Felix G. Gil

10260 SW 37 St.
Miami, FL 33165

Cellular: (786) 200-6695

E-Mail: fgil002@fiu.edu

Objective:

To obtain a position in a growing successful company where I may utilize the skills I have previously acquired and to hopefully refine these skills through my employment with that company.

Education:

- Southwest senior High (1997-2001) Miami, FL
- Graduated in Top 25% with a 3.32 G.P.A.
 - Citizenship Honor Roll and Principals Honor Roll
 - Completed all courses needed to attain High School Diploma
 - Community Service Award for attaining 378 hours of community service
- Florida International University Miami, FL
- Currently enrolled as a sophomore
 - **Bachelor of Arts in International Business (6/05)**
 - **Certificate of Arts and Sciences in Law, Ethics, and Society (6/05)**
 - Member of Pi Kappa Phi Fraternity

Experience:

- Statewide Collections, Inc. North Miami Beach, FL
Assistant Manager (2/01-Current)
Compile correspondence to send to either medical providers or insurance companies.
Handle patient complaints. Offer to solutions to their problems and working closely with law offices to assist them settle their cases with the company.
- Linen Supermarket Miami, FL
Sales Clerk (6/00-1/01)
Handle all aspects of customer service through assisting customers with merchandise.
Offer purchasing advice, and charge the customers for their items purchased. Assisted with the selling of merchandise to customers who did not know what merchandise they wanted.
- Interfraternity Council (01/03-Current)
Treasurer
As treasurer I am responsible for the collection and the disbursement of funds from a specialized account. I am member of an executive council of men who over see the daily operations of various organizations within Florida International University's school system.

Skills:

Able to maintain an average of 45+ cwpm, knowledge of Microsoft Works, Excel, Power Point, Access, Outlook, MS-DOS, Windows 1999, 2000, ME and Office and, bilingual in both English and Spanish and learning Portuguese. Highly dedicated, highly motivated, close attention to detail, great organizational skills.

References available upon request

Melissa Handy





Delta Sigma Pi

Professional Business Fraternity

Name Melissa Handy Date August 21, 2003

Address 4331 SW 142 Place
 Miami, Fl. 33175

Home Phone (305) 553-8528 Cell Phone (305) 283-5191

Work Phone (305) 593-9934 Email mely0717@bellsouth.net

Major (s) Business Management

Class Senior GPA 3.4

Expected Graduation Spring 2004

Hobbies/Interests: Traveling and working out

How did you hear about Delta Sigma Pi? A friend referred me, which is currently a member.

Other organizations you are a member of: Member of Phi Mu Fraternity (2000-2001)

What do you feel you can bring to Delta Sigma Pi? I can bring my determination, teamwork, participation, organization, motivation, involvement and devotion to Delta Sigma Pi in every aspect- whether it is recruiting new members, or participating in community service or social events.

What would you like to get out of being in a professional business fraternity? To establish good contacts and relationships within the Fraternity, socially and on a professional basis.

Favorite quote: N/A

MELISSA HANDY

OBJECTIVE

To become an administrator in the field of business, where I can become successful by being empowered and self-motivated. I am seeking the type of employment that will offer a variety of opportunities and challenges, so that I may utilize my communication, organizational, and leadership skills.

SUMMARY OF QUALIFICATIONS

- Exceptional customer service skills: ability to help customers with questions or concerns, assist irate customers, and establish a rapport with clients and prospects.
- Experience with marketing strategies and techniques; utilizing communication and leadership skills.
- Knowledge of accounting principles, including Accounts Receivable and Accounts Payable.
- Excellent oral and written communication skills, interpersonal skills, and organizing skills.
- Goal-oriented, hard-working, committed, team player and apt to working under pressure and stressful environments.
- Proficient with Microsoft Word, Excel, Power Point, QuickBooks, SBT, ACT, and Internet research.
- Knowledge of clerical duties such as: answering phones, filing, typing, and creating reports and memos.
- Bilingual: Fluent in both English and Spanish.

EDUCATION

August 2002-Present Miami-Dade Community College Miami, Fl.

- Taking courses for my Bachelor's in Business Administration
- GPA: 4.0

June 1999-Present Florida International University Miami, Fl.

College of Business Administration

- Bachelor of Business Administration, expected December 2003. Major: Management
- College of Arts and Sciences: Minor of Arts in English
- GPA: 3.4

WORK EXPERIENCE

June 1999-Present Database Network Specialists, Inc. Miami, Fl.

Office Assistant/Accounting Clerk

- Answer telephones and assist customers as well as vendors on a daily basis.
- Invoice/Bill clients for services rendered.

- Enter bills to be paid in accounting database and post all invoices received within the same working day.
- Enter checks received from clients and vendors into accounting database.
- Run payables once a week.
- Create and file reports, memos, and other related material.
- Schedule service appointments for technicians.
- Place orders for parts with vendors.
- Run Customer Statements in the beginning of every month.

March 1999-June 1999 Femwell Health Group South Miami, Fl.
Receptionist/File Clerk/ Obstetrics Coordinator

- Worked in the Medical Records Dept. as a file clerk: extensive filing and organizing, assisted doctors, and handled database entries.
- Worked as an Obstetrics coordinator: prepared letters for patients as well as doctors and called insurance companies for maternity benefits.
- Worked as a receptionist: answered multiple lines, checked in and greeted patients, and called in prescriptions.

July 1998-March 1999 Lady of America Fitness Center Miami, Fl.
Sales Representative/Personal Trainer

- Worked with prospects and members on a daily basis with regards to telemarketing, selling memberships, training, and greeting members.
- Other services include clerical duties, such as: answer phones, file, and database entries.
- Held events and promotions once a month within and outside the fitness center to recruit prospects and increase sales.

EXTRACURRICULAR ACTIVITIES

- Member of Phi Mu Fraternity and the Chairperson of Fundraising (2000-2001)- Florida International University

AWARDS RECEIVED

- Lady of America Fitness Certificate of Excellence: for Outstanding Sales Performance, Granted: October 22, 1999
- Miami Children's Hospital: Certificate of Appreciation honors: In recognition of dedicated volunteer services, Granted: May 1, 1999

REFERENCES

Available upon request

Ana Horton



VP of Scholarship



Delta Sigma Pi

Professional Business Fraternity

Name Ana Horton Date August 20, 2003

Address 8140 SW 205 St.
Miami, FL. 33189

Home Phone 305-238-5497 Cell Phone 305-431-3246

Work Phone 305-665-9226 E-mail Skittl42@aol.com

Major (s) Accounting

Class Sophomore GPA 3.32

Expected Graduation Fall 2005

Hobbies/Interests: Playing soccer and softball, keeping involved in my sorority, traveling, going to the gym.

How did you hear about Delta Sigma Pi? Through Tania Macichek, another Delta Sigma Pi member.

Other organizations you are a member of: Phi Sigma Sigma Sorority, Florida International University Honors College, Florida International University National Panhellenic Judicial Board.

What do you feel you can bring to Delta Sigma Pi? In my first semester as a member, I have already been elected as the VP of Scholarship, and I feel that I can greatly assist our new Executive Board in creating a successful chapter at FIU.

What would you like to get out of being in a professional business fraternity? Contacts to help me make connections in the business world after graduation, and to learn more about business.

Favorite quote: "It's not what you know, it's who you know."

Ana K. Horton

- Objective** Second year Florida International University accounting student looking to gain experience and knowledge in the fields of accounting and finance through experience in an administrative position.
- Education** August 1998 – May 2002 Our Lady of Lourdes Academy Miami, Florida
High School Diploma
- Member of Future Business Leaders of America
 - Honors Student
- August 2002 - Present Florida International University Miami, Florida
Accounting
- Florida Bright Futures Recipient
 - Presidential Scholarship Recipient
- Work experience** October 2000 - Present Sylvan Learning Center Miami, Florida
Receptionist/Assistant
- Office duties (filing, answering phones), scheduling and confirming appointments, confirming and tracking orders.
 - Experience in customer service, dealing with clients on a daily basis.
 - Became very proficient in the use of computer applications such as Word, Excel and Power Point.
- July - December 2001 Contorakes Inc. Miami, Florida
Assistant
- Assisted in preparing and distributing promotional mailers to potential clients and advertising agencies.
 - Gained additional experience in learning new computer applications pertinent to the fields of photography and advertising.
- Involvement** Florida International University Panhellenic Judicial Board 2003-2004
- Vice President of Scholarship for Delta Sigma Pi Business Fraternity
- Florida International University Honors College Student
- Member of Phi Sigma Sigma Sorority

Luis Lopez del Castillo





Delta Sigma Pi

Professional Business Fraternity

Name Luis Lopez del Castillo **Date** August 20, 2003

Address 1184 NW 124 Place
Miami, FL 33182

Home Phone (305)553-0829 **Cell Phone** (786)348-6784

Work Phone _____ **E-mail** llopez10@fiu.edu

Major (s) Marketing

Class Senior **GPA** 3.0

Expected Graduation Spring 2004

Hobbies/Interests: Sports specifically football and baseball, SCUBA Diving, and camping

How did you hear about Delta Sigma Pi?

I heard about Delta Sigma Pi from a member of my fraternity.

Other organizations you are a member of:

Sigma Alpha Mu, Student Alumni Association

What do you feel you can bring to Delta Sigma Pi?

Leadership, experience and a sense of pride for an organization.

What would you like to get out of being in a professional business fraternity?

To expand the number of contacts at the Florida International University for my future endeavors.

Favorite quote:

Work as much as you play and play as much as you rest.

Luis Lopez del Castillo

Experience

December 2002 – Present Argent Miami, FL
Collector

In charge of collecting co- payments and setting up payment plans for patients at South Miami Hospital and Baptist Hospital.

June 2001 – August 2001 Carnival Cruise Lines Miami, FL
Front Desk Coordinator

Responsible for keeping Carnival Health Center organized, coordinating schedules and events for Health Center, assisting members during registration, and while attending the Health Center.

June 2000 – March 2001 Sprint PCS Miami, FL
Sales Representative

Coordinated outside sales at various locations. Planned and organized promotional events along with other events that increased sales by 20 %

Education

September 1999 - Present **Florida International University** Miami, FL

- Pursuing a degree in Marketing – Spring 2004
- Dean's List

Fall 1999, Spring 2000, Summer 2000

Extracurricular Activities

Sigma Alpha Mu Fraternity *President*

Interfraternity Council *Vice President of Recruitment*

Florida International University Student Ambassador

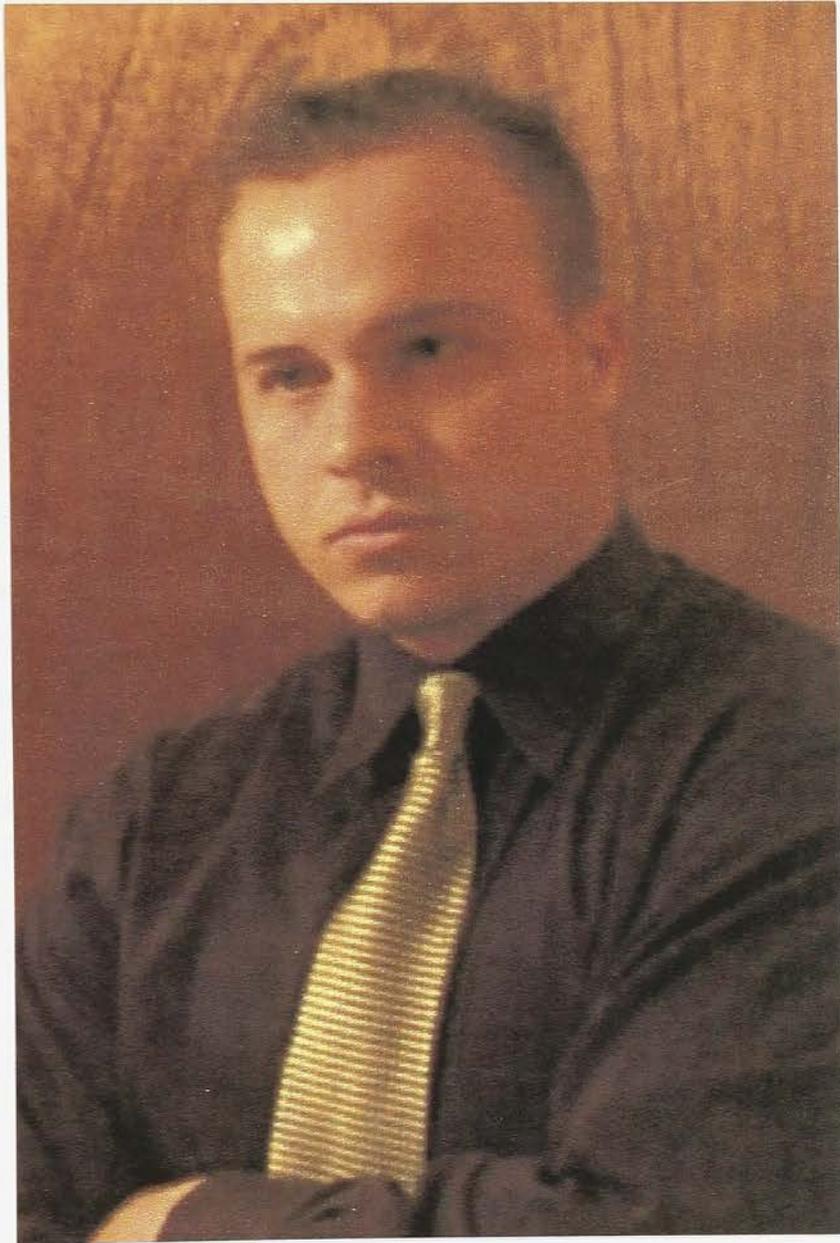
Greek Orientation Team

Florida International University; Student Government Association

Volunteer Services

- *Neighbors for Neighbors Adopt a Family*
- *Elizabeth Glasier Pediatric AIDS*

Danny Lozano





Delta Sigma Pi

Professional Business Fraternity

Name Danniell Luis Lozano **Date** August 20, 2003

Address 11875 SW 51 St. Miami, Fl. 33175.

Home Phone (305)226-6826 **Cell Phone** (786)326-6601

Work Phone (305) 262-4433 **E-mail** MrDLozano@aol.com

Major (s) Business Management

Class Graduated **GPA** 3.27

Graduation Date Summer 2003

Hobbies/Interests:

Reading, Surfing, Club Promotions, Football, Dolphins fan

How did you hear about Delta Sigma Pi?

The President (Alex Beaton) recruited me.

Other organizations you are a member of:

Pi Kappa Phi Fraternity

What do you feel you can bring to Delta Sigma Pi?

My educational, innovative, strategic, and organizational skills.

What would you like to get out of being in a professional business fraternity?

To extend a lifeline of good friends.

Favorite quote:

“To be, or not to be”

Daniel L. Lozano

11875 SW 51st Ave
Miami, Florida 33175
(305) 226-6826
MrDLozano@aol.com

- Objective** To secure a position utilizing skills and experience in today's efficient business environment.
- Experience** **Distribution By Air** Miami, Florida
10/01/00-06/24/01 *Customer Service/ Logistic Associate*
- Advocated improvement for customer service satisfaction. Facilitated the work environment by increasing efficiency and motivating a good work ethic (logistics). Resolved customer interest's continuously. Assisted top management on various projects that demonstrated preparation and organization.
- 6-9//99:6-9//00 **Seaboard Marine, Ltd.** Miami, Florida
Assistant/Associate
- Arranged contract reports and compiled files for immediate manager. Examined articles of information for errors to be corrected. Represented in assisting different departments for service in small projects. Answered and directed calls to the appropriate associate or manager.
- Education** **Florida International University** Miami, Florida
8/1999-Present Major: Management/Entrepreneurship
- Languages** Fluent in English and Spanish.
- Computer Skills** Microsoft Word, Excel, PowerPoint, Windows 2000, Adobe PhotoShop, and The Internet.
- Activities** **Pi Kappa Phi Fraternity Theta Delta Chapter (F.I.U)** Miami, Florida
6/2001-Present *Alpha Class Member #46*
- Expanded Pi Kappa Phi by effectively recruiting and presenting a Fraternity that stands for C.L.A.S.S.(Character, Leadership, Academics, Service, & Sportsmanship).
- Educator/ Scholarship Chairman*
- Constructed a new program aligned with a well-structured committee that has improved the over all chapter grade point average(GPA). Delegated and administered various work shops (time management, personal profile tests), improvement packets, career packets, study sessions, and academic advisor meetings.
- 9/2001-Present **P.U.S.H America (Helping Children With Disabilities)**
- Active volunteer*
- Demonstrated awareness of disabled children. Interacted and played with disabled children at the "Possible Dreams Foundation". Assisted in raising money through various fundraisers that are known nationally (Fashion Show, P.U.S.H. Auction, and Special Olympics).
- 09/12/02-07/14/03 **Delta Sigma Pi (Business Fraternity)** Miami, Florida
Vice President of Operations (VPO)
- Participated in workshops that utilized skills, knowledge, and abilities. Delegated and administered tasks to chair positions. Developed organization's infrastructure. Organized and maintained detailed records of all members, events, universal documents, meeting minutes, and strategic plan. Served as a liaison between the student organization and the national office.

Tania Machicek





Delta Sigma Pi

Professional Business Fraternity

Name Tania Machicek **Date** August 20, 2003
Address 7785 SW 120 Place
Miami, Fl 33183
Home Phone 305-598-4718 **Cell Phone** 305-975-4711
Work Phone **E-mail** Tmach001@fiu.edu
Major (s) Accounting
Class Junior **GPA** 2.9
Expected Graduation 2005

Hobbies/Interests: Involved in sports and community service activities

How did you hear about Delta Sigma Pi?

A sister of Phi Sigma Sigma encouraged me to join with her.

Other organizations you are a member of: Phi Sigma Sigma

What do you feel you can bring to Delta Sigma Pi?

I can bring dedication and motivation along with leadership skills to allow Delta Sigma Pi Fraternity to grow on our campus.

What would you like to get out of being in a professional business fraternity? I would like to associate with students who have the same academic interest as I do and in turn make relationships that will support me in my future career.

Favorite quote: If you say "I can't", you wont; If you say "I wont", you lose; If you say "I'll try", you just might win, but you have the power to choose.

Tania Machicek

Objective

Second year Florida International University accounting student seeking a part time position in an accounting, financial, or business administrative field.

Experience

- | | | |
|--|-------------------------------|-------------------|
| 2002-2002 | Delta Shoe Group Inc. | Miami, FL. |
| Secretary | | |
| <ul style="list-style-type: none">• Data entry.• Word processing and computer skills.• Lecture note taker. | | |
| 2001-2001 | Barnes & Noble Bookstore, FIU | Miami, FL. |
| Sales Associate | | |
| <ul style="list-style-type: none">• Invoices.• Customer Service skills.• Bilingual advantages (English and Spanish). | | |
| 2001-2001 | Gables Engineering, Inc. | Coral Gables, FL. |
| Volunteer | | |
| <ul style="list-style-type: none">• Summer volunteer work.• Secretarial duties.• Word processing and AutoCAD skills. | | |
| 1998-2000 | Vencor Hospital | Coral Gables, FL. |
| Volunteer | | |
| <ul style="list-style-type: none">• Summer volunteer work.• Medical terminology.• Secretarial duties. | | |

Education

- | | | |
|--|----------------------------------|------------|
| Summer 2002- Present | Florida International University | Miami, FL. |
| <ul style="list-style-type: none">• Major in Accounting/Business Administration. | | |
| Fall 2001- Spring 2002 | Florida International University | Miami, FL. |
| <ul style="list-style-type: none">• Major in Electrical Engineering. | | |
| 1996-2000 | Westwood Christian High School | Miami, FL. |
| <ul style="list-style-type: none">• Graduated with Honors, Summa Cum Laude; 3rd of 39 graduating class.• Junior/Senior class secretary.• National Honor Society President. | | |

Computer Skills

- Microsoft Office: Word, Excel, Power Point.

Interests

- Phi Sigma Sigma Sorority at Florida International University.
- Delta Sigma Pi Business Fraternity.
- Special interests in Accounting and Business.
- Phi Sigma Sigma Volleyball/Football/Softball/Basketball Team at Florida International University.

Laura Mateus



Laura Mateus

Objective

To be part of a Company in which I can obtain the opportunity to create new challenges and opportunities in the markets of Advertising, Hospitality or Tourism.

Experience

2003–Present Sonesta Beach Resort Key Biscayne, Fl

Guest Activities Counselor

- Direct guests to different activities in the area to increase their satisfaction during their vacation.
- Provide guest's children with supervision and entertainment.

2002–2003 Red Bull Miami, Fl

Student Brand Manager

- Successfully promote Red Bull energy drink on the FIU campus.
- Created sales opportunity on campus by establishing an account in the campus bookstore.
- Built relationships with campus leaders for promotions.

2000–2003 Barnes and Nobles Miami, Fl

Textbook Department Leader

- Provided effective customer service in person and by telephone.
- Oriented new and current employees in the performance of their assigned duties.
- Received two salary upgrades due to performance, and was offered a Supervisor position.

Education

2000–Present Florida International University Miami, Fl

- Double major in Advertising and Hospitality and Tourism in progress.
- Graduated Miami Sunset Senior High School top 13% with a 3.7 G.P.A. Florida Bright Future's recipient.

Extracurricular activities

Founding sister of Alpha Omicron Pi Fraternity 2000
Panhellenic Delegate fro Alpha Omicron Pi Fraternity 2000-2001
Alternative Spring Break Participant 2001,2002
Miracle Network Dance Marathon Dancer 2001, 2002
Recruitment Counselor 2002

Philanthropy chair for Alpha Omicron Pi Fraternity 2002

President of Alpha Omicron Pi 2002

Vice-President of New Member Education for Alpha Omicron Pi 2003

Founding brother of Delta Sigma Pi 2003

Languages

Fluent in English and Spanish and knowledgeable in American Sign Language.

References

Available upon request.

Donahue Mundy





Delta Sigma Pi

Professional Business Fraternity

Name: Donahue Mundy **Date** September 08, 2004

Address 2255 SW 80th Terrace

Home Phone 954 – 704 - 3893

Cell Phone 954 – 704 – 3893

Work Phone 305 – 889 – 3441

E-mail dmund002@fiu.edu

Major(s) Accounting & Finance

Class Senior

GPA 3.5

Expected Graduation April 2005

Hobbies/Interests: Music, Money and Fast Cars

How did you hear about Delta Sigma Pi? Friend

Other organizations you are a member of: Debate Society, FMA

What do you feel you can bring to Delta Sigma Pi? Wisdom Knowledge and experience of the corporate world.

What would you like to get out of being in a professional business fraternity? Life long friends and possible business partners

Favorite Quote: *Be not a mere follower of other men's footsteps, but blaze a trail of your own.*

Donahue Mundy

Objective	To add value to the organization, enabling it and myself to achieve new heights.		
Education	2001 - 2005	Florida International University	Miami FI
	B.B.A Accounting And Finance		
	▪ 3.22 GPA		
Work experience	1998 - 2001	Mundy's Block And Hardware Ltd.	Jamaica
	Assistant General Manager		
	▪ Quality Control		
	▪ Delivery Schedules		
	▪ Accounts Receivable		
	▪ Accounts Payable		
	▪ Payroll		
	▪ Customer Service		
	▪ Some Sales		
Relevant Coursework	<ul style="list-style-type: none">• Intermediate Financial Accounting 1• Financial Markets And Institutions• Commercial Banking• Intermediate Finance• Business Law• Organizational Behavior• Human Resource Management• Quantitative Business Analysis• Business Communication• Technical Writing		
Accreditations and licenses	1999	Accounting Technician certificate	
		Association of Accounting Technicians	London England

Jessica Paz



Historian



Delta Sigma Pi

Professional Business Fraternity

Name Jessica Paz **Date** 08/18/03
Address 4554 SW 132 CT
Miami, FL 3317
Home Phone (305) 554-1381 **Cell Phone** (305) 333-4341
Work Phone (305) 333-4341 **E-mail** Qtprincessj25@aol.com
Major (s) Management and Marketing
Class Senior **GPA** 3.56

Expected Graduation Spring 2004

Hobbies/Interests:

Working out, studying, and spending time with my family and friends.

How did you hear about Delta Sigma Pi?

Through word of mouth.

Other organizations you are a member of:

American Marketing Association, Phi Zeta Kappa Honor Society.

What do you feel you can bring to Delta Sigma Pi?

I get along with others, I'm creative, and I hold very strong leadership skills.

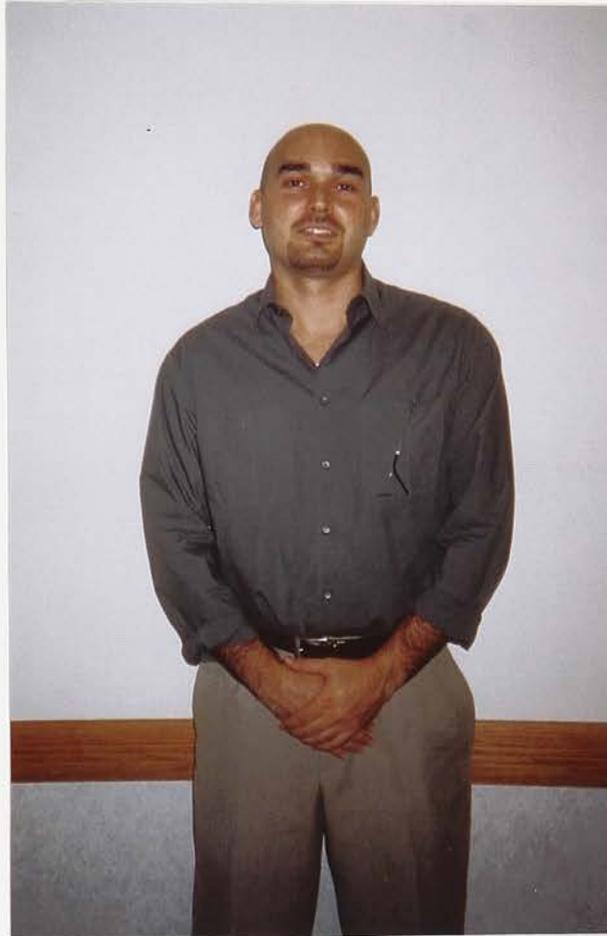
What would you like to get out of being in a professional business fraternity?

Public speaking and networking skills.

Favorite quote:

In the end, we all get to where we should have been from the beginning...Destiny leads
If God brings you to it, he'll bring you through it. Giving up doesn't always mean you're
weak, sometimes it means that you are strong enough to let go.

Jesus Pazmino



Jesus Pazmino

Objective

To obtain a prominent management position within a company where my skills will be of an asset to the company and accomplish the goals set by the CEO and my superiors.

Experience

2002 - 2004 Rush Street Ads Pembroke Pines, FL

Director of Events & Promotions

- Recruit, hire, train & manage marketing teams and demo personnel.
- Directly manage and communicate with major and developing accounts, and coordinate the management of all other accounts.
- Implement strategies to increase bottom line.
- Manage and implement local promotions and events.
- Analyze and evaluate effectiveness of sales, methods, costs, and results.
- Competitor analysis and research
- Research and develop strategies for new marketing opportunities and services

1999-2001 Parkstone Medical Weston, FL

Senior Territory Manager

- Proactively evaluate and target physician offices within market area.
- Introduce feature/benefits of the Parkstone System to physicians and staff.
- Suggest strategies to improve customer follow-ups and relations.
- Enroll, train, and motivate physicians and staff to adopt and utilize system.
- Schedule available resources to follow-up and address offices with issues/challenges.
- Travel to different states to upgrade or install physicians' systems.
- Report daily activity to regional manager.
- Train and manage new field technicians and representatives.
- Demonstrate strong interpersonal skills with your sales team and customers.
- Develop good relationships with prospects, customers, and associates.
- Develop product specific business plans that include strategies and tactics to specific sales objectives within my territory.

1998-1999 Winn-Dixie Store #278 Pembroke Pines, FL

Assistant Store Manager

- Managed productivity in departments and increased productivity by 10%.
- Ensure store sales revenue and profit goals are achieved, setup product display according to planogram and for special holiday promotions.
- Developed strategies to motivate sales.
- Administered the hiring process for new employees and potential candidates.
- Organized and implemented training course for new employees.
- Provided outstanding customer service.
- Minimized losses by implementing loss prevention program.

- Scheduled appropriate number of man hours/sales.
- Lite bookkeeping and troubleshoot registers.

1997–1998 Hiway Technologies Boca Raton, FL

Customer Service/Sales Supervisor

- Expanded customer service team from 10 to 35 representatives.
- Doubled revenues for each representative by expanding sales to include international business.
- Provided customers with computer, web hosting, and domain name support.
- Managed call center employees and operations.
- Handled pre-sales inquiries.

1996–1997 First Western Bank Cooper City, FL

Customer Service Representative

- Increased branch sales by 25%.
- Implemented a new marketing strategy to increase new accounts.
- Provided excellent customer service.
- Opened new accounts.
- Maintained a positive working environment.

Education

1992-1996 Monsignor Edward Pace High School Miami, FL

- Dual Enrollment with St. Thomas University.
- Graduated with honors.

1996-1999 Broward Community College Davie, FL

- Associate Degree in Marketing

1999-2003 Florida International University Miami, FL

- Bachelors Degree in Business Management.
- Proactive

Skills

- Superlative leadership skills
- Excellent verbal and written communication skills
- Highly motivated and positive attitude.
- Experience in high growth, fast paced environment.
- Strong presentation and closing skills.
- Extensive computer knowledge – Microsoft Office (Excel, Power Point, Access, Word), resolving hardware and software issues, Windows Operating Systems (XP, 2000, Me, 98, 3.X), DOS, Quick Books, Adobe Photoshop, Illustrator
- Customer Oriented.
- Self managed and organized.
- Bilingual – English and Spanish.

Roman Picado



Roman Picado

Objective To obtain a position in the field of Management Information Systems, where my technological skills can contribute to the company.

Education **Florida International University** Miami, FL
2002-present

- Bachelors in Business Administration.
- Major in Management Information Systems.
- Member of Sigma Alpha Mu Fraternity.
- 3.26 grade point average.

Miami Dade College Miami, FL
2000-2002

- Associates of Arts in Business Administration.
- Member of Phi Theta Kappa, International Honor Society.
- 3.45 grade point average.
- Member of Honors College.

Work experience **City of Hialeah** Hialeah, FL
2001-present

Recreation Leader

- Coach children in football and soccer.
- Organize sporting events such as punt, pass, and kick event.
- Supervise children between the ages of six to seventeen.

J.C. Penney Hialeah, FL
1999-2001

Sales Associate

- Organized the Young Men's Department.
- Helped customers find merchandise.
- Handled cash register.

Volunteer experience Volunteer at Doral Academy Charter School, 2003-present.
Volunteered over 50 hours at Ben Sheppard Elementary, 2000-2001.
Volunteered over 150 hours to the Y.M.C.A. of Hialeah, 1997-2000

Professional Skills Fluent in Spanish and English
Microsoft Office 2000

Alex Prado



Chancellor



Delta Sigma Pi

Professional Business Fraternity

Name Alejandro E. Prado **Date** 08/21/03
Address 5411 Hampton Fair Way
Fairfax,, VA 22030
Home Phone (305) 439-1053 **Cell Phone** (305) 439 - 1053
Work Phone N/A **E-mail** aprad003@fiu.edu
Major (s) Management Information Systems and Business Management
Class Sophomore **GPA** 3.0

Expected Graduation Spring 2005

Hobbies/Interests:

Sports, working out, peer advising, Greek life, dance marathon, and studying.

How did you hear about Delta Sigma Pi?

Through a close friend of mine.

Other organizations you are a member of:

Pi Kappa Alpha Fraternity

What do you feel you can bring to Delta Sigma Pi?

With my involvement in this university, I know I have the capability to not only promote Delta Sigma Pi, but also to use my networking skills for the benefit of this organization.

What would you like to get out of being in a professional business fraternity?

I would like to get a learning experience that will prepare me for my future plans, once I graduate with my degree.

Favorite quote:

Opportunity is missed by most people because it is in overalls and looks like work.

ALEJANDRO E. PRADO

OBJECTIVE

My main objectives while attending Florida International University is to obtain my bachelors degree in Business Management and M.I.S., and then go on to earn my MBA.

EXPERIENCE

- | | | |
|--------------|---|-------------|
| 2003 | Orientation & Commuter Student Services | Miami, FL |
| | <i>Peer Advisor</i> | |
| | <ul style="list-style-type: none">■ Host the University's freshmen and transfer orientations.■ Represent the University at multiple functions. | |
| 2002–Present | Campus Recreation Dept. in FIU | Miami, FL |
| | <i>Customer Service</i> | |
| | <ul style="list-style-type: none">■ Regulate the facility.■ Help with any customer needs. | |
| 2002–2003 | EXPRESS for Men | Miami, FL |
| | <i>Sales Associate</i> | |
| | <ul style="list-style-type: none">■ Fashion Advisor.■ Cashier. | |
| 2001–2002 | BMW of Fairfax | Fairfax, VA |
| | <i>Customer Service</i> | |
| | <ul style="list-style-type: none">■ Transported vehicles.■ Helped with any customer needs. | |
| 2000–2001 | Ourisman Fairfax Toyota | Fairfax, VA |
| | <i>Customer Service</i> | |
| | <ul style="list-style-type: none">■ Transported vehicles.■ Helped with any customer needs. | |
| 2000 | Fairfax Volvo/Volkswagen Dealership | Fairfax, VA |
| | <i>Customer Service</i> | |
| | <ul style="list-style-type: none">■ Transported vehicles.■ Helped with any customer needs. | |
| 1998–2000 | Home Fix Corp. | Fairfax, VA |
| | <i>Canvasser/Telemarketer</i> | |

- Responsible for acquiring leads to sales for windows, siding, and trim.

EDUCATION

- 2002 – Currently Attending Florida International University
- Freshman.
 - Business Management and M.I.S. Major.
 - Languages spoken: English and Spanish

INTERESTS

- Active brother of the Pi Kappa Alpha (ΠΚΑ) Fraternity
- Sports
- Cars

COMMUNITY SERVICE

- American Diabetes Association
- Pi Kappa Alpha Adopt a Highway Clean-Up
- Dance Marathon Captain for The Miami Children's Hospital

Angel Sanchez





Delta Sigma Pi

Professional Business Fraternity

Name Angel Sanchez **Date** 09/30/2003
Address 1075 W 37th St
Hialeah, FL 33012
Home Phone (305) 822-9438 **Cell Phone** (305) 905-3890
Work Phone N/A **E-mail** asanch10@hotmail.com
Major (s) Finance with a Minor in Sociology/Anthropology
Class Junior **GPA** 3.23

Expected Graduation: Spring 2005

Hobbies/Interests:

Playing roller hockey, reading, fishing, listening to music

How did you hear about Delta Sigma Pi?

Through a friend (Tania) who was involved in starting up the chapter at FIU.

Other organizations you are a member of:

FIU Roller hockey Club (Secretary), National Society of Collegiate Scholars

What do you feel you can bring to Delta Sigma Pi?

I believe that I can bring enthusiasm to the group as well as leadership qualities which I have developed from participating in other activities in the past.

What would you like to get out of being in a professional business fraternity?

I want to allow myself the best opportunity to learn about all the opportunities and intricacies of the professional world and to improve my leadership and communications skills, while working with my peers to make a difference on campus and in the surrounding community.

Favorite quote:

"Veni, vidi, vici" – Julius Caesar

Angel Sanchez

1075 West 37th Street

Hialeah, FL, 33012

Phone: (305) 905-3890

E-Mail: Asanchez10@aol.com

Summary:

- High School graduate; currently attending Florida International University
- Proficient with MS Office, Windows 2000/XP, and the Internet
- Good math and communication skills
- Bilingual (fluent in Spanish)

Education:

- Florida International University, Miami, FL
 - o Finance Major, expected graduation: December 2004
 - o GPA: 3.23
 - o Related Coursework:
 - Financial Management
 - Applied Macroeconomics
 - Organization and Management
 - Financial/Managerial Accounting

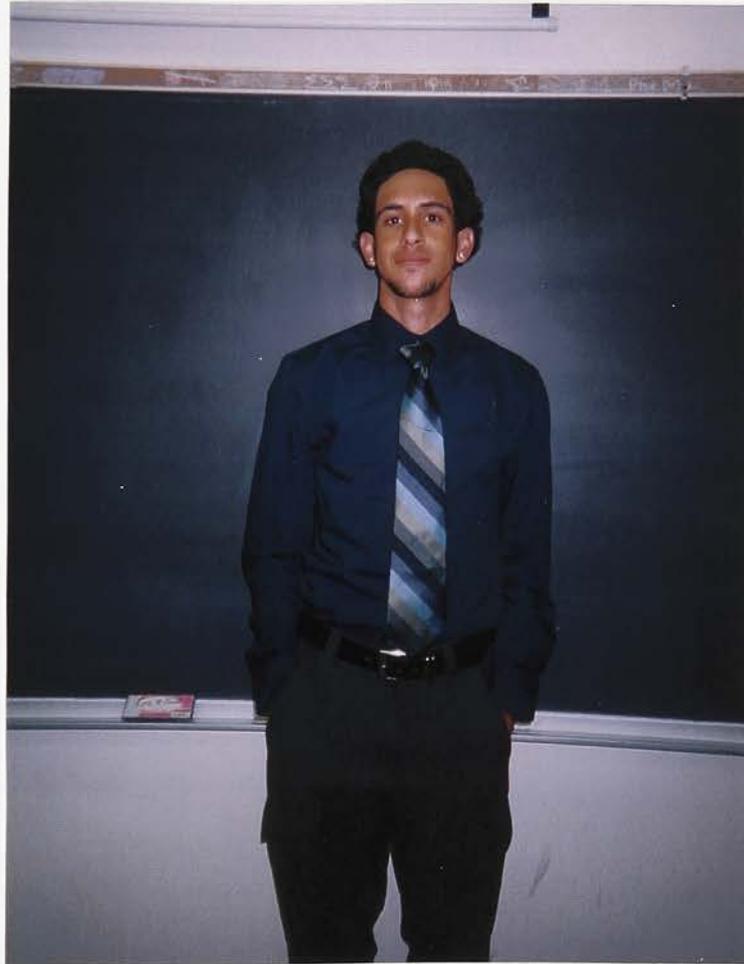
Work Experience:

- Spherion, Miami, FL
 - o Temporary Worker, May 2002 to Present
 - Worked at the UPS warehouse/distribution hub in Hialeah from May 2002 – July 2002 scanning packages with incorrect addresses and correcting them.
 - Worked in the Accounting department at Intradeco for the period of a week during August 2002. While there, I filed and organized invoices which I then scanned by confirming that each invoice had been entered into the department's database.

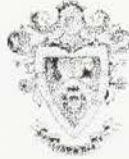
Activities/Accomplishments:

- Member of the National Society of Collegiate Scholars, September 2001 to Present
- Secretary/Player, Florida International University Roller Hockey Club/Team, Fall 2000 to Present
- Who's Who Among American High School Students, 1997-2000
- Graduated in top 8% of High School Class (43 out of 599)
- Superintendent's Diploma of Distinction
- National Honor Society, 1999-2000
- Varsity Soccer, 1997-1999

Eddie Stankiewicz



VP of Community Service



Delta Sigma Pi

Professional Business Fraternity

Name Eddie Stankiewicz **Date** 08/18/2003

Address 9910 East Calusa Club Drive

Home Phone (305) 383-9502 **Cell Phone** (786) 252-1726

Work Phone N/A **E-mail** Estan002@fiu.edu

Major (s) Business Management

Class Sophomore **GPA** 3.06

Expected Graduation Fall 2006

Hobbies/Interests: Music, Dancing, Eating, Cars, Sports

How did you hear about Delta Sigma Pi? Through a brother of my social fraternity.

Other organizations you are a member of: Sigma Alpha Mu, Circle K, SPC, Panther Rage

What do you feel you can bring to Delta Sigma Pi?

I feel that I can bring leadership and dedication. I am good with people skills. I am a hard worker and always finish what I have to do. I am involved on campus which will help promote Delta Sigma Pi to students that are not aware of its existence.

What would you like to get out of being in a professional business fraternity?

I would like to get connections for the future within the business field. I would also like to develop leadership skills within Delta Sigma Pi that I might be able to use in the future.

Favorite quote: Drive thy business or it will drive thee. -Benjamin Franklin

EDWARD R STANKIEWICZ III

OBJECTIVE

My objective is to find a part time job, while I go to school at FIU. This way I can pay for some of my college expenses and also earn some experience for future opportunities. Also while being a student at FIU, I hope to make connections for the future.

EDUCATION

Christopher Columbus High Graduate

Two semesters completed at FIU (34 credits)

HIGH SCHOOL/CAMPUS INVOLVEMENT

Christopher Columbus high

- One year in the LOG (school newspaper)
- Key Club (3 years): 2001-2002 Secretary
- Squires (2 years) 2001-2002 Vice President

Sigma Alpha Mu Fraternity

- Fall 2002 Beta Omicron class
- Campus Affairs Chair
- IFC Delegate

Delta Sigma Pi Professional Business Fraternity

- Founding Member
- Vice President of Community Service

WORK EXPERIENCE

1999 - 2002 CARRERA INSURANCES Miami, Florida

Filing, Customer Service

- Filing- any documents taken out, or made, I would put them back in their corresponding file.
- Customer Service- I answered phones, and help with computer system.

Dennis Tom





Delta Sigma Pi

Professional Business Fraternity

Name Dennis R. Tom **Date** 8/20/03
Address 9621 Fontainebleau blvd. # 509
Home Phone (305) 225-2467 **Cell Phone** (305) 807-6018
Work Phone **E-mail** Dmvp33 @ aol.com
Major (s) Major: Sports Management Minor: Marketing
Class Sophomore **GPA** 2.961

Expected Graduation: Fall 2006

Hobbies/Interests: Studying, reading, exercising, watching television

How did you hear about Delta Sigma Pi? A friend of mine introduced me to Delta Sigma Pi

Other organizations you are a member of:
Sigma Alpha Mu

What do you feel you can bring to Delta Sigma Pi?
I will bring leadership qualities, dedication, hard work, and experience

What would you like to get out of being in a professional business fraternity?
Obtain connections in the business fields, and experience in business related issues.

Favorite quote:
"All men die, but not all men truly live."

DENNIS TOM

9621 Fontainebleau Blvd. #509 • Miami, FL 33172 • (305) 225-2467 • dmvp33@aol.com

OBJECTIVE

Seeking a position that allows me to grow both personally and professionally.

EDUCATION

Florida International University; Miami, Florida

School of Education

Bachelors Degree in Sports Management

May 2005

Minor: Marketing

Financed 75% of Education through scholarships

WORK EXPERIENCE

SALES ASSOCIATE

December 2002- present

Barnes and Noble College Bookstore Miami, FL

- Work in a competitive sales environment.
- Assist in enhancing the customer's shopping experience.
- Receive textbooks and set up floor displays.

EXTRACURRICULAR

ACTIVITIES

Sigma Alpha Mu fraternity

Delta Sigma Pi (professional business fraternity)

LANGUAGES

Conversational in Spanish, also able to read and write in Spanish

HONORS

Deans List Recipient: Summer 2001

- Acknowledged for maintaining a GPA over 3.5

Florida Merit Scholar

- Continuous award for superior academic and community service throughout secondary school.

Alf Urrutia





Delta Sigma Pi

Professional Business Fraternity

Name Alf Urrutia **Date** 09/30/2003
Address 13240 SW 25 St
Miami, FL 33175
Home Phone (305) 225-4897 **Cell Phone** (786) 306-2707
Work Phone N/A **E-mail** Alf079@aol.com
Major (s) Marketing Management.
Class Senior **GPA** 3.0

Expected Graduation: Fall 2004

Hobbies/Interests:
Planning and executing promotional events, organizing/networking parties, and collecting baseball cards, comics, and coins.

How did you hear about Delta Sigma Pi?
Through a brother in my social fraternity.

Other organizations you are a member of:
Alex Beaton and Danny Lozano gave me the opportunity

What do you feel you can bring to Delta Sigma Pi?
Sigma Phi Epsilon

What would you like to get out of being in a professional business fraternity?
Promotional skills, spirit, motivation and a goal oriented drive

Favorite quote:
It's who you know...Join Delta Sigma Pi!

Alfredo J. Urrutia

13240 S.W. 25 ST.

Miami, FL 33175

Cell: 786-306-2707

Objective: To give one hundred percent and by so doing improve the sales and profitability of the company. As a team player I will increase client retention, maximize sales, and enhance the company's performance by providing effective marketing solutions resulting in future career advancement opportunities.

Education:

Florida International University, Miami, FL
Major: Marketing/ Management
Graduation Date: SPRING 2004

Experience:

Jul '03-present

LIFE- www.LIFEMIAM.com- 3342 Virginia Street

Marketing Coordinator

- ✦ Manage the marketing department, which included: telemarketers, personal sellers, and direct mail/email marketing.
- ✦ Recommended marketing strategies to generate additional business and increase revenue.
- ✦ Worked with other team members to ensure guest safety, satisfaction, and comfort.

Summer 2003

TMG Productions-www.realestateexpo.us- 420 Lincoln Road, Miami Beach, FL-suite 446

5 week Marketing Internship Program

- ✦ Created and implemented marketing plans for successful launch of the event.
- ✦ Managed the development and production of flyers and direct mail material.
- ✦ Conducted extensive research to identify the target markets for different nights of the week.

September '98-November '02

R2 Productions Full Service Event Co.- Miami, FL

Marketing and Production Assistant

- ✦ Assist in marketing projects for charities and non-profit organization
- ✦ Facilitated the work of the Production coordinator.

Boris Vanier

Faculty Advisor

Kappa Sigma Gamma Colony

Faculty Advisor

Professor Katz

Faculty Advisor
Kappa Sigma Gamma Colony



Karen Katz

Faculty Member

Faculty Member

Ligia Junco

Director, School of Education

Faculty Member



Ligia Zuniga

Decision Sciences Department