

DELTA SIGMA PI
WESTERN PROVINCE

Expansion Guide and Handbook





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INTRODUCTION

The following is a breakdown of expansion focus in the Western Province. This should be updated on a regular basis. The RVPs and PVP should also regularly check in with the Director of Chapter and Expansion Services to solicit any feedback or updates.

This document is in no way binding and can be edited any time. It also should never conflict with the direction or orders of the national fraternity.

This document will also serve as a reference guide to past activities. It should be reviewed at each RVP and PVP transition.

Also included is information about how to start a colony, chartering requirements and other business fraternities. The Policies and Procedures Manual is the final word on all chartering requirements. All questions regarding starting a colony, its operations or requirements should be directed to the Director of Chapter and Expansion Services.



Bay Area Region

California State University – Hayward / Hayward, CA

- Zeta Tau is inactive.
- Colony currently exists.
- **Interest: high**

Sonoma State University / Rohnert Park, CA

- PVP met with student council and dean in late 1990's.
- Nothing further came of it.
- Alumni presence continues to grow in area.
- **Interest: medium**

California State University – Monterey / Monterey, CA

- Could be a friend to Kappa Mu and link the region closer to Southern CA.
- May not be big enough.
- **Interest: medium**

University of California / Santa Cruz, CA

- Student interest received from Central Office in late 1990's.
- Information sent, but never actively pursued.
- **Interest: low**

Menlo College / Menlo Park, CA

- Zeta Rho is inactive.
- **Interest: low**

Stanford University / Palo Alto, CA

- No undergraduate business school.
- **Interest: low**

Interest Key:

LOW – Expansion inquiries from students will be investigated if received.

MEDIUM – May seek permission from university without student interest or will actively investigate any student interest.

HIGH – Actively being pursued and should be a high priority for RVP and PVP.



Desert Mountain Region

Arizona State University West / Phoenix, AZ

- Currently being investigated.
- **Interest: high**

Arizona State University East / Phoenix, AZ

- Has small enrollment and only an agribusiness school.
- **Interest: low**

Eastern New Mexico University / Portales, NM

- Epsilon Eta is inactive.
- **Interest: low**

New Mexico

- Any consideration to expansion would be based on student interest.
- Alumni support would be an issue.

Mexico

- Will not be considered at this time due to a lack of resources.

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Northwest Mountain Region

Oregon

- Any consideration to expansion would be based on student interest.
- Alumni support would be an issue.

Washington

- Any consideration to expansion would be based on student interest.
- Alumni support would be an issue.

Idaho

- Any consideration to expansion would be based on student interest.
- Alumni support would be an issue.

Alaska

- Will not be considered at this time due to a lack of resources.

Canada

- Will not be considered at this time due to a lack of resources.

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Rocky Mountain Region

University of Utah / Salt Lake City, UT

- Sigma inactive.
- Brother Ralph Little contacted CO about starting chapter.
- Contact being maintained.
- Alumni support may be an issue.
- **Interest: high**

Fortt Lewis College / Durango, CO

- Brother Kent Lutz working with university's dean.
- Four faculty members are Deltasigs.
- It's a long way from anything and closer to Albuquerque than Denver.
- **Interest: medium**

Colorado State University – Pueblo / Pueblo, CO

- Formerly called Southern Colorado.
- Near Colorado Springs.
- **Interest: medium**

Weber State College / Ogden, UT

- Eta Lambda inactive
- **Interest: low**

Utah

- Any consideration to expansion would be based on student interest.
- Alumni support would be an issue.

Wyoming

- Any consideration to expansion would be based on student interest.
- Alumni support would be an issue.

Montana

- Any consideration to expansion would be based on student interest.
- Alumni support would be an issue.

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Sierra Nevada Region

California State University – Stanislaus / Turlock, CA

- Had a brother who transferred there interested in the 1990's.
- Has not been pursued since.
- **Interest: medium**

California State University – Bakersfield / Los Angeles, CA

- Could be a friend to Iota Phi and link the region closer to LA.
- **Interest: medium**

Humboldt State University / Arcata, CA

- Could be a friend to Epsilon Theta and link the region closer to Oregon.
- **Interest: medium**

University of California, Merced / Merced, CA

- School just opened, but should be kept on our radar.
- **Interest: low**

Interest Key:

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Pacific Coast Region

California State University – San Marcos / San Marcos, CA

- Would need to investigate further.
- **Interest: medium**

California State University – San Bernardino / San Bernardino, CA

- Would need to investigate further.
- **Interest: medium**

University of Nevada - Las Vegas / Las Vegas, NV

- Mu Nu is inactive.
- When a chapter had a real low number of brothers.
- **Interest: low**

University of California, Irvine / Irvine, CA

- Would need to investigate further.
- **Interest: medium**

Mexico

- Will not be considered at this time due to a lack of resources.

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South Pacific Region

California State University – Los Angeles / Los Angeles, CA

- Alumni interest in starting a chapter.
- RVP to work with Bob Flores to explore potential.
- **Interest: high**

University of California, Santa Barbara / Santa Barbara, CA

- Student interest received from Central Office in Feb./March 2005.
- Continuing to follow up.
- Would link Kappa Mu to Los Angeles.
- **Interest: high**

Hawaii

- Will not be considered at this time due to a lack of resources.

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STEPS IN CREATING A COLONY

Step One: Have a volunteer available.

Step Two: Obtain university approval for us to promote DSP and get student interest.

- Sometimes, the Director of Chapter and Expansion Services will write to Deans 'out of the blue' to introduce ourselves and request the approval. In doing so, he usually states we have alumni ready to serve in the area. This is also may be the procedure when we have a student who has contacted us. We may also requested the student gain permission.

Step Three: Once we have permission to promote DSP on campus with the intent of starting a group, we have several options on getting the first group of students:

- Recently, some schools have been very cooperative in sending out e-mails for us to invite freshmen and sophomores to an interest meeting. We have someone there to do a information meeting similar to a chapters recruiting info meeting, except we are promoting the Fraternity more (instead of chapter info) and convey the start up intent.
- We can request mailing labels of freshmen and sophomore business students from the school (usually limit of 500) and we send a letter of invitation to them to attend an information meeting. We pay for the mailing and labels too if necessary.
- if the school will not provide labels or assist with an e-mail invite, we have to rely on handing posters and label them with a time and place for an interest meeting. We need area volunteers to hang posters.
- On some rare occasions, we have been able to obtain a contact phone or e-mail information for existing business clubs and invite them to consider joining a national organization. On a few occasions, we have also paid for advertising in a school newspaper or student activity publication.
- We obtain a faculty listing and check for possible Deltasigs. That gives us a lead for an advisor and also someone to make announcements in classes to invite students to an interest meeting.

Step Four: We can start a colony with just two students. We would rely on students to then carry on additional recruiting and we begin correspondence to get them thinking and functioning like a chapter would.

Step Five: The expansion policy (P&P Section Q) covers details from here for the colony to complete.



CHARTERING REQUIREMENTS

Our complete charter requirements are found at www.dspnet.org under the Policies and Procedures, section Q. In short, we require 400 students in business or economics for the school to qualify as a host institution, then require at least 25 students, 20 of which cannot be senior candidates for graduation.

This is to ensure that the chapter has sufficient stability to carry on into the next one to two year period after a new installation. Activities are planned similar to a chapter and guidance is offered to establish a strategic plan and activities calendar.

Our eligibility is based on majors at the student level, not on long term career goals beyond college. The exact majors who qualify for membership vary at each school and are not identical at any two schools. This is because of the variance in degree programs; not a variance in DSP membership.

Once a member, membership is for life, and we have active alumni in many fields ranging from the clergy to government to science to art, but all begin with the college major of business or economics. This has kept our membership focused and strong.

The chartering is a one year minimum and usually averages three semesters or four to five quarters. The amount of time depends on the dedication and leadership.



OTHER BUSINESS FRATERNITIES

There are four national business fraternities. In addition to us, there is Alpha Kappa Psi, Chi Theta, and Phi Gamma Nu.

The Central Office corresponds regularly with the offices of AKP and PCT. We have been unable to maintain any current information with PGN.

Alpha Kappa Psi has taken a more general Greek approach to membership in recent years. They expanded membership to include non-business students that are interested in business and also permit housing similar to social greeks. That seems to be working well for them. They also tried a high school program which lasted only a few years.

Delta Sigma Pi (and PCT also) have maintained an exclusive business/economic membership. Our membership has been stable and growing and we have not needed to alter the eligibility requirement. It has been voted on a few times, and the result was to maintain a smaller, selective membership limited only to the business and economic students, which gives clear distinction between us and the general (social) greeks. Most other members of the Professional Fraternity Association have similar selective membership in the major they focus on.

Alpha Kappa Psi withdrew from the Professional Fraternity Association several years ago.

Individuals can only be in one of the four fraternities. If they are interested in a different one, they have to verify expulsion of their membership from the other organization. Any other national fraternities or sororities other than these mentioned are ok for Delta Sigma Pi membership.