

# The **Deltasing** of Delta Sigma Pi

The Journal of America's Foremost Business Fraternity

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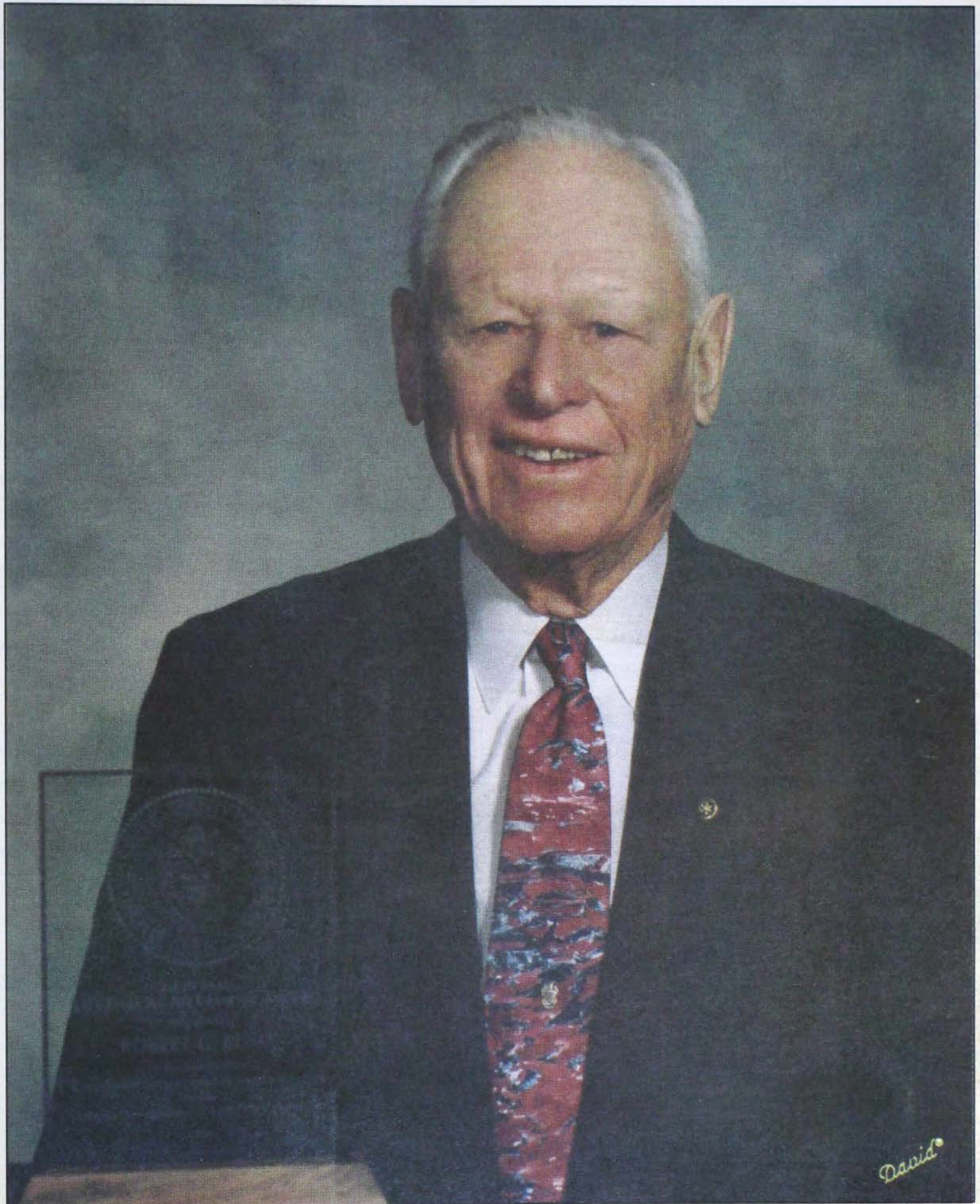


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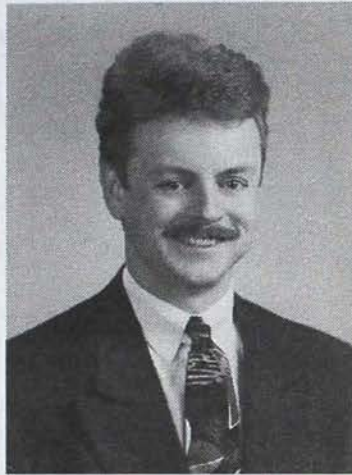
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# Focus ON THE FRATERNITY

Grand Chapter Congress. Those three words conjure up a multitude of images for those of us who have had the great fortune of attending our Fraternity's premiere event. About this time every two years I like to review all my pictures and other memorabilia from past Congresses. It is fun to reminisce about each and every one of those conventions.

My first Grand Chapter Congress was at The Grand Hotel on Mackinac Island, Michigan, in 1981. Traveling with 23 other members from my chapter was an experience in itself, but it was the convention that made a lasting impression on me. It marked the first time that I truly experienced what it meant to belong to a national fraternity.



Randy L. Hultz

The images from that first Congress continue to bring a smile to my face. From the Grand President's reception to the closing banquet, it was an incredible time. Meeting Brothers from all over the country... attending terrific educational seminars... debating and voting on legislative issues... meeting even more Brothers... electing national officers... wearing a tuxedo at the final banquet... and getting very little sleep. To this day it remains one of my favorites.

My second and subsequent conventions brought about their own special memories. Denver in 1983, proved the maxim, "only collegiates can have fun at Grand Chapter Congress," was just a myth! I roomed with alumni that I had met two years before... attended everything... met even more Brothers... and still got very little sleep! That convention confirmed that Grand Chapter Congress would definitely be in my biennial vacation schedule from that point forward.

Dallas in 1985... New Orleans in '87... St. Louis in '89... Washington DC in '91... Anaheim in '93 and Orlando in '95. Each brings up its own set of special memories for me. Each was an opportunity for renewal of fraternal spirit and a reunion of fraternal friends.

The 1997 Grand Chapter Congress will be held August 20-23, at the Hyatt Regency in New Orleans. We have put together a program of educational, social and legislative events that should appeal to everyone. An outstanding alumni luncheon, opening reception and dance, national honorary initiation, jazz/dinner riverboat cruise, private party at Mardi Gras World, awards luncheon, terrific educational sessions, legislative sessions, elections, alumni reception and the closing Banquet and Ball. All that and the opportunity to meet Brothers from all over the country.



**41st Grand Chapter Congress  
August 20-23, 1997  
New Orleans Hyatt Regency**

To those of you who have never been to a Grand Chapter Congress, you need to be there! To those of you who haven't been to a Grand Chapter Congress lately – what are you waiting for? To those of you who attended the 1987 Grand Chapter Congress in New Orleans – I would like to personally invite you to a spectacular ten-year reunion!

Rest up and I'll see you in New Orleans!

Fraternally,  
*Randy L. Hultz*  
Grand President

# The Deltasig<sup>®</sup>

of Delta Sigma Pi

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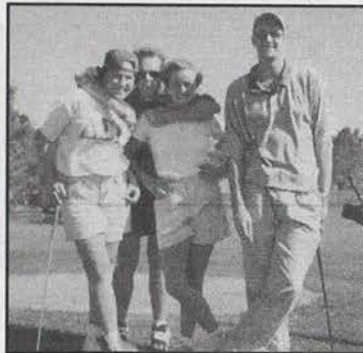
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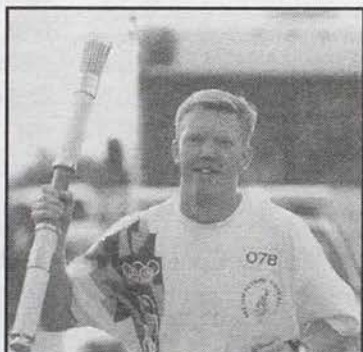
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# Consulting Entrepreneur Joins Delta Sigma Pi

## C.W. Costello initiated at New England Regional Conference

Through his Honorary Initiation into Delta Sigma Pi at this fall's New England Regional Conference, Charles W. Costello was recognized for his successful professional endeavors as founder and CEO of C.W. Costello and Associates, Inc. He became an Honorary member at the request of Nu Sigma Chapter at Roger Williams University.

CWC, begun in the basement of Brother Costello's Glastonbury, Connecticut, home, is now in its eleventh year. The information technology consulting firm employs 500 associates working from ten offices in the United States and had projected sales of \$45 million in 1996.

CWC's clients include manufacturing, telecommunication, public utilities, insurance, government and banking companies. Among its most notable clients in Connecticut are Blue Cross/Blue Shield, Sikorsky Aircraft, Southern New England Telephone and ITT Hartford.

A facet of CWC that separates it from other consulting firms is its Information Technology Development Center. The center provides off-site and outsourcing services to clients who prefer to avoid the logistics of providing office space and equipment for auxiliary systems development resources. These benefits have made the center a very successful marketing tool as it has helped to facilitate large projects in tight deadline situations.

Prior to starting CWC, Brother Costello was a managing partner with CSC/Partners, heading up the Chicago branch of that firm. He also previously held various management/sales positions for Keane Inc., a Boston-based information systems consulting firm.

With more than 20 years in the information systems consulting field, Costello saw continued growth and opportunity within the industry, leading to his founding of CWC in 1986. After three years of average performance, Costello refocused the organization,



After his initiation at the New England Regional Conference, Charles W. Costello is presented his certificate of membership by (from left) New England Regional Director Lisa Allen, Past Grand President John Henik, Past Grand President William Kinsella, Northern Provincial Vice President Richard Steinkrauss, Golden Council member Dave Hennel, District Director Kimberly Lutterman and Boston Alumni Chapter President Anthony Goglio.

leading to seven consecutive years of 40 percent growth. The company is now positioned for continued record growth and profits.

CWC is active in many civic organizations and charitable events. These include sponsorship of a holiday party for children battling cancer at the University of Connecticut Health Center, a golf tournament to raise money for research into retinitis pigmentosa, assisting in construction of a house for Habitat for Humanity, and a cancer walk-a-thon.

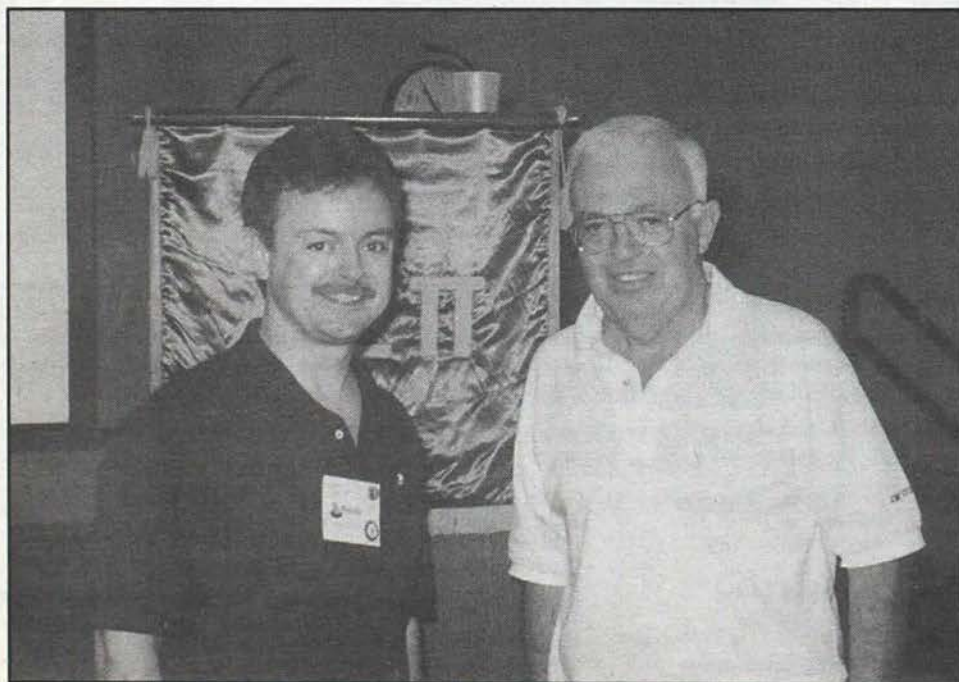
The company's philosophy is simple, and aims to achieve success through people, by providing an environment that allows the individual to grow; and success by providing quality customer service in a consistency of effort and standards, as well as a high level of professionalism. As stated by Senior Vice President Daniel W. Robert in the company's 1995 report to shareholders: "We do not offer our associates

an 8-to-5 job or a narrow job description. Instead, we offer unparalleled freedom to pursue client satisfaction and to participate in building and managing our company."

Brother Costello has personally received numerous sales and marketing awards over the years. Most recently, he was recognized as one of the top 25 Chicago Entrepreneurs of the Year by the University of Illinois. Additionally, he was named a 1996 finalist in the Connecticut Entrepreneur of the Year award presented by NASDAQ/Ernst and Young, et. al.

Brother Costello contributed his time and expertise to help Deltasig Brothers at the 1996 Leadership Academy in Oxford. His speech at the Academy focused on "leadership in growing a company."

Delta Sigma Pi is proud to claim Charles Costello as one of our newest Honorary Brothers! ▲



Grand President Randy L. Hultz visits with Charles Costello at the 1996 Leadership Academy in Oxford, Ohio. Costello, not yet a Brother, was one of the featured speakers. He focused on "Leadership in Growing a Company."

# 1996 Outstanding Alumni Chapter

## Twin Cities Offers Great Variety

One of the most commonly asked questions by new alumni is "What is TCAC all about?" Simply put, the mission of the Twin Cities (Minnesota) Alumni Chapter (TCAC) is to promote the ideas and principles of Delta Sigma Pi. To carry out this mission, TCAC sponsors a wide variety of professional, social, and community service events. We pay special attention to opportunities to interact with collegiate and alumni chapters. Ultimately, we strive to provide a common ground where Brothers of all ages and backgrounds can meet and feel welcome.

The TCAC holds monthly meetings on the first Thursday of each month with the exception of January and July, when they are held on the second Thursday. Our meeting attendance ranges from 25 to 50 Brothers, depending on the season.

In addition to being informed about upcoming events sponsored by TCAC, alumni learn first hand about collegiate activities directly from chapter representatives. A number of our members come to the meetings early for dinner and happy hour. Others enjoy staying late and meeting new Brothers, reacquainting themselves with old friends, or playing a leisure game of darts.

For nearly ten years, TCAC has met at a local tavern known as Stub and Herbs. However, with meeting attendance often exceeding 40 people, a search is underway to locate larger accommodations. Call ahead before you stop by as we may be on the move!

In addition to the monthly meetings, the TCAC sponsors at least one additional activity each month. These range from happy hours to professional dinners



One of the largest events of the year is the Annual Twin Cities Alumni Chapter (Minnesota) Pig Roast. For those not interested in softball there is also fierce competition and comical antics going on at the sand volleyball courts!

and from sporting events to community service activities.

Due to the active calendar of events which we sponsor, good communication to our members is critical. Each quarter, an "Upcoming Events" postcard is produced which contains all of the dates and times of our events. This postcard is mailed to Brothers throughout the region.

TCAC encourages the professional aspect of the Fraternity through networking, professional dinners, and guest speakers. Each month, Brothers are invited to participate in networking and socializing at network lunches or happy hours.

In addition to these monthly events, one of the longest standing traditions of the TCAC is the annual Forecaster. Each year Brothers gather for a professional dinner designed to explore a variety of diverse business topics. The theme of the Forecaster centers on a look into the future of a specific industry or current issue which impacts Brothers from all backgrounds. Speakers range from a chief economist at the Federal Reserve to the director of public affairs at the largest Native American-owned casino.

In order to support the communities in which we live, TCAC continues to be active in various community service programs. One of the Brothers' favorite volunteer events is the annual Bowl for Kids' Sake program to benefit Big Brothers/Big Sisters of St. Paul. Another event that is an important part of each monthly meeting is the passing of the "Deltasig Hat." During each meeting, a hat is passed allowing each Brother to contribute a small amount used to sponsor

a needy family during the holidays.

One of the areas we are most proud of is our strong relations with the collegiate chapters, both within Minnesota and throughout the region. Not only does TCAC have chapter liaisons who attend collegiate chapter meetings regularly, but many students attend TCAC's monthly meetings and other events designed to appeal to both alumni and collegiates. One such event is the annual Founders' Day party. This year alumni and collegiates alike roller-skated to the music of the '70s and remembered the good days of snowball dances and limbo contests. In past years, we have also rented out bowling centers or had parties at a Brother's house.

Our largest event of the year, however, is the annual TCAC pig roast and softball tournament. After feasting on a full assortment of picnic cuisine, collegiate and alumni teams from several chapters compete for the coveted

traveling trophy. Despite a few injuries and bruised knees, the alumni somehow manage to retain the title. For those not interested in softball, there is also some fierce competition and comical antics going on at the sand volleyball courts or at a leisurely game of bocce. With nearly 90 Brothers in attendance last year, this event is fast becoming one of our best opportunities to interact with Brothers and their families.

One of the things we have learned over the years is that size is not everything. In addition to growing our membership, TCAC also strives for diversity. We continuously make progress in expanding the composite of our membership. Today, TCAC has members from over a dozen different schools from as far away as California.

TCAC members also believe in their responsibility for the development of the collegiate chapters. We have a large number of Brothers who have formerly, or are currently, serving as District Directors, Chapter Advisors, or other national officers. We often hear from recent college graduates that they became interested in TCAC because of the positive influences these alumni had on their collegiate experience.

The Twin Cities Alumni Chapter was founded by Brothers who believed in Delta Sigma Pi and wanted to remain active after college. Today, we constantly strive for ways to improve the chapter so that future members will continue to have this opportunity. We are very proud of our achievements over this past year and look forward to an even brighter future ahead. ▲

*This article was prepared by TCAC Chapter President Trent Spurgeon. Contact him at 612-454-8054 if you are interested in attending any TCAC events.*



A relatively new event is the annual golf outing. Brothers proved their golfing prowess by having the low teams score or by hitting the longest drive. For some, just trying to get the ball over the fairway water hazard was challenge enough.

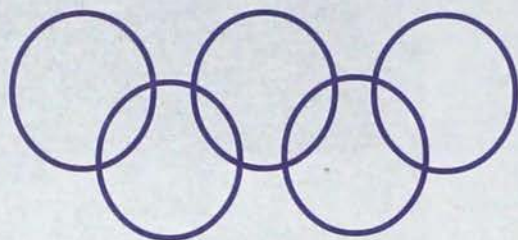


One of the Brothers' favorite volunteer events is the annual Bowl for Kids' Sake program. We may not be PBA tour bowlers, but TCAC does manage to raise several hundred dollars.

# The Olympic Flame

Through 15,000 miles and 43 states

by Sean Webb, Louisiana State-Baton Rouge



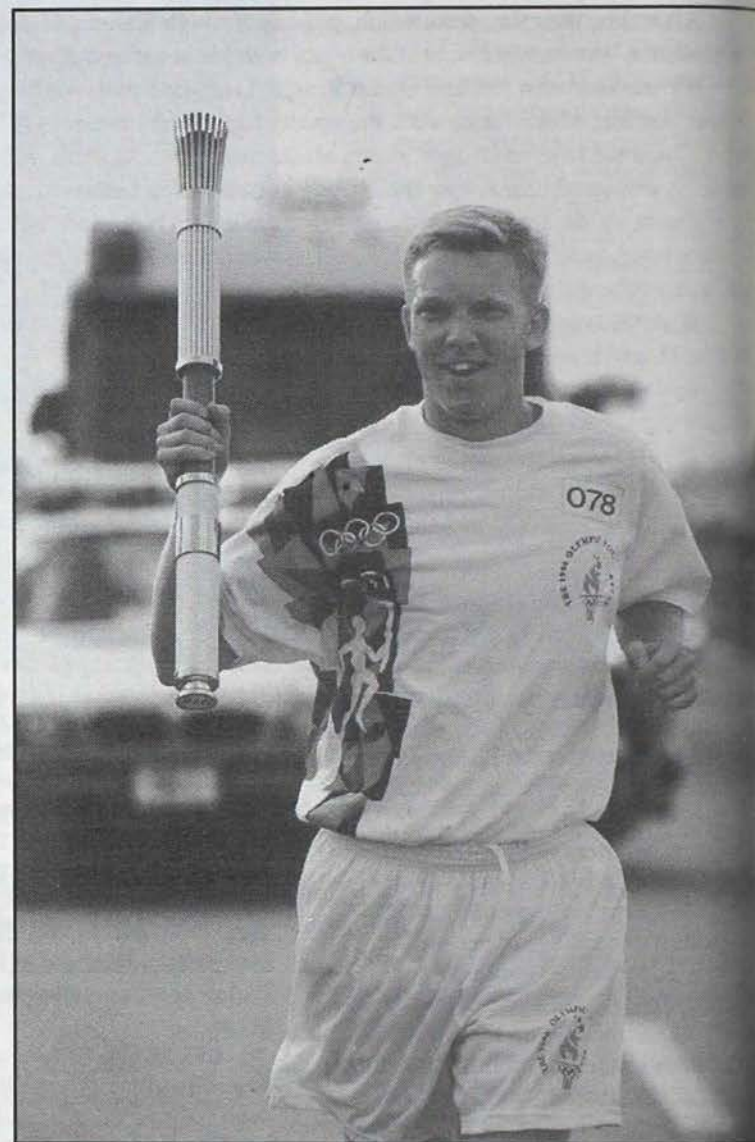
In the spring and summer of last year I had the honor to participate in one of the largest events in the world: the 1996 Summer Olympics. My job actually started three months before the Olympics began when I was picked to be part of the Olympic Torch Relay. First, some background on the actual Olympic torch and relay. A traditional ceremony is held by the people of Greece in which they use the sun's rays to light the Olympic torch. After this ceremony, the Greeks have a 15-20 day relay before they hand the flame over to the host country.

The flame was brought over to the United States on a Delta jet specially painted for the Olympics. The relay started on April 27 in Los Angeles. There were more than 10,000 torchbearers who travelled more than 15,000 miles, through 43 states, using several means of transportation. The reason for using different modes of transportation was to reach the relay's goal of coming within a two-hour drive of 90 percent of the U.S. population.

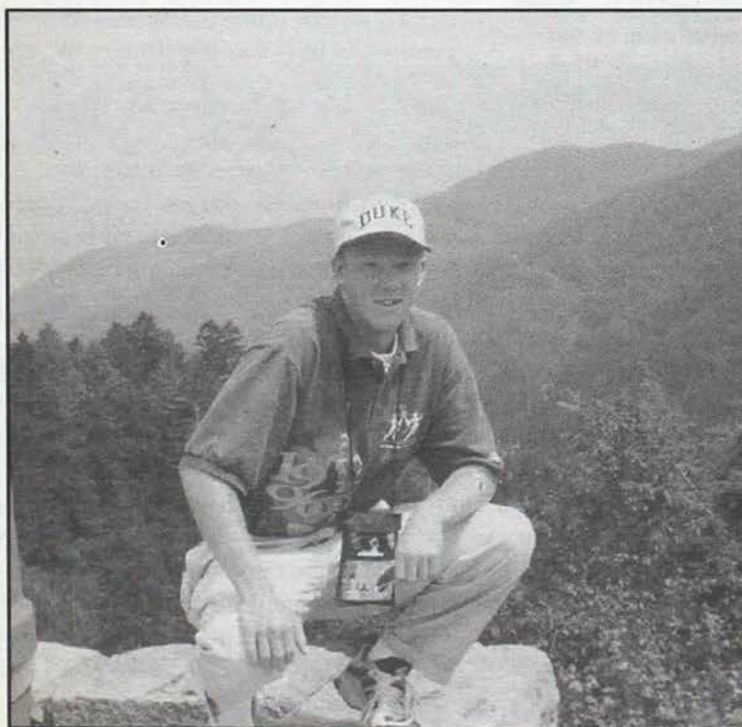
These different modes of transportation—each reflecting a page from America's past as well as the character of the surrounding community—included bicycles, a rowing shell, a train, a ferry, horseback, cable cars, a canoe, a biplane, a streetcar, a steamboat, and a seaplane. Finally the torch arrived in the Olympic stadium in Atlanta on July 19. The duration of the entire event, with the relay lasting 84 days and the Olympics lasting 16 days, symbolized the 100-year anniversary of the Olympics.

## North and South, East and West

I flew out to Los Angeles on April 21, where we trained for a week. My official job was



Sean Webb, Louisiana State-Baton Rouge, experienced an incredible feeling of the Olympic spirit when he carried the Olympic Torch in his hometown of Houston.



During the Olympic Torch Relay the flame traveled over 15,000 miles, through 43 states. Brother Sean Webb traveled with it as assistant to the manager of operations for the relay. Above, Brother Webb enjoys the Smoky Mountains.

to assist the manager of operations for the torch relay, Rennie Truitt, with all of his duties. Once the relay started we worked together all through the United States for 84 days.

From Los Angeles, we went south all the way to Calexico, California and then up through Phoenix to Las Vegas. In Las Vegas the torch was carried through a casino and then onto a train, used during long stretches in the western region of the country. Union Pacific contributed a passenger train with a special-edition cauldron car. The cauldron car features an open cauldron that displays the flame on the journey by rail.

From Vegas we went back to the coast and continued north up to Bremerton, Washington, where we boarded a ferry and traveled across Puget Sound to Seattle, Washington. Then we continued southeast all the way to Salt Lake City, where the 2002 Winter Olympics will be held.

# 2004 LIFETIME ACHIEVEMENT AWARDS

We then headed directly east to Cheyenne, Wyoming, then south to Colorado, where the torch was carried by Pony Express. There were more than 300 riders who carried the flame, recreating a portion of the original Pony Express route between Julesburg, Colorado and St. Joseph, Missouri. The Pony Express went for 58 continuous hours.

After this, the relay went south, passing through Kansas, Oklahoma, and down to Houston, Texas, where Carl Lewis ran with his sister and mom.

We traveled east through Baton Rouge, Louisiana and into New Orleans, where it was just like Mardi Gras, with the streets packed and everybody having a great time. Then we headed straight north, all the way up to St. Paul, Minnesota. From there, it was southeast across the Great Lakes down to Louisville, Kentucky.

The relay then turned northeast toward Niagara Falls and then across to Boston. It went south through Philadelphia, where they played the theme song from "Rocky" as the torchbearer ran into the celebration.

Next we headed to the White House, where we met President Clinton on the White House lawn. We headed south through Birmingham and Montgomery and then down to Florida. In Florida, the torch traveled through the Kennedy Space Center right after a shuttle had landed. On the Fourth of July, the torch went east from Sarasota to Miami on a 1944 Short Sunderland flying boat. After that, it was north to Georgia, where we spent an entire week, working nearly 24 hours a day.

Finally, we arrived in Atlanta for the Opening Ceremonies.

## The Best Summer

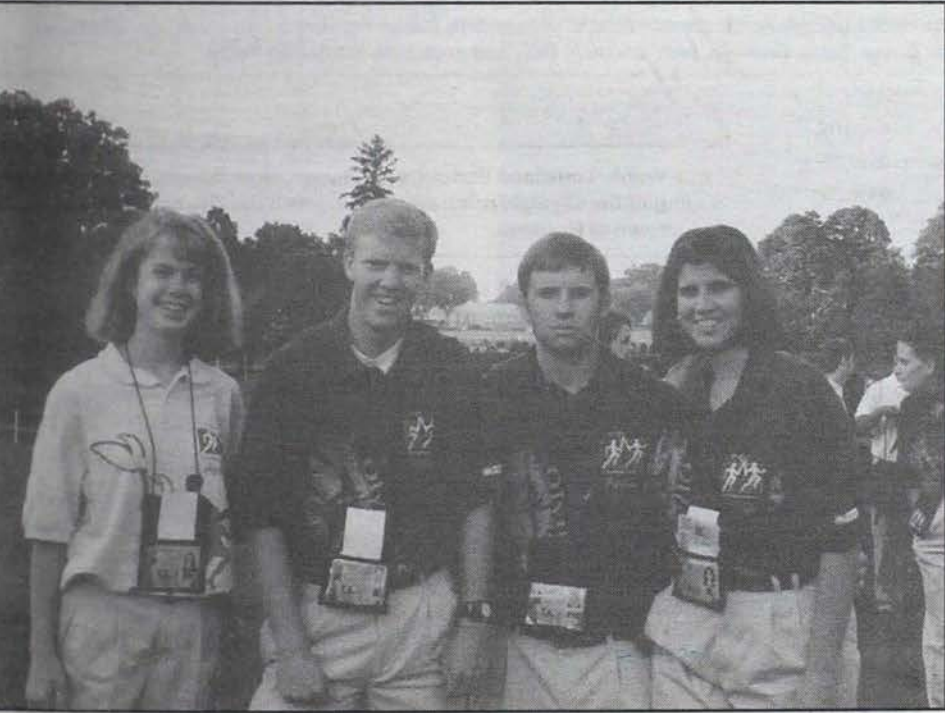
This was the best summer of my entire life, but it was a lot of hard work as well. A typical day was to wake up around 5 a.m., have breakfast, and then be on the road by 6 or 7 a.m. We traveled from celebration to celebration, with four or five every day.

The day would end between 12 midnight and 1 a.m., which is usually when I ate dinner. Sometimes the wake-up call came earlier or a little later, and the majority of the time I would go to bed between midnight and 2 a.m.

The celebrations consisted of local officials giving thanks to the Olympic Committee, Coca-Cola presenting a quick overview of the relay by video, and most



Sean Webb, Louisiana State-Baton Rouge, along with another member of the Torch Relay, John Childs, on the lawn of the White House.



Brother Webb and some members of the Olympic Torch Relay Team gather on the White House lawn where the torch relay team was met by President Clinton. From left: Rachel Carrier, Sean Webb, Ryan Coleman and Kim Ruedell.

importantly, throwing a party for the city we were in. The celebrations allowed the caravan to take a break.

During the relay, I also worked as an advance manager where I worked with people from Ketchum Public Relations, Coca-Cola, United Way, Motorola, and local officials in preparation for the celebrations. It was a unique experience to work with people from all over the country and I believe my experience from this trip will help throughout my professional career.

I won't fool you, though, it was not all work. I had opportunities to do things I never imagined. I saw baseball games at Wrigley Field, Busch Stadium, Camden Yards and Jacob's Field in Cleveland. I went sailing in the Gulf of Mexico and swam with dolphins. The best experience on the trip was in my hometown, Houston. I was given the honor of running with the flame. This experience was made even more special because it was witnessed by my friends and family. I wish everyone could have experienced that incredible feeling.

Finally, the response we got from the entire country on our journey across the United States was just amazing. Everywhere we went, people welcomed us with open arms and embraced the Olympic flame and spirit. It was unforgettable. ▲

*About the author: Sean Webb is a senior at Louisiana State-Baton Rouge. He has served Beta Zeta Chapter as President and two terms as Vice President for Pledge Education. If you'd like to e-mail Brother Webb his address is: [swebb@lsu.edu.com](mailto:swebb@lsu.edu.com)*

## **1996 LIFETIME ACHIEVEMENT AWARD**

# **Robert G. Busse Earns Our Highest Honor**

**F**or his involvement and commitment in all aspects of life—personal, professional, community—and especially in recognition of his outstanding contributions to the Fraternity, Robert G. Busse was named recipient of the 1996 Delta Sigma Pi Lifetime Achievement Award.

The award was presented at a banquet in Brother Busse's honor, January 25 at the Atlanta Marriott Northwest in Atlanta, Georgia. Grand President Randy L. Hultz and other officials of the Fraternity were on hand for the presentation.

Currently the oldest living Past Grand President, Busse and his wife, Dorothy, live in Atlanta and are the proud parents of a daughter (and fellow Deltasig), Laurie, one grandson and triplet granddaughters. Members of the Atlanta Alumni Chapter nominated Brother Busse for the award.

Brother Busse pledged Phi Sigma Beta, a local business fraternity at Rutgers University, in 1933. He served as scribe and headmaster and at the 1936 Grand Chapter Congress in Atlanta, presented the colony's petition to affiliate with Delta Sigma Pi. Beta Omicron Chapter was installed with Busse as a charter member in 1937.

Brother Busse began his national service to the Fraternity as a District Director in the New York and New Jersey area, where he had joined the sales staff of Burroughs Adding Machine Company in Newark in 1939. He went on to work in their Stamford, Connecticut; Boston, Massachusetts; Kalamazoo, Michigan; and Wilmington, Delaware offices.

At the 1947 Grand Chapter Congress in Minneapolis he was elected to the Grand Council as Director of the Eastern Region. He later served as a Member-at-Large and Director of the Central Region. At the 1953 Grand Chapter Congress in Denver, Brother Busse was elected Grand President, a position he held for two years, during which the Central Office property was purchased and the current building constructed.



**Family and friends help 1996 Lifetime Achievement Award winner Bob Busse celebrate. From left: daughter and Deltasig Brother Laurie Busse Petty, Georgia, wife Dorothy, Bob and grandson Benjamin Petty.**

In 1955, he was transferred to the Burroughs Corporations' headquarters in Detroit to manage their international products department. He was later transferred to Indianapolis to become district sales manager and moved back to Detroit as financial branch manager in 1968.

Brother Busse retired from the Grand Council in 1963, upon completion of 16 years of service. He was later elected as President and Treasurer of the Delta Sigma Pi Educational Foundation.

Brother Busse has been an active member of the Atlanta Alumni Chapter since 1974, when he moved to his

current home. He was placed on special assignment as a minority recruiting specialist and retired in 1975 with 36 years of service with Burroughs.

He served the Atlanta Alumni Chapter on the Board of Directors from 1975 until 1993 and is still very involved with the alumni chapter. Its service award was named in his honor last year.

During his long association with the Fraternity's leadership, Busse worked diligently to further the ideals of our Fraternity. He was instrumental in establishing the first regional



**Charles I. (Buzz) Sutton (left), 1993 Lifetime Achievement Award winner and Foundation Trustee, congratulates Bob Busse after the award presentation.**



conferences and frequently recruited and hired Deltasigs for his company. He also assisted Brothers through recommendations to executives of other companies. He has attended 19 Grand Chapter Congresses.

Throughout his lifetime, Brother Busse has been active in his local community. He first joined Rotary International as a member of the New Jersey Club in 1939. He has continued to be a member in the various communities where he lived and is currently a Senior Active member of the Atlanta Rotary Club.

In addition, Brother Busse has provided tremendous leadership and support to the Special Olympics organization. He served as the Georgia Special Olympics contact with the Ladies Professional Golf Association from 1977 to 1984. As such, raised \$300,000 in support of Special Olympics. He has served on their Board of Directors since 1989 and last year, the organization named their annual golf tournament the "Bob Busse Classic" in recognition of his dedication.

Busse is active in the Presbyterian Church, having served as an elder of his local church for many years and as Head of Stewardship for the Presbytery of Georgia.

"Brother Bob Busse has been a positive influence on many people throughout his long and successful career," said Grand President Randy L. Hultz. "His contributions to his family, profession, community and Fraternity warrant his selection as Delta Sigma Pi's 1996 Lifetime Achievement Award recipient." Congratulation Bob and Dorothy!

*(The Delta Sigma Pi Lifetime Achievement Award is the highest honor any Fraternity member can receive. It is issued annually to the one Brother who has demonstrated exemplary support, service, and leadership to the Fraternity.)*



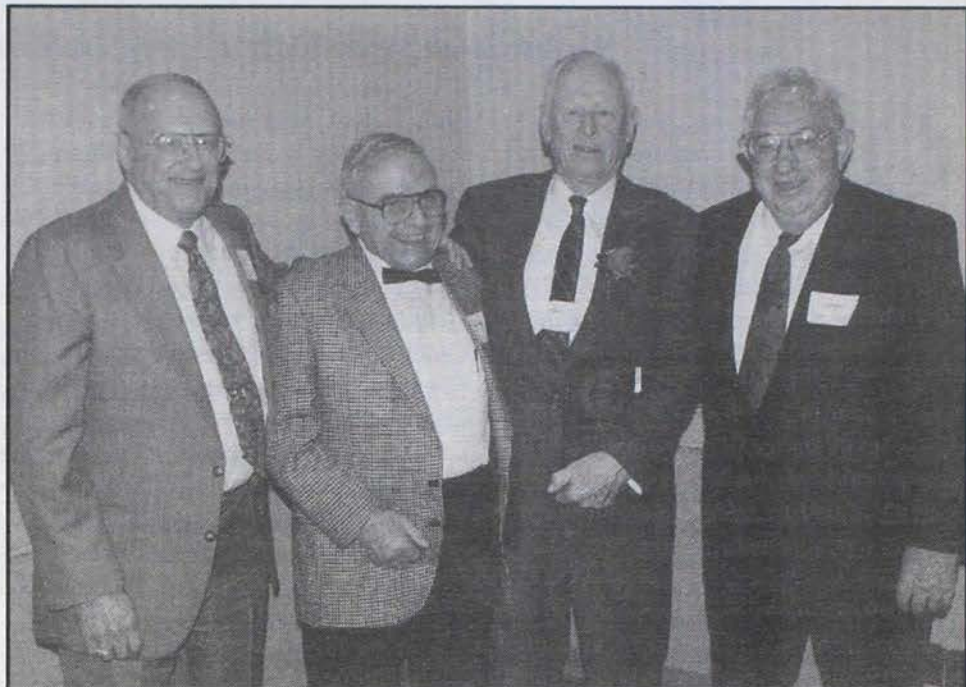
**Grand President Randy L. Hultz presents Past Grand President Robert G. Busse with the 1996 Lifetime Achievement Award for exemplary service to Delta Sigma Pi.**



**Past Grand President Homer Brewer (left), joins Grand President Randy Hultz (right) in congratulating Brother Busse after the presentation of the 1996 Lifetime Achievement Award January 25, in Atlanta**



**Brother Busse and John Cookson (Detroit) share memories at the South Central Regional Conference. Brother Cookson's certificate of membership, issued May 7, 1955, was signed by then Grand President Robert Busse.**



**Rutgers Brothers hold a reunion and share memories at the banquet honoring Brother Busse as winner of the Lifetime Achievement Award. From left: Carl Thieme, Jr., Herman Graf, Bob Busse, and Arthur Lautz.**



**Brother Busse is pictured here with the Atlanta Alumni Chapter members who nominated him for the Lifetime Achievement Award. He has been an active member of the chapter since 1974 and served on the Board of Directors from 1975 until 1993. The Chapter named a service award in his honor last year.**



Corporate Partner Series

# Entrepreneurial Dream Meets Sales Reality

Northwestern Mutual Life's Sales Career and Internship Programs Are Waking People Up

Once upon a time, young men and women dreamed of a career that offered independence. This career would also allow them to manage their own business and provide a flexible work schedule. In these dreams, their income did not have limits. Instead, it was based on their performance.

For many people, this "entrepreneurial fantasy" is an everyday reality. A growing number of individuals are seeking careers that offer independence, flexibility, and unlimited income as an independent business person. Over 7,200 individuals are fulfilling their entrepreneurial dreams by building a successful career as an agent with Northwestern Mutual Life.

Although it's known as the "Quiet Company," Northwestern Mutual's accomplishments would suggest otherwise. It is the sixth largest life insurer in the nation with over \$60 billion dollars in assets. The company pays out over \$2.1 billion in dividends to its policy owners, an amount that rivals payments made by General Electric and AT&T, the largest U.S. issuers of stock.

According to the *Best Week's Review* (July 22, 1996), the company ranked first in sales for ordinary life insurance issued at \$52.9 billion, outpacing its closest competitor nearly \$7.1 billion in volume. In addition to being a "Fortune 500" company, Northwestern Mutual has been named the "Most Admired" life insurance company for the 14th time in 15 years (Fortune Magazine - March 3, 1997). It has also been among the top 15 firms listed in the past three editions of The 100 Best Companies To Work for In America.

## The College Agents Program

In the 1997 edition of America's Top Internships, Northwestern Mutual Life's program is among the Top 10, an honor it shares with such companies as Hewlett-Packard, Ford, The Wall Street Journal and Microsoft. The authors reviewed over 2,000 internships and gave the Northwestern Mutual College Agent Program high marks for its selectivity, compensation and quality of

life. In fact, Northwestern Mutual Life was the only insurance and/or financial services company included in the book.

Each year, nearly 600 interns from campuses all around the country participate in the internship. In addition to state licensing, the program offers thorough instruction in life insurance and personal financial management. This education provides college agents with the tools for managing their own businesses. Throughout their internships, students develop important skills, such as networking, while gaining valuable work experience for their resume. For many students, the College Agents Program aids their job selection process, and for about 1/3 of all students, it is the beginning of a career with Northwestern Mutual upon graduation.

Unlike other internships, Northwestern's college agents are considered full-fledged members of the agency rather than just "junior members."

Similar to full-time agents, college agents are state licensed, build their clientele, and schedule their own hours as well as enjoy unlimited income potential. Since the

program's inception in 1967, over 11,000 students have interned with Northwestern Mutual Life.

"The College Agents' program is a way to help college students like myself build a career for themselves before they finish school. I have put myself through school and without this program, I would not have been able to afford the cost of tuition at a private college," says Jeremy Tok. Last year, Tok came in first among over 500 students in Northwestern Mutual's College Agent competition. During the 1995-1996 school year, he sold \$4.6 million of insurance and 32 policies.

For some students, their experience from the College Agent Program will lead to a sales career after graduation. Over 50 percent of Northwestern

Mutual's Top 100 full-time agents began their career either as college agents or as new college graduates. Of the Top 20 agents for 1995-1996, four were former college agents. However, many of Northwestern Mutual's successful agents were drawn to the company from other fields. For them, the attraction was the independence, impact and income potential offered with this type of profession.

## Training Is The Key

A key factor in the company's success is the significant role training plays for its field force. Northwestern Mutual provides continuous education for its agents throughout their career. The education and support given by the field force and home office have received praise from *Fortune* and *Sales & Marketing Management* magazines.

According to the Dennis Tamcsin, Senior Vice President - Agencies, three factors make Northwestern Mutual Life's training stand out among its peers. Its evolution, focus on continuous education and its teaching

process help the life insurance firm differentiate itself from its competition and other sales industries.

Tamcsin adds that Northwestern Mutual's agents receive continuous education and training "Our education and training philosophy is, 'He or she who stops getting better, ceases being good.' This dramatizes the ongoing process that never ends and includes schools, clinics, advance training and the pursuance of advanced degrees."

In addition to the training that may be available within the agency, Northwestern Mutual offers more than 100 training sessions per year at the Home Office in the form of clinics, schools and seminars. Tamcsin says that Northwestern Mutual's teaching and training does

not emanate from one place or person. Rather it takes place on the grassroots level and at career schools and clinics held at the home office in Milwaukee. Furthermore, the company does not have permanent faculty doing the instruction. With a variety of teachers, agents get many different perspectives.

"For instance, we have agents come to our Career School for two weeks after they have been in the business for two to three years," says Tamcsin. "Rather than having certain people teaching all of the subjects, we call on particular experts in each individual areas to teach their specialty," concludes Tamcsin.

While training may vary from agency to agency, highlights include product knowledge, client-building skills and sales training. As the agent's career progresses, the training will emphasize maximum growth and development. From a structural point of view, the training programs can be broken into four distinct phases: prerequisite training, sales training school, support and continuing education and advanced training.

## Northwestern Mutual Reality

Who needs to dream of becoming an independent business person? For 140 years, the reality for thousands of people has been the ability to provide high quality life insurance and financial services as an agent for Northwestern Mutual Life.

To learn more about the company or a sales career or internship with Northwestern Mutual Life, visit our web site at [www.northwesternmutual.com/sales](http://www.northwesternmutual.com/sales). Or, you may call 1-800-CALL NML. ▲

*Delta Sigma Pi thanks Northwestern Mutual Life and Brothers John Stollenwerk (Marquette), Trustee, and Steven Catlett (Illinois), Vice President-Corporate Services, for their support of our educational programs.*

*For more information on establishing a corporate partnership, contact Heather Bailey, Executive Vice President, Delta Sigma Pi Leadership Foundation (513) 523-1907 ext. 230, or e-mail: [heather@dspnet.org](mailto:heather@dspnet.org).*

**Northwestern Mutual Life®**  
The Northwestern Mutual Life Insurance Company - Milwaukee  
*This article was provided as part of the Delta Sigma Pi corporate partnership program in which corporate America invests in the educational and leadership development of Deltasig Brothers.*



# Playing Our Part

by Chris E. Robinett, Chairman and President, Delta Sigma Pi Leadership Foundation

*"What you will do matters. All you need is to do it."  
—Judy Grahn*

The Delta Sigma Pi Leadership Foundation set an ambitious goal to double our revenue to \$250,000 for the 1996-97 annual campaign. I have received many comments like ... Why is the work of the Foundation so important? What will you do with that amount of support? How do you plan to raise that much money? What were you thinking?

*"The Delta Sigma Pi Leadership Foundation exists to provide for the furtherance of business education through the extension of financial assistance and the support of worthy educational, scientific and charitable programs."*

Why is it so important? Because every year, over 7,000 undergraduate Deltasigs depend upon the International Fraternity of Delta Sigma Pi, the Delta Sigma Pi Leadership Foundation, the many Brothers who generously volunteer their time as national officers and advisors, and ... **you**, to assist in their growth as business leaders in our communities, in our country, and in our world!

What would we do with that much money? Ultimately, it is those Brothers that we were thinking of when we set our \$250,000 goal. It is those Brothers who need additional scholarships because education costs are rising at twice the rate of inflation. It is those Brothers for whom we must provide the highest quality personal and professional development programs — enabling them to become more successful. It is those 7,000 undergraduate Brothers who need our support ... our commitment ...our gifts. We must play our part!

The Leadership Foundation would provide additional scholarships directly to those Brothers. Summer Sklenar (Nebraska – Omaha), a Leadership Academy graduate and Grand President's Circle member – remarked at the North Central Regional Conference that the Foundation should provide twenty \$1,000 undergraduate scholarships instead of the current ten at \$500 and ten \$1,500 graduate scholarships instead of the current four. Summer, I can't agree more!

But it is much more than scholarships that are needed. We must improve and expand our leadership programs to benefit even more Deltasigs. We must send more campus leaders to the Summer Leadership Academy. We must develop more Regional leadership development programs to attract virtually every Deltasig in the country. We must "promote a closer affiliation between the commercial world and students of commerce." We must play our part!

The Leadership Foundation has no difficulty in answering what would we do with that amount of support. There will always be a need for new programs as long as the business world continues to grow and change. There will always be a need for more scholarships as long as Brothers are initiated. All it takes is a commitment from each of us playing our part to fulfill the needs of those young men and women we call Brother.

How do we plan to raise that much money? With Deltasigs worldwide, it doesn't take long to see that \$250,000 is a very accomplishable goal. For you see, over 20,000 alumni have made a gift at some time to either the Educational Foundation or the Leadership Foundation. With each of these Brothers giving even \$25 annually, our campaign will increase to \$500,000. Thus, the Leadership Foundation's goal of \$250,000 is not out of reach but a mere milestone on the road to the successful development of our Brothers yet to come.

Our undergraduate Brothers have shown us that they too are willing to play a part. Since the Grand President's Circle introduction in the Fall of 1995, hundreds of collegians have made the commitment to remain active as alumni and annual contributors to the Leadership Foundation in support of "the furtherance of business education."

Scholarship recipient Angela Warren, Leadership Academy participant Jason Jamison, Regional Collegian of the Year Holly Shoden, and Chapter Scholarship recipient Kevin Hennessey, just to name a few, are all beneficiaries of your generosity and commitment to the Leadership Foundation. I had the opportunity to meet each of these Brothers at Regional Conferences last fall and found that in addition to being beneficiaries, they are also supporters of the Grand President's Circle and its mission of lifetime support of Delta Sigma Pi.

What were we thinking? The Foundation must grow in order to better serve the Brothers of Delta Sigma Pi. A part of this growth means preparing to serve the needs of young men and women across the country in business schools ... those young men and women we call Brother! We must play our part!

I call upon every Brother to join me in playing our part. I call upon you - to once again - make a difference in a Brother's life. I call upon you to invest in another Brother a small piece of the Deltasig experience which was invested in you.

I challenge you to attend a chapter meeting, a regional event, or the Grand Chapter Congress in New Orleans for "Brotherhood ... and all that Jazz" and experience once again for yourself why it is so important. Playing our part is a must if we are to achieve our goals for success. And our success tomorrow begins with your gift today.

Your renewed annual support will matter in the life of another Brother. All you need is to do it and others will begin to ask why did you set your goal so low, instead of, how can you possibly raise that much money.

I invite and encourage you to play your part today! ▲

**Yes!** I want to play my part! Enclosed is my tax deductible gift of:

\$100 Patron     \$50     \$25     Other \$ \_\_\_\_\_

\$2,500 Platinum     \$1,000 Gold     \$500 Silver     \$250 Bronze

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Phone: ( ) \_\_\_\_\_

This gift is  in honor of  in memory of \_\_\_\_\_

Please send me information on establishing a scholarship endowment.  
 Please send me information on planned giving opportunities.

Delta Sigma Pi Leadership Foundation  
P.O. Box 230  
Oxford, OH 45056-0230  
(513) 523-1907  
Fax: (513) 523-7292  
e-mail: heather@dspnet.org

*The Delta Sigma Pi Leadership Foundation is a 501(c)3 corporation.  
All contributions are tax deductible for income and estate purposes.*



# Delta Sigma Pi and the World Wide

**W**e are proud to announce the release of a new web site! All members, prospective members, parents, faculty, friends, and corporate sponsors now have access to information about the Delta Sigma Pi Fraternity. A click of a mouse puts you in touch, instantly, with Delta Sigma Pi Brothers throughout the world.

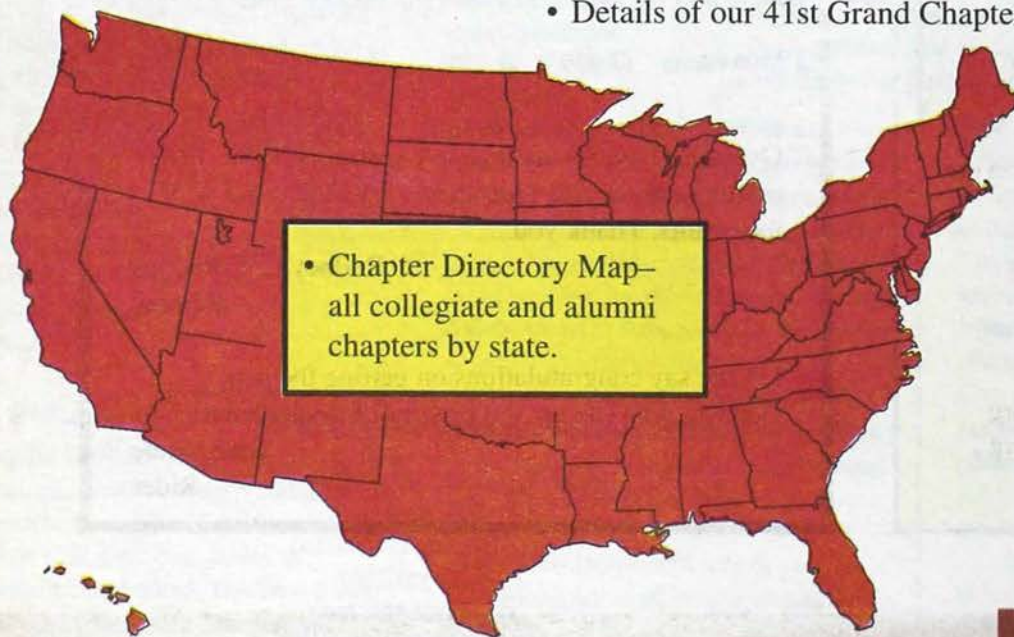
## Night or Day. 24 Hours.

Brotherhood is forever. It does not end when you graduate. The web site is a great opportunity to keep in touch and to expand your active network of Delta Sigma Pi Brothers. There are no limits and no costs. Sign on!

### Features and Benefits

- Complete list and e-mail links of national officers and staff members
- Information about the Leadership Foundation
- Contact information for Fraternity-endorsed suppliers and sponsors
- Links to more than 75 chapter web sites
- Current Fraternity calendar and announcements
- Details of our 41st Grand Chapter Congress in New Orleans

- New e-mail addresses to offer feedback to the Central Office, place orders, register for events and more!



- Chapter Directory Map— all collegiate and alumni chapters by state.

*New features and benefits are being added every day!*

- The Fraternity welcomes web site content and feature input. Programs, designs, artwork, etc. can be donated by Brothers – subject to formatting, approval, etc. E-mail Ann at [centraloffice@dspnet.org](mailto:centraloffice@dspnet.org) with input.

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

# Web: A Whole New Way to Communicate!

In the future, the web site will make these things possible:

- Chapter officers will be able to complete and return many required forms via the computer vs. the mail
- Undergraduate members will be able to download any manuals and forms they need for good office management
- Password-protected areas will be available for use by members only
- DSPNet: Connecting Brothers to develop a network online, an "online community"
- Ideas, programs, and images provided by Brothers benefit and promote Delta Sigma Pi.

Central Office Email: [centraloffice@dspnet.org](mailto:centraloffice@dspnet.org)

## Central Office Staff

Amrhein	Bookkeeper	<a href="mailto:accounting@dspnet.org">accounting@dspnet.org</a>
Arubaker	Chapter Consultant	<a href="mailto:scott@dspnet.org">scott@dspnet.org</a>
Bark	Director of Chapter Services	<a href="mailto:dale@dspnet.org">dale@dspnet.org</a>
Baentl	Operations Consultant/Webmaster	<a href="mailto:ann@dspnet.org">ann@dspnet.org</a>
Dykes	Membership Roles Coordinator	<a href="mailto:records@dspnet.org">records@dspnet.org</a>
Ferguson	Director of Educational Services	<a href="mailto:dean@dspnet.org">dean@dspnet.org</a>
Grove	CEI Coordinator	<a href="mailto:cei@dspnet.org">cei@dspnet.org</a>
Jaspers	Director of Administrative Services	<a href="mailto:judith@dspnet.org">judith@dspnet.org</a>
Krueger	Publications Coordinator/Managing Editor	<a href="mailto:magazine@dspnet.org">magazine@dspnet.org</a>
Morgan	Chapter Services Administrative Assistant	<a href="mailto:janet@dspnet.org">janet@dspnet.org</a>
Rehoff	Admin. Assistant-Executive & Educational Services/Meeting Registrar	<a href="mailto:registration@dspnet.org">registration@dspnet.org</a>
Shilling	Executive Director	<a href="mailto:bill@dspnet.org">bill@dspnet.org</a>
Hupp	Order Processing/Mailing Coordinator	<a href="mailto:orders@dspnet.org">orders@dspnet.org</a>
Zachman	Chapter Consultant	<a href="mailto:kevin@dspnet.org">kevin@dspnet.org</a>

## Leadership Foundation

Dr. Bailey	Executive Vice President	<a href="mailto:heather@dspnet.org">heather@dspnet.org</a>
O'Donnell	Leadership Foundation Assistant	<a href="mailto:heather@dspnet.org">heather@dspnet.org</a>

## The reviews are in...

I just saw the new design! It's absolutely cool! Finally it lives up to the professional nature of our organization!

Yves Mueller  
Northern Illinois

I need to congratulate...everyone behind this marvelous work. It is a very professional page worth admiration...

Elias D. Torres  
South Florida

The new web site looks great!

Karen Stebelski  
Truman State

Keep up the good work. I really like the idea of individual sign-ons for Central Office staff and the web page directory listing of directors and staff...

John Callahan  
Central Missouri State

I love the new site. I am so glad. Great job!

Bob Hatfield  
University of Cincinnati

Overall, I have to say that an excellent job was done on the web site and I am very, very impressed with the results. Thank you...

Rodney L. Cornelius  
Bentley

Let me say congratulations on getting the new Deltasig web site up and running! It looks great!

Mike Vitale  
Rider

<http://www.dspnet.org>

# Chapters SPEAK

## AKRON, THETA KAPPA

Twenty-four Brothers of Theta Kappa flew to Washington, D.C. to tour the FBI building. Our tour began with everyone being searched, photographed, and taken to different types of waiting rooms. Federal Bureau of Investigation history and job focus were specifically highlighted. We visited the shooting gallery and a special agent demonstrated how their training focuses on the different shooting styles of guns.

We received our own private lecture and tour. Our speaker was Assistant Financial Director Jay Brixey. Brixey is a special agent and has been with the FBI for over 20 years. He talked about the recruitment of business students, and provided detailed information on the FBI's Honorary Internship Program.

## BOWLING GREEN STATE THETA PI

Theta Pi members hosted their annual Homecoming tailgate party in October. We had one of the best turnouts ever from our alumni. Our chapter also



Indiana-Purdue at Ft. Wayne members recently held a group activity following the fall pinning ceremony. Brothers set up a maze of string and challenged the teamwork and cooperation skills of the pledge class. Two sets of colored string were intertwined; hopping in and out of the maze, the pledges untangled their string.

hosted the Parent-Faculty breakfast in November. All students enrolled in the College of Business and their parents were invited. In addition, the Brothers have worked hard throughout the semester in order to keep our main fund



California State-Northridge Brothers celebrate Halloween with children at the Holly Grove Orphanage.

raising event a success—the coffee table in the business administration building.

We initiated 21 pledges this fall. All of these new members will be counted on to lead our chapter into the future and help us achieve our goals.

—Scott Moore

## CALIFORNIA-BERKELEY, RHO

In October Rho Chapter hosted Career Expo '96, a professional recruiting event for the Berkeley student body. Planning started before the semester with our Vice Presidents of Professional Activities contacting recruiters from hundreds of companies. Over 50 companies responded and participated in the Career Expo.

Publicizing the event was done by posting flyers throughout the campus, inviting every organization on campus, advertising in the campus newspaper and through a website set up exclusively for the event.

On the day of the event, Brothers prepped the room, greeted recruiters in the parking lot, escorted recruiters to the event site, and handled the traffic of students entering and exiting the event. Seven hundred plus students attended, making both the recruiters and Brothers happy with its success.

## CALIFORNIA STATE-NORTHRIDGE IOTA UPSILON

In October Iota Upsilon Brothers continued the tradition of celebrating Halloween with the children at Holly Grove Orphanage in Hollywood. The

members helped coordinate a Halloween Carnival for over 100 children and then assisted in passing out prizes and making cotton candy.

A partnership was formed between the chapter and Mansfield and Associates, a corporate sponsor, and a \$100 donation

was made to the orphanage. To expand their contributions, the Brothers participated in a "Western Bonanza" in January.

In honor of Founders' Day, the chapter served refreshments, prepared and performed a skit. The skit, with four Brothers dressed to represent the four Founding Fathers, included an introduction to the history of Delta Sigma Pi and depictions from the lives of these four founders.

## COLORADO-COLORADO SPRINGS MU CHI

This semester has been very exciting and rewarding. Many of our members attended the first Rocky Mountain Regional Conference this past October in Silverthorn. It was inspirational to hear the history of Delta Sigma Pi presented by Brother Jim Jacobs.

In October, Dr. Elyahu M. Goldratt, renowned author and professor, was initiated into Delta Sigma Pi. The following day, Brother Goldratt held a four hour seminar for the chapter and the greater Colorado Springs business community. Our Vice President for Professional Activities James Hill coordinated the event. Dr. Goldratt agreed to hold the seminar at no charge provided there were at least 300 people in attendance. (One person less and the fee would have been \$25,000!) Needless to say, James and the chapter met the challenge and attendance was near 500.

## EVANSVILLE, IOTA SIGMA

Iota Sigma Chapter had a memorable fall recruiting with the initiation of 25 pledges. At the beginning of the semester we analyzed the chapter and found a high percentage of members were juniors and seniors. We established a goal to double our membership, and we succeeded. Our recruiting efforts were successful thanks to our Senior Vice President and the involvement of Brothers.



In October, Colorado-Colorado Springs members initiated Dr. Elyahu M. Goldratt, renowned author and professor, as an Honorary Member.

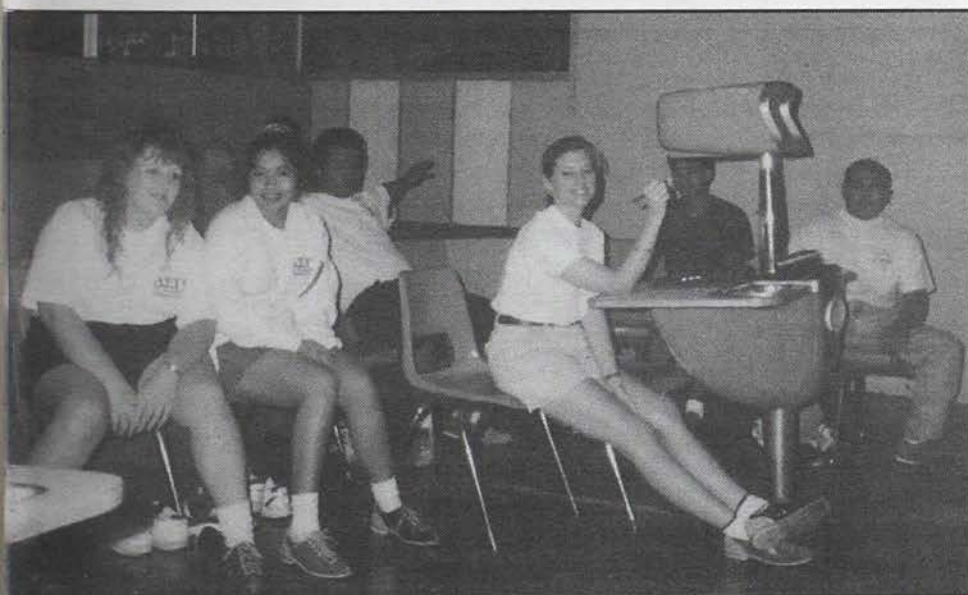


Central Florida Brothers Shastidy Arizola, Mary Nagy and Sheri Perking pose as they get ready for the Atlantic Coast Regional Conference. Great business starts with great friendships and a night in with the girls does wonders for the soul. All the friendships which emerge from Brotherhood are unforgettable.

Many of our recruiting strategies were new and innovative. We sent letters to business majors and then followed up with a phone call. In addition, we displayed posters in academic buildings, classrooms, residence halls, and dining areas to more aggressively "sell" the Fraternity. We also utilized the bulletin board near the business school office, and hosted an information picnic at Chapter Advisor Dr. Nancy Leonard's home.

#### HAWAII-HILO, LAMBDA PSI

For the last social activity for the fall semester Lambda Psi Brothers sponsored a bowling tournament



Hawaii-Hilo Brothers enjoy a night of bowling in a Tournament between collegiate members and alumni members with help from pledges, spouses and faculty members.

between the collegiate members (with help from the pledges) and the alumni members (with help from spouses and a few faculty members). Whichever group had the highest average would win the contest. There were a few who turned out to have some skill in the sport while most others were there to have fun as beginners.

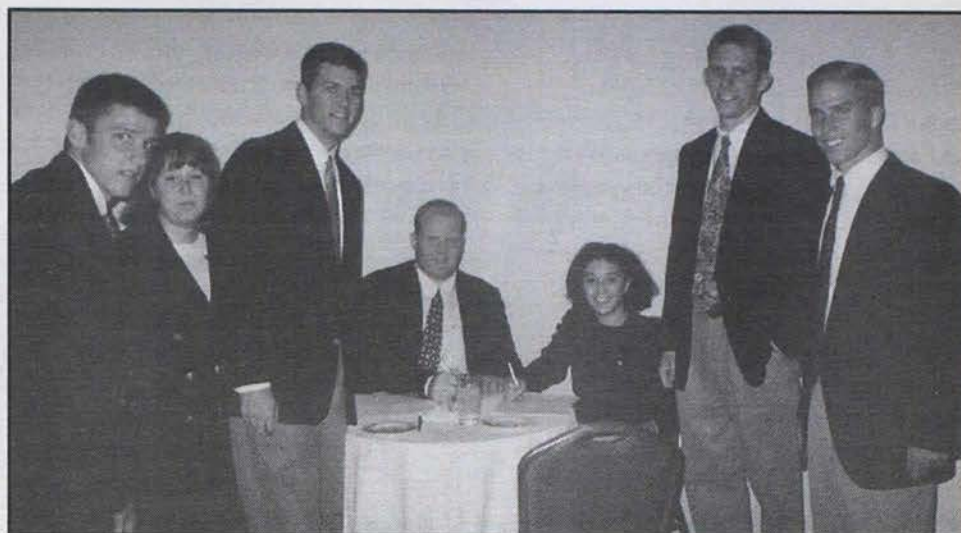
Those attending enjoyed the night with laughter and excitement, not to mention the "ono" (delicious) pizza that was provided by the chapter. It was a close call but the alumni reigned victorious. Thanks to everyone who showed up and made the tournament a success.

#### ILLINOIS STATE, IOTA CHI

In October, for the second year, Iota Chi Brothers participated in the Homecoming parade at Illinois State. This year's theme was "Seventy-five Years of Coming Home: There's No Place Like Home." The Brothers put forth a lot of effort, met many challenges and obstacles, but came through. The chapter would especially like to thank Lea Ames for her devotion, dedication, and determination.

#### MARQUETTE, DELTA

Delta Chapter had a phenomenal recruitment for fall semester and initiated 15 new Brothers. The chapter tried a new service project this year that was a big success – a food drive (with a twist) for the homeless. Chapter mem-



Several Miami-Ohio Brothers are hard at work as runners and bid counters during the silent auction at the annual Dr. Terry J. Weiss Memorial Auction sponsored by the Greater Cincinnati/Northern Kentucky Chapter of the National Hemophilia Foundation.

bers and pledges were divided into teams and were responsible for getting a specified food item. The food was donated to a local soup kitchen just in time for Thanksgiving.

During the semester the chapter also hosted many great professional speakers including Dale F. Ehmke, a small business owner, speaking on his experiences as an entrepreneur. As a group of business students, many of whom aspire to own their own business, we found much value in what he had to say.

#### MIAMI-FLORIDA, BETA OMEGA

In September Beta Omega Brothers were invited to participate in the University of Miami Career Fair Banquet as one of the leading organizations in the business school. The event was held at The Omni Colonnade Hotel in Coral Gables, and the executive board of Beta Omega Chapter was present to speak about the Fraternity. President Yannick Rault spoke about the purpose of Delta Sigma Pi, chapter involvement on campus and in the community, and the benefits of membership.

The Career Fair Banquet provided exposure to the company recruiters that attended. Many of these companies have since contacted Brothers for employment opportunities or to inquire about participating in Beta Omega Chapter professional events.

#### MIAMI-OHIO, ALPHA UPSILON

Alpha Upsilon Brothers must be applauded for their outstanding perfor-

mance at the annual Dr. Terry Weiss Memorial Auction sponsored by the Greater Cincinnati/Northern Kentucky Chapter of the National Hemophilia Foundation. The auction team, 25 Brothers and seven pledges, volunteered as cashiers, bid runners, models for auction items, and by assisting patrons to their automobiles.

Linda Young, Executive Director of the Foundation, commented in a letter that the Chapter helped make the auction the most successful in eight years. This year's effort will bring hope to more than 350 patients and their families.

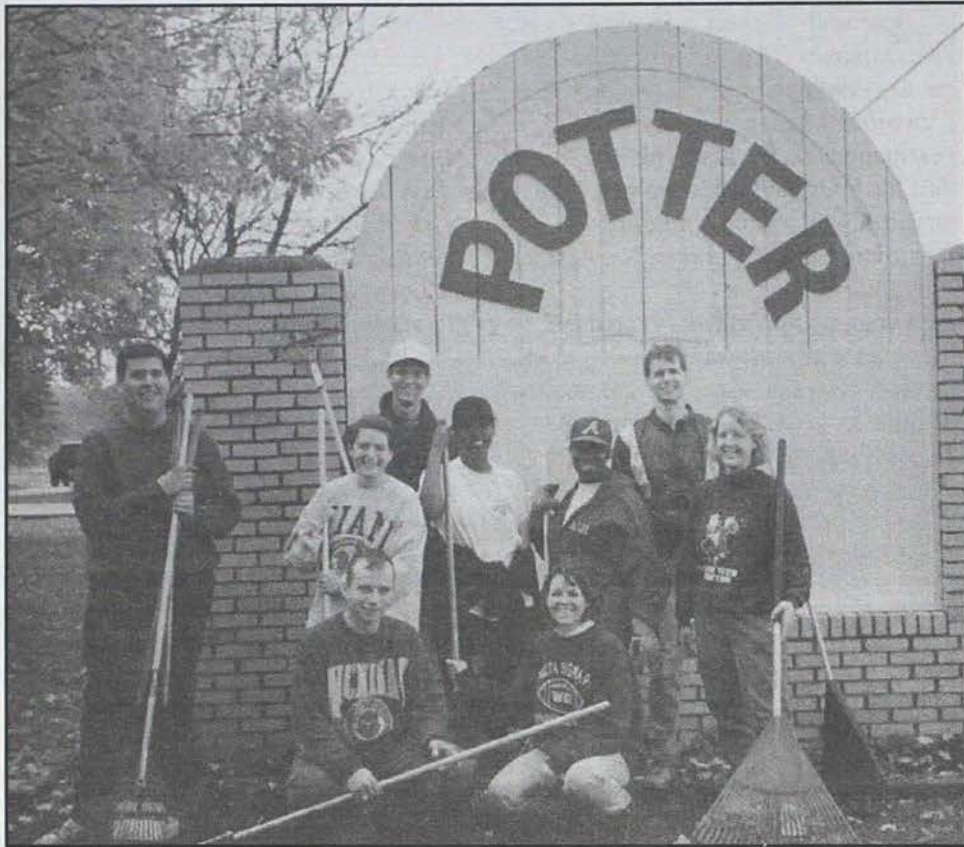
Other service projects completed during the fall semester were a monthly canned food drive, a health kit distribution, and a Thanksgiving basket contribution to the needy.

—Shannon C. Grubenhoff



Northern Illinois hosted a Halloween Party for a neighborhood watch group in DeKalb to promote a safe Halloween. (See page 16.)

# CHAPTERS SPEAK



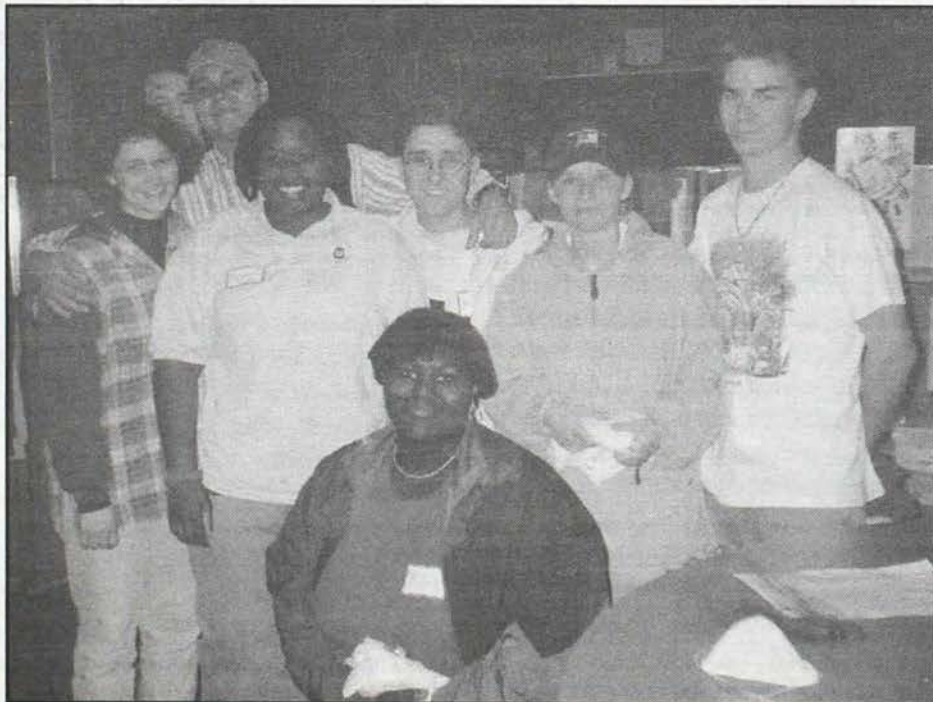
Western Kentucky and Nashville Alumni Chapter Brothers donated rakes and raked leaves at the Potter Children's Home for "Make A Difference Day." (See page 18.)

## NEVADA-RENO, DELTA PI

Halloween for Delta Pi Chapter is twice as much fun because October 31 is also Nevada's birthday. We celebrated by hosting a Halloween party at an elementary school for underprivileged children. The community service event

included a mysterious Haunted House and several games with prizes. We also held a month-long food drive and the chapter was divided into teams to compete against each other. The winning team won a pizza.

The pledge class and chapter



Lewis Brothers participate in "Make A Difference Day" by helping pack boxes for the homeless at the Chicago Food Depository.

members bonded at a pizza party to celebrate Founders' Day. Pizza and more pizza was served with the chapter, pledge class, alumni, District Director, and Chapter Advisor participating. Delta Pi Brothers are looking forward to the next semester, and plans for a Regional initiation are now in progress.

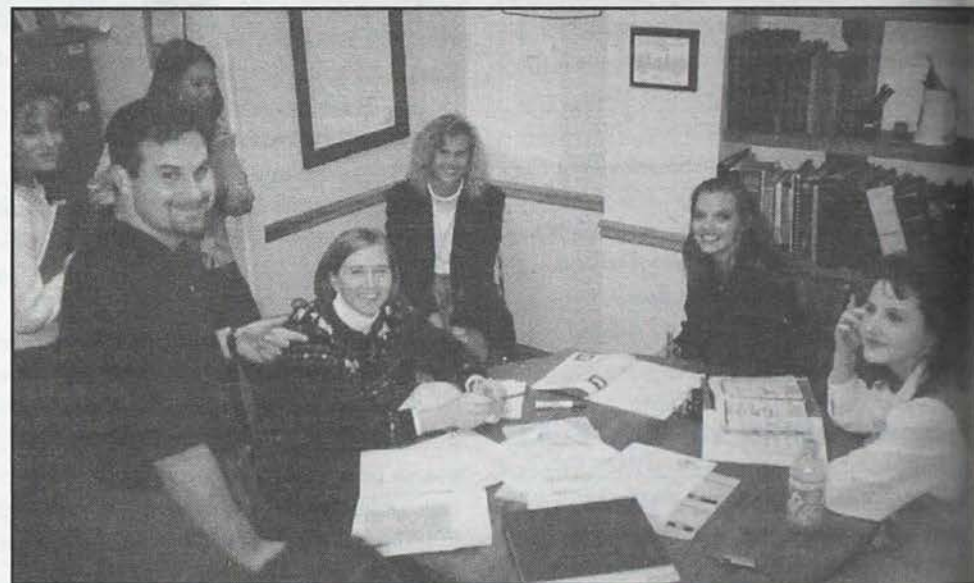
## NORTH CAROLINA ALPHA LAMBDA

Maintaining our balance as a professional fraternity has been the challenge we have faced and one that we have met. This semester we hosted professional events featuring companies such as Phillip Morris, Andersen Consulting, and Wallace Computers. We have also performed service projects including playing with children at Oxford Orphanage and cleaning up the

## NORTH FLORIDA, KAPPA PI

Kappa Pi had an incredible fall semester. Our community service itinerary included a Memory Walk to benefit Alzheimer's victims and research, and helping to construct a Habitat for Humanity home. Professional speakers covered a broad range of topics from investment clubs and retirement plans to enforcement of the Delta Sigma Pi Risk Management Policy.

Our hard work and dedication have been greatly rewarded and the Jacksonville community and Brotherhood have benefitted from our efforts. The Chapter was awarded the Most Outstanding Scrapbook Award, and was recognized for its superior professional and community service programs. We are proud of our six new initiates, who we know will



Georgia State Brothers believe one of the best times to show pride in your chapter is during the pledge process. Pride in the Fraternity shows in the face of Senior Vice President Nicholas Guerrero, seen here as he explains the duties of pledge officers to some of the fall pledge class. The pledges (left to right): Angela Swann, Hlaing Thander Oo, Melissa Jackson, Wendy Cummings, Heather Waters, Jennifer Thorpe.

Glaxo-Wellcome Business Symposium for Make a Difference Day.

We met our fund raising goal by selling hot dogs at football games and Dine-A-Mate coupon books. As part of our goal, we raised \$1,000 toward sending Brothers to Grand Chapter Congress in New Orleans. We've stayed involved in our Region by sending representatives to a CEI planning meeting in August and the Regional Conference in October. Overall, we are very pleased with our accomplishments and look forward to continued success in the future.

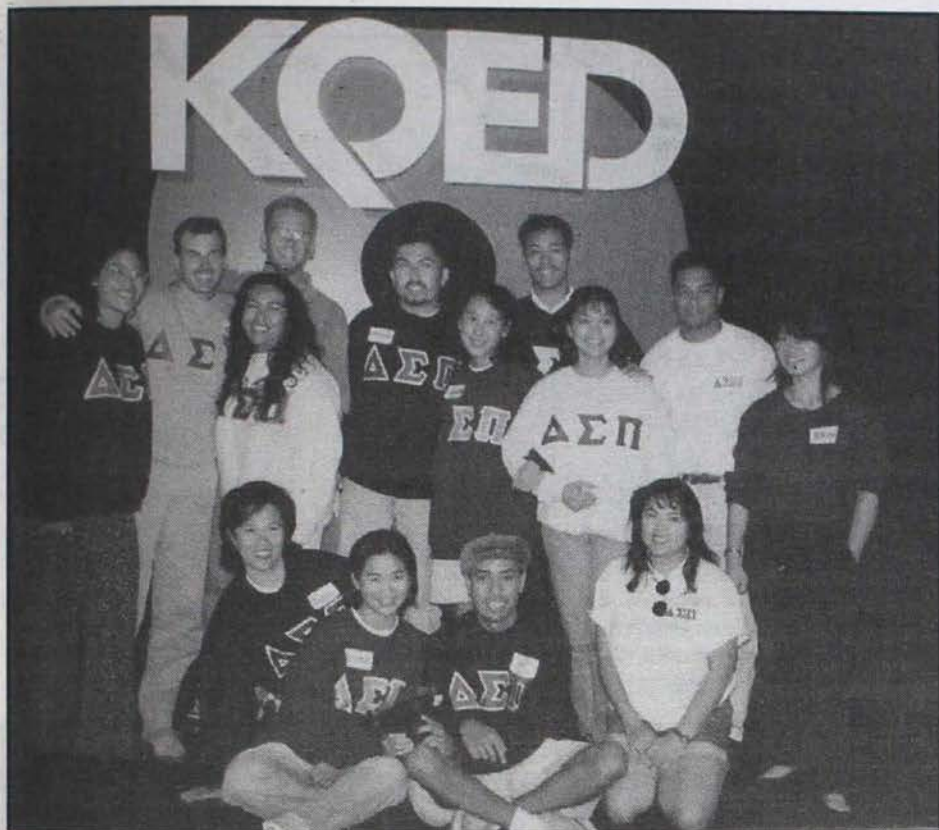
be a great motivational asset to the Brothers.

—Angela Sakryd

## NORTHERN ILLINOIS, ETA MU

Eta Mu Brothers recently attended the Great Lakes Regional Conference in Schaumburg, Illinois. We celebrated the weekend with dozens of other Deltasigs and talked with many well known Fraternity leaders. We received several awards highlighting our fantastic fund raising, awesome attendance, and impressive CEI performance. Brothers had an excellent time and brought many





San Francisco State Brothers participated in a televised pledge drive for KQED, a Bay area, member-supported public broadcasting TV-radio station.

the opportunity to meet individually with representatives from various companies. The day continued with three panel discussions where companies made presentations on the topics of "Implications for Information Technology," "Broadening the Scope: Internal Expansion," and "Extending Networks Globally."

Lunch was provided and students interacted with company representatives. This forum was an excellent opportunity for students to evaluate and compare companies and to determine future job opportunities. The companies were very pleased with the turnout and the professionalism of the students.

#### SAN FRANCISCO STATE DELTA OMICRON

Delta Omicron Brothers participated in a televised pledge drive for KQED, a Bay area, member-supported public broadcasting TV-radio station. A team of 14 Brothers manned their post at the

#### SHEPHERD, EPSILON KAPPA

Epsilon Kappa Chapter recently celebrated homecoming with a 1960's theme. Events for the week included a Beatles-style band called "1964," a drive-in showing of the movie *Psycho*, and creative skits. Homecoming Day started with the annual parade in which we placed in the float competition with a "Yellow Submarine."

During the football game, the school announced the winner of the Spirit Stick...Delta Sigma Pi! Other activities included a cookout at our house to welcome back alumni. Alumni attended from as far away as Ohio, and included many recent graduates.

#### TEXAS A&M-COLLEGE STATION LAMBDA NU

Lambda Nu Chapter's first annual Alumni Weekend in October was a tremendous success. Alumni, collegiate members, and pledges gathered on Friday night at Fitzwilly's on the famous

new ideas and plans back to the chapter.

In November, approximately 20 Brothers from Eta Mu Chapter hosted a Halloween Party to celebrate "Make A Difference Day." The event helped Friends of Haish Boulevard, a neighborhood watch group in DeKalb, show the children that they have people to turn to and that the community is supporting their safety. This particular area has recently experienced much gang and drug activity.

The event lasted approximately

three hours and we managed to keep about 40 kids occupied and happy with various games, songs, stories, and treats.

We are currently booking rooms and anxiously waiting for the 41st Grand Chapter Congress in New Orleans.

#### PENNSYLVANIA, BETA NU

Beta Nu Chapter held its second annual consulting conference, Conference '96 "Frontiers of Growth in Consulting," in October. Fifteen consulting companies, including McKinsey &

Company, Inc., Andersen Consulting, and Monitor Company, sent representatives to speak with students. Over 250 students attended the day long event. During the registration period, students had



Texas-El Paso Brothers helped with a "Fashion Show Gala," presented by Armoire, held at the Camino Real Hotel to benefit the Southwest AIDS Committee. (See page 18.)

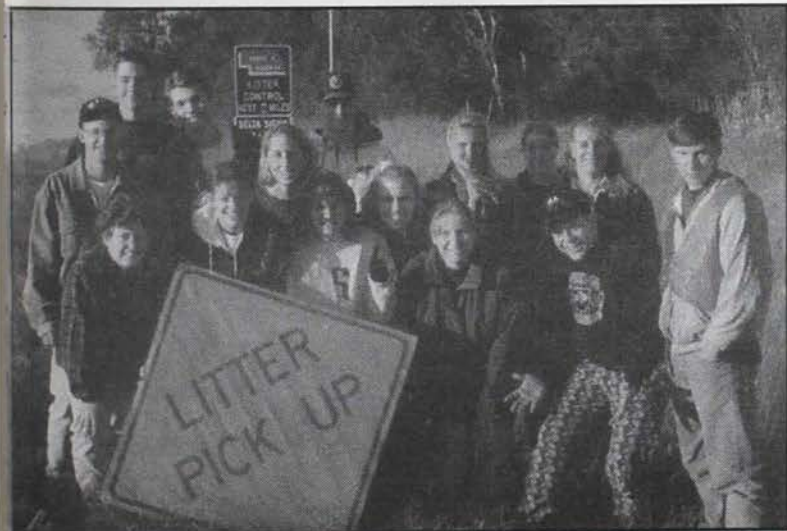
membership drive for five hours. This community service event was an educational and worthwhile experience. It gave insight into the fund raising efforts needed to run a non-profit organization.

Chapter members also participated in the Western Regional Conference at U.C. Davis in mid-October. Our chapter received several awards which represent the high standards and enthusiasm of our chapter and reconfirm our commitment to Delta Sigma Pi.

—Sharon S. Hom

Northgate strip of College Station. The evening was filled with pledge class reunions, food, drink, and conversation. Pledges met Brothers who had gone before them and witnessed the everlasting friendships they made as collegiate members. Brothers caught up with recent and not-so-recent graduates to hear about career opportunities and their everyday experiences with professionalism.

On Saturday, Brothers cheered together at Kyle Field as the Texas A&M Aggies played Texas Tech. Following the game, Subway sandwiches and



Wayne State-Nebraska Brothers clean a two mile stretch of Highway 15 just outside of Wayne. (See page 18.)

picnic fixings lined Hensel Park as everyone had the chance to grab a bite to eat and share more time before departing. Some Brothers played their own game of football, while pledge classes took pictures on the playground.

### TEXAS-EL PASO, GAMMA PHI

The socially conscious of El Paso, Texas, gathered in September for an evening of fashion awareness. A "Fashion Show Gala," presented by Armoire, was held at the Camino Real Hotel to benefit the Southwest AIDS Committee. Distinguished guests included Janice Dickinson, an internationally known model; Ali Landryk, Miss USA; Amanda Little, Miss Texas USA; Christina Ortega, Miss El Paso USA; and Christie Lee Woods, Miss Teen USA. In addition, models representing Ford Model Inc. traveled from Los Angeles to "strut their stuff" on the runway.

Gamma Phi Brothers were honored and proud to help with the event. The evening started with a cocktail hour and silent auction, followed by dinner and the fashion show. We helped the models organize their clothing, run through a dress rehearsal, and get acquainted with downtown El Paso. Brothers also set up the dinner hall, finalized the seating arrangements, tested microphones and video equipment and presented the silent auction winners with their prizes.

### WAYNE STATE, ETA PI

Eta Pi Brothers were busy this semester with fund raising and community projects. One mile of Highway 15 near Wayne was cleaned by 20 devoted Brothers.

The Fund Raising Committee successfully raised money through a Volleyball Tournament, with many college students paying their way to fun on a Saturday night. In keeping with our reputation we provided a grand line-up of speakers at the Shirtsleeve Workshop.

On a nostalgic note, Brother James Dinklage, an Eta Pi Chapter founder, attended one of our meetings. We also welcomed Alumni John and Angela Murphy to a business meeting. If you are interested in attending an Eta Pi Chapter meeting on Tuesday night, please call Rhonda Zaruba at (402) 375-4492.

—Jennifer Marrah

### WESTERN KENTUCKY ZETA THETA

Nine Brothers and four pledges attended the Mid-South Regional Conference. We learned about chapter development and held a T-shirt fund raiser. At the banquet we received the award for the best fund raiser and the furthest distance traveled.

In October the Brothers met at Potter Children's Home to "Make A Difference." Several alumni from the Nashville Alumni Chapter joined us to rake leaves on the lawn of the orphanage. We donated rakes to the home for future use by their employees. We all felt a sense of accomplishment and pride for contributing to the Bowling Green community.

The Chapter sponsored the first Mid-South Regional Fall Formal at the Opryland Hotel in Nashville in November. Fifty-seven participants, including members from Gulf South Region, attended the formal affair. ▲



Atlanta Alumni Chapter members join with Deltasigs from across the country at an Olympic party hosted by Mitch and Velvet Simmons (left side). Mitch is Southeastern Regional Director and Velvet is President of the Atlanta Alumni Chapter. They graciously opened their home to all Deltasigs during the Olympics.



Members of the Charlotte Alumni Chapter enjoy an evening out.



Colorado Brothers celebrate at a "Blast From The Past" Alumni Dinner with Denver Alumni Chapter members.



To all "Make A Difference Day" Volunteers:

Thank you for participating in "Make A Difference Day" and for making a difference in your community. You did wonderful things. You cheered the sick and lonely, cleaned parks and streams, helped the homeless, and tended to the needs of the elderly and the impoverished. Hundreds of thousands of lives are better because of your actions. We hope you will again join us on the next "Make A Difference Day," Saturday, October 25.

Virginia T. Austin, Senior Vice President  
Points of Light Foundation

Pamela Brown  
USA WEEKEND

# Alumni NOTES

**David Cogan, Arizona**, received a marketing excellence award from IBM for his contributions in the states of Alabama and Georgia.

**Lisa Shelly Brand, Arizona State**, is the southwest regional merchandise director for American Golf Corporation and lives in the northeast Phoenix area with her husband Keith.

**Sharla Moore, Central Missouri State**, has relocated to San Antonio with her husband Bob and two children, Ryan five, and Madison two.

**Lisa Probst, Clemson**, has moved back to the Dallas area as a territory manager with Michelin America's Truck Tires.

**Shari Oswald, Colorado—Colorado Springs**, has been appointed to the board of the Society for Human Resource Management. She also has been appointed District Director in the Rocky Mountain Region for the Colorado—Colorado Springs chapter.

**Emily Moorman Baumhauer, Dayton**, is a contracting specialist for the U.S. Air Force at MacDill AFB in Tampa, Florida.

**Stanley M. Dobby, Detroit**, received his juris doctor cum laude from Detroit College of Law at Michigan State University.

**Jay R. Taylor, Ferris State**, is a director—international audits for Latin America, Africa and the Middle East Region for General Motors Corporation Audit Services Group.

**Fred Diamond, Florida**, has retired after 45 years as a property and casualty insurance agent. The last 20 years he was senior vice president of Poe and Associates, a national agency based in Tampa. He is now active as a life insurance advisor and financial planner with SunAmerica Securities, Inc. He is also involved in two businesses with his son-in-law, a wholesale distribution, of aluminum and screening; and wholesale distributor of window parts in Miami. He is also very proud of his eight grandchildren.

**Pete Coleman, George Mason**, has been promoted to the management information systems with Lockheed Martin in Northern Virginia.

**Evette Stinson, Georgia Southern**, has taken a position in the Human Resource Department of J.C. Penney.

**Jason Brower, Indiana—Indianapolis**, has received a full two-year scholarship through R.O.T.C.

**Matt Curts, Indiana—Indianapolis**, is a business clerk with Golden Rule Insurance Company in Indianapolis.

**Tara Christine Grigsby, Indiana—Indianapolis**, is a servicing representative Consumer Lending Department with Union Federal Savings Bank in Indianapolis.

**Sherry L. McClelland, Indiana—Indianapolis**, is administrative assistant—vp of cancer research with Eli Lilly and Company in Indianapolis.

**Daryl Smith, Indiana—Indianapolis**, is a customer service representative with Union Federal Savings Bank in Indianapolis.

**Susan Wensloff, Indiana—Indianapolis**, is a customer service representative with Union Federal Savings Bank in Indianapolis.

**George W. Kurten, Indiana—Purdue**, retired in December 1996, from Walsworth Publishing Company as director of human resources and secretary.

**Rick Smith, Indiana State**, has joined Educational Financial Services as controller in Indianapolis. EFS buys and services educational loans.

**Michael W. Sowers, James Madison**, is controller for Heartland Building Products in Booneville, Mississippi.

**Dr. Richard Gaddis, Lamar**, is director of the Master of Business Administration and the Master of Science in management degree programs at Southern Nazarene University's Tulsa Center. He recently graduated from Leadership Tulsa Class XXII.

**Greg Dembek, Lewis**, has joined the Accurate Companies on a full-time basis as chief financial officer. The Accurate organization, located west of Nashville, was started 16 years ago by **John Sunday, Lewis**, and his father. It has grown steadily throughout the years, producing products for the sporting, defense, aerospace, demolition and automotive industries. Brothers Dembek

and Sunday have shared 20 years of friendship and brotherhood.

**Tamara (Wodiska) Abramowitz, Maryland**, has her own business, TKA Management, Inc., a doctor's office management service, in Silver Spring, Maryland.

**Michael R. Sandoval, New Mexico**, was recently appointed to the Portland Enterprise Commission by the mayor of Portland. He practices law in Portland.

**Tress Chernik, Ohio**, has a position with Ernt & Young LLP in Cleveland.

**Rhonda Curry, Ohio**, has a position with Hertz in Raleigh, North Carolina.

**Todd Fischer, Ohio**, has a position with the State Auditor in Columbus, Ohio.

**Janet Hahn, Ohio**, has a position with Nationwide in Columbus, Ohio.

**Scott "Cleaver" Howard, Ohio**, has a position with Paradox in Oxford, Ohio.

**Troy Kemelgor, Ohio**, has a position with Northwestern Mutual Life in Louisville, Kentucky.

**Derrick Long, Ohio**, has a position with Andersen Consulting in Cleveland.

**Sara McIntosh, Ohio**, has a position with CNA in Charlotte, North Carolina.

**Ashley Misinski, Ohio**, has a position with General Electric in Columbus, Ohio.

**Kay Signorino, Ohio**, has a position with IBM in Raleigh, North Carolina.

**Missy Southan, Ohio**, has a position with Ernst & Young LLP in Chicago.

**Heidi Zuber, Ohio**, has a position with Sherwin Williams in Cincinnati.

**Benton A. Dempsey, Ohio State**, oldest living member of Nu Chapter, age 91, recently sent his regrets to the Alumni Reunion Committee for not being able to attend the reunion. His reason was not out

of concern for his health, but rather because he works sideline control for the football games at the Horseshoe. Don't we all hope we still can be that agile at that age!



**Steve Meeker, Purdue**

**Steve Meeker, Purdue**, is Managing Broker of the Illinois/ Indiana office of McColly Realtors Better Homes & Gardens. This promotion marks Brother Meeker's tenth year in the business. He can help any Brother with free relocation assistance anywhere in the U.S., Canada and Puerto Rico.

**James C. Van Rhein, Jr., St. Louis**, retired in January after 26 years as a FBI special agent and is now with DBA Van Rhein and Associates Investigations specializing in technical surveillance counter measures in St. Louis.

**Arthur D. Pepper, III, Tampa**, has opened his office for the practice of public accountancy in Jacksonville, Florida. Brother Pepper has been a CPA since 1986.

**Wesley Alan Taylor, Tennessee—Knoxville**, is beginning his seventh year as a CPA sole practitioner in Elizabethton, Tennessee. He also has completed his pilot/ flight training in Florida and

## National Honorary Member Named Chairman of Baldwin Piano & Organ Co.

**Karen L. Hendricks, National Honorary Member**, has been named chairman of Baldwin Piano & Organ Company, succeeding R. S. Harrison, who is retiring. She became president and CEO of Baldwin Piano & Organ Company in January 1994.

Brother Hendricks, who has a manufacturing and consumer-products background, was brought in from Dial Corporation to build brand identity for Baldwin's piano lines, which include the Wurlitzer and Chickering names, and to grow its embryonic contract electronics manufacturing business.

She was initiated as the 1993 National Honorary Member at Grand Chapter Congress in Anaheim, California and was featured in the spring 1996 issue of *The DELTASIG*.

received his FAA certification as a licensed private pilot.

**William H. Filmore**, *Troy State*, has joined William B. Mathews in the general practice of law in Dale County, Alabama. Bill has practiced law in Alabama for 13 1/2 years. He received his Masters of Law in Taxation in 1987 and is the only practicing attorney in Dale County with a tax degree.

Bill is also President of A. Salvacom, Inc. (<http://www.asalvacom.com>) an internet advertising and web development company in Ozark, Alabama.

Brother Filmore lives in Daleville with his wife Angelia and his two sons, William and Ray. He is a Past District Governor of Lions Clubs and currently serves as First Vice-President of Alabama Lions Sight Conservation Association, Inc.

**Vonda Wood-Greenwalt**, *Truman State*, is a Bookkeeper/Human Resource Director for the Association of Missouri Electric Cooperatives in

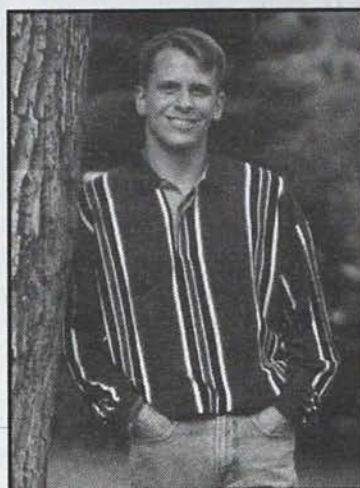
Jefferson City, Missouri.

**Brian Krippner**, *Truman State*, has joined State Street Bank and Trust Company of Missouri, N.A. as Assistant Vice President/Manager of Cash Administration.

**James "Jim" Leingang**, *Truman State*, is a technical recruiter with Kendall Placement Group, Inc. specializing in data processing, programming and network administration in the St. Louis area. He also attained a graduate internship at the World Trade Center, working as an international marketing assistant and is working on his masters in International Business. Brother Leingang served the Fraternity as Chapter Consultant from 1992 to 1994 and is a District Director for Alpha Chi Chapter at Washington University-St. Louis.

**Angela (Twardy) Burton**, *Valpariso*, is a marketing assistant, with Citizens Financial Services. She is in charge of promotional items, and

preparing marketing support materials. She is also the coordinator on the Bank' Kids and Jr. Citizens Teen Clubs.



**Matt J. Milbrodt, Wayne State-NE**

**Matt J. Milbrodt**, *Wayne State-Nebraska*, has been chosen as Student Senate/Body President at Wayne State College. As president he will be responsible for the hiring of Senate Office personnel and office procedure and will oversee many financial accounts on the campus.

## ALUMNI CHAPTER LOCATIONS & CONTACT PERSONS

Also see our web site (<http://www.dspnet.org>) for contacts nearest you.

Akron-Canton, OH	Jay Martinez	(330) 922-5503
Albuquerque-Zia, NM	Michael Metcalf	(505) 294-6783
Alcatraz, CA	Brian Richison	(415) 337-6431
Atlanta, GA	Velvet & Mitch Simmons	(770) 424-4831
Austin, TX *	Christa Kleinhans	(512) 480-2034
Baltimore, MD	Jeanne Stinchcomb	(410) 799-1448
Boston, MA	Philip Weinberger	(508) 584-3565
Central Florida	Todd & Leslie Whisenant	(407) 679-1523
Charlotte, NC	Alex and Kara Macsuga	(704) 643-2266
Chicago, IL	Jeff "Zeke" Zych	(847) 913-1009
Cincinnati, OH	Tracy Creager	(513) 533-3312
Cleveland, OH	Michael Losneck	(216) 842-4548
Colorado Springs, CO *	Shari Oswald	(719) 599-3614
Columbia, SC *	Buck Fulmer	(803) 254-6844
Columbus, OH	Michael Davala	(614) 764-0738
Connecticut	Kimberly Lutterman	(203) 969-7266
Dallas Area, TX	Kelli Smith	(817) 649-7951
Denver, CO	Keith Beijer	(303) 689-7865
East Lansing, MI	Ronald Stanton	(517) 695-2157
East Tennessee	Ellen Dutton	(423) 984-0309
Erie, PA *	John Piotrowicz	(814) 835-5067
Hawaii	Wilbert Low	(808) 969-6652
Houston, TX	James Webb	(713) 981-8322
Indianapolis, IN	Joë & Becky Sutherland	(317) 859-9379
Kansas City, MO	Kristen Parkes	(816) 468-6977
Lafayette, LA *	Kevin Ward	(318) 232-4827
Las Cruces, NM	Vance Houston	(505) 527-4815
Lincoln/Greater Nebraska	Deanne Dinslage	(402) 476-2861
London, England *	Ashok Arora	44-181-746-1298
Long Beach, CA *	Barry Reiner	(714) 572-0777
Long Island, NY	Jeb & Donna Bertolasi	(516) 841-1650
Los Angeles, CA	Michael Hildebrand	(805) 259-0070
Louisville, KY	Paul Presta	(502) 493-8137
Mankato, MN	Brian Thompson	(612) 474-4729
Memphis, TN	Alisa Oswald	(901) 821-0132
Miami, FL *	John Cuomo	(305) 689-4915
Mid-Iowa	Bill Honan	(515) 233-4865
Milwaukee, WI	Terrell & Sue Ford	(414) 442-9950
Mississippi Coast *	Janice Souza	(601) 452-4612
Mobile, AL *	Eric Chaney	(334) 602-1935
Nashville, TN	Jean Duncan	(615) 794-8267
New Orleans, LA	Elizabeth Hartmann	(504) 347-7851
Northern Virginia	Scott Johnston	(703) 536-3688
North Florida	Linda Griffin	(904) 725-8252
Northwest Indiana *	Paula Gilbey	(219) 926-4635
Oklahoma *	Alexis Colell	415-624-6093
Orange County, CA	Irene Demopoulos	(714) 281-3939
Pensacola, FL	Glen Thrower	(904) 857-6694
Phoenix, AZ	Larry Van Quathem	(602) 874-2399
Philadelphia, PA *	Alison Solowjow	(215) 232-4745
Piedmont, NC	Cathy Rosenberg	(910) 767-0585
Pittsburgh, PA	Aaron Madden	(412) 274-4925
Richmond, VA	Todd Poe	(804) 270-2353
Rochester, NY *	Edward Cain	(716) 263-4822
Sacramento Valley, CA	Darrel Auble	(916) 332-8378
St. Louis, MO	Rick Flynn	(314) 638-1105
San Diego, CA	Lisa Ferrer	(619) 421-8882
Savannah, GA *	Lamar Lawrence	(912) 354-2052
Seattle, WA *	Shannon Glassman	(206) 460-5705
Shepherdstown, WV	Sandy Dubay	(304) 876-1508
Sioux Falls, SD *	David & Jennifer Edwards	(605) 361-0881
South Florida	Dan Biesiadecki	(954) 429-9343
Tallahassee, FL *	Eileen Jones	(904) 574-0377
Tampa Bay, FL	Heather Richards	(813) 977-8998
Topeka, KS *	Dick Reicherter	(913) 234-4601
Tucson/Old Pueblo, AZ	Chuck Farrow	(502) 881-5097
Twin Cities, MN	Trent Spurgeon	(612) 454-8054
Upper Ohio Valley, WV *	Amy Balog	(304) 336-7399
Victoria, TX *	Lea Murphy	(512) 575-4734
Western New York	Dara Moore	(212) 517-2280
West Hollywood, CA	Michelle Thornton	(714) 979-8636

\* Expansion Location

(As of 3/8/97)

## Special Alert! All Brothers! Help!

The Fraternity has begun to improve our database and we need your career information. Please send the outlined data by phone, fax, e-mail or mail. The data remains confidential and is used for non-commercial, fraternal uses only.

Name: \_\_\_\_\_ e-mail: \_\_\_\_\_

Job Title: \_\_\_\_\_

Company Name: \_\_\_\_\_

Work Address: \_\_\_\_\_

Work Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

News (promotions, awards, kids, marriage, neat trips, unusual events, hot story ideas, etc.):

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\_\_\_\_\_

\_\_\_\_\_

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# Bits & PIECES

## Mergers

**Robert Dillard**, *Angelo State*, on August 24, 1996, to **Lisa Mosely**, *Angelo State*.

**David Cogan**, *Arizona*, on September 29, 1996, to **Sophia Chernawsky**, in Chicago.

**Roshelle McMullen**, *Arizona State*, on February 14, 1997, to **Chris Johnson**, in Phoenix.

**Lisa Carol Shelly**, *Arizona State*, on October 12, 1996, to **Keith Viateur Brand**, in Scottsdale, Arizona.

**Krista Moser**, *Ball State*, on September 14, 1996, to **Brett Eisberg**, in Bluffton, Indiana.

**Lesa Herbst**, *Bowling Green State*, on October 26, 1996, to **Jeff Kline**, in College Park, Maryland.

**Doug Niizawa**, *Cal Poly-San Luis Obispo*, on November 2, 1996 to **Mary McTighe**, *Cal Poly-San Luis Obispo*, in Carmel, California.

**Mark G. Redo**, *Cal Poly-San Luis Obispo*, on August 24, 1996, to **Wendi R. Rose**, *Cal Poly-San Luis Obispo*, in Fremont, California.

**Michael S. Whitsitt**, *Central Missouri State*, on September 2, 1995, to **Lori Louise Bush**.

**Emily Moorman**, *Dayton*, on July 6, 1996, to **Jon Baumhauer**.

**Laurie Anne Eppler**, *Drake*, on August 31, 1996, to **John Starr Brian**, in Olathe, Kansas.

**John Hauser**, *Florida Atlantic*, on October 26, 1996, to **Glenna Dick**, *Florida Atlantic*, in West Palm Beach.

**Jeffrey Walls**, *Florida Atlantic*, on October 26, 1996, to **Cynthia Hilliard**, in Raleigh, North Carolina.

**John A. Watton**, *Florida Atlantic*, on February 14, 1997, to **Bobbi Blades**.

**Craig Kullmer**, *Iowa*, on October 30, 1996, to **Christina Beck**, in Waterloo, Iowa.

**Lesli Magen Smith**, *Kennesaw State*, on June 29, 1996, to **Jason Theodore Pierce**, in Acworth, Georgia.

**Sue Nair**, *Kent State*, on September 14, 1996, to **Don Russo, Jr.**, in Brunswick, Ohio.

**Darrell Herlinger**, *Longwood*, on October 12, 1996, to **Tammy Warren**, *Longwood*.

**Michael Kevin Hand**, *Louisiana State*, on December 7, 1996, to **Claire Marie Schexnayder**, *Louisiana State*, in New Iberia, Louisiana.

**Robert Pietrick**, *Miami-Ohio*, on October 26, 1996, to **Victorie Wukits**, *Miami-Ohio*.

**Kim Favero**, *Nebraska-Omaha*, on November 9, 1996, to **Thomas Alex Kendall Schmidt**, in Omaha.

**Michelle "Missy" Sause**, *Northern Arizona*, on September 28, 1996, to **Joseph O'Neil**, in Cincinnati.

**Christine Buckley**, *Oklahoma State*, on October 19, 1996, to **Ray Ramsey**.

**Joseph M. Harris**, *Purdue*, on September 28, 1996, to **Shelley D. Neff**, *Purdue*, in Elkhart, Indiana.

**Donna Marie Sox**, *South Carolina-Columbia*, on June 9, 1996, to **Robert D. Linse**.

**Gregory Koch**, *Southwest Missouri State*, on August 31, 1996, to **Katie Magoon**, *Eastern Illinois*, in St. Louis.

**Robert A. Sichelstiel, Jr.**, *Temple*, on November 19, 1996, to **Vicky Staples**.

**Tina Boyd**, *Texas A&M-College Station*, on August 19, 1996, to **Glen Tiller**, in Houston.

**Kevin Horn**, *Texas A&M-College Station*, on June 1, 1996, to **Christy Smock**, in Beaumont, Texas.

**Greg Holmes**, *Texas A&M-College Station*, on June 22, 1996, to **Suzan Snider**, *Texas*

*A&M-College Station*, in Dallas.

**Jay Spencer**, *Texas A&M-College Station*, on August 19, 1996, to **Suzy Malavase**, *Texas A&M-College Station*, in Houston.

**Chris Taylor**, *Texas A&M-College Station*, on July 20, 1996, to **Danika Reese**, *Texas A&M-College Station*, in College Station.

**Cecilia Zamora**, *Texas A&M-College Station*, on December 30, 1995, to **Daniel Buice**, in Houston.

**Veronica Merino**, *Texas A&M-Corpus Christi*, on February 14, 1997, to **Phillip Ayala**.

**Veronica Hapner**, *Virginia Tech*, on November 7, 1996, to **Todd Driscoll**.

**Dean Hepp**, *Wayne State-Nebraska*, on September 9, 1995, to **Tricia Summers**.

**John K. Murphy**, *Wayne State-Nebraska*, on October 19, 1996, to **Angela J. Krohn**, *Wayne State-Nebraska*, in Wayne, Nebraska.

**Jennifer E. Plath**, *Western Illinois*, on September 27, 1996, to **Nathan C. Anthony**.

**Julie Stark**, *Winona State*, on July 5, 1996, to **Erik Hull**, in Winona, Minnesota.

**Jean Marie Saum**, *Xavier*, on February 8, 1997, to **James R. Prough**.

## Dividends

To Brother **Thomas Birdsall**, *California State-Chico*, and wife **Debbie**, on November 8, 1996, a daughter, **Kayla Michelle**. She joins sister **Alicia Fay** and brother **Evan Curtis**.

To Brother **Dina (Stallings) Foshee**, *Christian Brothers*, and husband **Jon**, on January 15, 1996, a son, **Jonathan Alexander**. He joins

sister **Christine Blythe**, age three.

To **Shari Oswald**, *Colorado-Colorado Springs*, and husband **Steve**, on November 27, 1996, a daughter, **Jenna Clare**. She joins two-year old brother **Jordan Eugene**.

To Brother **Paul Ferreri**, *Eastern Illinois*, and wife **Margie**, on April 11, 1996, a second child, a daughter, **Marissa Anne**.

To Brothers **David Houts** and **Kristen Dassinger Houts**, both *Eastern Illinois*, on April 12, 1996, a second daughter, **Delaney Patricia**.

To Brother **Andrea (Hewey) Schwomeyer**, *Eastern Illinois*, and husband **Steve**, on November 12, 1996, a daughter, **Sarah Marie**.

To Brother **David Coates**, *George Mason*, and wife **Susan**, in January 1997, a daughter, **Alexis**.

To Brother **Michael W. Sowers**, *James Madison*, and wife, on December 11, 1996, a daughter, **Natalie Louise**.

To Brother **Jill Kinsey Hurysz**, *Louisiana Tech*, and husband **Paul**, on December 22, 1996, a son, **Kristopher Reagan**.

To Brother **Steven F. Otter**, *Loyola-Chicago*, and wife **Barbara**, on October 1, 1996, a daughter, **Kathleen Nancy**.

To Brother **Doug Dawes**, *Loyola-New Orleans*, and wife **Terri**, on January 4, 1997, a daughter, **Jessica Ann**.

To Brother **Tami (Wodiska) Abramowitz**, *Maryland*, and husband **Kenny**, on December 6, 1996, a daughter, **Hayley Marlaine**.

To Brother **Eric M. Scop**, *Miami-Florida*, and wife **Susan**, on November 15, 1996, a son, **Zachary Rayan**.

To Brother **Helen Paustian**, *Nebraska-Lincoln*, and husband **John Hale**, on

October 14, 1996, a daughter, **Emily Veronica Hale**.

To Brother **Luke Turner**, *Nebraska-Omaha*, and wife **Pam**, on October 24, 1996, a son, **Christopher Lee**.

To Brother **Lori Hendrick**, *Nebraska-Omaha*, and husband **Scott**, a son, **Ian Michael**.

To Brothers **Jack Perkins** and **Diana Barlow Perkins**, both *Nevada-Reno*, on June 2, 1996, a daughter, **Rachel Sara**. She joins brother **Jake**, age two.

To Brother **Barbara Coleman Stephens**, *Oklahoma*, and husband **James**, on October 14, 1996, a daughter, **Waverly Rose**.

To Brother **Chris Wilson**, *Oklahoma*, and wife **Blanca**, on October 19, 1996, a son **Daniel Christopher**. He joins brother **Michael**, age three.

To Brother **Peggy Dillinger**, *Pennsylvania State*, and husband **Marc Robins**, a son **Zachary Aaron**.

To Brother **Diana Arguello-Garza**, *St. Mary's*, and husband **Gilbert Garza**, a daughter, **Marissa Elena**.

To Brother **Larry F. Herndon**, *South Carolina*, and wife, on September 12, 1996, a son, **Davis Sauls**.

To Brother **Charles McCool**, *Southern California*, and wife **Julie**, on November 21, 1996, twins, a daughter **Katherine Deborah**, and a son **Andrew Charles**. Check out their home page packed with pictures: <http://members.aol.com/McCoolTwnz>.

To Brother **Glori Anne (Gilmore) Hedrick**, *Southwest Missouri State*, and husband **Brad**, on May 18, 1996, a daughter, **Lindsey Anne**.

To Brother **Susan (Ehorn) Presnell**, *Southwest Missouri State*, and husband **Ray**, on October 3, 1996, a daughter, **Angela Kelli**. She joins

brothers Kyle Edward, seven and Andrew Ray, four.

To Brother **Karen Pillich Tucker**, *SUNY-Albany*, and husband Jeff, in August 1996, a daughter, Kira Rylie. She joins brother Remy.

To Brother **Christopher Baumbach**, *Texas Christian*, and wife Mary Muenzing, on July 15, 1996, a daughter, Kaylee Paige.

To Brother **Jill Salmon**, *Truman State*, and husband Shane, on January 2, 1997, a son, Jayson Noah. He joins sister Kari, nine; sister Ryan, eight and brother Ben five.

**Cynthia Hunt Morris**, *Virginia Tech*, and husband Jeff, on November 30, 1996, a son, Brenton Alexander.

To Brother **Dean Hepp**, *Wayne State-Nebraska*, and wife Tricia Summers, on December 3, 1996, a daughter, Kylie Amber.

To **Robbin (Vachalek) Barnes**, *Winona State*, and husband John, on September 8, 1996, a son, Michael John.

## In Memoriam

(Please Note: The Fraternity, its officers, staff and the editor of the magazine do not assume responsibility or liability for the accuracy of this column.)

Information in this column is printed as it is reported to the Central Office for record keeping purposes.)

### Akron

**John P. Brown**-12/96

### Arizona State

**Emmett J. Warren**-11/96

### Auburn

**Robert Hill Wilder**-10/95

### Boston

**John F. Pelose**-10/96

### Central Missouri State

**Wilbur H. Thielbar**-10/96

### Cincinnati

**Eugene G. Bennett**  
**Freeman F. Suagee**-11/96

### Colorado-Boulder

**Wallace Abney Burgess**

### Creighton

**Francis Ralph Kane**-7/96  
**Raymond A. Peter**-4/96

### Denver

**Montgomery Smith, Jr.**-4/96

### Detroit

**Alphonse E. McGowan**

### Drake

**Gary P. Mabrey**-8/92

### Ferris State

**Willard R. Davis**

### Florida Atlantic

**Joseph L. Clare**-2/93

### Georgetown

**Paul R. Locher**-11/96

### Georgia

**Lisa L. Graves**-1/97  
**Bernard B. Ramsey**-5/96

### Georgia State

**Howard W. Clark, Jr.**  
**William F. Garner**-6/95  
**Francis M. Osteen**-12/95

### Illinois

**Carl W. Knox**-9/95

### Indiana-Bloomington

**Dean A. Grinstead**-11/96

### Johns Hopkins

**David A. Amos, Jr.**  
**Charles H. Cox**  
**Laurence M. Eicher**-8/96  
**Harold A. Gray**-8/95  
**Elroy J. Shouffer**-12/96  
**Gary W. Wagner**-5/96

### McNeese State

**Paul J. Whitehead**

### Miami-Ohio

**David Lowry Paden**-4/96  
**W. Jack Summerville**  
**Harold F. Zieg**-4/96

### Michigan

**Dudley M. Phelps**

### Michigan State

**Jerry Rotta**-8/86

### Minnesota

**Timothy Bloecher**-12-95

### Missouri-Columbia

**George S. Little**-4/96  
**Rowland D. Sager**-6/96  
**Charles Spencer, Jr.**-3/96  
**Elmer J. Weber**-11/96  
**Donald L. Wolz**-12/96

### Monmouth

**Edward C. Marc**-12/96

### Nebraska-Lincoln

**Arthur H. Croft**-7/96  
**Ralph M. Novak**-10/95  
**Robert Umphenour**-2/93

### North Carolina-Chapel Hill

**Robert L. Bursley**-10/96

### Rider

**Arthur G. Nelson**

### Rutgers

**Norman T. Cramp**-3/96  
**Charles H. Martin**-9/96  
**Steven C. Reed**

## In Memoriam: CHRISTINA LEWIS

A memorial service for **Christina Lewis**, *South Florida*, was held on January



18 in Washington, D.C. Brother Lewis was a long-time activist and one of the first women to speak openly about her HIV infection. She joined the staff of the National Association of People with AIDS (NAPWA) in 1990. She presented programs at three of the most recent Grand Chapter Congresses. At Christina's request, contributions in her memory may be made to the Delta Sigma Pi Leadership Foundation.

### Southeastern Louisiana

**Royal K. Sanford**

### South Florida

**Christina U. Lewis**-1/97

### Texas-Austin

**Robert C. Frazee**-11/94

### Texas Tech

**Ronald D. Watkins**-10/96

### Virginia Tech

**J. Marshall Pruden, Jr.**-4/94

### Wake Forest

**Dwight L. Phillips**

## Mind Your Own Business

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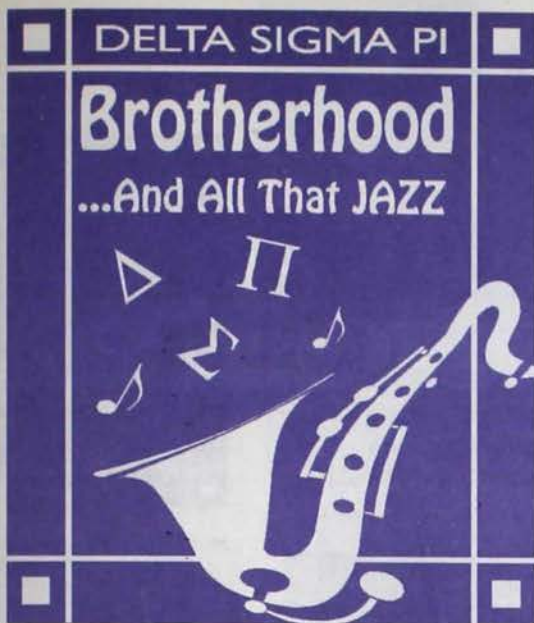
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**August 20-23, 1997**

**New Orleans Hyatt Regency**

# Big Plans for The Big Easy

**Nearly 500 Brothers Already Registered!!**

Imagine several hundred—make that a thousand—Deltasigs and their families gathered together in one location. One thousand Brothers enjoying the attractions of New Orleans and deciding the course our Fraternity will take in the years to come. One thousand Brothers celebrating life and their Fraternity...renewing old friendships...forming new friendships that will last a lifetime. Imagine having more fraternal fun than you ever dreamed possible. Imagine a Grand Chapter Congress!

Every two years, the Fraternity schedules a national convention. From August 20-23, 1997, Deltasigs and their families will gather for "Brotherhood and All That Jazz" at the Hyatt Regency New Orleans.

"The Big Easy" was selected for its universal appeal to young and old, as well as the very attractive package offered by the Hyatt Regency (\$89 single and \$99 double-triple-quad occupancy - call 504-561-1234 to secure reservations as the hotel will likely sell out).

The Hyatt is adjacent to the Superdome—the focus of much activity this year as both the Super Bowl and college football championship Sugar Bowl were held there. The Hyatt is also connected to an extensive shopping mall, complete with food court to meet every hunger need! Complimentary shuttles to the French Quarter will be provided, as well. What more could you ask?

Besides the "normal" banquet, ball, awards, receptions, dances, lunches, legislation, fellowship, seminars, etc...this year's Congress will be special! An incredible Friday evening event at world famous Mardi Gras World is included in the registration. Mardi Gras World is the birthplace to the fascinating floats used in the Mardi Gras parade—and many TV shows and movies. Tours, a parade, dinner, dancing, and other surprise activities among the floats will make this an unforgettable evening. Most Congress participants will

want to arrive Tuesday, August 19. The tentative program officially begins on Wednesday, August 20. Morning sessions devoted to professional and personal development will be offered to collegiate and alumni members. At midday everyone will gather at a luncheon in honor of outstanding Deltasig alumni. Additional development, educational and motivational sessions will be offered in the afternoon. Delegate orientation is at 5:15 P.M. The official activities for Wednesday conclude with the Grand President's Reception and Dance.

Thursday begins the business portion of our convention. Following the opening ceremonies James Hayes, CEO and President of Jr. Achievement Inc., will be initiated as a National Honorary Member and give a keynote address. The rest of the day will be devoted to voting on various legislative and other matters which will chart the future of our Fraternity.

Friday will offer the Regional awards presentations and educational sessions of interest to alumni and collegiate members alike. Candidate forums will offer members the opportunity to meet and speak with members seeking election to volunteer national officer positions.

Brother Joe Mayne will address the group with his insightful and motivational look at "Generation Xcellence." Deltasig history will come to life with a panel of Past Grand Presidents examining the issues of their day. The evening brings the afore-mentioned Mardi Gras World Party!

Saturday begins with the closing business session where the Fraternity's Board of Directors will be elected. At noon, national award winners are recognized during the Awards Lunch. That evening a special alumni reception and silent auction will be sponsored by the Leadership Foundation.

Then the convention comes to a climactic finale with the Grand Chapter Congress Banquet and dance. Dressed in their finest, Deltasigs will come together for a fun-filled evening of fine dining and dancing - with more surprise entertainment!

Registration fees have been established as follows: Members - \$195 through July 31, and \$220 after July 31; Spouse or guest - \$125; Children 15 and under - free (no meals). These fees include all scheduled activities including the Alumni and Awards Luncheons, Congress Banquet and the Mardi Gras World party. All Congress events are open to members.

Registration forms may be obtained by request from the Central Office (513-523-1907 or registration@dspnet.org). Hotel reservations may be

made directly by contacting the Hyatt at 504-561-1234. Please identify yourself as a member of Delta Sigma Pi to receive the reduced convention rates negotiated for the Grand Chapter Congress. These rates represent a dramatic savings over the published room rates and will be in effect three days before, during and after the convention.

Carlson Wagonlit/Litwack Travel has negotiated significant special airfare discounts on many carriers for our Congress. Call 800-777-6800 to secure tickets—advance planning will SAVE YOU DOLLARS!

The 41st looks to be Deltasig's biggest and best ever Congress. Make your plans for "The Big Easy" and join us for Brotherhood...And All That Jazz!!!▲



St. Louis Cathedral and Jackson Square anchor the historic French Quarter, home to shopping, antiques and world famous Bourbon Street.



# Congress is Coming!

**Act now to register and reserve discounted hotel and travel rates!**

See page 23 for more New Orleans Congress details. Contact the Central Office for a registration form at 513-523-1907, ext. 225; fax: 513-523-7292; email: registration@dspnet.org. Check out [www.nawlins.com](http://www.nawlins.com) for city and travel data.



## Congress Schedule At-A-Glance

### Tuesday, August 19

Registration, 8 a.m. (daily)  
Leadership Academy Reunion, 7 p.m.  
Grand President Circle Reception, 8:30 p.m.

### Wednesday, August 20

Educational/Motivational Seminars, 9 a.m.  
Alumni Recognition Lunch, 12 noon  
Delegate Orientation, 5:15 p.m.  
National Officer Reception, 6:30 p.m.  
President's Reception and DJ Dance, 8 p.m.  
Yellow Dog Program (opt. \$15 fee), 8:30 p.m.

### Thursday, August 21

Opening Session, 9 a.m.  
Honorary Initiation of Jim Hayes (CEO of National Jr. Achievement), Keynote, Nominations, Business, Jazz/Dinner Cruise (opt. \$35 fee), French Quarter Shuttles

### Friday, August 22

Regional Awards, Joe Mayne Keynote, Past Grand President Panel History, Caucuses, Party-Dinner-Parade-Dance at world-famous Mardi Gras World, 7:30 p.m.

### Saturday, August 23

Business Session, Elections, Resolutions, National Awards Lunch, Coy Addresses, Fraternity History, Leadership Foundation Reception and Silent Auction, Banquet/Dance/Surprises

## Official Travel Agency

Call 800-777-6800 or fax 201-992-6674 for air and car discounts.

Carlson Wagonlit Travel/Litwack Travel Services, Inc. has negotiated special airfares with Delta Air Lines, USAir and several rental car companies. These special discounts represent an outstanding value. Please contact our Official Travel Agency to obtain these special rates. It is suggested that all travel reservations be made **no later than July 15.**



Mardi Gras World will play host to the greatest Deltasig party in history! Dance and dine among giant floats and figures beyond your imagination.

## AmTrak Travel Option

Train travel to New Orleans is a fun, safe and inexpensive option to consider for Brothers on AmTrak routes. Group reservations of 15 or more are discounted (call 800-872-1477). For general reservations, call 800-872-7245.

Atlanta Alumni have organized a trip already and they hope to have others join them up and down the coast. Examples of other AmTrak routes and costs to New Orleans are: Chicago \$172, Houston \$114, Baltimore \$191, Los Angeles \$248 and Memphis \$142. Save on gas, parking, tolls—relax and ride the rails!

## Hotel Information

Call 504-561-1234 for reservations before July 29!

The Hyatt Regency New Orleans is adjacent to the Superdome and a large shopping mall, complete with food court. An excellent rate of \$89 single, \$99 double, triple or quad has been negotiated.

**These rates are available only until July 29.** The hotel is expected to sell out quickly, so act now to insure the discount and a room!

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