

Focus ON THE FRATERNITY – INVOLVEMENT

Are you active nationally?

by Missy Ekern, 2000 Collegian of the Year and
Brandon Trease, 2001 Collegian of the Year



Do you know many Deltasig brothers from outside your chapter? Do you think your chapter needs new event ideas? Do you wish your chapter would get more recognition for the things it does well? Have you ever considered serving as a national officer for the Fraternity? If you answered “yes” to any of these questions, you should begin or increase your national involvement with Delta Sigma Pi starting now!

If you have ever visited the Fraternity’s web site or ever read an issue of *The DELTASIG* before this one, you have heard about LEAD Schools and LEAD Provincial Conferences. Have you ever attended one of these events? They are a great way to participate on a national level and realize more of the benefits of an active brotherhood.

For us, the most memorable thing about our first national events was the feeling of sitting in a room with a few hundred people we had never met knowing that we all had something in common—our bond of brotherhood. All of those people had been through the same initiation ceremony we had. They shared our love for this organization and its purpose. In our own way, we were all working to better our chapters and the Fraternity as a whole.

What better way to strengthen your chapter and others than to share ideas for success? LEAD events present an organized forum for discussing many aspects of chapter operations such as recruiting, fundraising, transition and goal setting, and member education. You will quickly realize that every chapter has faced some of the same challenges yours has, including motivational issues, lack of participation, conflicts among chapter members, or difficulty coming up with new event ideas. You will also find that those chapters came up with very different solutions to the same problems. This idea exchange is guaranteed to

teach you things that will have a positive impact on your own chapter. And, wouldn’t it be a great feeling to know that you helped another chapter benefit from something yours did well?

LEAD Schools also provide opportunities for leadership development not only through sessions, but through interaction with the Fraternity’s national officers as well. We both attended four LEAD Provincial Conferences this winter. Many District Directors, Regional Vice Presidents, Provincial Vice Presidents, and other Board members were also in attendance at each of these events. Our goals are to serve as resources for you and your chapter and to gain further understanding about what is important to you. There are hundreds of volunteer opportunities with Delta Sigma Pi after college. We can help you learn more about these opportunities and provide training that will help you be successful in whatever role you choose.

Additionally, many of us represent you on the Board of Directors. Everytime we attend a national event, we gain a better understanding of your concerns and opinions on national programs. This helps guide our future Fraternity decisions. We hope that you will ask us questions and give us feedback about the job we’re doing.

Provincial Council meetings also give you a forum to express your opinions about how Delta Sigma Pi operates, propose changes to national policies and bylaws, and have a voice on changes proposed by others. Before this year, your only chance to do this was every other year at Grand Chapter Congress. Now, you have the opportunity to influence your provincial operations on a yearly basis and obtain peer feedback on any proposals your chapter would like to make at future Grand Chapter Congresses. This is your organization; make sure you have an impact on how it operates by attending Provincial Council meetings.

So, it sounds like a pretty full weekend already right? Educational sessions, chapter interaction, policy decisions, and more. But what would a Deltasig event be without some social time? There was a semi-formal banquet at each LEAD Provincial Conference which provided an opportunity to socialize with your chapter and the brothers you had gotten to know during the weekend. One of the highlights of the evening was the announcement of the regional Collegian of the Year award winners. It is a great feeling of pride and honor being recognized for your accomplishments in front of such a large group of your peers.

So, you and your chapter have worked hard all year planning a variety of events, recruiting quality members, building brotherhood, and becoming a

stronger chapter overall. Why not get regional, possibly national recognition for all your efforts? There are four awards for chapter excellence that you can apply for by July 1: Outstanding Chapter, Outstanding Service, Outstanding Professional Activities, and Most Improved Chapter.

In addition to large-scale recognition, there are many other benefits of taking the time to apply for these awards.

Improved Chapter Morale and Motivation

Being recognized for hard work and a job well done can greatly increase chapter morale. Winning awards also fosters an attitude of continuous improvement.

Campus Recognition

Getting publicity for being an award-winning chapter will call attention to all the great things Delta Sigma Pi does on a regular basis. Not only will faculty and staff be impressed but so will prospective members.

Chronicle of Academic Year

Your scrapbook will tell the story of your year in pictures, but the information contained in the award application will give the details of your efforts to new initiates for years to come.

Financial Rewards

Each nationally winning chapter receives a check for \$400. While this probably isn’t a primary motivator to apply, it’s definitely a great “perk.”

Are you convinced yet? Increasing your national involvement is a win-win situation. You will enhance your personal and professional development. You will help improve your chapter. And, strong members and stronger chapters make Delta Sigma Pi an even greater organization of which to be a part! ▲

The next LEAD Schools will take place in fall 2002. Further details about events can be found at www.dspnet.org. If you want more information about how to complete an award winning application, contact Missy Ekern (mkekern@hotmail.com) or the chair of your Provincial Scholastic Development and Awards Committee.

The Deltasig[®]

of Delta Sigma Pi

visit our web site: www.dspnet.org

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2001 LIFETIME ACHIEVEMENT AWARD

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PENN STATE-BEHREND TWO-TIME NATIONAL AWARD WINNER

One of Delta Sigma Pi's newest chapters once again defines excellence.

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2002 LEAD PROVINCIAL CONFERENCE REVIEW

The 2002 LEAD Provincial Conferences have been added to Deltasig history with more than 1,100 attending these first-ever events.

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DELTASIG'S OWN STACY SKIDMORE: MISS NEBRASKA 2001

Brother Skidmore shares her experience of being crowned Miss Nebraska 2001.

Calendar of Events

Visit our Web site for more information on events.

2002	
April 25	November 7
• National Alumni Day	• Founders' Day
July 30 - August 4	November 9
• Delta Sigma Pi LeaderShape® Institute - Loveland, Ohio	• New Orleans LEAD School Radisson New Orleans Airport
August 15-18	2003
• Board of Directors and Leadership Foundation Board Meetings, Oxford, Ohio	February 7-9
September 13-16	• Northeastern LEAD Provincial Conference, Philadelphia
• Delta Sigma Pi - Alumni Cruise Sailing to the Bahamas!	February 14
October 19	• South Central LEAD Provincial Conference, St. Louis
• Hartford LEAD School Crowne Plaza Hartford Downtown	February 21-23
• Orlando LEAD School Four Points Sheraton Orlando Downtown	• Southeastern LEAD Provincial Conference, Atlanta
October 26	March 7-9
• Indianapolis LEAD School Omni Indianapolis North Hotel	• Western LEAD Provincial Conference, San Diego
November 2	• North Central LEAD Provincial Conference, Minneapolis
• San Jose LEAD School	August 13-17
	• 44th Grand Chapter Congress Marriott Rancho Las Palmas Resort - Palm Springs

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Robert O. Hughes - 2001 Lifetime Achievement Award Recipient

Robert O. Hughes (Pennsylvania) is the recipient of the 2001 Delta Sigma Pi Lifetime Achievement Award. The annual award recognizes outstanding lifetime achievements and contributions to Delta Sigma Pi.

In 1941, students on the University of Pennsylvania campus felt the stirrings of unrest as the war in Europe escalated. Male students, in particular, knew that their college educations would become secondary to fighting against the threat to democracy overseas. One of Delta Sigma Pi's most recent initiatives at the time, Brother Robert O. Hughes, soon would be called to active military duty to defend freedom for Americans and freedom-loving people all over the world.

Initiated into the Beta Nu Chapter at The Wharton School at the University of Pennsylvania on February 15, 1941, Brother Hughes had barely begun life as a Deltasig before answering the call of his country in November of that

same year. He served in the Army until 1945, then returned to his school and chapter, in 1947, as many war veterans did, to resume an education interrupted by the war.

As an active member of the Beta Nu Chapter, Brother Hughes was appointed Social Chairman. In 1947, at the Minneapolis Grand Chapter Congress, Brother Hughes joined with Past Grand President Bob Busse, *Rutgers*, and others from the East to promote Alan Fowler, *East Carolina*, for Grand President of the Fraternity. That successful effort led them to join forces and conduct the first-ever regional conference. Both Brothers Hughes and Busse felt that two years between conferences was too long a time for the chapters to wait

before gathering together again, so in 1948, the official Regional Conferences were born, with 100 brothers participating. Today, this event has grown to five annual LEAD Provincial Conferences and five annual LEAD Schools, with over 2,000 participants. Brother Hughes served as the General Chairman of the first Eastern Regional Conference, beginning a history of illustrious service to his Fraternity.

A Fitting Tribute to Outstanding Contributions

On November 18, 2001, at the Sheraton University City Hotel in Philadelphia, Pennsylvania, 75 of Brother Hughes' brothers joined to honor him and his lifetime of devotion to the Fraternity that has meant so much to him—Delta Sigma Pi.

Toastmaster Bill Schilling, Executive Director, kicked off the event, after which Eastern Regional Vice President Stephanie Solomon, *Philadelphia*, welcomed all attendees to the brunch.

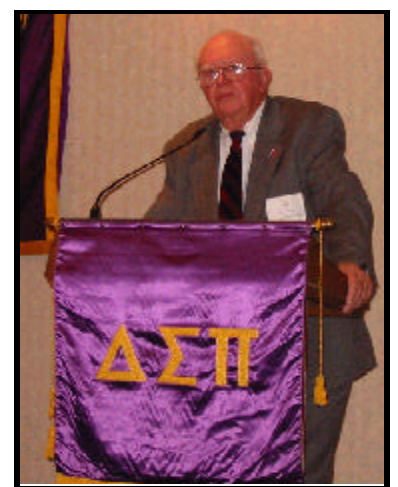
In a tribute to the recipient, Robert Downs, *Pennsylvania*, spoke about the hard work Brother Hughes did to help Beta Nu Chapter establish a chapter house. Mickey Johnson, *Shepherd*, related the story of Brother Hughes' role in the formation of the first Philadelphia Alumni Chapter. It was noted that Brother

Hughes has made a lasting impact on the Fraternity by introducing the campaigning of national officers at Congress, the same campaigning he began in 1947 for Alan Fowler, *East Carolina*.

The Philadelphia Alumni Chapter also recognized Brother Hughes for his commitment to Delta Sigma Pi. Grand President Kathy Jahnke presented the Lifetime Achievement Award to Brother Hughes for his outstanding service and exceptional achievements to the Fraternity.

Brother Hughes Begins His Journey

The journey that led to the presentation of the 2001 Lifetime Achievement Award to Brother Robert O. Hughes has been a remarkable one. Upon his discharge from the Army after World War II, Brother Hughes was employed by the War Assets Administration and



Robert O. "Bob" Hughes, *Pennsylvania*, was honored as the 2001 Lifetime Achievement Award Recipient at a brunch in Philadelphia on November 18, 2001. With 75 brothers, friends, and family members attending, Brother Hughes received the recognition in true Deltasig style.

In the summer of 1948, Brother Hughes was appointed to the corporate staff of RCA as director of machine accounting, with authority over all divisions of RCA. His success in this position was evidenced by the fact that IBM rental

"This is an honor I never expected. It's meant a great deal to me."

was in charge of machine accounting. He was later employed as director of reconciliation after he designed a machine system that cleared the records of inaccurate reporting, involving \$300 million of surplus property. This ingenious system was later adopted by all regions of War Assets.

figures grew from \$45,000 per month to over \$1 million per month. He was known as "IBM's best unpaid salesman" at the time. His last three years at RCA were spent with the Electronic Computer Division where he worked with the engineering team in the development of RCA computers, an industry then in its infancy.



Many National Fraternity volunteers attended the Hughes Lifetime Achievement event in Philadelphia. From left: Western Provincial Vice President Claire Roberts, Mideastern Regional Vice President Kelli Smith, Grand President Kathy Jahnke, Arlene Hughes, Bob Hughes, Northeastern Provincial Vice President Mark Chiacchiarri, Allegheny Regional Vice President Corie Schilberg and Eastern Regional Vice President Stephanie Solomon.

In 1964, Brother Hughes joined the Pennsylvania Railroad (PRR) as director of data processing, primarily responsible for the freight car movement reporting system that had been under development at the railroad for five years, but was still not producing the desired results. Brother Hughes met the challenge as he spent the next ten months redesigning and implementing a new system that, by the end of the year, was producing meaningful results for the railroad.

Throughout his extensive business career, Brother Hughes continued volunteering his time and talents to Delta Sigma Pi. He often made it a priority to stop and visit both collegiate chapters and alumni clubs across the country.

A Retirement as Active as Professional Life

After retirement, Brother Hughes embraced life with the same fervor he had shown in the professional and fraternal worlds. Dubbing himself a

“Rockhound,” he is past president of the Tuscarora Lapidary Society, and today teaches potential members of the club the art of cutting and polishing gemstones. Brother Hughes has remained active in Delta Sigma Pi as well, serving as Secretary, then President, of the Philadelphia Alumni Chapter. He also served as District Director for the Eastern Region and was on the National Committee for Nominations from 1953 to 1965. Brother Hughes was a voting member of the Delta Sigma Pi Educational Foundation, and Director of the Eastern Region.

His work on the Nominating Committee, as always, was characterized by his vision for the future of the Fraternity. In 1965, as chairman of the committee, he asked for and received permission to announce the committee’s recommendations on the first day of the Congress rather than on the last, as had been the practice. He believed the delegates should have a chance to get to know the nominees before casting their vote. This resulted in the campaigning

process the Fraternity uses today at all Grand Chapter Congresses.

A Lifetime of Achievement and Rewards for Delta Sigma Pi

Brother Hughes’ forethought and careful planning implemented new practices and improved on ones already being used. Delta Sigma Pi has benefited greatly from the many contributions of his time and talent. To recognize his tireless efforts and incredible record of long-term involvement, the Fraternity named its Congress Alumni Chapter travel award in Bob’s honor, in 1997. He and Arlene have each attended over 25 conventions - 26 consecutive for Bob. Arlene, Brother Hughes’ wife, was a key member of the Royal Order of Pink Poodles, the organization many wives of Fraternity members were a part of before women were officially admitted to the Fraternity in 1975. Just like her husband and Congress, Arlene never missed a meeting of the Pink Poodles.

Brother Hughes has also received the Order of the Golden Helmet, recognizing over 50 years of leadership and service to the Fraternity.

Delta Sigma Pi is proud to recognize a true legacy and a stellar role model for all brothers—Robert O. Hughes. Congratulations to Brother Hughes for his many accomplishments in Delta Sigma Pi and in his professional life. He is an inspiration to all whose lives he touches. ▲



Bob and Arlene Hughes with Grand President Kathy Jahnke.



Brother Hughes had the pleasure of sharing this special occasion with his wife, Arlene, children, and grandchildren.

Previous Lifetime Achievement Award Recipients

1993

Charles I. “Buzz” Sutton
Arizona State

1994

Michael R. Mallonee
Oklahoma

1995

Joe S. “Skip” Loomis
California-Berkeley

1996

Robert G. Busse
Rutgers

1997

Richard J. Parnitzke
Buffalo

1998

Frank M. Busch, Jr.
Sam Houston State

1999

John H. Cookson
Detroit

2000

James D. Thomson
Northwestern

Eveready Brother Leads Charge for Telecommuting

Attorney Lisa Manion Funderburg, Illinois-Urbana, successfully works from home for well-known battery maker.

by Nancy Brewer

As the computer became an integral part of our lives in the 1980s and 1990s, the conventional way in which business was conducted changed just as dramatically. As people learned to adapt to new technology, inventive ways to work in this ever-changing environment were born. Work became portable—voice mail, e-mail, laptops, cell phones, palm computers, and the Internet now allow us to take our work wherever our lives take us, and to conduct business 24 hours a day.

One of the phenomena of the computer age has been the rise of telecommuting, also known as “working virtually” or “working from home.” While today’s technology can mean longer work days, savvy professionals have made technology work for them so they can spend more time with family and friends.

Lisa Manion Funderburg, Illinois-Urbana, is a Delta Sigma Pi Golden Council member who has joined the growing ranks of the telecommuting workforce in this country. Lisa received her law degree from the University of Illinois-Urbana and became an attorney for Eveready Battery Company, which at the time was a subsidiary of Ralston Purina, where she had been employed since 1990. (Today Eveready is a standalone company.) When she joined Ralston-Purina full-time, she worked for all of its subsidiaries, but gradually

began to do more with Eveready in St. Louis exclusively. Married, she has four children: Katie, now 9, Madeline, age 7, Sam, age 4, and 17-month-old Healy. As do many young professionals, she and her husband balanced the demands of full-time careers with raising their growing family.

Brother Funderburg is now Senior Environmental Counsel for Eveready Battery, where she works in litigation, regulatory compliance, and other legal matters involving environmental regulations. After the birth of her third child, she arranged with Eveready to work from home two days a week and physically be in the office for the other three. Then her husband, Stuart, also an attorney, moved in-house with another company, meaning the family would have to move to Springfield, Illinois.

“I loved my job at Eveready Battery,” Lisa says, “and everyone I worked with. I truly hated to leave.” Lisa resourcefully suggested to her boss that he allow her the opportunity to work from Springfield while he searched for someone in St. Louis to take her place. “At first, it was just a temporary arrangement while my boss looked for someone to hire in my place,” she says. Lisa began her telecommuting experience from her new home in Illinois. As time went on, her boss hadn’t found a new candidate for the position, and realized

that Lisa was doing the job virtually as well as if she were in the office. “It’s been three and a half years now, and it’s working beautifully,” Lisa proudly reports.

Brother Funderburg says telecommuting has worked especially well for her because of the kind of work she does. “Eveready has plants all over the country, and I work with lawyers and environmental engineers in Ohio and other states, so I don’t have to ‘physically’ be in the office,” she says.

What began as a trial period has become the shape of Lisa’s career today. The arrangement has worked well for both Eveready and Lisa’s family. “My family loves having Mom at home. The last two children I had don’t know what it’s like not to have me at home. It’s worked out well for all of us.”

Lisa especially appreciates being at home when her children leave for school and getting to pick them up in the afternoon. “I see such a difference in what they tell me about their day in that ten minute ride home from school than what they tell their father when he sees them later that evening,” she says. “It’s so important to me to be there for them. Telecommuting has allowed me to have a more active role in their lives.” Brother Funderburg also has more time to participate in school programs, and currently serves as the president of the school’s Parent-Teacher



Lisa Manion Funderburg, Illinois-Urbana, with her youngest child, 17-month-old Healy. Brother Funderburg is an attorney, professional telecommuter, and full-time mom. Telecommuting allows her the best use of her time, while still fulfilling the needs of her clients, family, and friends.

Organization. “I couldn’t do that with a full-time job,” she says.

While Lisa admits her “work-at-home” experience has been a successful one, she cautions that it is not for everyone. “Not every job is suited to telecommuting,” she says. Many people may dream of the chance to work from the comfort of their own homes,

service they expect and deserve in a timely manner. “For instance, most of my clients know that I’m getting the kids ready for school at 8:00 a.m., so they will call me before or after that time.”

She also stresses the importance of creating a separate office space — for several reasons. The segre-

“I believe telecommuting makes you work smarter and more efficiently.”

but it takes discipline and a talent for balancing the different parts of your life, she cautions. She has good advice for those who may be considering telecommuting.

“My biggest challenge as a work-at-home mom is scheduling the demands of my clients with those of my children during the course of a normal day.” Clients can call anytime and expect answers from Lisa immediately. She has educated them to be respectful of her schedule, but is also mindful to provide the

gated space helps her children understand that “this is Mom’s area,” says Lisa, “and when I’m here, Mom is working.” Just as importantly, the separate space allows the telecommuter to “leave” the office when needed to spend time with family or relax. It is a constant challenge to balance work with private time when you work from home.

Lisa believes, too, that most telecommuters tend to be more productive and efficient than some of their in-office counterparts. “When my

clients do call, it can be more hectic for me, because I want to assist them while they're on the phone. You don't always have a set schedule as a telecommuter, so I may get work done later at night if I've been busy with the children earlier in the day." Lisa points out that she doesn't have vacation days or definite days off, so the line between work and private time can blur. "Sometimes, my family forgets I have a job because I'm home all the time," she adds, so she reminds family members to be respectful of the time when she needs to get work done.

"I believe telecommuting makes you work smarter and more efficiently," she says. If Lisa knows she has a two-hour block of time during the day to get work done, she is more disciplined to work harder and will probably get three to four hours' worth of work done in that time period.

However, there can be some disadvantages. "You do lack the face-to-face interaction you have with people when you're in the office everyday," Lisa confirms. "In my law department, we're a very close-knit group, and I miss seeing everyone everyday, so you are a little out of the loop in that respect. However, we stay in touch by e-mail and phone."

Brother Funderburg also misses networking and interacting with professional colleagues, an opportunity that an office setting usually provides. "When I came to Springfield, I looked up professional contacts in my area," she says. "It's a challenge to do, and you have to work at it, but it's very important to maintain that professional connection. I treasure the connections I've made here." Lisa can exchange ideas

with others in the law profession over lunch, and have the satisfaction of interacting with colleagues in her field.

The telecommuting trend is growing rapidly in this country and abroad. Lisa points out that many people enjoy the flexibility of working from home. Since the September 11 attacks on our country, families are searching for ways to spend more time together, and telecommuting, job sharing, flex time, and part-time employment are options more employers are offering to enable employees to do just that.

"There are not only benefits for the employee, but many for the employer as well," Brother Funderburg says. "It's a great way to keep good people in your company. With the present economy, telecommuting allows employers to offer employees a non-monetary benefit without increasing operating costs. If you're interested in telecommuting, you should ask your employer to try it on a trial basis. Most employers are willing to experiment." If employees are happier, they will be more loyal to their company and in the end, more productive.

Brother Funderburg is grateful she can spend quality time with her children thanks to an employer who was willing to give her idea a chance. Every day brings new challenges that keep Lisa thinking creatively. "It is a real challenge at times—try having a conference call with a three-year-old and newborn glued to your side!" she laughs. The job she didn't want to give up has become one she couldn't imagine would bring such satisfaction to her professional and personal lives. ▲

Official Delta Sigma Pi Merchandise



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TELECOMMUTING STATISTICS

- 19.6 million people telecommuted worldwide in 2000. This number is expected to rise to 137 million by 2003.
- 9% of U.S. workers telework. 41% believe their jobs are teleworkable.
- A 40 minute commute = 8 working weeks every year. Teleworkers save 52.9 minutes of commute time each day.
- \$8,000 per worker in office space savings can be realized yearly.
- Employers can save 63% of absenteeism costs per teleworker.
- 67% of teleworkers are married or from couple households.
- American Express teleworkers produced 43% more business than office workers.
- Teleworker ages: 17% are 18-29; 60% are 30-49; 22% are 50-64.

Northwestern Mutual Financial Network Entering the Right Career: Making the Right Choices



by Matthew A. Pucker,
Northwestern Mutual Financial Network

It's not so much a person's background that matters as how they envision the future. Not every career can boast that opportunity. Universities increasingly offer more specialized education tracks or vocational training. Many recent college grads fear that what they've learned won't be enough to impress the people with hiring power.

The Northwestern Mutual Financial Network offers a career whose roles have been filled by many people with different backgrounds—not a career that you enter only after a business or accounting or finance education. If you have one, it's a great building block. However, this career isn't closed to those who don't—it's not even a hurdle.

Of course, it's not a career for everyone. But the 7,500 individuals at 350 locations across the United States that have made a career as a Financial Representative with the Northwestern Mutual Financial Network know that its challenges can be incredibly compensated by its rewards.

Fulfillment in Helping Others

A career should offer more than money to pay bills and a place to go from nine to five, especially after devoting so much to achieving an education that is supposed to put you closer to a more fulfilling life.

Luckily, fulfillment doesn't choose people. People choose fulfillment.

When a Financial Representative's day is done, fulfillment comes from knowing that you have built your excellent quality of life by helping others improve their own. You truly get what you give. This career allows you to take home a compensation that is commensurate to your hard work and devotion to your clients. Your career's biggest reward is that its payback is up to you.

As members of the Northwestern Mutual Financial Network, our representatives are in business for themselves. You get the unique chance to build your own practice, experience the freedom you allow yourself and feel the joy of achieving your own goals—the heights of which you set yourself. And you get to do it all without being alone.

Financial Representatives have access to specialists of various financial needs from estate and personal planning, building children's education funds, and helping small businesses grow and bigger ones secure their futures. You have the opportunity to build relationships by helping people achieve their dreams

and see your work put smiles on people's faces when life hits them with its challenges.

Sean DeHaan has been a Financial Representative in Atlanta since 1990. After graduating from the University of Kentucky, he quickly became an accomplished Financial Representative. "Many days are challenging, most aren't easy," Sean relates. "But I enjoy my career because of the impact I'm providing my clients, the interesting people I meet and their stories that I take home." He committed himself to building a practice that now, as he shares, "lets me get connected with my community—while I'm out there making an income. I'm making clients of pillars in my community, and I get to become part of that."

It is that devotion to and interaction with our communities that has led Northwestern Mutual through 145 years of industry experience. As of 2001, we've been voted the "Most Admired" company in our industry 18 times by *Fortune* magazine, and have always received the highest possible ratings from the four major rating services: Standard and Poor's (AAA); Moody's (Aaa); Fitch (AAA); A.M. Best (A++).

That reputation has been made possible by our Financial Representatives, who in 2000 were ranked the "Best Sales Force in the Industry" by *Sales & Marketing Management* magazine. In addition, our Financial Representatives have Northwestern Mutual's excellent reputation to help start each relationship positively; as Sean shares, "I chose Northwestern Mutual because of what it stands for—integrity, keeping promises and trust."

Interns Gain Real World Experience

Not every career is fit for every person. But not enough people investigate jobs before embarking on what they think is the "right" career. That's why the Northwestern Mutual Financial Network has devoted itself to creating a Financial Representative internship program that is unequaled in our industry.

In 2001, the *Princeton Review* ranked our program as one of "America's Top 10 Internships" for the sixth consecutive year. Time has taught us the importance of exposing younger people to our opportunities and to developing the skills they need to advance their careers early. As of 2001, out of our top 100 Financial Representatives, 72 started with Northwestern Mutual at age 25 or younger; 56 started their representative careers directly from college; and 24 were alumni of the internship program.

As with full-time Financial Representatives, interns are able to develop necessary skills and knowledge of the financial services industry through specialized training programs, one-on-one mentoring relationships and by establishing a real client-based business of their own. Interns gain real world experience with real world compensation—extraordinary advantages to college students. Plus, you're investing in your career and your future even before graduation.

"Northwestern Mutual is a supportive company for interns—for their personal and professional development. Many other companies say they offer that opportunity, but Northwestern Mutual's internship program truly has unlimited opportunities, helping you go as far as you want to go," says Dawn Shephard, a highly successful intern, currently a senior at North Carolina State University at Raleigh pursuing a Business and Marketing-Education major.

Dawn participated in other internships while in school, but hadn't considered a financial services opportunity. "I was floored with Northwestern Mutual's training program. It taught me to build relationships with clients, versus simply focusing on sales."

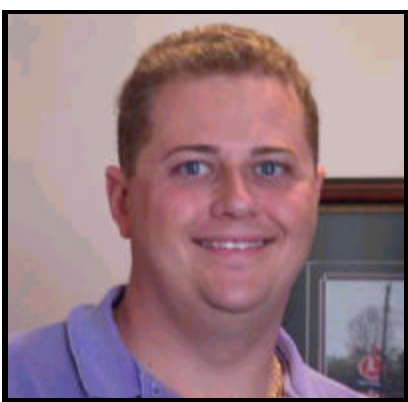
It is that history of relationship building that has helped us grow both within The Network and as individuals. Nurturing client relationships and relationships with other representatives and specialists are stressed for interns' success. "You grow so much in this program," Dawn shares, "by having experienced representatives who are so open—giving us the chance to speak with them, observe them, go on appointments with them and do joint work with them. That allows Northwestern Mutual interns to gain a vast amount of knowledge."

Investigate your internship and Financial Representative career opportunities with the Northwestern Mutual Financial Network by logging on to www.careers.nmfn.com. There you can also gauge your own suitability for various self-employment business opportunities by taking an on-line Self Employment Screen (SES). Take this opportunity to discover new places you can take your future. ▲

This article was provided as part of the Delta Sigma Pi corporate partnership program. Delta Sigma Pi thanks the Northwestern Mutual Financial Network for their support of our educational programs.

Saving Now for a Future Grand Chapter Congress

by Jeff Zych, Vice President-Finance



Since being elected Vice President - Finance for Delta Sigma Pi in Buffalo, I've had the opportunity to personally visit with many members of our organization and share my thoughts and excitement for what we are all about. I have answered many questions about Fraternity finances and even given personal financial advice to brothers on everything from stocks to 401(k) and new employee investment decisions. One question I am repeatedly asked is "How can a brother afford the expense of Grand Chapter Congress?" Most of the time I smile because many years ago, I stood there asking myself the same question and the answer that developed has become rather legendary.

Back in 1991, Pete Bjelan, current North Central Provincial Vice President, and I returned from the Washington, D.C. Congress and made a pact to never miss another Grand Chapter. Pete had been attending since Dallas, in 1985, but Washington, D.C. was my first. I was hooked! I knew after that week that if I was going to enrich my life with all Deltasisg has to offer, I could never miss another Grand Chapter Congress. With that, Pete and I opened a bank account for the sole purpose of funding our future trips. We pledged to never stop paying into the fund because it was a fund we would use to pay for Grand Chapter Congresses until we die. At that time, money was tight for both Pete and I, but we agreed that we would each pay \$25 into the fund every month until the next Congress. We even had other brothers committing to contribute their \$25 portion to the fund. Suddenly, we had four people putting away a combined \$100 per month for 24 months which meant when we arrived in Anaheim, we would have \$2,400 to spend on the whole week. Needless to say Anaheim was a blast and since then, the fund has only grown. Pete and I still

make our monthly deposits to the account and in Palm Springs, our "grant" from the fund will be substantial.

So how do you get such a fund started so that by the time Congress comes around you can have a ton of fun without going broke? It all starts with a commitment.

This fund is not being established by the chapter.

It is established by members who are committed to attending Grand Chapter Congresses. Recruit other brothers to join you in establishing your own group Grand Chapter Congress fund. Select people you know will want to go to Congress whether the chapter provides travel allowances or not. Commitment at this moment could be for a lifetime, so select brothers you know are going to take part and want the longest Congress ladder (Congress attendees may purchase a ladder rung at each Congress to commemorate their attendance. These ladders are connected together and worn to show the number of Congresses attended.) in Fraternity history.

Do not make the fund too expensive.

Today, Pete and I each contribute an increased amount to the account each month which has rolled over Congress after Congress so we have a large pool of money. However, it all started back in 1991 at \$25 per person. No matter what, Pete and I always agree on the amount of the commitment. While it has changed from one year to the next, it has never become too costly for us to contribute to.

Make a promise that you will faithfully send your money to the fund and NEVER get behind in payments.

If the price per participant is not too high, you should not have people paying to the fund late. Set rules and follow them. If someone can not afford their part, give them their money back and build your fund without that individual.

When Congress comes, agree on allowances AFTER covering the hotel room and make a simple budget based upon after-lodging costs.

No matter what, never squander money regardless of how much you have. If you spend wisely and allow the fund to roll over, you already have a head start on the next Congress.

Grand Chapter Congress is an event I wish every brother could come to and experience. Every time Congress is held, attendance grows and records are broken. More and more brothers are discovering that relationships and brotherhood are nourished and cherished as a result of Grand Chapter Congress. The formal banquet at the end of the weekend is the highlight of an event deep in tradition and festive in nature. With Palm Springs less than 16 months away, the time to start saving is now because this Grand Chapter Congress promises to be one of the largest in our Fraternity's history. Already, plans are being finalized for one of the best weeks any attendee has ever experienced. The best way I know to be a part of it all is to save through commitment to a Congress fund. Once you take the time to plan how to get there, you take the first steps toward being part of something that will last for many years to come. Will you be part of the tradition in Palm Springs? In the end, how long will YOUR ladder be? ▲

BETTER BY DEGREE!

Plan ahead and mark your calendar for the 44th Grand Chapter Congress in Palm Springs, CA. At the beautiful

Marriott Rancho Las Palmas Resort, this August 13-17, 2003 event is one not to miss!



Taking Home Deltasig Gold!

Penn State-Behrend Two-time National Award Winner

The recognition for winning DeltaSigma Pi's Outstanding Collegiate Chapter and collegiate Outstanding Service awards for 2001 went to one of the younger chapters on the Fraternity's roster—Mu Pi at Penn State-Behrend.

The Mu Pi Chapter was founded in Erie at Penn State-Behrend in 1991, and in ten years has proven to be an outstanding chapter in many ways. Receiving the recognition of both the Outstanding Service Award for Collegiate Chapters and Outstanding Collegiate Chapter in 2001 proves that the members of the Mu Pi Chapter are committed to excellence—within their chapter and for the Fraternity.

Chapter President Wayne Lauer points out that a team effort was crucial to the outstanding performance of the chapter, which enabled them to receive these distinguished awards. "The team effort," says Wayne, "is a key factor in having a successful chapter. We create goals for the chapter at the beginning of the year, one of which is the national awards. The effort starts with event planning and participation of each brother. While all brothers work on the service project itself, some spend hours taking photographs, talking with the personnel that we are helping, and building a relationship with each group we choose to work with. It doesn't end there, though—we have brothers creating chapter newsletter articles and working on the awards packets. Because every brother takes partial ownership in our programs, everyone gives one hundred and ten percent."

In addition to Brother Lauer, the chapter's current executive officers who continue to lead the chapter to excellence are: Senior Vice President Anne Havey, Vice President-Pledge Education Jason Griffiths, Vice President-Alumni Relations Shawn Pistner, Vice President-Professional Activities Michelle Armstrong, Vice President-Chapter Operations Thomas Kubiak, Vice

President-Finance Jason Nottingham, and Chancellor Mernis Ayala. Robert D. Patterson, *Penn State - Behrend*, is the Chapter Advisor, and Golden Council Member Larry Mroz, *Penn State - Behrend*, is the District Director.

Recognition of an Outstanding Chapter

The Outstanding Collegiate Chapter Award is presented annually to the collegiate chapter of Delta Sigma Pi which, through their actions, best exemplify the professional spirit of the Fraternity. This year the Mu Pi Chapter and the Nu Tau Chapter of the University of St. Thomas each received the award.

Brother Lauer described the determination and hard work that went into winning this prestigious award. "To win this award, the Mu Pi Chapter excelled in a number of areas. The key is quality events. We could not have won without the support and dedication of not only the brothers in the chapter, but the many local and national alumni volunteers."

To emphasize the work which that support and dedication entailed, Brother Lauer enumerated the factors that were crucial to the Mu Pi Chapter's success. "We had an outstanding professional activities program, led by Niki Araway and her predecessor, Denise Cressley. An outstanding community service program was led by Curt Leitzinger. Jason Nottingham directed the wonderful recruiting events, and the unsurpassed leadership of our pledges was overseen by Vice President-Pledge Education Jeremy Meade."

While key members of the chapter had specific areas to which they contributed, Wayne acknowledges, "All of the members last year were in one way or another responsible for the success of the chapter." He also recognizes those whose work helped Mu Pi receive the



Accepting their awards from then Grand President Norm Kromberg, Mu Pi chapter takes time to pose with their national leaders. Front from left: Cheri Ednie, Wayne Lauer, Kromberg, Jason Nottingham, Tom Kubiak, Allegheny Regional Vice President Corie Schilberg. Back from left: Sparky Graves, then District Director and current Niagara Regional Vice President, Jason Griffiths, and then Northern Provincial Vice President Judith Briggs.

honor of both the Outstanding Collegiate Chapter Award and the Outstanding Service Award for Collegiate Chapters. "Jason Griffiths was in charge of the awards packets last year and did an outstanding job," Wayne continues, "and Clifford 'Sparky' Graves, District Director at the time and now our Regional Vice President, was an important factor over the past several years in motivating the chapter to work towards these awards."

The thrill of winning the Outstanding Collegiate Chapter Award demonstrated that the Mu Pi Chapter had received the recognition it deserved. Wayne describes how he and the chapter members who were delegates to the 2001 Grand Chapter Congress reacted when they heard the news. "When the winners were announced at Grand Chapter Congress, the five of us in attendance were overwhelmed with pride and extremely honored! The excitement was hard to contain, and most of the chapter knew of the award before I could officially announce it. Brothers would approach me during the days preceding the meeting and ask me about it, almost in disbelief. The chapter would like to thank everyone that helped us along the way."

Community Service Inspired by Brothers

The Outstanding Service Award for Collegiate Chapters was the result, too, of tireless work and a single-minded vision on the part of the Mu Pi Chapter. Brother Lauer describes the compassion that was behind the community service projects the chapter completed which led to the award. "Most of the events we do are because of a brother. Almost all of the events we participate in are important to one or more brothers. In selecting these events, the chapter gets a 'bonus' of not only helping the community, but we get the feeling that we are helping someone important to one of our brothers," he says.

That fulfillment is something that Delta Sigma Pi members have known since the Fraternity's founding, but one that today is being discovered throughout the world after the terrifying events of September 11, 2001. As Americans came to the forefront to give in any way possible to help someone in need, this type of volunteer and philanthropic work were already very familiar to members of the Fraternity. In a year when giving to others and helping one's fellow man or woman took stage, Delta Sigma Pi members have long known the

value of service--not only to those who receive help, but in the strength and compassion it fuels in those who give.

This award is for outstanding community, university, and Fraternity service, presented to one collegiate chapter that planned and implemented the most effective and comprehensive programs of service to others. Publics served can include: Fraternity members, other professional groups, the School of Business, students in general, faculty, the university, neighbors, parents, alumni, townspeople, and the International Fraternity and its affiliated entities.

The chapter organized and implemented many quality community service and philanthropic events over the year which led to its winning the award. Those events included:

- A diabetes walk, for which chapter members helped other volunteers set up tables, unpack food, and register participants
- Members worked with the many representatives who attend the university's annual job fair. "We provided directions, set up tables, handed out pamphlets, and aided seniors in creating 30-second self-commercials," says Brother Lauer.
- One of the chapter's favorite events is the Flagship Niagara, the reconstruction of Commodore Oliver Hazard Perry's flagship in the battle of Lake Erie, which was completed in the summer of 1990. The chapter's work on this historic project was described as, "We are developing a relationship with those involved by helping prepare the ship for the winter in the fall, and getting it ready for the summer tourist season in the spring."
- The chapter invited Republican State Representative Phil English to speak to the campus just days before the Presidential election.
- "We assisted members of APEX in setting up for their annual convention, Lauer says" APEX is a large conference held at the Behrend campus every year. The event is for business majors to participate in lectures, workshops and discussions on various areas of business.
- The Mu Pi Chapter also assisted in litter clean up around the campus. "As spring arrived and graduation grew nearer, it was our sincere effort to make the campus litter free to celebrate both wonderful occasions," Brother Lauer says.



Attending the 2002 Northeastern LEAD Provincial Conference, brothers from Mu Pi take time out for a photo with their District Director Larry Mroz. Back row from left: Jason Griffiths, Michelle Armstrong, Pat Mazur. Front row from left: Jen Miller, Wayne Lauer, Kelly Anne Bateman, and Larry Mroz.

- The March of Dimes is another benefit walk held at Presque Isle. The brothers of Mu Pi collected donations and helped set up for the event.

"The community service initiatives were under direction of our Vice President-Community Service Curt Leitzinger. He did an extraordinary job in planning and facilitating these events," Wayne adds.

Delta Sigma Pi is proud to recognize such an outstanding chapter for its continuous work, not only to strengthen the Fraternity and in living its values to the utmost, but for helping others in selfless ways that demonstrate the true meaning of brotherhood. We proudly congratulate the Mu Pi Chapter on receiving these outstanding awards, and for their continuing work and dedication to make Delta Sigma Pi the outstanding professional fraternity in the Greek world. ▲

PENN STATE - BEHREND

Penn State-Behrend, located in Erie, is a four-year and graduate college of The Pennsylvania State University. The College offers a broad range of academic programs allowing students to complete a Penn State degree in a small-college atmosphere. As a land grant and research institution, it is uniquely positioned to advance the economic and social welfare of northwestern Pennsylvania.

The college's 3,800 students receive close personal attention from faculty, and regularly engage in research projects and internships. The School of Business at Behrend College provides students with high-quality undergraduate and graduate-level opportunities for learning and conducts research emphasizing issues relevant to business practices.

In addition, the School provides business expertise to northwestern Pennsylvania and the tri-state region through a variety of outreach programs, including consulting, student internships, faculty-supervised class projects that utilize teams of students as consultants with businesses, and applied research conducted with business and community organizations. Internships, class projects, and studies conducted by the school's applied research centers provide important opportunities for the school to achieve its vision of integrating its teaching, research, and outreach missions.

YOU WON'T WIN IF YOU DON'T APPLY!!!

Remember ... all collegiate and alumni chapters may apply for awards for their professional and service programs, or as outstanding chapter or most improved chapter.

Receive regional and national recognition as well as cash awards for national winners.

Applications must be submitted by the July 1 deadline. Complete award descriptions and applications can be found in the Awards Guide at www.dspnet.org.

Leadership that Makes a Difference

Why Would You Follow You?

by Patti Holmes,
2001 National Honorary Initiate



If you have ever worked for someone who you would run through walls for, then you know it was not their technical knowledge or business expertise that influenced you to do your best.

It was their desire to see you grow and become more fulfilled. It was the time they took to stretch and challenge you. In the true sense of the word, they mentored you. They made a difference in your life. This is the gift of influence. This is a developed leader.

Effective leadership must build and function on a foundation of integrity. In this article, we will discuss the key ingredients to “leadership that makes a difference” and what is required of organizational leadership today in order to engage in continuous improvement and maintain success.

After more than a decade of working as a consultant with organizations and their leaders, I am convinced that leadership is developed, not discovered. Each of us has the potential

to develop into an incredibly influential leader.

There are several key ingredients to becoming a successful leader. The first of these is enhancing your own self-esteem and the self-esteem of those around you. Building self-esteem is the foundation of your personal and organizational power. You are responsible for creating an environment where self-esteem flourishes, and your organization will, in return, be positively effected by this. When employees feel good about themselves, they perform better, their interpersonal relationships are enhanced and the result is a more effective team organization.

A second ingredient to becoming a leader, not a follower, is to demonstrate daily your values. Leadership derives power from values and correct principles. It deals with direction, not speed. With a commitment to vision, direction, values and purposes, leaders inspire and motivate people to work together.

The foundation of a trusting relationship is believing that the other person has integrity, which is demonstrated by meeting commitments and keeping promises. In order to be a leader you must build trust. You must also demonstrate integrity because without it you can influence no one. If a person lacks integrity, how can he or she be trustworthy? A leader with integrity operates from character, not personality; is consumed with substance, not style. Socrates reminds us, “The first key to greatness is to be in reality what we appear to be.”

The 21st century leader is a pathfinder whose vision reveals new direction. Leadership in the future will more closely reflect a process where

leaders pursue their vision through seeking to influence others toward the realization of their vision. Through courage and persistence, leaders believe in the invisible. They transform challenging situations. They make what is into what might be!

Leaders make connections. Get to know your team members. They want to know you! Know what they are doing, what they plan to do, what support they need, and what their vision is of the future. Through connecting, you are better able to engender confidence and competency.

A very important ingredient to becoming a leader is learning to become a listener. The ability to be a good listener demonstrates caring and respect, builds trust and confidence, encourages information sharing, enhances self-esteem and influence, creates

and step forward means that leadership is no longer exclusively top down; it is multi-directional.

As a leader, you serve your fellow human being because it is the right thing to do. Personal fulfillment and a sense of satisfaction are the rewards for value-based service. An enduring spirit of service leads to a higher standard of leadership, for it requires that it be rooted in values. This will give purpose to your life. Respect follows.

Finally, the spirit of leadership speaks to a leader as a servant, not a master. With courage, hope, caring, heart, love, compassion, cooperation, and service, we challenge ourselves to be consumed with influencing others significantly and powerfully. These are not soft skills; these are the skills of touching the human spirit and developing the best in others. Ask yourself

“The first key to greatness is to be in reality what we appear to be.”
-Socrates

understanding, and allows teamwork to flourish.

Leaders are required to take chances, to risk, to make mistakes, to reach out to new adventures, and to learn new valuable lessons. They must also welcome change, which may often seem risky. By welcoming change, leaders demonstrate and communicate energy in an organization with a spirit of flexibility and openness. People in organizations are in a constant state of change—it is your responsibility to serve, feel, understand and respond to their changing world!

There is a leader in all of us. This ability to inspire other people to step up

“Why Would Anyone Follow You?” and reflect on the value you bring to the relationship between leader and follower. For you, the impact can be great! ▲

Patti Holmes, President of Holmes Training and Development, is the 2001 National Honorary Initiate for Delta Sigma Pi and an organizational consultant and professional speaker. She has spoken to Fortune 500 Companies as well as 200 colleges and universities. Patti is committed to personal and organizational leadership effectiveness. She can be reached at 513-523-1394, e-mail at patti@pattiholmes.com or you can visit her web site at www.pattiholmes.com.

Some Thoughts on Ethics

An Enron-related cloud hovering over our profession is addressed by a notable Deltasig

by Michael H. Mescon, Ph.D.



Just when things were looking up for those in love with the many dimensions of business, we get hit with Enron. I'm not referring to the collapse of this behemoth, but the underpinnings which were smoke, mirrors and unbridled chicanery. Once again, business ethics are at center stage

and every business person is in the hot seat. Understand this is not simply a challenge to the accounting profession, but rather a clarion call demanding to know who was watching the store. Simply stated, where were the leaders, those wearing the mantle of administrative stewardship? Although the query is in its infancy, many believe they know where the leaders were and what they were doing. No matter how this monumental mess evolves, the ethics of business is definitely on the front burner.

Ethics—or the lack of—is not peculiar to business, but should be of critical concern to every profession, vocation, trade or calling. No one group has a monopoly on righteous behavior. Each has its share of role models and rogues. Nonetheless, business people often seem to be held to a higher

standard. Like Caesar's wife, they are expected to be above reproach. Frankly, considering the stakes, this is fair enough and most in business would agree and respond accordingly.

For centuries, economic activity has taken it on the chin as well as other anatomical locales. During the heyday of the Roman Empire, the god of commerce and the god of thieves were considered one in the same, Mercury. Plays and novels have almost routinely cast the business person in a less than favorable light. After all, Scrooge is not a favorite and compared to others, he is a good citizen with a heart of gold. Alas, in all too many instances, the business person was mean-spirited, shady or downright crooked. Take your pick. As professors, practitioners or students of business, we must recognize the existence of this stereotyping and thus be

absolutely certain doing what's right and proper is the bedrock of our decision-making process.

As a teacher, I've always attempted to make things as simple and uncomplicated as possible. Generally, students appreciate this approach to learning. I opt for real life examples and vignettes to document and illustrate. The subject of ethics is no exception to my modus operandi. Hence, I feel the essence of ethics is exquisitely captured in this sage advice taken from Leviticus: "Do not pervert justice when you measure length, weight or quantity. You must have honest scales, honest weights, honest dry and liquid measures." Deltasigs, there you have it, succinct, to the point and bull's eye. ▲

Dr. Michael H. Mescon, Georgia State, was the recipient of the 2001 Deltasig Career Achievement Award.

Alumni Chapters/SIGs SPEAK

Cincinnati Alumni Chapter

With 2002 underway, we're brainstorming new ideas to keep people coming back—and new ideas that cost little money. We're also rotating our monthly activities between community service, professional, and social events. Each event is a recruiting event that is targeted toward all alumni on our roster and one of the three collegiate chapters in the Cincinnati area.

In January, we toured the new \$46 Million Cintas Center sports facility at Xavier University. In February, the chapter at Cincinnati invited us to join them for their professional speaker: Jeff Wyler, founder of the fastest growing private company in Cincinnati. Plans for the coming months include: April - Queen City tour of Cincinnati (driving self-guided tour), May - chapter business meeting and dinner out, and June - day-long road trip to Indianapolis Speedway or the Rock 'N Roll Hall of Fame in Cleveland.

If you're interested in receiving information about upcoming events with the Cincinnati Alumni Chapter, please contact Wendy Eilers at weilers@celebro.com to get on the e-mail list.

Hawaii Alumni Chapter

Hawaii alumni brothers participated in the American Heart Association's health fair while others did the HeartWalk and assisted brothers from the University of Hawaii at Hilo at the water station. The alumni are also working toward establishing another Delta Sigma Pi chapter at the University of Hawaii at Manoa. We actively support the activities of the collegiate chapter and enjoy meeting brothers visiting our state.

Kansas City Alumni Chapter

The Kansas City Alumni Chapter continues its efforts to further Fraternity development in our area. Our development includes: cultivating and motivating leadership, chapter programming, collegiate interaction, and social events.

Our January business meeting allowed us to make minor, but effective changes to our chapter bylaws. In February, we had a bowling party for our alumni members and invited the collegiate chapters in our area. Ideas for cultivating chapter development and alumni relations were shared—but mostly the 30 brothers representing the alumni chapter, Kansas, Baker, and Missouri-Kansas City hung out and had fun! Our vice president-collegiate relations and recruiting continues to build groundwork with our region's new collegiate vice presidents-alumni relations.

The Kansas City Alumni Chapter encourages any collegiate brothers in the Kansas City area this summer to join us at our events. Our calendar and other information can be found on our web site at www.geocities.com/kcacadsp or contact bethlosik@yahoo.com.



Deltasigs from Kansas City Alumni Chapter; Iota, *Kansas*; Mu Upsilon, *Baker*; and Nu Xi, *Missouri-Kansas City*, enjoy a night of bowling. Regional Vice President Jeff Gallentine is seated at front left.

Philadelphia Alumni Chapter

The Philadelphia Alumni Chapter is happy to announce the celebration of our first birthday! It's hard to believe that it's only been a year since the Philly Alumni Chapter became active after years of un-franchised status. In that time we've hosted numerous social events, participated in collegiate

professional activities, been part of several community service projects, assisted with the 2001 Lifetime Achievement Career Banquet and participated in three national events.

The Eta Xi Chapter at Philadelphia helped us celebrate this milestone by throwing a potluck dinner in our honor. The home-cooked food was so good that one alumni member swears they must have gained five pounds. We'd like to thank the chapter for such a wonderful alumni event! With such an amazing year behind us, we can't wait to see where 2002 takes us.

St. Louis Alumni Chapter

In November 2001, the St. Louis Alumni Chapter (SLAC) organized the 4th annual Career Preparation Day for benefit of the collegiate chapters in the Gateway Region. The event was held on the Washington University campus, home of the Alpha Chi Chapter. A total

of 60 brothers attended the event.

Each student received one-on-one attention with alumni professionals who gave them advice about improving their resumes. Each student was also granted a 20-minute mock interview situation with an interviewer who works in the field of business that matched the student's major area of study. Areas of

For a complete listing of all alumni chapters and SIGs, go to page 22 or check out our web site at www.dspnet.org.

business covered for this activity included accounting, banking, finance, human resources, international business, marketing and MIS. Thus the mock interviews were tailored directly to the individual student's unique needs.

Throughout the day, five different seminars were also offered to the students. Craig Floerke, *Truman State*, investment broker trainer for Edward D. Jones & Co., gave a presentation about investments, and strategies for managing them. Karen Murray, *Missouri-St. Louis*, another investment broker trainer for Edward D. Jones & Co., gave a presentation about how to sell yourself in an interview situation. Amy Mintner, *Missouri-St. Louis*, owner of Traditions Special Events LLC, spoke about how to start your own business. Karen Bess, *Baker*, benefits analyst for Marsh USA, educated students on the different types of company benefit plans they may encounter in their job search. Lastly, Mike Behr, *Buffalo*, business development manager for Xplane Consulting, spoke about how to choose a career and/or company during your job search.

The cost of the event was completely underwritten by the St. Louis Alumni Chapter. The event was offered to the students for an entry fee of a new or used article of clothing. Over 150 clothes items were then donated the next day to the Goodwill for distribution throughout the city.

The alumni chapter finished the day with a banquet at the local Dave and Buster's restaurant, where they enjoyed a Murder/Mystery Dinner Theater show, to celebrate the Fraternity's Founders' Day.

Fados Special Interest Group

It all started out with an e-mail about Delta Airlines' airfare special, \$36 to Atlanta from various cities across the nation.

On the evening of January 10, eight members (from all over the Northeastern Province) of Delta Sigma Pi's Fados Irish Pub SIG arrived in Atlanta for a quick getaway, and to visit the original Fados Irish Pub (which of course was our first stop of the trip). The following day we agreed on touring the CNN headquarters. While waiting for our tour to start, we noticed the setup for CNN's "Talk Back Live," with the special guest of the day being Sarah Ferguson, the Duchess of York. During the show, one of the topics of discussion was "Is it too soon to make a made-for-TV-movie

about September 11th?" in which Brother Aseron was asked her opinion because of her residence in Washington, D.C. Not only was the highlight of the show having Brother Maria Aseron, *Roger Williams*, in the spotlight, but also having the Duchess agree that it was indeed "too soon." The Duchess was also kind enough to pose for a picture with our group.

Friday evening we met David Attell, who has his own show on Comedy Central called "Insomniac." You never know when you will watch one of his episodes and see some Deltasigs playing darts in the background!

On Saturday, those of us who didn't have early flights took a tour of "The World of Coca-Cola." This showed all their different advertisements from the

beginning of Coca-Cola till the present. It also showed some Coca-Cola products that didn't quite make it (New Coke, for instance!).

The end of the tour took us to a room where we could sample other versions and

flavors of Coca-Cola from around the world. I think we all agreed that the American version is definitely the best!

What a wonderful way to spend 36 hours with eight brothers. Our next stop? Wherever the economical airlines can take us! ▲



Fados SIG brothers pose with Sarah Ferguson, Duchess of York (center), at CNN headquarters in Atlanta. At left are Regional Vice Presidents Kelli Smith and Corie Schilberg, and Golden Council member Dave Hennel is at front right.



Twenty Delta Omega brothers, *West Liberty State*, at their 30-year reunion in October 2001 at the Pennsylvania Trolley Museum near Washington, Pa. The brothers were given their own antique trolley to use for the festivities. It made for a memorable day full of sharing memories and rekindling fraternal bonds.

National Alumni Day April 25



Deltasigs from Cal State-Fullerton chilling out with an "honorary brother."



Do you recognize any of these Southern California brothers posing with Past Grand President Bill Tatum (bottom left)?



Check out these Florida State brothers, representing Delta Sigma Pi at a student senate meeting.



These Deltasigs set sail during the 20th Grand Chapter Congress, September 1955, in Detroit.

Volunteer Spotlight



Jennifer Wilcox is an initiate of Delta Epsilon Chapter, *North Texas*, and is now affiliated with the Dallas Area Alumni Chapter. She serves as District Director of Beta Phi Chapter at Southern Methodist University and is a call center project manager with Intecom in Addison, TX. She has attended a number of national events including Grand Chapter Congress and LEAD.



George Skraba is an initiate of Lambda Chapter, *Pittsburgh*, and serves as District Director for Lambda chapter. He served as chancellor for the 2002 Northeastern Provincial Council meeting in Princeton, NJ and is employed as a financial engineer with WeatherWise USA, Inc. in Pittsburgh. He has attended many national and regional events over the years.



Angela Twardy Burton is an initiate of Kappa Phi Chapter, *Valparaiso (IN)*, and has served as District Director for Kappa Phi since 1998. She is a new mother and is business manager with Twardy's Radiator Shop in Dyer, IN. Brother Burton has attended a number of events including Grand Chapter Congress and LEAD Schools. Her sister, Nicole Twardy White, is also a Deltasig initiated at Purdue.



Jeff Berlat is an initiate of Eta Psi Chapter, *Houston*, and is now affiliated with the Space City Houston Alumni Chapter. He serves as chair of the Alumni Development Committee for the South Central Province and as District Director for Chi Chi Chi colony at Sam Houston State in Huntsville. He is employed in cash management with Specialty Retailers, Inc. in Houston, where he lives with his wife, Joelle, also a Deltasig.

Deltasig Terminology and Statistics

Deltasig: The abbreviation for Delta Sigma Pi and the name of our magazine. (Delta Sig is the abbreviation for Delta Sigma Phi, a social fraternity.)

Recruiting: The process used by Delta Sigma Pi to promote membership and invite business students to scheduled meetings and activities so they may be considered for an invitation to membership. (Delta Sigma Pi does not use the phrase "Rush".)

Pledging Ceremony: The Delta Sigma Pi Ritual meeting preceding the pledge education period where invited business students or faculty are presented with a pledge pin.

Pledge :

1) An agreement or offer to fulfill a need or obligation.

2) A business student or faculty member who pledged to Delta Sigma Pi during a Pledging Ceremony, but is not yet an initiated member.

Collegiate Brother: Reference to a fully initiated member of Delta Sigma Pi who is enrolled in school and matriculating towards a degree in business or a related field of business. (Often a collegiate brother is referred to as an "Active". While this is not incorrect, actives also include many alumni brothers who are very "active" in the organization.)

Alumni Brother: Reference to a fully initiated member of Delta Sigma Pi who is no longer studying for a business degree; one who has graduated, or withdrawn from school. All faculty Deltasigs are also considered alumni.

LEAD: Leadership and Excellence Academies for Deltasigs, a program that encompasses Provincial Conferences, Schools, and the Ultimate Leadership and Excellence Academy for Deltasigs (currently known as LeaderShape® Institute). These educational meetings differ in length of the program and in whether their primary focus is personal development or chapter development. Additional educational offerings that are not LEAD include regional and area conferences planned by local volunteers. A Provincial Council Meeting is not a LEAD event, however these meetings are often held in conjunction with a LEAD Provincial Conference.

Chapter Advisor: A Chapter Advisor is a faculty member who understands college policies affecting student groups, as well as Delta Sigma Pi issues. Advisors know several chapter members on a personal basis and are

often a closer connection to the officers of the chapter than any other volunteer.

Did You Know??

(as of April 1)

- Total Collegiate Chapters...
250
- Active Collegiate Chapters...
175
- Franchised Alumni Chapters...
49
- Deltasig Active Colonies...
9
- Total Deltasig Initiates...
192,395
- Membership with Valid Address...
135,207

Deltasig's Own Stacey Skidmore: Miss Nebraska 2002

by Nancy Brewer

Stacey Skidmore, *Nebraska-Omaha*, never imagined she would enter the world of glamour as a management student in her senior year of college. Forging ahead to graduation, she was making plans for her upcoming business career when she was nominated by her chapter, Gamma Eta, for Homecoming queen. When a representative for the Miss Nebraska/USA pageant saw the poster advertising her Homecoming nomination, he asked her to be a contestant in the Miss Nebraska pageant.

Initially, Brother Skidmore didn't take the suggestion seriously. "I thought, 'I don't do beauty pageants,'" she laughed. "'I'm a business major.'" But a friend urged Stacey to enter the competition. Stacey decided to do so, never dreaming the adventure would go any further.

"I approached it like a business decision," she says with her characteristic candor. "I debated the pros and cons, and decided it would be a once-in-a-lifetime opportunity."

To Brother Skidmore's surprise, but certainly not that of her friends and brothers, she won the Miss Nebraska competition held in Norfolk on December 7, 2001. Now the reigning Miss Nebraska, she is on to the Miss USA pageant as the official delegate of her state. She is postponing her education one semester to fulfill her obligation as Miss Nebraska in 2002, but plans to return to school in the summer, and eventually obtain her MBA.

Stacey laughs at the unexpected turn she has taken, saying, "Like me, my parents, who were at the Miss Nebraska pageant, didn't expect it to go this far. They used up all their rolls of film taking pictures of me in the preliminary rounds, as we didn't imagine I'd end up being crowned. When I won, I had to get copies of photos of the final crowning from other people!"

It's not hard to imagine Stacey as the winner. She is a strikingly beautiful

woman with a bright smile, brilliant blue eyes and long brown hair. Yet she is adamant about downplaying her looks and emphasizing that intelligence is the main attribute she values, and one which she firmly believes the Miss Nebraska/USA pageant does as well. "In today's beauty pageant, the judges want *beauty and brains*," she says.

Although it would appear that the worlds of business and beauty have little in common, Stacey has found that her business education and her Delta Sigma Pi experience serve her well in this newest role as beauty queen. "You have to be able to focus among many distractions," she says of the pageant. "You need to have confidence in yourself, and prove to the judges that you are the 'best candidate for the job,' so to speak—not unlike a job interview. They want qualified, intelligent women in this role."

Stacey says membership in the Fraternity honed her interpersonal skills, which were invaluable during the competition. "You have to know how to work an audience," she says, "and thanks to the leadership skills I've acquired in Delta Sigma Pi, I had the confidence to do that. I had to be able to professionally present myself, introduce guests, and interact with the local businesspeople."

She knows, too, that she has the ability to perform under stressful situations, especially after her pageant experience. "There's nothing more stressful than walking out on a stage in a swimsuit in front of hundreds of people! That gave me the confidence to know that I can do anything," she asserts.

As a result of the title, Stacey has received many prizes, including \$500 worth of make up from Models Prefer, \$1,500 in cosmetic dentistry, luggage from J.C. Penney, and prizes from many of the local businesses. "Everyone was overwhelmingly generous to the pageant promoters and contestants," says Stacey. She also gets to keep her official crown and sash, wonderful mementoes of her reign.

Stacey has found a special cause within the pageant, too—advocating for early detection and prevention of breast and ovarian cancer. Stacey's mother, Anne, is in remission from breast cancer, having battled it over the past year. "It was really special to have my mom at the pageant," she says warmly. "My winning the crown was a wonderful end to a bad year." Now, as Miss Nebraska, Stacey plans to speak about the importance of early cancer detection. "I have the opportunity to promote causes that I feel very strongly about. In addition, I'm very proud of my state and honored to represent Nebraska in the Miss USA pageant."

She laughingly recalls meeting some fellow Nebraskans in the Chicago airport after winning the crown. "They were enthusiastic Husker fans, and I gave them autographed pictures as I waited for my luggage," she says, attesting to the camaraderie she has always known as a native Nebraskan.

Just as importantly, Delta Sigma Pi has provided that same support to Stacey throughout college. After pledging the chapter, she became pledge class treasurer. The next year, she was the first vice president-alumni relations for her chapter, a position she truly loved. Last semester, she was vice president-professional activities, and the night before the competition she learned she had been elected president of *Gamma Eta*. Sadly, she had to decline after winning the Miss Nebraska crown, but says, "I was truly honored to have been elected chapter president."

As for the future, Stacey is keeping her eye on her business plan. "After graduation, I plan to work for corporate America. There are many opportunities in Omaha—the First National Bank, Mutual of Omaha, and many other businesses where I would have the chance to grow and meet my goals. I never want to be content to stay where I



Brother Stacey Skidmore, *Nebraska-Omaha*, competed in the Miss USA pageant in March 2002. Active in the chapter, she has held several offices—and reluctantly declined election as president to meet her Miss Nebraska obligations.

am. I always look to move to a higher level of personal and professional growth."

The Miss Nebraska/USA pageant has opened another door. "I have had a couple of modeling offers as a result of the pageant," she says. "If there is some way I could integrate those into my business career, I will, but it will be 'back to business' for me when I return to school."

Stacey, unexpectedly, got the chance to meet a larger-than-life figure in the world of big business, Donald Trump. "I met him at the party that was held after the competition. He met my parents, and he was wonderful—a real, down-to-earth person, which is refreshing to see. I told him I'm not the typical beauty queen. I don't read fashion magazines—I read business journals," Stacey says with a laugh.

Miss Nebraska/USA and Deltasig Stacey Skidmore is ready to face the future knowing the unexpected turn her life has taken will serve her well, no matter what path her future holds. ▲

Alumni NOTES

Jonathan Heller, Adelphi, is a district manager with Innovation Luggage in Greenwich, Conn.

Laura Rosenthal Effron, Albany, is in the Catastrophe Management department of Markel/Essex Insurance. She lives in Richmond, Va., with her husband Gary, son, Jordan, and two daughters, Rebecca and Arielle.

David Morrill, Americas (Puebla, Mexico), is the president of JOSTENS de Venezuela in Caracas.

Norman Neill, Arizona, is the President and CEO of Tecon International LLC in Las Vegas.

Jeffrey Somers, Arizona, is an executive team leader with Target in Tucson, Ariz.

Todd Gibbons, Arizona State, is a Sr. RSS in Market Development for Merck Co., Inc. in Chandler, Ariz.

Gary A. Gregg, Arizona State, recently retired as an information systems controls manager in Reserve Bank Operations and Payment Systems for the Board of Governors of the Federal Reserve System. He served 14 years at the Federal Reserve Board. In addition, Gary served in the United States Army and was the data security officer for Washington Computing Center of the Department of Agriculture.

Lisa Hiser Harrington, Ball State, was recently promoted to vice president of education for the Florida Association of Insurance Agents (FAIA).

Mark Hulskotter, Ball State, is a store manager with Sherwin Williams in Indianapolis.

James Van Horn, Barry, is a network manager with the Turner-Austin Airport Team in Miami, Fla. where he lives in his new home with 15-month-old son, James Riley.

Lawrence Heilbronner, Binghamton, was recently promoted to vice president-chief financial officer of The Canandaigua National Bank and Trust Company. He is married and lives in Brighton, N.Y. with his wife, Laura, and three children.

Charles Sachs, Binghamton, is an applications manager with Alliance Consulting in Philadelphia.

Adam Kratzert, Bowling Green State, is a senior financial analyst with Parker Hannifin Corporation. Recently transferred to Cleveland from Lexing-

ton, he and wife Lisa are expecting their first child in May.

Stephen Schindler, Bowling Green State, is a district director with MEDIACOPY, in Louisville.

Andrew Grabon, Buffalo, recently became a general manager trainee with Blue Beacon International in El Paso. His training will last 12-18 months at which time he will relocate to run his own location.

Robert Myers, Buffalo, was recently promoted to network engineer with ILX Systems in New York.

Marisa Havskjold, California-Davis, is a senior business operations projects analyst with Boeing in Long Beach, Calif.

Christine Stabe, Cal Poly-San Luis Obispo, is an estimating administrator with Granite Construction Company in Sacramento.

Ivan Pernudi, Cal Poly-Pomona, is a logistics analyst with C. H. Robinson Co. in Orange, Calif.

Laura La Borde, Cal State-Fresno, is an account executive with ACNielsen. She works onsite at Nestle USA in Glendale, Calif. providing market research insights for the sales team.

Alison Wells, Cal State-Fresno, is a manager of IS client services with Community Medical Centers in Fresno, Calif.

Richard Lanzner, Cal State-Fullerton, recently relocated to Ft. Belvoir, Va. where he was promoted to systems administrator with Eagle Group International, Inc.

Steven Perez, Cal State-Fullerton, is a research analyst with Farrand Research Corp. in Long Beach, Calif.

Dennis Gibson, Cal State-Sacramento, is a broker with AmeriPlanUSA in Woodburn, Ore.

Thomas Johnson, Cincinnati, is a loan review specialist with National City Bank in Cleveland.

Christopher Prezioso, DePaul, is a second vice president with Northern Trust Company in Chicago.

Vicki Van Vleet, Drake, is a tax analyst with Plexus Corp. in Neenah, Wis.

Joseph Sharp, Duquesne, is a manager with Ernst & Young LLP in Pittsburgh.

Dennis Yurochko, Jr., Duquesne, was recently ordained a deacon by The Pontifical North American College at the Patriarchal Basilica of Saint Peter in the Vatican City.

Chinwe Obianwu, East Tennessee State, is a cost management consultant with Broad Margin in Alpharetta, Ga.

James Floyd, Ferris State, is an engineer with Compuware Corp in Farmington Hills, Mich.

Erin Holbrook, Florida Southern, is a front desk manager with Marriott International in Boston.

Lisa Thompson, Florida State, is a consultant with Accenture in Tallahassee.

Mahan Hosseini, George Washington, is an analyst with Lehman Brothers in New York.

Michael Larson, Georgia, is a senior corporate service analyst/bank officer with Wachovia in Jacksonville.

Fred Hedges, Jr., Georgia State, is the recent recipient of the Georgia State University Alumni Association Distinguished Achievement Award, one of the university's highest alumni honors.

Shannon Flagler, Grand Valley State, is a financial aid officer with Baker College in Auburn Hills, Mich.

Heather Shepard, Illinois, is a senior financial accountant with Equity Office Properties in Chicago.

William Strnad, Illinois State, is a vice president, senior investment consultant with Bank One Private Client Services in Chicago.

Kenneth Wells, Indiana-Purdue at Fort Wayne, is a maintenance technician with North American Van Lines in Fort Wayne, Ind.

Lance Oexman, Indiana State, is a regional sales manager with Matthews International in Dallas.

Mia Cheeseman, Iowa, is a marketing representative with Newell/Rubbermaid in Richmond, Va.

Peter Diebel, Iowa, recently started the MBA program at the University of Tampa. His expected graduation date is



Jennifer Lallo, District Director at Cal State-Chico and proud Deltasig, strikes a pose during her three-week cruise, last January, to the Antarctic peninsula.

December 2003 and his concentration will be in management.

Rob Stephenson, Iowa, is in sales with Allied Insurance in Des Moines.

Rachel Duschen, Iowa State, is an independent beauty consultant with Mary Kay Inc. in Ames, Iowa.

Nicole Gruenebaum, James Madison, is a catering sales manager with the Austin Marriott at the Capitol in Austin.

Marlon Goodwin, Kansas, is a trading analyst with Williams Energy Marketing & Trading in Tulsa.

Bryan Griffin, Kansas, is a client service director with Resources Connection in Overland Park, Kan.

Robin Hatt, Kansas, is an administrative assistant with The Mission Bank in Mission, Kan. She is currently at Johnson County Community College pursuing a nursing degree.

Christy Porter, Kent State, is on the trading team with Oak Associates in Akron, Ohio.

Joshua Wolfrum, Kent State, is a financial specialist for Progressive Insurance Co. in Mayfield Village, Ohio.

Roland Howell, Lamar, is a partner with Foundation Technologies, LLC in Asheville, N.C.

Patricia Dubea, Louisiana State, is a finance officer with the District Attorney of New Orleans in New Orleans.

Christopher Langlois, Louisiana State, is the owner of Time Saver

Delivery, a new dry cleaning pick-up and delivery service in Dallas.

Samira Salman, *Louisiana State*, is a senior associate with Andersen in Houston.

Clyde Tull, *Louisiana State*, is an actor, model, and retired Army Colonel currently living in Los Angeles. His most recent acting accomplishment was as the "motormouth out-of-towner" in the Budweiser Super Bowl commercial entitled "How Ya' Doin'".

Steven Willis, *Louisiana State*, is a professor at the University of Florida College of Law in Gainesville.

Jennifer Markham, *Louisiana at Lafayette*, is a tax associate with Arthur Andersen LLP in New Orleans.

Kevin Furr, *Lynchburg*, is a broker-dealer examiner with State Corporation Commission-Division of Securities in Richmond, Va.

Timothy Phelan, *Lynchburg*, is a human resources manager with Jantek Industries, LLC in Medford, N. J.

Richard Blankenship, *Maryland*, is a tax manager with Williams, Cox, Weidner, and Cox in Tallahassee, Fla.

Mary-Eileen Haim, *Maryland*, is the co-owner of Private Homes for Private Vacations, Inc. in St. John, Virgin Islands.

Alisa Oswalt, *Memphis*, works for a marketing services analyst company in Phoenixville, Pa.

Robert Ball, *Michigan*, is a financial advisor with Merrill Lynch in Toledo.

C. Dave Urbanski, *Minnesota*, is the CEO of Hensel Financial in Oceanside, Calif.

Tracy Gilliom, *Mississippi*, is a technical analyst with Federal Express in Collierville, Tenn.

Laura Taylor, *Missouri-Columbia*, is an accounting manager with the St. Louis Regional Chamber & Growth Association (RCGA) in St. Louis.

Patrice Ross, *Nebraska-Lincoln*, is a human resources representative with GES Exposition Services in Las Vegas. She recently graduated from the University of Nebraska-Lincoln with a Master of Arts degree in Management.

Leah Bagby, *New Jersey*, is a marketing coordinator with The Union Labor Life Insurance Company in Mt. Laurel, N. J.

Hector Castaneda, *New Mexico State*, is a realtor with Tarbell Realtors in Upland, Calif.

Nemanja Kovac, *New Mexico State*, is the Director of International Affairs for PAN-TRGOVINA d.o.o. in Novi Sad, Yugoslavia.

Jason Roach, *New Mexico State*, is a security analyst with Burlington Resources in Fort Worth, Texas.

Andrea Schrum, *New Mexico State*, works in international patient financial services with the Mayo Medical Center in Rochester, Minn.

Susan Barrett, *North Carolina-Greensboro*, is an accountant with Daniel, Ratliff & Co. in Charlotte, N.C.

April Bebee, *North Texas*, is a human resources assistant with Sara Lee Bakery Group in Carrollton, Texas.

An-Zu Wang, *North Texas*, is an accountant with TXU Energy Trading in Dallas.

Theresa Drew, *Northern Arizona*, was recently promoted as managing partner of Deloitte & Touche in the San Diego office.

Kelley Compton, *Northern Colorado*, is an investment service representative with T. Rowe Price in Colorado Springs, Colo.

Sean Clark, *Ohio State*, is a plant buyer with Owens Corning in Kansas City.

Douglas Smith, Jr., *Ohio State*, is a senior environmental planner with OKI Regional Council of Governments in Cincinnati.

David Perry, *Oklahoma*, is a district manager with RGIS Inventory Specialists in Oklahoma City.

David Vesely, *Oklahoma*, is a senior internal auditor with the Boston Stock Exchange in Boston.

Vicki Karn, *Oklahoma State*, is a coordinator with Thrifty Rent-A-Car in Tulsa, Okla. and was recently married to Robert E. Hibbert.

Angela Rosenquist, *Pacific*, is earning her MBA from the Pacific Eberhardt School of Business, broadcasting volleyball and baseball on TV and radio, volunteering for United Way, and working as the coordinator of Alumni and Donor Relations for the Thomas J. Long School of Pharmacy and Health Sciences at the University of the Pacific.

Conchita Dixon, *Penn State-Behrend*, is a service specialist with TIAA-CREF in Philadelphia.

George Skraba, *Pittsburgh*, is a financial engineer with WeatherWise USA, Inc. in Pittsburgh.

Brian Roell, *Purdue*, is a financial representative with Northwestern Mutual Financial Network in Milwaukee.

Thomas Boyd, *Rider*, is a vice president at Albemarle First Bank in Charlottesville, Va.

Rev. Geoffrey Collis, *Rider*, is now the vicar of St. Peter's at-the-Light Episcopal Church in Barnegat Light, N.J.

Jason Morais, *Roger Williams*, is a senior technology consultant with Inrange Technologies-Global Consulting in Waltham, Mass.

Amelia Nieto-Duval, *St. Mary's*, was recently hired as the grants specialist for Northside Independent School District (NISD) in San Antonio. She recently wrote a grant for NISD special education students and the District was awarded \$1.3 million.

Charles Gehring, *San Diego*, is the director of investment management with Insight Capital Research & Management, Inc. in Walnut Creek, Calif.

Carol Lam, *San Diego State*, is an accounting manager with Red Envelope, Inc. in San Francisco.

Carly Darte, *San Jose State*, is an accountant with Com21 in Milpitas, Calif.

Mary Jenkins, *Savannah State*, is the president/CEO of Creative Coordinating in Columbus, Ohio.

Todd Shriver, *Shepherd*, works with Pelican Marine Center, Inc. in Hudson, Fla., handling boat sales.

Kevin Lomax, *South Carolina*, is a research assistant professor with the University of Kentucky in Lexington.

Per Ostre, *South Dakota*, is a staff consultant with Deloitte & Touche LLP in Minneapolis.

Michael Borelli, *South Florida*, is the director of sales with De Lage Landen Financial Services in Wayne, Pa.

Jennifer Crocker, *South Florida*, is a registered representative with American General Securities, Inc. in Palm Harbor, Fla. She was recently engaged to Todd Tanck, a fellow alumnus from Tampa.

Bonnie Chiu, *Southern California*, is a financial services associate with Prudential Financial in Irvine, Calif.

Adam Smith, *Tampa*, is an assistant controller with Cox's Wholesale Seafood, Inc. in Tampa.

Julieanna Gild, *Tennessee*, is a senior data territory manager with Intermedia Communications in Nashville.

Joe Heredia, *Texas-El Paso*, is a sole proprietor with Joe D. Heredia, CPA in Bonham, Texas.

Dawn Hollister, *Texas-El Paso*, is a network operations manager with Miles Group, a UPS company in El Paso.

Minerva Najera, *Texas-El Paso*, is a tax assistant specialist with the Texas State Comptroller of Public Accounts in Austin.

Donald Cardinal, *Texas A&M-College Station*, is an assistant vice president with Bank of America in San Antonio.

Donald Grotjan, *Truman State*, is an accounting specialist with the St. Louis Regional Chamber & Growth Association (RCGA) in St. Louis.

Ingrid Schulz, *Valparaiso*, is an underwriting supervisor with Kemper Insurance Companies in Jacksonville.

Anna Lester, *Virginia Tech*, is an assistant manager with Apple Gold Group in Concord, N.C.

John Braden, *Washburn*, is a lead engineer with MITRE Corp. in McLean, Va.

Zubair Shah, *Wayne State-Detroit*, is a senior consultant with Synygy, Inc. in Conshohocken, Pa.

Virgil Kinder, *Western Illinois*, is a senior account executive with Bullet Freight Systems in Hinsdale, Ill.

Ricky Green, *Western Kentucky*, is an accounting supervisor with LOC Federal Credit Union in Farmington Hills, Mich.

Jeffrey Rinvelt, *Western Michigan*, has been named director of information technology with Ardesta LLC in Ann Arbor, Mich.

Jessie Wetzberger, *Western State*, is a PA/Financial Team with URS Corporation in Denver.

Kimberly Gilbride, *Wisconsin-La Crosse*, is an accounting/office manager with Prism Marketing Services in Appleton, Wis.

Alumni Chapters CONTACT LIST

Franchised Alumni Chapters

This list includes chapters that have franchised for the 2001-2002 fiscal year as of March 20, 2002.

Alabama <i>Birmingham</i> Nicole Brogden nbrogden@hotmail.com	Connecticut Lesley Ross thetaiota802@yahoo.com	Maryland <i>Baltimore</i> Bryan McMillan baldeltasigs@yahoo.com	<i>Cincinnati</i> Andre Reich andre_reich@hotmail.com
<i>Greater West Alabama</i> Lee James 205-654-2282	Florida <i>Pensacola</i> Christopher Woodard cormw@yahoo.com	Massachusetts <i>Boston</i> Nick Steinkrauss rsteinkrauss@yahoo.com	<i>Cleveland</i> Michael Losneck mike@mecca-ad.com
Arizona <i>Phoenix</i> Susan Rief susanrief@hotmail.com	<i>Tampa Bay</i> Todd Shriver tjshriver@go.com	Minnesota <i>Twin Cities</i> Jodi Schoh jodi.schoh@culliganwater.com	<i>Columbus</i> Rusty Stratman rstratman@columbus.rr.com
California <i>Alcatraz</i> Joseph Riego dsp_alcatraz@yahoo.com	Georgia <i>Atlanta</i> Gina Oleksinski gina.oleksinski@prudential.com	Missouri <i>Kansas City</i> Elizabeth Losik bethlosik@yahoo.com	Oklahoma Rene Capron 918-747-5787
<i>Fresno-Central Valley</i> Alison Wells amwells@aol.com	Hawaii Clayton Chong cechong@aol.com	<i>St. Louis</i> Cynthia Behr Cynthia.Behr@anheuser-busch.com	<i>Erie</i> Nunzio Martin nunz112@excite.com
<i>Inland Empire</i> Patti LaMarr palamarr@postoffice.pacbell.net	Illinois <i>Chicago</i> Joseph T. Ward wardjos@aol.com	Nebraska <i>Greater Nebraska</i> Dan Davis ddavis@telec-consulting.com	<i>Philadelphia</i> Renee Stewart Marjade77@hotmail.com
<i>Long Beach</i> Anje Castro sapphire3_77@yahoo.com	Indiana <i>Indianapolis</i> Corey Arashiro coreyA@firstindiana.com	<i>Pittsburgh</i> Julie Halas halasjl@stargate.net	Texas <i>Dallas Area</i> Brian Powell bdpowell@hotmail.com
<i>Los Angeles</i> Michael Hildebrand michael216@earthlink.net	<i>Northwest Indiana</i> John Henik jhenik@jvhenikinc.com	Nevada <i>Sierra Nevada</i> Angela Cook Notatwinkie@hotmail.com	<i>Houston</i> Jeff Berlat jeffberlat@mindspring.com
<i>Orange County</i> Stefen Perez stefen@iname.com	Kansas <i>Kansas City</i> Elizabeth Losik bethlosik@yahoo.com	New York <i>Upstate New York</i> David Hennel david@hennel.net	Virginia <i>Central Virginia</i> John Cookson cooksonj@aol.com
<i>San Diego</i> Deborah Barry deborahKBarry@hotmail.com	Kentucky <i>Louisville</i> Robert McGonnell rmdsp211@aol.com	<i>Western New York</i> Christopher Joy Chris.p.joy@usa.xerox.com	<i>Northern Virginia</i> Christian W. Galoci cgaloci@email.msn.com
<i>Silicon Valley</i> Libby Rowley lrowley700@aol.com	Louisiana <i>Lafayette</i> Heather Albritton halbritton@lus.org	North Carolina <i>Piedmont</i> Nicholas McGalliard nmcgalliard@dot.state.nc.us	West Virginia <i>Shepherdstown</i> Dawn Freed Pitzer FreedVolley22@aol.com
<i>Rocky Mountain</i> Scott Brubaker sbrubaker@extant.net	<i>New Orleans</i> Rebecca Remetich rebecca.remetich@dciinc.org	Ohio <i>Akron-Canton</i> Alan Brunton 330-274-2232	Wisconsin <i>Milwaukee</i> Chris McArdle chris@therauseragency.com

Chartering a new chapter: In order to be awarded an alumni chapter charter, the following must be submitted to the Central Office: a petition to charter, a chartering fee of \$25, a list of officers, and a roster of 10 members living in the general locale. Previously chartered chapters are required to franchise annually.

Franchising an existing chapter: To be recognized continuously as an alumni chapter of Delta Sigma Pi, the chapter will need to **complete franchising requirements between April 1 and June 30 for an upcoming fiscal year.** For example, to be recognized for the July 2002 – June 2003 fiscal year, requirements must be completed by June 30, 2002.

Franchising requirements:

- Submit a roster of current chapter members (National Bylaws require a minimum of 10 members living in the same general locale.)
- Submit a List of Officers (Form L)
- A Franchising Fee of \$25
- Chapter Bylaws must be on file at the Central Office
- A Charter Renewal Fee of \$25 (if franchising has lapsed for the chapter)
- A liability insurance fee of \$50

Local Area Alumni Contacts

<i>Asheville, NC</i>	Alfred White	awhite@NBA.com
<i>Austin, TX</i>	Ben Templeton	512-442-0715
<i>Bowling Green, KY</i>	Mandy Hanson	270-358-0492
<i>Central Florida</i>	Darlene Fountain	407-275-0052
<i>Champaign, IL</i>	Christopher Aubrey	217-234-2385
<i>Charlotte, NC</i>	Donna Zachman	dszachman@earthlink.net
<i>Columbia, SC</i>	Buck Fulmer	803-791-5566
<i>Detroit, MI</i>	Kyra Wilson	313-527-1972
<i>El Paso, TX</i>	Miguel Gonzalez	915-494-0364
<i>Ft. Wayne, IN</i>	Jennifer Woods	jwoods592@yahoo.com
<i>Knoxville, TN</i>	Tom Groot	Mstng501@yahoo.com
<i>Long Island, NY</i>	Guy Dorsainville	gayatachew.dorsainville@compaq.com
<i>Nashville, TN</i>	David Brooks	615-791-9205
<i>Northern/Central, NJ</i>	Jason White	Jason@idigjesus.com
<i>North Florida</i>	Audrey Alena	904-880-2753
<i>Portland, ME</i>	Patrick Cotter	207-767-6500
<i>Portland, OR</i>	Andrew Harnish	503-279-1798
<i>Sacramento Valley, CA</i>	Stephanie Parrish	916-383-2127
<i>San Angelo, TX</i>	LeAnn Criswell	915-947-1354
<i>San Antonio, TX</i>	David Schoen	210-861-4256
<i>Savannah, GA</i>	Romona Saussy	912-236-3115
<i>Seattle, WA</i>	Shamone Stephenson	253-858-5712
<i>Sioux Falls, SD</i>	Terisa Heiman	605-362-8840
<i>Tallahassee, FL</i>	Eileen Jones	850-875-4822
<i>Tucson/Old Pueblo, AZ</i>	Charles Farrow	520-881-5097
<i>Upper Ohio Valley, WV</i>	Amy Balog	304-336-7399
<i>Victoria, TX</i>	Theresa Kacer	773-977-0393
<i>West Hollywood, CA</i>	Adrian Avalos	323-462-4814
<i>West Palm Beach, FL</i>	Rocco Ranaudo	561-582-0444

INTERNATIONAL

<i>Japan</i>	Masato Honda	masato_honda@mvh.biglobe.ne.jp
<i>London</i>	Ashok Arora	bertela@yahoo.com

SIG Contact List

Special Interest Groups within Deltasig

Deltasig Huskers FANS	Norm Kromberg	402-493-4982
FADOS	Scott Sabol	dspeastcentral@aol.com

For information about alumni chapters or a SIG group, contact:
cherylm@dspnet.org or (513) 523-1907 ext 244.

www.dspnet.org

Bits

Mergers

Jeff Friedman, *Arizona State*, on April 20, to Jocelyn Rosenthal. The couple lives in Austin, Texas.

Laura Scalise to Stephen Zoglman, both *Bellarmino*, on September 8, 2001. The couple lives in Louisville.

Andrew Smith to Sarah Bower, both *Cal Poly-San Luis Obispo*.

Leah K. Davis, *Central Missouri State*, on March 24, to Christopher Meyer. The couple lives in Wentzville, Mo.

Shirley Driver, *Colorado State*, on November 21, 2001, to Freddy H. Agustin. The couple lives in Pineville, N.C.

Heather McDonough to Michael Shepard, both *Illinois*, on January 12. The couple lives in Chicago.

Katie Kelley, *Iowa*, on October 13, 2001, to Kent Karnes. The couple lives in Washington, Iowa.

Summer Sklenar, *Nebraska*, on November 17, 2001, to Scott Franco. The couple lives in Omaha.

Joan Maria Dougherty to Brian Lewis Kirkpatrick, both *Penn State-Behrend*, on June 30, 2001.

Paul Mezzetta, *San Jose State*, on June 9, to Tess Acoba. The couple lives in Menlo Park, Calif.

Amanda Holbert, *Western Kentucky*, on December 15, 2001, to Rex Hanson.

Dividends

To Brother **Cynthia Reigle**, *Bowling Green State*, and husband Rob, on September 22, 2001, a son, Brandon Robert Knell.

To Brother **Lance Dunn**, *Cal State-Fresno*, and wife Linda, on December 11, 2001, a girl, Lexis Ashley Dunn.

To Brothers **Angela Roos** and **John Callahan**, both

Central Missouri State, on December 17, 2001, a daughter, Leslie Marie.

To Brother **Michael Whitsitt**, *Central Missouri State*, and wife Lori, on February 7, a son, Jacob Daniel.

To Brother **Julie Schwartz**, *Illinois*, and husband Jim, on February 17, a daughter, Grace Marie Dierwechter.

To Brother **Kevin Lackey**, *Indiana-Purdue*, and wife Kelly, on November 30, 2001, a son, Aaron Michael Lackey.

To Brother **Sharon Lo Drucker**, *Louisiana State*, and husband Don, on January 28, a daughter, Kaylee Wei Hsiu Drucker.

To Brother **Lorna Beck**, *Missouri-St. Louis*, and husband Kurt, on December 17, 2001, a daughter, Savannah Kathryn.

To Brothers **Krista Aberle** and **Matt Richmond**, both *Nebraska-Lincoln*, on November 16, 2001, twin daughters, Sydney and Allison.

To Brother **Travis Murray**, *North Carolina-Greensboro*, and wife Sherry, on February 24, a son, Dillon Travis Murray.

To Brother **Bob Patterson**, *Penn State-Behrend*, and wife Heidi, on February 21, 2001, a son, Ryan Michael Patterson.

To Brothers **Eileen Healy** and **David Rankel**, both *Siena*, on April 18, 2001, a son, Sean David.

To Brothers **Tamra Elbert** and **Tom Fischer**, both *Southwest Missouri State*, on September 26, 2001, a son, Grant Michael.

To Brother **Ernest J. Myers**, *Temple*, and wife Theresa, on December 15, 2001, a daughter, Sarah Gail Myers.

To Brother **Chester Longley**, *Truman State*, and wife Brenda, on February 4, a son, Bryan Neil Longley.

To Brother **Angela Twardy Burton**, *Valparaiso*, and husband Carley, on January 10, a son, Joshua Alexander Burton.

To Brother **Heather Sathoff Calvin**, *Western Illinois*, and her husband Marty, on November 27, 2001, a son, Kohlton Tyler.

To Brother **Sara Lee Oldham**, *Western Kentucky*, and her husband James, on November 24, 2001, a son, Connor James.

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.)

Case Western Reserve
Walter Stepanek

Georgia
Billy F. Hyde

Illinois
Rodney G. Baumgartner

Loyola-New Orleans
My-Linh Nguyen

Minnesota State
Korby J. Peltola

Missouri-Columbia
Edward William Lupberger

Nebraska-Lincoln
Paul R. Meyer

Nebraska-Omaha
John (Jack) A. Schuchart

North Florida
Marvin E. Reed

Ohio
Ralph E. Durr

Rutgers
Henry A. Brezin

Shepherd
Cecil M. Arnold
Harold L. Chamblin, Jr.
James G. Sale
Christopher J. Wise

Texas Christian
Charles P. Foote

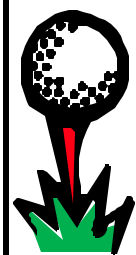
West Virginia
Jennifer Holman

Central Office Staff Update



Stacy Donahoe joins the Central Office staff as the new Communications Coordinator. Stacy graduated from Miami University with a degree in speech communication and public relations and a minor in marketing. Prior to joining the Central Office staff, she worked as an account coordinator in a Detroit advertising agency. Stacy moved to Oxford from her home state of Texas.

Welcome Stacy!



Brother Larry VanQuathem is planning a series of Fraternity Golf Outings-- possibly annual excursions. The first one is this fall in

Scottsdale, Ariz.

Contact larryvq@msn.com for details.

SEND US YOUR NEWS

The Fraternity is constantly improving our database and looking for news for *The DELTASIG*.

We would appreciate hearing from you with updates and news.

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330 South Campus Avenue
Oxford, OH 45056
513-523-1907

magazine@dspnet.org

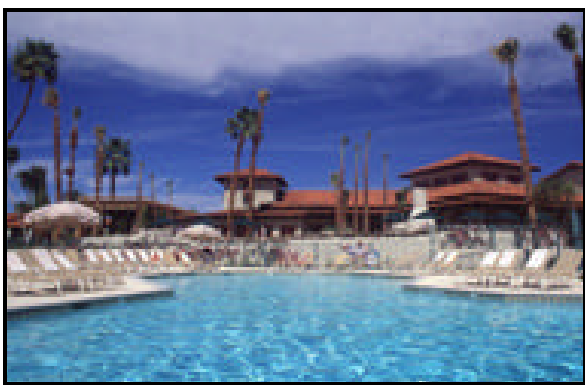
www.dspnet.org

EXCITING NEWS!!

We know you'll miss your summer issue of *The DELTASIG* but it is being redesigned. Look for your new and improved issue in the fall!!

Grand Chapter Congress '03

Palm Springs, August 13-17



An Oasis in the Desert—the Perfect Setting for the 44th Grand Chapter Congress!

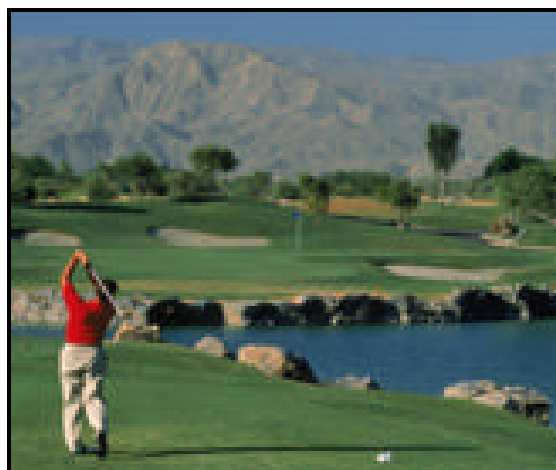
As 2003 approaches, so does the opportunity for exceptional fellowship, exciting educational experiences, and enjoyment in a fiercely beautiful desert setting—Palm Springs, California. Join us as Delta Sigma Pi's Grand Chapter Congress, our national convention held every two years, convenes for a time as grand as the Congress itself. You will reunite with brothers you've known since college and make new friendships to treasure as you enjoy the scenery of the Marriott Rancho las Palmas Resort.

Opening ceremonies and the keynote address kick off the excitement of Grand Chapter Congress. Legislative and business sessions, attended by delegates from around the country, guide the direction

of the Fraternity for the next biennium and beyond. Leadership, professional, and personal development sessions provide enrichment and opportunity for collegiate and alumni members alike. The Grand Chapter Congress Banquet, featuring fine dining, dancing, and entertainment, is a fitting celebration for the concluding ceremonies.

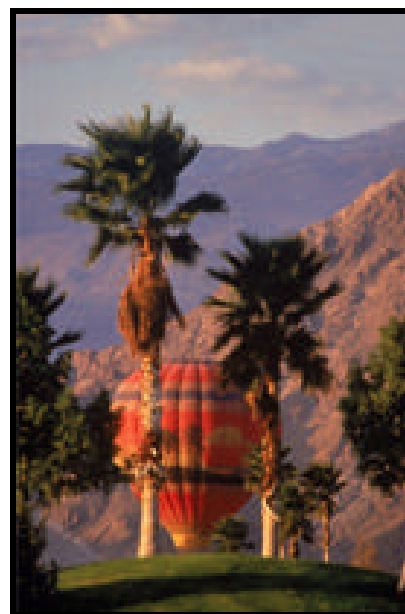
Marriott Rancho las Palmas Resort Offers Many Attractions

From arts and culture, golf and tennis, shopping, spas, to exciting ways to see Palm Springs and its surrounding desert grandeur via air tours, fishing, hiking, mountain climbing, horseback riding (just to

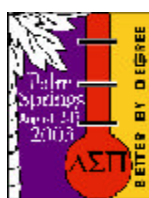


name a few), you'll experience the excitement of Congress and the beautiful backdrop that Palm Springs provides.

Moreover, you'll share this excitement with your brothers of Delta Sigma Pi—what better way to learn, have fun, and experience the adventure of brotherhood than in an oasis in the desert.



Mark your calendar for the 44th Grand Chapter Congress to be held at the Marriott Rancho las Palmas Resort on August 13-17, 2003. Plan now to come to the perfect destination for learning, enjoyment, and brotherhood. Registration information will be in upcoming issues of *The DELTASIG*. For additional information on the resort, please call (760) 568-2727 or visit their web site at www.spalaspalmas.com.



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