

THE

# DELTA SIG

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



Chick-fil-A Founder Truett Cathy  
Mixes Faith and Fraternity

# Truett Cathy

## Redefining Faith in Today's Business World

by Dara Vukadinovich

**Would you do something to earn your company \$100 million in sales per year? Truett Cathy, Georgia College & State, won't.**

**B**rother Cathy, an honorary initiate of Delta Sigma Pi in 1982, values certain things above success and money. Namely, religion. Chick-fil-A closes its doors every Sunday, without exception. This decision costs him up to \$100 million in sales. He isn't willing to forsake his beliefs in the name of big business. "That's a decision we made 56 years ago, and it's probably the best business decision we ever made. At the time I did it because I was in the habit of going to Sunday school and church and being with my family. I didn't want to be robbed of that. It was easy to make the decision, because our first restaurant, the Dwarf Grill, was a small place with four tables and chairs and 10 stools at the counter. We worked 24 hours a day, six days a week, so it was easy to decide to be closed on Sunday," says Cathy.

The "closed-on-Sunday" policy isn't the only evidence of Brother Cathy's high morals. From his company policies to his philanthropic work, one can see a reflection of Cathy's deep faith and commitment to helping those less fortunate.

### **Eat Mor Chikin**

Little did Brother Cathy know the Atlanta diner he started would lead to a successful chain of restaurants that would reach \$1 billion in sales in the year 2000. He and blood brother Ben opened the Dwarf Grill (later renamed The Dwarf House) in Atlanta in 1946. The brothers opened the restaurant by raising \$10,600, which they got from selling their car, pooling their savings accounts, and taking a bank loan. As the years passed, the 24-hour-a-day restaurant enjoyed much success. In 1967, the first Chick-fil-A restaurant was opened in Atlanta's Greenbriar Shopping Center. Now, there are more than 1,030 restaurants across the country.



*Truett Cathy (center) visits one of his many Chick-fil-A restaurants, with sons Dan (left), president and C.O.O. of Chick-fil-A, and Don ("Bubba"), senior vice president of Chick-fil-A, president of Chick-fil-A Dwarf House and vice president of the WinShape Center.*

Even more impressive is the fact that Brother Cathy has had 34 consecutive years of annual sales increases, with increases in the double digits for the last 10 years. Chick-fil-A's franchises include freestanding restaurants, drive-thru-only outlets and Chick-fil-A Dwarf Houses. In 1996, Truett's Grill opened, celebrating his 50th anniversary as a restaurateur. The restaurant is outfitted with 1950's décor and memorabilia. There is even a replica of Cathy's first motorcycle, a restored 1927 Indian Scout, on display in the restaurant.

Chick-fil-A has garnered several awards and recognitions throughout the years. In 2002, it was named the "Best Drive-Thru in America." 2002 also brought the National Restaurant Association's Employer Choice Award in the Quick Restaurant Category. This award honors restaurants that enhance employee satisfaction, and in turn customer satisfaction.

So what is the secret to Chick-fil-A's success? Since the talented businessman first opened his doors in 1946, he has adhered to a few simple rules: listen to the customer, focus on getting better before bigger and emphasize quality. Keeping these guidelines in mind has been the secret to Brother Cathy's success. The company's mission statement reflects these thoughts—"To be America's best quick-service restaurant at winning and keeping customers."



Chick-fil-A is an example of a marketing innovator. The company has recently sponsored major events, such as the *LPGA Chick-fil-A Charity* and the *Chick-fil-A Peach Bowl*. Through these partnerships, Chick-fil-A has introduced its name and product to a broader audience.

Another example of Chick-fil-A's innovative marketing is seen in their advertising campaigns. The "Eat Mor Chikin" campaign has been a tremendous success, receiving accolades around the world. The campaign features cows, dressed in business attire, encouraging viewers to lay-off the beef and instead "Eat Mor Chikin." The campaign is fully integrated, featuring store point-of-purchase materials, promotions, radio and television advertising, clothing, and merchandise sales.

### Giving to Help Others

Brother Cathy's company also knows a thing or two about giving back to its employees. A program, established in 1973, has awarded more than \$16.5 million in scholarships to employees. Cathy also established a profit share program for his store managers, where they receive half of their store's annual profits.

Perhaps the best way to measure his success is by what he has willingly and gladly given back to his community. Brother Cathy is deeply devoted to giving opportunities to today's youth. This commitment led to the beginning of the WinShape Centre Foundation in 1984. The foundation exists to offer scholarships and youth-support programs. Annually, the foundation gives 20 to 30 scholarships to Berry College in Rome, Georgia. The \$24,000 scholarships are jointly funded by Berry College.

Another component of this businessman's generosity is found in his WinShape homes program. Eleven foster care homes have been started in Georgia, Alabama, Tennessee and Brazil. Each home accommodates up to 12 children with two full-time foster parents. The homes provide long-term care in a positive family environment for foster children. Camp WinShape was founded in 1985 as a summer series of two-week camps. The purpose of the camps is to help boys and girls build self-esteem through physical and spiritual activities. More than 1,600 campers attend the camps each year.

### A Family Tradition

Chick-fil-A truly is a family business. Sons Dan and Don ("Bubba") have followed in their father's influential footsteps. Dan was named president and C.O.O. of Chick-fil-A in June of 2001. Bubba is senior vice-president of Chick-fil-A and serves as president of the Chick-fil-A Dwarf House division and vice president of the WinShape Center. His daughter Trudy has not joined the family business, but has adopted her father's deep commitment to service. She and husband John served as missionaries in Brazil. Clearly, for Truett and wife Jeannette, family means everything. They pride themselves on their children, 13 grandchildren and more than 120 "foster" grandchildren.

It is easy to see Brother Cathy's deep commitment to his faith, family and the community. He is also extremely proud to be a member of Delta Sigma Pi and calls his initiation "an honor." He recognizes the many benefits membership in Delta Sigma Pi can bring to a student and emphasizes the importance of connecting with other people. "Students can make valuable connections

with people who could act as mentors and assist them in the business world," he says. He believes the experiences a student can gain in an organization like Delta Sigma Pi will be helpful long after graduation.

### Offering Advice

Brother Cathy has built an extremely successful business with an excellent reputation. So what does he have to say to those wishing to follow in his entrepreneurial footsteps? "More businesses fail than succeed. When starting your own business you must be very committed and willing to stick with it even when times are hard."

Accomplishing the task of starting your own business is a daunting one. This business leader hopes future entrepreneurs possess a few important qualities as they begin to enter the business world. "They should be diligent, respectful, motivated and have integrity."

With graduation quickly approaching, this talented leader has a few wise words of advice. "You have to start from the bottom and work your way up. People must know the person they hired is not afraid of hard work and is willing to learn all aspects of the business."

For those seeking further advice, you may want to hit your local bookstore. Cathy is the author of two successful books—*It's Easier to Succeed than Fail* and *Eat Mor Chikin, Inspire More People*. Both books are inspirational in nature and tell a great deal about the restaurateur's experiences—both in and out of the business world.

With any luck, we can all heed Brother Cathy's advice and learn valuable lessons. The simple principles of hard work and respect for others have helped him create one of the most successful fast-food chains in the country. By giving back to his community, this philanthropist enjoys a successful and satisfying life, both in and out of the business world. By following his lead, we can hopefully do the same. ▲

### The History of Chick-fil-A

**1946:** Truett Cathy opens the "Dwarf Grill" in the Atlanta suburb of Hapeville. (Later re-named The Dwarf House)

**1967:** First Chick-fil-A in-mall restaurant opens in Atlanta's Greenbriar Mall

**1986:** Chick-fil-A opens its first free-standing restaurant on North Druid Hills Road in Atlanta

**1992:** Chick-fil-A expands to college campuses, including Georgia Tech and Clemson

**1998:** Chick-fil-A sponsors the Chick-fil-A Peach Bowl, where an attendance record of 73,000 fans is set

**2001:** Chick-fil-A opens its 1000th location in Lithonia, Georgia

**Editor:**

Bill Schilling

**Director of Education and Communications:**

Shanda Gray

**Communications Coordinator:**

Stacy Donahoe

**Art Director:**

Jody Toth

**Contributors:**

Nancy Brewer

Dale Clark

Patti Holmes

Kathy Jahnke

Matt Kitchie

Bill Martin

Charles "Buzz" Sutton

Larry Van Quathem

Dara Vukadinovich

**Member of:**

AACSB International-The Association to Advance Collegiate Schools of Business, College Fraternity Editors Association (CFEA), Professional Fraternity Association (PFA), Professional Fraternity Executives Association (PFEA)



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Send address changes, articles, letters and pictures to:

Communications Coordinator  
Delta Sigma Pi  
330 South Campus Avenue  
P.O. Box 230  
Oxford, OH 45056  
(513) 523-1907  
FAX (513) 523-7292  
email: [magazine@dspnet.org](mailto:magazine@dspnet.org)

**On The Cover:** Truett Cathy, Georgia College & State, promotes Chick-fil-A and his new book.



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## Grand Chapter Congress — An Outstanding Deltasig Event

What was your life-changing Fraternity moment? Did you have an experience or event that changed your commitment to Delta Sigma Pi?

If you are in college, this moment may have been your initiation day, a LEAD event or attending Leader-Shape®. If you are an alumni brother, it may have been your appointment as a local leader or election to national office. For thousands

of brothers across the country I would bet attending Grand Chapter Congress was their life changing Fraternity event. It was for me.

Grand Chapter Congress is our biennial convention. It is when the Fraternity members come together, from across the country, to make decisions concerning the future of Delta Sigma Pi. Changes to our Ritual and bylaws are proposed and discussed and the national leaders are elected.

But aside from the official business, much more takes place. Operational and educational seminars are part of the four-day program. You will have the opportunity to be motivated by outstanding keynote speakers. You can witness an initiation of a predominate business leader during the Honorary



*The Board of Directors invites you to attend Grand Chapter Congress. Back row (from left): 2001 Collegian of the Year Brandon Trease, North Central Provincial Vice President Pete Bjelan, Southeastern Provincial Vice President Mitch Simmons, Vice President-Organizational Development Mark Mikelat, Executive Director Bill Schilling, Vice President-Finance Jeff Zych, 2002 Collegian of the Year Kevin McLean and Northeastern Provincial Vice President Mark Chiacchiari. Front row (from left): South Central Provincial Vice President Dawn Libbert-Klinger, Past Grand President Norm Kromberg, Grand President Kathy Jahnke and Western Provincial Vice President Claire Sammon Roberts.*

Member Initiation. In addition, there are award and recognition programs, planned social events and a gala banquet to round out the events of the conference.

But the one thing that makes Grand Chapter Congress an event to remember is the **brotherhood**. It's arriving at the airport and seeing a brother you've never met before and exchanging the passwords and handshake. It's witnessing first-hand that Delta Sigma Pi is truly a national organization with collegiate and alumni chapters all across the country. It's brothers from the East Coast exchanging and developing bonds with brothers from the West Coast. It's seeing alumni brothers that have lived up to their oath in excess of fifty years. It's you being a part of form-

ing the future and history of Delta Sigma Pi. It's the event that brings everything we are about to fruition. I guarantee there is no other Fraternity event like it. But first you have to be there!

Please accept my invitation on behalf of the Board of Directors, the Central Office staff and the entire Leadership Team to attend Grand Chapter Congress, August 13–17, 2003, in Palm Springs.

If it is your first time attending, be prepared to be motivated and inspired to the point you will not be able to stop talking about the experience when you return home. To those of you returning for your second, third or twentieth Grand Chapter Congress, you already know what I mean—which is why you keep coming back.

Whether you are a collegian or returning alumnus I look forward to seeing each of you there. It will be your presence that will make this Grand Chapter Congress an outstanding Deltasig event for me!

Fraternally,

Kathy Jahnke  
Grand President

**"Fraternal Forum" allows elected leaders, staff, and interested members to offer updates, viewpoints and commentaries on issues facing the Fraternity. Contact the Central Office if you have an interest in authoring a column. Final determination of content rests with the editorial staff.**

## 2002 Deltasig Career Achievement Award

# Harlan Boyles: A True Deltasig Legacy



Harlan Boyles, *North Carolina-Chapel Hill*, Delta Sigma Pi's 2002 Career Achievement Award recipient, passed away January 23 from cancer. A traditional banquet to be held in his honor had been postponed numerous times, due to his illness.

Brother Boyles, a Lincoln County North Carolina native, served his home state's government for 50 years, leaving in 2001.

He spent almost half that time as state treasurer, overseeing North Carolina's investments and guiding economic policy. Boyles helped North Carolina earn its stellar AAA bond rating and guided the state toward an economic policy that lured hundreds of businesses there during the 1980s and 1990s.

"Harlan will be remembered as the essence of fiscal integrity," said former governor Jim Hunt. "He did so much to give this state a solid reputation as a good place to do business and investment."

During his time in Raleigh, the role of state government changed dramatically. The University of North Carolina system grew to cover the state, the community college system was born and the state became much more involved in the daily work and health of average North Carolinians. When he was elected treasurer in 1976, the annual state budget totaled \$1.9 billion, and the state employee pension fund totaled \$3 billion. The year he left office, North Carolina's budget had risen to \$13 billion, and Boyles oversaw \$70 billion in investments.

"Harlan is going to be remembered as a great public servant, as a wonderful steward of the public coffers, very stable, very careful," said Richard Moore, who replaced Boyles as treasurer in 2001. "He favored the type of action the financial community is used to, the kind of action that makes them confident in you."

Boyles was born, in the state he came to serve, May 6, 1929, one of seven children. He grew up on his parents' farm in Vale. At 15, Boyles contracted polio and moved to a quarantined polio ward in Hickory. He stayed there nearly a year, an experience that left him with vivid memories: the feeling of the hot, wet wool strips nurses wrapped around his paralyzed legs, the constant pumping of the iron lung, the aching in his muscles just before paralysis set in. Boyles used metal crutches and



walkers for most of his life, but said he likely would have stayed in Lincoln County and spent his life farming if it hadn't been for his illness. "You just had to accept that you weren't going to succeed using your body," he said several years ago. "You had to focus on what you had—your mind and your faith and your will."

He spent a year at the University of Georgia. When he transferred to North Carolina-Chapel Hill in 1948, he planned to become a pharmacist. He didn't enjoy or excel at the required chemistry courses, and eventually found his way into accounting. He initiated into Delta Sigma Pi in December 1951. After graduation, he went to work for the state. He never left, rising from an entry-level job in the Department of Revenue to the state's top fiscal post. He was an easy-natured Democrat whose conservative leanings and general decency attracted bipartisan support, and he won re-election five times.

His 1994 book, *Keeper of the Purse*, offers a history of state finances and in it Boyles called for simplification of the tax

code, increased reliance on privatization and less government waste. Critics complained that he was stodgy in his economic philosophy, and his replacement, Moore, has won the power to invest a portion of the state's money in higher-yield accounts. Still, state leaders are looking at many of the reforms and updates he advocated as they struggle to escape the worst budget crisis in modern history. He was also one of the few in state government who accurately predicted the crisis—warning five years ago that a combination of increased spending, tax cuts and natural disasters could spell financial doom.

After he traded public service for private accounting work in 2001, Brother Boyles remained an influential adviser to governor Mike Easley and others in Raleigh. "The decisions he made on behalf of us in this state helped make us what we are today," said Senate leader Marc Basnight. "He was a modern thinker with the personality of the past. He was the best."

In addition to his public service, Brother Boyles was involved in many community activities. He was a member of the Raleigh Chamber of Commerce, the North Carolina State Employees' Association, the John Motley Morehead Memorial Commission and the Auxiliary Board of Awards for State Purchasing & Contract. Harlan served as deacon, elder, treasurer and clerk of the Westminster Presbyterian Church. He was on the Board of Directors of the North Carolina Art Society, past president of the Rotary Club of Raleigh and the Executives Club of Raleigh and past chairman of the Raleigh Salvation Army Advisory Board.

Delta Sigma Pi's 2002 Career Achievement Award was only one of several honors bestowed on Brother Boyles throughout his career. Harlan was the recipient of the Distinguished Public Service Award, North Carolina Citizens for Business and Industry; the President's Award, National Association of State Auditors, Comptrollers and Treasurers; the Distinguished Alumnus Award, North Carolina-Chapel Hill; the Public Official of the Year Award, *Governing Magazine*; Doctor of Laws, Honoris Causa from Campbell, and several other awards. Appalachian State honored him in the naming of the Harlan E. Boyles Distinguished CEO Lecture Series. He was selected to the *Triangle Business Journal's* 10th Anniversary Hall of Fame. Most recently, Boyles was awarded the North Carolina Award for Service, the state's highest civilian honor. ▲

*Biographical information taken from the January 24, 2003 edition of The Charlotte Observer, Anna Griffin author.*

## Brothers and colleagues shared kind words and congratulations for a scrapbook created when Brother Boyles' was named the 2002 Career Achievement Award recipient:

*"Congratulations on receiving the prestigious Career Achievement Award from Delta Sigma Pi. I know of no one more deserving of this award than you. The citizens of North Carolina continue to benefit from your long and invaluable service as State Treasurer."*—Richard H. Moore, State Treasurer

*"Congratulations on receiving the Career Achievement Award which you so richly deserve. Under your leadership, the state of North Carolina not only maintained a strong credit rating, but progressed both socially and economically."*—Hugh L. McColl, Jr., Chairman of McColl Brothers Lockwood

*"Congratulations on your amazing career achievements. We're proud to be your brothers."*—Ohio University brothers

*"What a pleasure it is to see that a great Tar Heel (in every sense!) will be honored with the 2002 Delta Sigma Pi Career Achievement Award. They chose the right man. I know you are receiving this honor for your contributions to Delta Sigma Pi, but they're only scratching the surface of your contributions to others. You have been a true public servant in North Carolina and we're proud of you."*

—James Moeser, Chancellor, North Carolina-Chapel Hill

## Past Career Achievement Award Recipients:

2001

Michael H. Mescon, *Georgia State*

2000

Eduardo Aguirre, Jr., *Louisiana State*

1999

Patrick G. Blanchard, *Georgia Southern*

1998

Ronald L. Vaughn, *Indiana State*

1997

Robert B. Pamplin, *Northwestern*

1996

Dominic A. Tarantino, *San Francisco*

1995

William J. Alley, *Oklahoma*

1994

A. Marvin Strait, *Arizona*

1992

W. R. Howell, *Oklahoma*

# Welcome Deltasig's Newest Chapter, Xi Phi at Massachusetts-Boston!



Members of Delta Sigma Pi's newest chapter, Xi Phi, join national officers during their January 25 installation at Massachusetts-Boston.

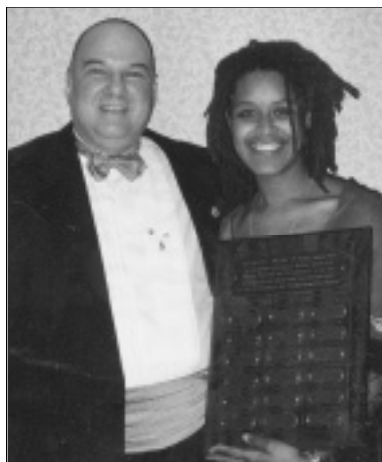
The newest chapter of Delta Sigma Pi was installed as Xi Phi Chapter on January 25 at the University of Massachusetts-Boston. The group began as Beta Delta Sigma colony on October 31, 2000, with over 60 students at the first interest meeting.

Over the course of the next two years, the members were involved in such service activities as the WB56 Relief Effort for victims of September 11th, Lupus Walk, food and toy drives, and performing several events for the College of Management. They also conducted 16 professional events including a public speaking skills development workshop and a tour of the Boston Stock Exchange and the Federal Reserve of Boston.

The installation ceremony included 28 initiates and was attended by Grand President Kathy Jahnke, Northeastern Provincial Vice President Mark Chiacchiarri, New England Regional Vice President Diane Thibault, Pledge Educator and Golden Council member Nick Steinkrauss, Leadership Foundation Trustee John Richardson, Eastern Regional Vice President Stephanie Solomon, Niagara Regional Vice President Sparky Graves, East Central Regional Vice President Alan Brunton, Xi Phi Chapter District Director Paul Carpinella, Educational

and Leadership Consultant Matt Kitchie, alumni from Massachusetts, New York, and Pennsylvania, and collegiate members from Bentley, Connecticut, Roger Williams, and Philadelphia.

The University of Massachusetts-Boston, home to Delta Sigma Pi's 252nd chapter, has two origins. The first was in 1852 with the founding of Girl's High School, the future Boston State College. The second, in 1863, was with the founding of Massachusetts Agricultural College, the future University of



Pledge Educator Nick Steinkrauss presents the Scholarship Key plaque to Senior Vice President Khalid-Khan.

## Congratulations

to the newly installed chapters at Wisconsin-Milwaukee (April 12) and Bryant College (April 26); and the newly reactivated St. Joseph's (May 3)! Read about their ceremonies in the next issue of *The DELTASIG!*

Massachusetts-Amherst. The University of Massachusetts expanded in 1964 when the state legislature voted to establish a new campus in Boston. The original Massachusetts-Boston campus was located in downtown Boston, but was moved in 1974 to its present day Harbor campus location. In 1982, the university grew again when it merged with Boston State College. The College of Management has over 2,100 students from which the chapter may recruit.

In the weeks following the installation, the chapter selected its first pledge class of 17 students and two faculty. Delta Sigma Pi congratulates Xi Phi on its many accomplishments and welcomes them to the brotherhood. If you are interested in assisting with colony development or chapter reactivation, see the expansion opportunities on the Directory page of our web site. ▲

### Check out Delta Sigma Pi's current colonies:

Florida International (Miami)  
Northwestern-Evanston (Illinois)  
Ohio Dominican (Columbus)  
Radford (Virginia)  
Wright State (Dayton, Ohio)



# Soldier Hosts President's Wife for Lunch

by Charles I. "Buzz" Sutton, Arizona State



*With war dominating our thoughts these days, this wartime tale evokes memories of World War II, and Eleanor Roosevelt.*

During my service in World War II, I was assigned to the Army Water Transportation Corps. Perhaps not generally known is that the Army commanded many civilian ships and many of their crews. One of the busiest shipping lanes was from South America to the States. The critical cargo was raw rubber (latex) and Bauxite ore (aluminum).

Early in the war, and before the advent of radar and sonar, German submarines wreaked havoc in the South Atlantic. We lost many ships and their very valuable cargo. The latex, when drawn from the trees, was pressed into large, waffle-like squares. While very heavy, these squares still floated. The vessels would load the ship's hold and also the decks. Consequently, when ships were sunk, much of the latex floated on the seas until cast ashore on the many Caribbean islands. The U.S. and Britain then paid the natives to gather up the latex waffles where they could be picked up and transshipped to the States. The latex was very critical to the war effort.

With the Allied forces gaining dominance in North Africa, the Navies were also winning the war of the South Atlantic.

At this time, I was acting Sgt. Major of a Water Transportation Detachment headquartered on the British Island of

Antigua. Antigua was a busy transshipping base. Also, the U.S. Navy had a major airport, which was invaluable to the Atlantic crossing and the defense perimeter of the Panama Canal.

Due to the importance and volume of the shipping activities, we were allocated a floating barge crane. Below deck, the barge crane was divided into several chambers that could be filled with seawater to counter and equalize lifts by the crane. A sea-going tugboat was necessary when a barge crane was used, so a tug was also allocated.

Recently, I told a friend of my visit with First Lady Eleanor Roosevelt, and she brought me a biography of Mrs. Roosevelt, which I read with pleasure ("Life Was Meant To Be Lived", A Centenary Portrait Of Eleanor Roosevelt; by Joseph P. Lash, 1984).

On Mrs. Roosevelt's second visit overseas, I was at the docks as part of my duties when a messenger from base command advised me to go to my quarters. I was instructed to put on a Class A uniform, as I was to host the First Lady for a lunch.

Why me? The Non-Commissioned Officers had recently formed a club, and as one of the ranking NCOs I had been asked to serve as President. Apparently, Mrs. Roosevelt had stipulated that she was to meet with the men, not just the officers. As the representative of the NCOs, I was invited (in Army terms, I was "volunteered") for this duty.

As the product of a rural Midwest conservative Republican family—who viewed FDR with less than enthusiasm—I approached a lunch with Mrs.



Charles I. "Buzz" Sutton in WWII uniform

Roosevelt with considerable reservations. However, this duty turned out to be one of the wonderful experiences of my Army career.

The base was located on a rise above the bay. The dining room overlooked the bay with a great view of the tug towing on the barge. Mrs. Roosevelt was accompanied by her secretary and both of the ladies were easy conversationalists so the situation was most

comfortable. The First Lady inquired as to what was occurring with the tug and the barge. Not wanting to reveal our possible shortcomings in permitting the barge to become grounded, I ventured that perhaps the Tug Master was practicing with the new tug. Whereupon one of the ladies stated that had I not informed her better, she would have thought the barge was aground. Properly mortified, I let it pass until shortly thereafter, the barge, with a mighty groan, responded to the tow and floated free.

This lunch became one of my more treasured moments of my Army service. Mrs. Roosevelt was a most gracious and personable lady. She made the word "class" have meaning.

My life was enriched by this meeting...but I usually still vote Republican! ▲

**Charles "Buzz" Sutton was Deltasig's 1993 Lifetime Achievement recipient. He is a Golden Council member and has received a Silver Helmet commemorating 25 years of service. The Archives Room at the Central Office is named after Buzz and his wife, Stonie, in recognition of their countless contributions to Delta Sigma Pi.**

# COLLEGIANS OF

## The Impact of Delta Sigma Pi

by Brandon Trease, Wayne State-Nebraska, 2001 National Collegian of the Year

Six years ago I happened upon a Delta Sigma Pi recruiting table and decided to sign my name as a potential pledging candidate. I was a freshman in college at the time and little did I know that decision I had just made would not only impact my college career, but would change the course of my life. In the fall of 1997, I, along with 11 other individuals, began pledging the Eta Pi Chapter at Wayne State-Nebraska. Of those 11 pledges, one would become my wife, many my best friends and all of them my brothers for life. Now as my term as the 2001 National Collegian of the Year rapidly comes to a close, I would like to take this opportunity to give thanks to an organization that has given me so much!

Over the past two years, I've had the opportunity to serve Delta Sigma Pi in more ways than I could ever have imagined. By far, one of the most rewarding experiences I had was meeting collegiate brothers across the nation. As a collegian, very few times did I have the opportunity to travel to events outside my home province, so being able to visit each province was a unique experience. Each area I visited provided me with wonderful experiences I will always remember and cherish. Although the brothers from each province are unique in their own ways, they all share the same dedication to the Fraternity and made me feel as welcome in their province as I do at home.

A large part of the success I have enjoyed as a brother in Delta Sigma Pi has been a direct result of the opportunities made possible by the Leadership Foundation. I must admit as a young collegian I was unsure of the role the Leadership Foundation played. It was not until I was named Collegian of the Year that I realized how much of a factor the Leadership Foundation had played in my fraternal career. For this reason, one of my goals as Collegian of the Year was to educate our chapters on the opportunities provided by the Leadership Foundation. Whether it is through scholarships, event funding or the Collegian of the Year program, the Leadership Foundation has something to offer all our brothers.

One duty of the Collegian of the Year that I have yet to mention is being a member of the Board of Directors. For me this was the most interesting part of the experience. I was fortunate enough to serve on a Board with ten of the most dedicated brothers I have ever met. They have taught me more in the last two years about Delta Sigma Pi than I will learn in the rest of my life. Only a few years back, I had memorized the names of these brothers and now they are some of my closest friends.

As my duties as Collegian of the Year come to an end, I'm looking forward to my future opportunities. I take comfort in knowing that the brothers I have met and the wisdom they have shared will help me achieve anything. Proud to be a Deltasig! See you all in Palm Springs! ▲



Brandon Trease

## Clyde Kitchens/Thoben Elrod 2003 Regional Collegians of the Year

Each year, collegians from every chapter who demonstrate what it truly means to be a Deltasig, are chosen as collegians of the year.

The following criteria, in order of importance, are taken into consideration in the selection of chapter candidates, the regional and provincial winners, and finally the selection of the National Collegian of the Year: Fraternity involvement, leadership, and commitment; university or college and/or community involvement, leadership, and service; pursuit of professional development through courses and work experiences; and scholastic average, including all courses completed prior to chapter nomination. Other criteria considered includes, in no particular order: ability to represent the Fraternity on the National Board of Directors, leadership ability, dependability, responsibility, honesty, integrity, sincerity, moral character, personality and professional attitude.

Regional winners are selected by a committee appointed by the Regional Vice President. One provincial winner is selected by each Provincial Scholastic Development and Awards Committee. Each provincial winner is eligible to be selected as National Collegian of the Year. The National Scholastic Development and Awards Committee selects the national winner.

Regional Collegian of the Year winners will receive: a pearl and ruby badge and a \$400 award from the Delta Sigma Pi Leadership Foundation made possible by the Clyde Kitchens/Thoben Elrod Foundation. Provincial Collegian of the Year winners, in addition to their regional awards and recognitions, will receive an additional \$500 scholarship (only if they enroll in undergraduate or graduate studies within three years after being selected). The national winner, in addition to all previously mentioned awards and recognitions, will serve as a voting member of Delta Sigma Pi's Board of Directors for a two-year term and become eligible for a \$3000 graduate scholarship from the Delta Sigma Pi Leadership Foundation made possible by Mr. and Mrs. Sidney A. Sparks.



Joshua Yborra

## North Central Province

**Joshua Yborra**  
Eastern Illinois-Provincial and  
Central Region COY

**Did You Know:** Joshua bowled in a Las Vegas tournament as a member of the Eastern Illinois bowling club.

# THE YEAR



Stephanie Menio



Candice Caruso

## GREAT LAKES REGION

**Carissa Lyons**, *Western Illinois*

## GREAT PLAINS REGION

**Destynie Jenkins**, *Nebraska-Omaha*

## HURON REGION

**Olga Mednik**, *Wayne State-Michigan*

## NORTH CENTRAL REGION:

**Crystal King**, *Minnesota*

## Northeastern Province

**Jason Griffiths**  
*Penn State-Behrend - National, Provincial and Niagara Region COY*

**Did You Know:** Jason is a Red Cross and United Way volunteer. He was selected as the 2003 National Collegian of the Year and will serve on the Fraternity Board of Directors for two years beginning in August.

## ALLEGHENY REGION

**Stephanie Menio**, *Pittsburgh*

## EAST CENTRAL REGION

**Laura Shamorian**, *Miami-Ohio*

## EASTERN REGION

**Candice Caruso**, *Philadelphia*



Laura Shamorian



Carissa Lyons



Destynie Jenkins



Olga Mednik



Jason Griffiths

## Brotherhood for Life

Jason Griffiths, currently a junior pursuing a degree in marketing at Penn State-Behrend, has been selected 2003 National Collegian of the Year. The National Collegian of the Year Award is presented annually to the one outstanding collegiate member of Delta Sigma Pi who has exemplified the values inherent in the Ritual and perpetuated the ideals as set forth in the Purpose of the Fraternity. The award recognizes an individual for his or her contributions, achievements, participation, and personal character. The National Collegian of the Year Award is the highest honor the

Fraternity can bestow on one of its collegiate members.

As a collegian, Brother Griffiths is a very dedicated member of Delta Sigma Pi. In the fall of 2000, Jason was named Most Outstanding Pledge. Immediately following initiation, Jason led his chapter's honors and awards committee. He produced the awards packets that showcased his chapter and helped win their very first national awards, Most Outstanding Collegiate Chapter and Most Outstanding Service Award. Since then, his chapter has honored him by twice naming him Most Helpful Brother and Most Outstanding Brother of the semester.

One of the first juniors ever to be named Collegian of the Year, Brother Griffiths is wholeheartedly ready, willing, and able to represent the interests of his collegiate brothers at the national level. Jason will be directly involved with his collegiate chapter and completing his final year of school while serving his first term on the Board of Directors.

Jason is no stranger to national events. He has attended each LEAD School, LEAD Provincial Conference and Grand Chapter Congress offered in his area since he began pledging three years ago. "I love taking a weekend away from my busy school schedule to attend these events," Griffiths says. "A LEAD event is the highlight of my semester. The energy that flows among the brothers at any conference is carried home with me and I can feel it energize my chapter."

Brother Griffiths strongly advocates the notion of "brotherhood for life." Says Jason, "As Collegian of the Year, it is important to dedicate the time and effort necessary to instill a stronger sense of brotherhood among collegiate brothers. I am interested in promoting a lifetime of involvement in Delta Sigma Pi, and for that reason I plan to take every opportunity to do so as your Collegian of the Year. By promoting volunteer leadership opportunities within the Fraternity, expanding opportunities for early professional development, and inspiring collegians to think outside of their chapter, I feel I can accomplish this goal."

Jason has been told he "has a big heart for the Fraternity—the drive and passion to heighten the experiences of the brothers around him." Says Brother Griffiths, "Deltasig kept me in school as a freshman when I was ready to drop out. I owe the last three years of friendships, experiences, and accomplishments in my life to my Fraternity brothers. Wherever I go, I have the desire to serve and find fellowship with my fellow brothers." ▲

# COLLEGIANS OF THE YEAR



Bonnie Wisenor



Michael Gallia



Karin Grant



Adrienne Nobles



Jared Degnan



Christopher  
Garlington



Matthew  
Carvalho

## MIDEASTERN REGION

**Jared S. Degnan**, *George Washington*

## NEW ENGLAND REGION

**Kenneth J. Kelly III**, *Roger Williams*

## South Central Province



Maggie  
Laukemper

**Maggie Laukemper**  
*Washington-St. Louis* -  
Provincial and Gateway  
Region COY

**Did You Know:** Maggie is a  
triple major in management,  
organization and human  
resources and psychology.

GULF SOUTH REGION  
**Bonnie Rebecca Wisenor**,  
*Louisiana Tech*

## GULF WESTERN REGION

**Francisco Garcia**, *St. Mary's*

## MIDWESTERN REGION

**Sarah L. Mathes**, *Baker*

## SOUTHWESTERN REGION

**Michael Gallia**, *North Texas*

## Southeastern Province

**Michael Carr**

*Wingate* - Provincial and  
Mid-Atlantic Region COY

**Did You Know:** Michael is  
a member of the all-acade-  
mic NCAA Division II cross-  
country team.

## ATLANTIC COAST REGION

**Karin Grant**, *Central Florida*

## CENTRAL GULF REGION

**James Todd Smith**, *West Florida*

## MID-SOUTH REGION

**Joe W. Crabtree**, *East Tennessee State*

## SOUTHEASTERN REGION

**Adrienne Nobles**, *South Carolina*



Michael Carr

## Western Province

**Evan Field**

*Cal Poly-Pomona*-Provincial  
and Pacific Coast Region COY

**Did You Know:** As the new  
club building chair,  
California-Nevada-Hawaii  
district, for Circle K  
International, Evan authored  
a multi-part manual on how  
to start new organizations on  
campus and led workshops at  
district training conferences on forming and  
building chapters.

## DESERT MOUNTAIN REGION

**Mark Fusler**, *Arizona*

## ROCKY MOUNTAIN REGION

**Robert Brackett**, *Colorado State*

## SOUTH PACIFIC REGION

**Christopher Garlington**, *Cal State-Northridge*

## WESTERN REGION

**Matthew Carvalho**, *Pacific*



Evan Field

## 2003 Chapter Collegians of the Year

**Akron** - Bill Webber

**Alabama** - Kenneth Tucker

**Angelo State** - Michelle Rodriquez

**Arizona** - Mark Fusler

**Baker** - Sarah Matthes

**Bellarmine** - Jonathan Lewis

**Binghamton** - Clinton McKenley, Jr.

**Bowling Green State** - Natasha Muzyka

**Buffalo** - David Johnson

**California-Berkeley** - David Kim

**California-Davis** - Theresa Ruiz

**California-UCLA** - Erick Chang

**California-Riverside** - Aaron Nakayama

**Cal Poly-Pomona** - Evan Field

**Cal Poly-San Luis Obispo** - Whitney Market

**Cal State-Chico** - Gabe Shipley

**Cal State-Fresno** - Kristin Grimm

**Cal State-Fullerton** - Valerie Martinez

**Cal State-Northridge** - Christopher Garlington

**Cal State-Sacramento** - Steve Sharma

**Central Florida** - Karin Grant

**Central Missouri State** - Sara McCormick

**Christian Brothers** - Dustin Morgan

**Cincinnati** - Erica Drinnen

**Colorado State** - Robert Brackett

**DePaul** - Dennis Protasio

**East Tennessee State** - Joe Crabtree

**Eastern Illinois** - Joshua Yborra

**Evansville** - Nicole Oldham

**Ferris State** - Medina McQueen

**Florida** - Polina Veksler

**Florida State** - Robin Mann

**George Washington** - Jared Degnan

**Georgia** - Meghan Gallagher

**Georgia Southern** - Jamie Milledge

**Grand Valley State** - Michaelangelo Picart

**Houston** - Brett Walker

**Illinois** - Josh Bretl

**Indiana** - Lindsay Jenda

**Indiana-Purdue at Indianapolis** - Krista Dych

**Iowa** - Cheryl Davenport

**Iowa State** - Rachel Friesen

**Kennesaw State** - Kevin Griffin

**Kent State** - Jennifer Jacko

**Longwood** - Ashley West

**Louisiana Tech** - Bonnie Wisenor

**Loyola-Chicago** - Michelle Sisco

**Loyola-New Orleans** - Jaime Skinner

**Marquette** - Erica Stroobants

**Marshall** - Mitzi Miller

**Miami-Ohio** - Laura Shamorian

**Michigan State** - Heather Crabtree

**Minnesota** - Crystal King

**Minnesota State** - Jeannie Ender

**Missouri-Columbia** - Robert Martin

**Nebraska-Lincoln** - Daniel Hennings

**Nebraska-Omaha** - Destynie Jenkins

**Nevada-Reno** - Jamie Mathews

**North Carolina-Chapel Hill** - Ramsey Qubein

**North Florida** - John Sapp

**North Texas** - Michael Gallia

**Northern Colorado** - Carrie Furusho

**Northern Illinois** - Johnathan Haig

(continued)

- Ohio - Stacy Matoney
- Oklahoma - Deverick Wilder
- Pacific - Matthew Carvalho
- Penn State-Behrend - Jason Griffiths
- Philadelphia - Candice Caruso
- Pittsburgh - Stephanie Menio
- Purdue - Jason Kitchel
- Redlands - Eddie Pierce
- Rockhurst - Chris Miller
- Roger Williams - Kenneth Kelly III
- Saginaw Valley State - Emily Brice
- San Diego State - Jill Vasant
- San Francisco - Hope Tucay
- San Francisco State - Gabe Kunde
- San Jose State - David Pirtle
- Santa Clara - Edmund Yue
- Shepherd - Eleanor Hume
- Siena - Jonathan Ramirez
- St. Cloud State - Brandon Dols
- St. Edward's - Tessa Cooke
- St. Mary's - Francisco Garcia
- St. Thomas - Joe Johnson
- South Carolina - Adrienne Nobles
- South Dakota - Melissa Spalla
- Southern Mississippi - Celeste Eubanks
- Southwest Missouri State - Jennifer Arndt
- Syracuse - Laura Ann Berthiaume
- Tennessee - Tracie Haislip
- Texas-Austin - Tom Blair
- Texas A&M-Kingsville - Jessica Trice
- Troy State - Katie Matthews
- Truman State - Bryan Selzer
- Valparaiso - Leslie Fobian
- Virginia Commonwealth - Samantha Waddy
- Virginia Tech - Samantha Castanet
- Washington-St. Louis - Maggie Laukemper
- Wayne State-Michigan - Olga Mednik
- Wayne State-Nebraska - Christopher Hilkemann
- West Alabama - Cheulekene Mita
- West Florida - James Todd Smith
- Western Illinois - Carissa Lyons
- Western Kentucky - Mary Beth Meyer
- Wingate - Michael Carr
- Winona State - Teresa Schneider
- Wisconsin-La Crosse - Lori Fisher
- Xavier - Neil Hantak

\*Chapter Collegian of the Year recipients listed here are as reported by the Regional Vice Presidents.

Each chapter may nominate one collegiate member for the Collegian of the Year award. Applications are due November 15. For complete guidelines visit the Awards & Recognition Guide at [www.dspnet.org](http://www.dspnet.org).

## What does [www.dspnet.org](http://www.dspnet.org) offer you?

[www.dspnet.org](http://www.dspnet.org) highlights new areas and functionality of the Fraternity web site.



Most anything related to Delta Sigma Pi you'll find at [www.dspnet.org](http://www.dspnet.org). Below is a quick look at the dozens of informational, historical and planning tools available online.

Using the search feature of the web site can help you find unique documents (a "search box" is located in the upper right-hand corner of most pages). Or, if you've searched and still not found what you're looking for, just contact [centraloffice@dspnet.org](mailto:centraloffice@dspnet.org) for assistance.

- News and Events
- Mentoring (be a mentor or seek a mentor)
- Register for Congress and LEAD events
- Address and Career Updates
- Alumni Profiles
- Submit News for *The DELTASIG*
- Award Winners (chapter and individual)
- Leadership Directory
- Affinity Partners (discounts for members)
- Chapter Map/Directory
- Deltasig Merchandise and Jewelry (Marketplace)
- Fraternity Songs and Logos
- Bylaws, Policies, Manuals and Guides
- History of Delta Sigma Pi
- Leadership Foundation Scholarships
- Deltasig and CEI Frequently Asked Questions
- Alumni Chapter Directory
- *The DELTASIG* and Other Publications
- Career Opportunities (post a job or review the postings)
- Expansion Opportunities for New Chapters

The Fraternity continues to update and enhance the web site so it is your one-stop resource for all things Deltasig! We encourage you to use the brotherhood—and the web site is just one way to do this.

**Here's your chance to reread your favorite issues of *The DELTASIG*! Visit [www.dspnet.org](http://www.dspnet.org), click on Chapter Resources/Publications/The DELTASIG to access issues from fall 2000 to the present.**

## An Open Letter to Life Members



Patrick Blanchard

Dear Brothers,

Back in 1968, just a few years after I graduated from Georgia Southern, I took a step that had a significant impact on my life. I donated \$100 to Delta Sigma Pi, thereby becoming a life member. As presented to me at the time, this payment met my obligation of financial support to the Fraternity and entitled me to receive *The DELTASIG* for the rest of my life.

For a number of years thereafter, my only contact with Delta Sigma Pi was receiving the quarterly issue of *The DELTASIG*. As a result of this benefit, I got to know many brothers I had never met, including the Grand

Presidents whose fraternal accomplishments, aspirations, and viewpoints were heralded in the magazine. I read about the growth of our Fraternity and the progress it was making in so many areas, particularly the commitment to developing students of commerce into future business leaders.

In 1999, my relationship with the Fraternity changed dramatically. I was asked by then Grand President Norm Kromberg to serve on the Board of Trustees of the Leadership Foundation. Since that time, I have had the opportunity to witness firsthand the fine work our Fraternity is performing in developing the outstanding students in our collegiate chapters. I have also been part of the work of the Leadership Foundation in support of the Fraternity and the collegiate members.

Most importantly, I have learned that, though I thought I met my financial obligation to the Fraternity when I became a life member 35 years ago, Delta Sigma Pi still needs and deserves my financial support.

If you are a life member, you helped lay the base for

the good work the Fraternity and the Leadership Foundation are doing today. If you have not made a financial contribution to Delta Sigma Pi since you became a life member, I urge you to join the ranks of the Leadership Foundation's active donors.

Our Fraternity is thriving. Our collegiate chapters and brothers are doing great



things. They need and deserve your support through scholarships and educational grants. Please join the Leadership Foundation in addressing those needs.

Fraternally,

Patrick G. Blanchard  
Chairman of the Board,  
Delta Sigma Pi Leadership  
Foundation

To donate to the Leadership Foundation:  
Mail your gift to the Delta Sigma Pi Leadership Foundation,  
P. O. Box 230, Oxford, OH 45056, or donate online at [www.dspnet.org](http://www.dspnet.org).  
Click on Leadership Foundation/Donation/Giving Form.

### Staff Changes

Bill Martin resigned his position as Executive Vice President of the Leadership Foundation. He has resumed the role of Executive Director of Phi Gamma Delta fraternity, held earlier in his career. Bill served Delta Sigma Pi well and we wish him the best. Until a permanent replacement is found, Shanda Gray will act as the Interim Executive Vice President and can be reached at [shanda@dspnet.org](mailto:shanda@dspnet.org).

If you have any questions, suggestions or comments regarding this position, please contact Leadership Foundation President Greg Howell at [greghowell55@msn.com](mailto:greghowell55@msn.com). Look for a posting on [www.dspnet.org](http://www.dspnet.org) detailing job description and qualifications.

Any cover letters and resumes should be forwarded to Delta Sigma Pi Leadership Foundation; P.O. Box 230; Oxford, OH 45056; Attn. Bill Schilling-Personal and Confidential.

### 2002 Graduates: Keep *The DELTASIG* coming to you!

*The DELTASIG* is sent to new alumni for one year following graduation. Thereafter, you must make a donation to the Leadership Foundation to keep the magazine coming to you. Stay in touch and stay involved! Don't miss out on news about your brothers, your chapter, and the Fraternity.

**Leadership Profiles** honors non-elected, volunteer brothers who exemplify leadership and service to Delta Sigma Pi.



*Gayle Baugh*

**Gayle Baugh**, *West Florida*, currently serves as chapter advisor at West Florida, where she is also a professor. She lives in Pensacola, Fla. with her two cats that "allow her to live in their house." She was the recipient of the 2001-02 National Chapter Advisor of the Year Award.

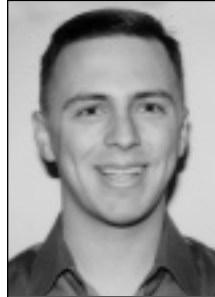
**FUN FACTS:**

- ▲ Her favorite Deltasig event to attend is a chapter meeting. "There are always opportunities for brothers to be creative in how they engage in the activities of the Fraternity and it's interesting to see the different ways brothers bring their own personal touch to Fraternity activities."
- ▲ She studied Russian ballet for most of her youth, loves to read Russian novels, and got a chance to visit Russia in the mid-1990s.
- ▲ She describes Delta Sigma Pi in one word: Fantastic

**Geoff Steinbrenner**, *Marquette*, currently serves as district director for the newly installed chapter at Wisconsin-Milwaukee. He's a loan analyst with Fleet Capital Corporation in Pewaukee, Wis.

**FUN FACTS:**

- ▲ His favorite Deltasig event to attend is the annual spring conference/volleyball tournament at Lewis.



*Geoff Steinbrenner*

"It provides an opportunity to spend time with old friends and meet new brothers every year, and this year it's going to provide our alumni chapter the opportunity to take back the championship trophy."

- ▲ He has a shot glass from 48 different worldwide Hard Rock Cafes.
- ▲ He describes Delta Sigma Pi in one word: Family

**Suzanne Swire**, *Cincinnati*, currently serves as district director for the Beta Mu Chi Colony at Wright State in Dayton. As a collegian, she served as fundraising chair for her chapter. She is a contract negotiator for the United States Air Force in Beavercreek, Ohio.

**FUN FACTS:**

- ▲ Her favorite Deltasig event to attend is Grand Chapter Congress. "Feeling the energy from so many Deltasigs gathered in one place is so inspiring!"



*Suzanne Swire*



*Matt Temple*

- ▲ She grew up with and continues to live by the traditions that are part of her Puerto Rican heritage. (i.e. language, cuisine, music and dance).
- ▲ She describes Delta Sigma Pi in one word: Brotherhood

**Matt Temple**, *Cal State-Fullerton*, currently serves as vice president-communications for the Orange County Alumni Chapter and is a district director for Redlands. As a collegian, Matt was president of his chapter, vice president-pledge education, vice president-finance, chancellor, regional banquet chair and activities director. He is a network and database administrator for CommPro in Costa Mesa, Calif.

**FUN FACTS:**

- ▲ His favorite Deltasig events to attend are the annual Pacific Coast Regional banquet and Grand Chapter Congress. "They're both a perfect time to celebrate my love for the Fraternity with so many brothers concentrated in one spot."
- ▲ He admits, "I am pretty cheesy when it comes to movies. However, I still like a great sci-fi or action/adventure movie, too."
- ▲ He describes Delta Sigma Pi in one word: Adventurous

**DELTASIG Needs You!**

**Please consider serving your Fraternity as a district director, chapter advisor, committee member or in many other roles. Contact the Central Office for details.**

**[centraloffice@dspnet.org](mailto:centraloffice@dspnet.org)**

## True Deltasigs

by Stephanie Wright, Bellarmine

I want to tell a story about the Kappa Psi Chapter of Delta Sigma Pi. This story is about being a true Deltasig, and living up to the creed of the Fraternity.

My fiancé and I were having some financial difficulties, but we were doing the best we could. We had been planning our wedding for a few months, having set the date, October 25, 2003, and were wondering how it would all work out. I had faith that somehow things would be okay. He is unable to work due to a back injury he received in a car accident, so I was supporting both of us and yes, it is hard to do, but I managed. Most of the brothers knew we'd set the date and that I was planning everything and trying to stay in lines with the budget we'd set, but still have a beautiful wedding. The first problem was finding the extra money to buy my dress. Since we really didn't have any extra money, I put my faith in the fact that if I were meant to have the dress, it would work out. Work out was an understatement!

The semester was winding down and everyone was stressed over finals. We all said our goodbyes, got ready to go home for Christmas Break, and finished up finals week. I got a phone call the first week of break from a fellow brother, who told me that a group of people wanted to get together and have a little Christmas party. Each person had to bring a gift of \$5 or less. When I got to the party, the rules were explained to me as follows: you choose in the order of the number you have (I had # 2), you may choose a gift from the middle of the table or take someone else's gift, if you take someone's gift they have to choose another one from the middle, etc. I chose my gift, which was a calendar, and no one took it from me, until the seventh person got to choose a gift. She took my gift and I had to choose another one from the middle, it was a game on a key chain. The eighth person took my gift again, and I had to choose from the middle, so I took the last gift on the table. I opened it to reveal a Barbie doll wedding dress and veil. I was told there was a doll to go with it, and they went to get the doll and came back with a card that had my name on it. When I asked how they knew I would choose that gift, she replied that it was a lucky guess. I opened that card and started to read it aloud, however I didn't make it all the way before I started crying. The message inside said, "We know you will look beautiful on your wedding day. Please accept this money and use it to buy your dress. From, your brothers in Delta Sigma Pi."

The chapter had come together and given me \$280 to use toward the purchase of my wedding dress. They had done this during the last two weeks of the semester and had managed not to have anyone slip up and tell me. I was overwhelmed at this truly wonderful gift and forever feel in debt to my friends and brothers. Our chapter stepped up to help a brother when she was down, and gave a gift that keeps on giving, hope for the goodness in people. We always hear the oath at initiation and other events, but my chapter showed the true meaning of that oath. I am proud to be a member of the Kappa Psi Chapter of Delta Sigma Pi at Bellarmine.

### Angelo State/Eta Theta

This semester we started with a professional mixer at Logan's Roadhouse with guest speaker Brian Marschall, Vice President of Crockett National Bank. We've also been busy recruiting; we have 18 prospective pledges, five of which are faculty members. Our chapter

hosted a luncheon for the business department faculty, where faculty and brothers had a chance to meet. We've also planned fundraisers, working the concession stands at Angelo State Rams and Rambelles basketball games. A great deal of our time will be donated to community service. We are going to help



REDLANDS brothers bond at their chapter retreat in Lake Arrowhead, Calif.

with the construction of Kids Kingdom Community Playground, clean our adopted two-mile stretch of Highway 584, and get more involved with Meals for the Elderly by participating in their Mardi Gras Celebration. This semester, many guest speakers have been arranged and we are planning a social for Alumni Day.—Amy Jones

### Baylor/Beta Iota

Among the events planned for this year are a car wash fundraiser and a large community service effort including making Easter baskets and hosting a Bingo night. In addition, we are launching the Delta Sigma Pi Small Business Association, where small business owners come together to learn from professional speakers about how to run a business successfully.—Mark Colaco

### Bellarmine/Kappa Psi

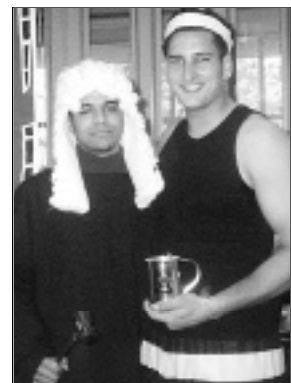
We're excited to announce we have 15 pledges this semester, our largest spring pledge class in recent memory. The diligent recruiting efforts are a welcomed sight due to the large amount of seniors graduating in May.

Our chapter is greatly anticipating our chapter's 20th anniversary, November 5th. We are currently organizing a joint collegiate/alumni formal to celebrate this special milestone.—Adam Hack

### Buffalo/Alpha Kappa

We had many exciting events this past academic year. Our chapter held a total of four community service events, including a food and

clothing drive which earned us 1st and 7th place in a Student Association event. We also did the Buffalo Zoo Halloween Night, our most exciting event, where 26 brothers dressed in their favorite costumes for the kids and volunteered as hayride guides, and door guards while giving out candy. We participated in Buffalo Kid's Day and will volunteer at the Western New York Teachers Fair at the Buffalo Convention Center. As part of the recruiting process, we also held a recruiting picnic as well as our famous wine and cheese social and the School of Management breakfast giving students of commerce the chance to meet and interact with the school's faculty.—Marcela Granada



Brothers from ALBANY get "Captured for Kids" at an event benefiting the St. Jude's Research Hospital. Over the past two semesters the chapter has raised nearly \$2,000.





Brothers from TEXAS A&M-KINGSVILLE display their Deltasig pride at a football game. From left: Breanne Flores, Gary Solis, Ronnie Gonzalez, Esteban Rubio, Jessica Trice and Derek Belmontes.



EASTERN ILLINOIS brothers work concessions at a Chicago Bears game.

**California-Riverside**  
*Lambda Chi*

January 14 marked the 14th anniversary of our chapter. Our brothers gathered in Market Broiler to celebrate the occasion. Roughly forty collegiate brothers, as well as a significant number of alumni, gathered to reminisce about the inspiring history of our chapter. We concluded this night in grand fashion gathering around an oversized birthday cake and singing happy birthday to our chapter.—*Tae Kim*

**Cal State-Sacramento**  
*Epsilon Phi*

Going through the pledge process, we learned the vital importance of giving back to the community. With California's economy slipping into a recession, the holiday season for the needy was especially tough. In November, we collected and donated enough Thanksgiving meals for five families. We then jumped right into the Christmas season by making Christmas cards for children at the local Shriner's Hospital. From there, we went on to help Social Services organize and deliver gifts to foster children across the city through the Gifts From The Heart program. In addition, we conducted a food drive for the Sacramento Food Bank, provided additional assistance to Gifts From The Heart, and did a lot of behind-the-scenes help for the American Stroke Association Kick Off. Currently, we are working with the American Heart Association, Kidopolis Children's Home, and

stay committed to helping the Gifts From The Heart program.

—*Atur Shabbas and Daphne Quan*

**Evansville/Iota Sigma**

Our chapter, along with Indiana State and Western Kentucky, hosted a joint regional initiation November 23–24. Also in attendance were Grand President Kathy Jahnke, North Central Provincial Vice President Pete Bjelan, District Director Gus Allen and brothers from the Indianapolis Alumni Chapter. In addition to the initiation and a dinner, some members were presented with fun awards like "Mr. and Mrs. Deltasig," "Most Professional," "Most Likely to be a CEO," and "Most Dedicated Deltasig." The

following day, a professional tour of Casino Aztar was held. The weekend was a great success, especially because our chapter had never hosted an event like this before. It was nice meeting chapters that are close to you and exchanging ideas as well as just having a great time with each other.—*Andrew Kendall*

**Georgia College & State/Iota Mu**

Our chapter hosted professional events including seminars attended by middle-Georgia corporate leaders, community leaders, chairs, and faculty members of the School of Business. We also hosted the annual seminar presented by the renowned economist Dr. Donald Ratajczak. In



Festive CINCINNATI brothers get in the holiday spirit and pose with Santa, at Carew Tower Mall, following a big brother/little brother outing to Rock Bottom Brewery in downtown Cincinnati.



DEPAUL brothers work hard to recruit the school's finest at the annual Involvement Fair. The Chapter recently participated in their first joint initiation with Loyola-Chicago. They've also been busy working with the Special Olympics and volunteering at soup kitchens. Check out their new website at [www.depaul.edu/~deltasig](http://www.depaul.edu/~deltasig).

Fall 2002, we adopted a highway and have also been a continual supporter of Relay for Life and other cancer-awareness marathons.

—*Sanjay Paul*

**Kennesaw State/Nu Pi**

We are sponsoring our 10th annual River Riot in Benton, Tenn. at the beautiful Ocoee Inn overlooking Lake Ocoee. The festivities will be held the weekend of June 6–8 and promises to stay in the tradition of past River Riots by providing a terrific getaway for Deltasigs and their families. For those Deltasigs looking to experience the leisure activities offered in the area, low paced recreation canoes, pontoon boats, and fishing boats can be rented at the marina. There are hiking trails, mountain bike trails, swimming

## On Campus



MIAMI-OHIO brothers enjoy the sounds of their largest and most successful fundraiser, "Battle of the Bands." The event raised \$2,900 for the chapter. From left: Susie Yardis, Erik Schepens and Bridget Kaselak.

holes, picnic and campground areas for members and their guests to enjoy. Other attractions include the Cherokee National Forest, the Ocoee Whitewater Center, and the Tennessee Overhill.

For more information, contact Kevin Morgan at [river\\_riot\\_x@yahoo.com](mailto:river_riot_x@yahoo.com). If you would like to check out pictures of the area, visit [www.ocoeeimn.com](http://www.ocoeeimn.com). —Delores Bunch-Keemer

### Missouri-St. Louis/Eta Nu

In January, we engaged in many activities such as helping new students move into their dorms and donating items to St. Louis Children's Hospital. In February, we went to the Lake of the Ozarks for a brotherhood retreat. We had a wonderful time cooking, talking, and planning.

We also worked on recruiting more members. Our chapter set up a booth in the business administration building and organized many social events. For starters, we had the comedians of the City Improv Group perform standup comedy in the Pilot House. Other events included bowling and dinner at Krieger's. Our final recruiting event took place at Margarita Mama's in Westport where members and prospective pledges enjoyed dinner and dancing. —Ibtihal Bawazeer

### Northeastern Province

At the recent Northeastern Provincial LEAD Conference, brothers, pledges and colony members were proud to support the Ronald

McDonald House Charities as a province-wide community service effort. In addition to monetary donations, office supplies, canned goods and pop-tabs were collected. In total, over fifty gallons of pop-tabs, a favorite of the Ronald McDonald House, were donated. The Ronald McDonald House of Philadelphia received the donations and will use them to assist families staying in Philadelphia while their children receive treatment at hospitals such as the Children's Hospital of Philadelphia.

Participating chapters included Penn State-University Park, Buffalo, Philadelphia, Connecticut, Penn State-Behrend, Syracuse, Erie Alumni Chapter, National Capital Area Alumni Chapter and Philadelphia Alumni Chapter. —Liz Negrotti, Northeastern Provincial Community Service Committee

### Ohio State/Nu

In February, we hosted a regional professional dinner, the first of its kind for the East Central Region, with guest speaker Patti Holmes. Chapters in attendance were Ohio State, Akron, Bowling Green, and Ohio Dominican colony, along with several alumni members from around the region. We also went to Chicago, where we visited the Chicago Board of Trade and had a luncheon at Bank One. —Hillary Smith



WISCONSIN-LA CROSSE brothers pump up for the big volleyball competition at the Halsey Invitational.

### Oklahoma/Beta Epsilon

We've already had a busy academic year, sending 40 brothers to LEAD events, initiating 30 new brothers, and celebrating our chapter's 73rd anniversary. We will be featured in the Price College of Business magazine for our national performance, our community service, and our leadership within the Price College of Business.

—Peter Chamberlain

### Pittsburgh/Lambda

We are proud of our nationally ranked men's basketball team, and with the Panthers' success and the opening of the brand-new Petersen Events Center, the season has been very action-packed. We had the

chance to work concessions for the season opener against Duquesne, as well as some other games too. With sell-out crowds of 12,500 for every home game, this provided us with a huge fundraising opportunity. The Petersen Events Center's need for help with home game concessions is something we capitalized on and we've enjoyed serving our fellow Pitt fans at some thrilling games. Most importantly, we earned 10% of the profits from the stands, making the games a profitable and rewarding experience for our chapter.

—Renee Lauer

### Rockhurst/Nu Omega

January 27 marked the kick-off event of the BELL (Business Excellence Leadership Learning) Program at Rockhurst. This program seeks to facilitate the interaction of Delta Sigma Pi brothers with successful leaders in the business community. Experimental learning events are sponsored promoting student awareness of the dynamic business environment.

The kick-off event, which enlisted the efforts of local Kansas City business professionals, was a panel discussion about the differences between big and small businesses. The panelists covered such issues as the relevance of their education to their current employment, the personal and professional sacrifices each made to get where they are, and the cultural differences between large and small businesses. This panel discussion was the first in a series of six events to take place this spring at Rockhurst. Future event topics include a resume workshop,



Brothers from LEWIS, as well as alumni, celebrate Deltasig's 95th birthday at a party hosted by the Chicago Alumni Chapter.



Brothers attending a Rocky Mountain regional meeting land in the dugout during a tour of Coors Field in Denver.



Twice a year, WINGATE brothers cater at the NASCAR races in Rockingham, N.C. Pictured here are: Annie Lambert, Mike Carr, Chris Eckert, Lyle Washburn, Kim Byrd, Liz Washburn. Kevin Byrum and their supervisor. This is the chapter's biggest fundraiser, averaging around \$2000 in profit from one weekend.

gender differences in the workplace, the job search, networking, and how to dress for success.

Our chapter's ultimate goal is to have the BELL Program provide the chapter's professional activities and to serve as the vehicle by which members may benefit from planned future internship and mentoring opportunities. We hope, through participation in this program, our brothers will leave college with an edge that will better enable them to compete in the workplace.

—Laura Christiansen

**Syracuse/Xi Tau**

Lack of participation is a chapter concern, not just an individual issue. This is the logic behind our proposed Participation Progress Board. The board will serve the chapter as a

committee with a chancellor and members. It will review and chart brothers' participation and work with them to encourage and support those in need of help, as well as facilitate involvement.

The duties of the committee are three fold. At the beginning of the semester, the members will define what constitutes adequate participation and post goals on the chapter web site. Mid-semester will require a review of each member's participation in light of predetermined chapter goals. The end of the semester will be reserved for reviewing the final participatory standing of all brothers. Recommendations will be made at this time concerning further action.

By example and leadership, Xi Tau brothers can show each other

that Delta Sigma Pi is an opportunity to become involved.—Matt Brill

**Tampa/Epsilon Rho**

From the moment school started, we only had two weeks in which to inform students about Delta Sigma Pi and encourage them to attend our recruiting events. For our recruiting/professional event, Alan Andersen, a chapter alumnus, from Schwartz Consulting Partners Inc. came to speak to us about building solid foundations through market research. Next, we held a social event where prospective pledges were able to come meet our brothers and obtain more information about Delta Sigma Pi. Finally, we invited marketing professor Dr. McMurrian to speak about the importance of networking. After the very motivating speech, all were invited to a pizza party/social in the Spartan Club. This final event gave students another chance to meet with brothers in a casual setting.

—Elizabeth Brewer

**Truman State/Iota Nu**

Spring recruitment was a success with eight new pledges. Recruitment events included a graduate panel, a "meet the chapter" night, bowling and a mixer. As a social event, we had ice cream night at a local TCBY and have plans to go bowling. Professionally, the chapter is working with the business division and other business organizations on campus in sponsoring Business Week. Events will include a panel discussion and guest speaker Virginia O'Brien who will speak on leadership in the 21st century and

how to integrate masculine and feminine strengths. As part of our community service, a 5K run will be incorporated along with our annual Parent's Day. Proceeds from the 5K run will go towards our philanthropy, cystic fibrosis. We are also planning a band fest to support a service organization in Africa and brothers will also be participating in Junior Achievement, where they will volunteer to teach elementary school students about business. Our chapter is now in the planning stages of our 25-year reunion to be held the weekend of November 15.

—Matt Hutchinson

**Wayne State-Michigan Gamma Theta**

This past year, we participated in many activities and community service events including the planning and implementation of the Dad & Daughter Dance of Southfield, Mich., planting trees in the Detroit area and the March of Dimes Walk.—Liane Lehto

**Western Michigan Epsilon Omicron**

On September 26-27, our chapter will be hosting a flag football tournament open to all Deltasig members and alumni. The purpose is to have a great time, but most importantly to meet brothers from other chapters.

If you would like more information, email [rso\\_dsp@wmich.edu](mailto:rso_dsp@wmich.edu) or visit [www.rso.wmich.edu/delta/sigmapi/](http://www.rso.wmich.edu/delta/sigmapi/) for the entry form, rules, prices and updates.—Taylor R Herschleb

**Wisconsin-La Crosse Eta Rho**

During Super Bowl weekend, January 24-26, 380 brothers from the North Central and Great Plains regions braved the frigid temperatures of La Crosse, Wisc. to attend the 2003 Halsey Invitational Volleyball/Basketball Tournament. Brothers from thirteen chapters along with alumni, national officers and guests gathered for one of the areas most anticipated events of the year. As this year's host, we spent a year dedicating our efforts to planning a fun-filled weekend of events for all who attended.

On Friday night, brothers socialized at a poolside Hawaiian luau. Saturday was the big day where

## On Campus

brothers tried to prove their abilities on the court. Overall the tournament included three separate double-elimination competitions, with a total of 45 teams competing in recreational volleyball, competitive volleyball, and basketball. Competition was fierce and many brothers came not only to play, but also to cheer on their chapters. For those whose day on the court was short lived, a professional tour was provided at the La Crosse City Brewery. Brothers learned how beer is made as well as the history of one of La Crosse's most profitable businesses.

The weekend ended with a formal banquet, including dinner,

speeches from national officers and board members, a "chant" contest, and awards presentations. Along with the presentation of tournament trophies, an award was given for the chapter who traveled the furthest and brought the most members. The Epsilon Chapter at Iowa won for bringing 55 brothers. The Chant Award went to the Alpha Iota Chapter at Drake.

We would like to thank everyone who made this tournament a success. We look forward to attending next year's tournament in Rochester, Minn. hosted by the Kappa Upsilon Chapter at Winona State.—Ashli Kress ▲



TRUMAN STATE brothers enjoying one of their spring recruitment events.

# R-E-S-P-E-C-T

by Patti Holmes (and Aretha Franklin!)

If there is one thing that I think we would all like from one another—in our organizations, from our brothers, and from our friends and family members it would be mutual respect. I believe R-E-S-P-E-C-T should be a shared core value in our chapters/organizations and a principle that we hold near and dear to our hearts. I would like to ask you to reflect on how you deliver on the core value of respect.

It's not enough to talk our core values, we need to demonstrate them daily. So here are some ideas to assist you and others in making a commitment to delivering on your commitment to "respectful" behavior.

- First, be more aware of how others treat you with respect.
- Reflect and compare these behaviors with your own.
- Ask your teammates (or Deltasig brothers) to share two behaviors in which you demonstrate respect in a very positive way and then ask for two behaviors that you could demonstrate to be more respectful.
- Do not spread gossip or talk behind other people's backs. If asked to be a part of this behavior, do not join in.
- Improve your eye contact. Look people in the eye. This is a sure sign of respect and a valuing message.
- When someone greets you, smile and greet them back.
- Stop interrupting. (The only time a person likes to be interrupted is with applause!). Do not finish people's sentences.
- Be more aware of your body language. Give positive body language and energy to others.
- Discipline yourself to demonstrating a consistently cheerful attitude.
- Be present, really present!

- Recognize, appreciate and thank others for their contributions and also celebrate other's accomplishments.
- Be aware and thoughtful of other's space.
- Be sensitive to others' schedule. Your priorities are not always their priorities. Communicate effectively to help one another.
- Always speak to one another in an appropriate, respectful tone.
- Truly listen to one another. Ask good questions, clarify, paraphrase and summarize so clear understanding is the result.
- And finally, hold one another accountable for respectful behaviors.

So how do you measure up? What is one thing you could do better? In closing, thanks for reading this article and thinking critically about your behavior. I appreciate your respect to me—the author! ▲

Patti Holmes, the 2001 National Honorary Initiate of Delta Sigma Pi, is founder and president of Holmes Training and Development, now in its 14th year. She is an organizational consultant and professional speaker, specializing in training and problem solving.

Brother Holmes began her career in higher education where she served at three major universities for 15 years. She has published several articles, served as an editorial member of a professional journal, and is committed to enriching, educating, and energizing individuals and organizations.

Patti is the author of the book *What Do Followers Expect of Leaders?* Her clients include numerous Fortune 500 corporations, as well as small, privately owned businesses and non-profit organizations.



## “Beyond Campus” provides

opportunities for alumni chapters to share their activities and events with brothers across the country. Does your chapter have something to share? See the contents page for details on where to send your articles and pictures.



Alumni and collegians from NORTH TEXAS and TEXAS CHRISTIAN joined members of Phi Chi Theta, another national co-ed business fraternity, for a BBQ and a friendly game of kickball at Preston Hollow Park in Dallas.

### Delta Sigma Pi/Phi Chi Theta Enjoy Texas BBQ

Last November, 20 Deltasigs, alumni and collegians from North Texas and Texas Christian joined members of Phi Chi Theta, national co-ed business fraternity, for a BBQ and a friendly game of kickball. Even though we were outnumbered, Team Deltasig ended up the big winner. Both sides had a great time and we absolutely plan on holding this event next year.

—Brian Powell, North Texas

### Baltimore Alumni Chapter's 75th Anniversary a Huge Success

Over 65 brothers, associates and guests attended Johns Hopkins' 80th and the Baltimore Alumni Chapter's 75th Anniversary Gala, last November. The gala was held at The Johns Hopkins University Club on the historic Homewood Campus in Baltimore. As guests entered the North Lounge, they were serenaded by musicians from the Peabody School of Music. The North Lounge, decorated in old gold and purple, provided just the right atmosphere to celebrate many years of brotherhood.

The evening began with Baltimore Alumni Chapter President Bryan M. McMillan recounting the

history of the collegiate chapter's founding at Maryland in 1922 and its subsequent transfer to Johns Hopkins in 1926. He also touched upon the founding of the Baltimore Alumni Chapter in 1927 at Johns Hopkins. Then David A. Crouch, Chi Chapter president, introduced the evening's guests: Dr. Lynda de la Vina, Assistant Dean and Director of Business Graduate Studies; Dr. Toni Ungaretti, Assistant Dean and Director Undergraduate Studies; Judson Cribfield, Assistant Dean and Director of Development and Alumni Relations; and Executive Director Bill Schilling.

After the opening remarks, the evening's festivities turned to the



Members of the AKRON CANTON Alumni Chapter, along with guests, travel in style to Casino Windsor for a night of fun and brotherhood.

highly anticipated awards presentation. The first award was the Anthony Z. Fernandez Distinguished Alumni Service Award, presented to Charles "Buck" T. Carter. The second award was the first-ever Baltimore Alumni Chapter Appreciation Award. Our first recipient was Jeanne A. Stinchcomb, former president. Both Brother Stinchcomb and Carter are exceptional role models for all brothers.

—Bryan M. McMillan, Johns Hopkins

### Akron-Canton Alumni Chapter Travels in Style

The Akron-Canton Alumni Chapter (ACAC) organized a trip by limousine to Casino Windsor,

February 15. Twelve brothers, representing the ACAC, the Cleveland Alumni Chapter, and the collegiate chapters at Akron and Bowling Green made the trip across the border. Some brothers were luckier than others but, overall, we had a great time. On the trip back, some brothers caught up on some much-needed sleep while others were listening to the stereo, dancing in their seats and having a good time. Thirteen hours with your fellow brothers traveling in style makes for an evening of fun and brotherhood. From the reactions from everyone, this will most likely become an annual or semi-annual event.

—East Central Regional Vice President Alan Brunton

### The L.A. Alumni Chapter is Back in Business!

The members of the newly re-franchised L.A. Alumni Chapter would like to extend a fraternal hello.

A sneak peek at our goals for this year: the establishment of an endowment fund to benefit collegian and alumni brothers in the South Pacific Region, a golf tournament for pros and hackers alike, active participation at Grand Chapter Congress and both fun and professional opportunities for Deltasigs to make contact with



CINCINNATI Alumni Chapter members, along with collegians from Miami-Ohio and Central Office staffers, enjoy a Miami University hockey game. From left: Jenny Bisset, Miami-Ohio, Melissa Lallo, Miami-Ohio, Director of Education and Communications Shanda Gray, Julie Kline, Miami-Ohio, East Central RVP Alan Brunton and Director of Alumni Development Cheryl McChesney.

## Beyond Campus



Members of the CHARLOTTE Alumni Chapter, along with brothers from WINGATE, cook up some Fraternity fun at a Founders' Day cookout, held at Kevin, Mid-Atlantic Regional Vice President, and Donna Zachman's house.

brothers in Southern California. The L.A. Alumni Chapter is geared toward both expert and casual users—meaning you are free to be as involved as you'd like—either through attending events and holding an office or simply being on the mailing list to receive information and stay in the loop. Contact President Rochelle Siegrist at [deltasigalert@yahoo.com](mailto:deltasigalert@yahoo.com) to sign up for our e-mailers, visit our web site at [www.geocities.com/deltasigalert](http://www.geocities.com/deltasigalert) and we'll see you around L.A. soon!  
—Rochelle Siegrist, Cal State-Long Beach

### History, A Mystery, at Kansas City

While the history of the Kansas City Alumni Chapter seems hazy, our future is not. We were recently awarded the "Most Improved Alumni Chapter" in the nation for 2002. We continue to foster a strong alumni base in the Kansas City area. We discovered the alumni chapter had been reactivated in the early 1980's, as initiated by the alumni brothers of Central Missouri State, but we did not know when the original activation date was. With the help of the Central Office, we uncovered a "Form L" from 1938 (yes, they had "Form L's back then)! All of the officers listed on the form from our alumni chapter are deceased, but were all collegians at Kansas. We do not know if the "alumni club" existed prior to 1938

and are unaware of the history of our alumni chapter between the 1930's and 1980's. Please contact us if you have any information that would fill in some of the historical blanks, or if you would like more information about our alumni chapter, at [www.geocities.com/kcacadsp](http://www.geocities.com/kcacadsp) or [kcacadsp@yahoo.com](mailto:kcacadsp@yahoo.com).

The Kansas City Alumni Chapter invites all collegians spending the summer in the Kansas City area to join our events. For a list of upcoming events, please contact us.

—Beth Losik, Baker

### Greetings from Northwest Indiana!

We are excited about anyone in the Northwest Indiana area attending our functions. We hold our monthly meetings on the final

### Welcome New Brothers!

Congratulations to Jeanna Tipton, Director of Finance & Administration, Chris Poetter, Director of Information Services and Stacy Donahoe, Communications Coordinator, who were initiated as honorary members of the Cincinnati Alumni Chapter in February. Also initiated were Bob and Coni Biggs. Bob is currently the executive director of Phi Delta Theta Fraternity (headquartered in Oxford) and Coni previously worked for the Central Office for 11 years from 1978–1989. Members of the alumni chapter, staff, National Board and Leadership Foundation served on the Ritual team, led by Grand President Kathy Jahnke.



Several national leaders and staff members took part in the initiation, held in the Founders' Room. Back row (from left): Educational and Leadership Consultant Matt Kitche, Grand President Kathy Jahnke, Cincinnati Alumni Chapter member Russ Iddings, Cincinnati Alumni Chapter President Wendy Eilers, Educational and Leadership Consultant Michael Banks, Director of Chapter and Expansion Services Dale Clark, Western Provincial Vice President Claire Sammon Roberts, Bob Biggs and Leadership Foundation President Greg Howell. Front row (from left): Chris Poetter, Stacy Donahoe, Coni Biggs and Jeanna Tipton.

Thursday of the month at Bronco's Pizza in Crown Point, Ind. Our goals are to work closely with the Valparaiso Chapter as well as seek interest to colonize at Indiana University Northwest in Gary,

which would be a reactivation of the Theta Psi Chapter. Please contact Past Grand President John Henik at [jhenik@jphenikinc.com](mailto:jhenik@jphenikinc.com) for more details. —John Henik, Past Grand President ▲



Members of the NATIONAL CAPITAL AREA Alumni Chapter celebrate brotherhood and Deltasig at their annual Founders' Day Brunch at P.J. Skidoo's in Fairfax, Va.

## Do you have something to share?

We'd like to hear from you with comments or questions regarding the Fraternity or the magazine. Letters should be sent to: Editor, Delta Sigma Pi, 330 South Campus Avenue, Oxford, OH 45056, or email [magazine@dspnet.org](mailto:magazine@dspnet.org).

### The DELTASIG Delivers

"I've got to add my congratulations after receiving the winter edition of *The DELTASIG*. I know there has been good feedback on going back to the magazine vs. tabloid format. What I'm talking about are the articles...ones that show what Deltasigs do/have done with their lives after college. From playing in a band, to writing books, to careers in review...well balanced and well done. Keep up the good work."

—Brian Krippner, Truman State

"Your story ["Cultivating a Business...and the Joy of Life] in the winter 2003 issue of *The DELTASIG*, with the wonderful accompanying photos, was fascinating. I believe the switch in format and excellent graphic presentation of the new magazine was able to make the story far better than it could have been in the former format and the color on the coated stock was superb. I am positive this will be looked upon as the first in a new series that will make all Deltasigs proud to know of the success of their brothers."

—James D. & Julia G. Jacobs, son and daughter-in-law of Founder Harold Valentine Jacobs

"The new magazine format is outstanding! I read [the winter 2003 issue] cover to cover and then went online and looked at the book recommendations—an awesome way to support your brothers while learning something beneficial. Keep up the great work."

—Carla Tousley, Grand Valley State

"I received our copy of *The DELTASIG*—congrats on another stellar issue! I loved the treatment of the Sebastiani article—excellent job."

—Nancy Brewer, DELTASIG contributor and Delta Zeta Sorority Editor

### Provincial Conference Comments

"I had a wonderful time at the St. Louis LEAD Provincial Conference. The event was so well organized and the speakers were wonderful. It was so nice to meet brothers from parts of the country that I otherwise wouldn't get a chance to see."

—Amy Browne, Miami-Ohio

"I wanted to tell you that you planned an excellent event [St. Louis LEAD Provincial Conference]. Despite the weather, it was the best national event, besides Grand Chapter in Niagara, of the four I've been to."

The sessions were amazing and the people who went from our chapter have been raving about them ever since."

—Matt Hutchinson, Truman State

"I think that the breakout sessions are less useful when they consist of the presenter speaking most of the time. Most of what I've learned in the several LEAD events I've attended has come from bouncing ideas off other brothers in the chapter, but the sessions are great at starting those types of conversations."

—North Central LEAD Provincial Conference attendee

"The sessions on Ritual and history were excellent. We need to continue these types of sessions so that we Deltasigs do not lose our heritage!"

—Southeastern LEAD Provincial Conference attendee

"I think there needs to be less breakout sessions and more opportunities for chapter interaction. The thing I enjoyed most about the entire weekend were the opportunities I had to speak with presidents from other chapters to see how they operated and what we did differ-

ently and how we could change things (or they could change things) to make my chapter (or theirs) operate more efficiently."

—Southeastern LEAD Provincial Conference attendee

"I was glad that this time more emphasis was placed on personal development and how you could bring that back to your chapter."

—Northeastern LEAD Provincial Conference attendee

"Some very inspirational people attended this weekend. A great example of service for life, and their passion has created a desire to jump right into the alumni activities upon graduation."

—Western LEAD Provincial Conference attendee

### Check out Deltasig's Affinity Partners!

- Banners by Banner Galaxy
- Car Rental Discounts by Hertz and Alamo
- Conference Calls by The Conference Group
- Credit Cards by M.B.N.A.
- DSP Official Merchandise by Embroidery 4 All
- Fraternity Jewelry by Burr, Patterson & Auld
- Hotel Discount Program by Choice Hotels (worldwide savings)
- Insurance - Automobile by GEICO
- Insurance by Long Term Preferred Care
- Insurance - Short-Term Medical by Marsh
- Liability Insurance for Chapters by MJ Insurance
- Long Distance Phone Cards by National Collegiate
- Travel Agent by Litwack Travel

Visit [www.dspnet.org](http://www.dspnet.org) and click on Marketplace, then Affinity Partners to find out how these companies can save you money!

The views contained in "Letters" do not necessarily reflect those of the editor or of Delta Sigma Pi. Letters that appear in this section may be edited for clarity and length.

## Did you?

Start a new business or job? Get a promotion? Get recognized for an achievement?  
Share your good news here!

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

**Reece Oslinker**, *Adelphi*, started a home-based cruise consulting business called Smooth Sailing Cruises in Stroudsburg, Pa.

**Janeen Wagner**, *Akron*, is a tax analyst with Roadway Express, Inc. in Akron, Ohio.

**John Leifert**, *Albany*, is an attorney and partner with Suckle, Schlesinger & Leifert PLLC in New York, N.Y.

**Michael McAndrew**, *Angelo State*, is the CEO of Hopkins County Memorial Hospital in Sulphur Springs, Texas.

**James Seaton**, *Angelo State*, is a tax accountant with Johnson, Miller & Co. in Odessa, Texas.

**Shiloh Shannon**, *Angelo State*, is an assistant controller with Coach USA in San Antonio.

**Dana Marie Stewart**, *Angelo State*, is an office manager with Univision Communications, Inc. in San Antonio.

**Jeff Luzzi**, *Arizona State*, is a product manager with AT&T in Mesa, Ariz.

**Tommy McDonald**, *Arizona State*, is an internal revenue agent with the Internal Revenue Service in Portland.

**Joanne Snowden**, *Arizona State*, is a principal accountant with City of Riverside in Riverside, Calif.

**John Akerman**, *Auburn*, is a manager with VAE in Charleston.

**John Laumeyer**, *Auburn*, is a finance director with HIPA, a subsidiary of HIP Health Insurance Plan of Greater NY, in Hollywood, Fla.

**Lauren Rearick**, *Auburn*, is a business sales specialist with Cingular Wireless in New York, N.Y.

**Kevin Hitchcock**, *Bellarmine*, passed the CPA exam.

**Derrick Singletary**, *Bellarmine*, passed the CPA exam. He currently serves as the Mid-South Regional Vice President.

**Phil Almquist**, *Bentley*, is a sales merchandising analyst with Sara Lee HBC in Exton, Pa.

**Robert Brown, Jr.**, *Bowling Green State*, is president of Huntington County Chamber of Commerce in Huntington, Ind.

**Christopher Baranick**, *Buffalo*, is a senior tax accountant with U.S. Investigations Services in Annandale, Pa.

**Mark Campanella**, *Buffalo*, is an associate attorney with Trevett, Lenweaver & Salzer, P.C. in Rochester, N.Y.

**Maria Kendzierski**, *Buffalo*, is a counselor with Erie Community College in Williamsville, N.Y.

**Cassandra Wilson**, *Buffalo*, is a director of editorial systems with H. W. Wilson Company in Bronx, N.Y.

**Andrea Fridly**, *California-Riverside*, is an assistant account executive with Moroch in Sacramento.

**Geoffrey Gray**, *Cal Poly-Pomona*, is a senior account executive with Marriott International in Rockville, Md.

**Adrian Leung**, *Cal State-Chico*, is a fire apparatus engineer with the Chico Fire Department in Chico, Calif.

**Fidel Pascual**, *Cal State-Chico*, is an external home loan consultant with Countrywide Home Loans in San Diego.

**Paul Sneed**, *Cal State-Chico*, is an engineer with Hewlett-Packard in Cupertino, Calif.

**Justin Waller**, *Cal State-Chico*, is a financial advisor with American Express Financial Advisors, Inc. in Roseville, Calif.

**Howard Welch**, *Cal State-Chico*, retired from Pacific Gas and Electric in Cottonwood, Calif.

## Fun and Frugality

Jeff and Joelle Berlat, both *Houston* alumni, admit they are lousy role models when it comes to being frugal. "We save what we save and spend the rest." However, that hasn't stopped the Houston couple from being successful at saving money. In fact, they were profiled by CNNmoney for their "saving big but living large" lifestyle. So, what's their secret? Saving predetermined amounts each month in retirement funds and personal savings accounts, using payroll deduction and automated bank drafts and spending only what's left.

Jeff and Joelle admit there are several factors that help them save and spend as freely as they do.

Their combined salary goes a long way to helping them achieve their goals. Jeff, a cash manager at an oil and gas services company, has over \$18,000 in his own 401(k) and each time he gets a raise he boosts his savings but keeps his spending rate level. Both max out their retirement accounts, currently at \$12,000 a year, which are primarily invested in large cap mutual funds. They also stash 15% of their after-tax income in savings, which they put in both stock mutual funds as well as "safe" investments like money market funds and municipal bonds. Anything left over is "fun money." In addition, they make tax-deductible donations to the Leadership Foundation.

That kind of discipline has helped the couple stash substantial amounts in money market and bond funds. By switching to a 15-year loan, they'll pay \$300 more a month on their mortgage. But the long-term rewards mean shaving some \$170,000 from interest costs over the life of their loan. The Berlats put large sums of money in savings and leave the rest for their travel adventures. Last year, they were able to visit Ireland, Cancun and take weekend trips to Virginia, New York City and Chicago. This year they are going on a trip to Germany.

When asked if they track everyday expenses, like grocery and utility bills they point to their credit card bill, which reflects most of their costs. "We charge everything we can—groceries, Internet service, the phone bill, gas—and earn air miles," says Joelle. "Then we pay it off every month." By earning free airline tickets and staying at the same hotel chain and gaining free nights, it stretches the number of places we can go.

Some content taken from CNNmoney web site at [http://money.cnn.com/2002/11/04/pf/millionaire/rp\\_millionaire\\_berlat/](http://money.cnn.com/2002/11/04/pf/millionaire/rp_millionaire_berlat/)







### Business and Art Meet

Wendy Eilers, *Eastern Illinois*, was recently featured as one of ten local artists at Closson's Fine Art Gallery, one of the top galleries in downtown Cincinnati. Brother Eilers specializes in miniature watercolor paintings of detailed landscapes, architectural elements, and geometric abstracts. Demand for Wendy's paintings is growing because miniatures have proven to be a niche that is affordable for any collector.

Brother Eilers began as a watercolorist in high school, and earned a BA in graphic design and a BS in marketing from Eastern Illinois. Wendy, a Golden Council member, is a former Educational and Leadership Consultant and Director of Alumni Development for Delta Sigma Pi. She currently serves as president of the Greater Cincinnati Alumni Chapter. For more information on her artwork, contact Wendy at [weilers@celebro.com](mailto:weilers@celebro.com).



**Alvin Hom**, *Cal State-Long Beach*, is a senior web developer with Delta Home Loans in Los Angeles.

**Jennifer Aichele**, *Cal State-Sacramento*, is a director of finance with Comcast Cable Corporation in Rancho Cordova, Calif.

**David Elder**, *Cal State-Sacramento*, is a system integration specialist with Perot Systems in Plano, Texas

**April Edwards**, *Central Florida*, is a personnel representative with Central Florida, Human Resources in Orlando.

**Daniel Leahey**, *Central Florida*, is a financial associate with Primerica Financial Services in Maitland, Fla.

**Paolo Silvestri**, *Central Florida*, is a client relations manager with Paymentech, Inc. in Dallas.

**Russell Smith**, *Central Missouri State*, is a pastor with LaMonte United Methodist Church in LaMonte, Mo.

**Felicia Plemons**, *Clemson*, is a district sales manager with ADP in Greenville, S.C.

**Kelly Rife**, *Clemson*, is in pharmaceutical sales with Elan Pharmaceuticals in Greenville, S.C.

**Markus Juchheim**, *Colorado-Boulder*, is in marketing/sales with Testo AG in Lenzkirch, Germany.

**Guy Morgan**, *Colorado-Colorado Springs*, is a shop manager with Christy Sports in Littleton, Colo.

**David Craig**, *Colorado State*, is a financial analyst with Broe Growth Capital in Denver.

**Kevin Ramirez**, *Colorado State*, is a product specialist with Best Buy in Fort Collins, Colo.

**Thilo Berndt**, *Connecticut*, is a product manager with SAP AG in Heidelberg, Germany.

**Alan Cocconi**, *Connecticut*, is the founder of Lighthouse Technical

Resources, Inc. in Wheaton, Ill.

**Luis Soares**, *Connecticut*, is an accountant with MassMutual Financial Group in Hartford, Conn.

**Jane Quinn**, *Duquesne*, is a systems analyst with Aloca, Inc. in Pittsburgh.

**Henry Dunn**, *East Tennessee*, is a graduate assistant in the management department at Stephen F. Austin State in Nacogdoches, Texas.

**Steve Black**, *Eastern Illinois*, is a finance/agency resource/SFFP manager with State Farm Insurance in Bakersfield, Calif. He is a Golden Council member currently serving as the chair of the National Professional Development Committee.

**Jessica Knapp**, *Florida*, is a sales representative with Elliott Group International in Auburn Hills, Mich.

**Christina Anthony**, *Florida Southern*, is an account executive with Quadrant Marketing in Toronto.

**Erin Holbrook**, *Florida Southern*, is a housekeeping manager with Marriott International in Boston.

**Tamaria Jackson**, *Florida State*, is a program coordinator with North Carolina State in Raleigh, N.C.

**Bhavisha Patel**, *Florida State*, is a database creation specialist with Memberclicks.com in Atlanta.

**Senita Trent**, *Florida State*, is a senior loan closer with Spectrum International Mortgage Services, Inc. in Winter Park, Fla.

### Big Fan of the Big Red Man

By day, Brother Bob Seger, *Indiana State*, works as an employment specialist for the department of workforce development, WorkOne, in Evansville, Ind. By night, and in his spare time, he is dedicated to his passion—his love of collecting Santa Claus and Santa Claus Land memorabilia. "I wear a Santa Claus watch. How many men do you know who wear a Santa Claus watch," says Bob. Bob moved to Christmas Lake Village in 1993 and began his Santa Claus collection soon after, picking up his first piece, a combination ashtray/paperweight, at a local flea market. Since then, his collection has significantly grown and is proudly displayed in two lighted glass display units. He even has a "MR SANTA" license plate, a fitting tribute to a man who wrote the book on Santa Claus Land.

Santa Claus Land, often called the nation's first theme park, was created by Louis J. Koch in 1946. Today the theme park is known as Holiday World & Splashin' Safari.

Santa Claus Land Memorabilia 2000 is a hardbound book containing descriptions, photos and values of Santa Claus Land items; a brief history of the town and theme park; past articles about Santa Claus, Ind.; and a note from the Koch family. Brothers interested in buying Santa Claus Memorabilia 2000 can place an order by contacting Robert Seger at P.O. Box 741, Santa Claus, IN 47579-0741, by phone at (812) 544-2891 or via email at [segerssc@psci.net](mailto:segerssc@psci.net).

So, what made Brother Seger so passionate about Santa Claus Land? "I suppose it's the nostalgia," he says. "The feeling [in Santa Claus] that everything you ever believed in came true. The tranquility—the magic of Christmas."



## Press Releases

**Rodrigo Alcazar**, *George Mason*, is a case manager with ICMA Retirement Corporation in Washington, D.C.

**Bryan Jacobik**, *George Mason*, is an associate with KPMG, LLP in Washington, D.C.

**Jonathan Rankin**, *George Mason*, is a contract administrator with Northrop Grumman in Fairfax, Va.

**Michael Woodward**, *George Mason*, is a senior financial analyst with Verisign, Inc. in Herndon, Va.

**Lizzie Nussbaum**, *George Washington*, is an international graduate program associate with Swiss Reinsurance American Corporation in Armonk, N.Y.

**Ron Campbell**, *Georgia*, is the CEO of Kopy Kat, Inc. in Cumming, Ga.

**Charles Fletcher**, *Georgia*, is a partner/CPA with McNair, McLemore, Middlebrooks & Co., LLP in Macon, Ga.

**La'Tanceia Godfrey**, *Georgia Southern*, is a training instructor with the United States Air Force in Tucson.

**Heather Kurtz**, *Grand Valley State*, is a clinical research associate with HLK Clinical Consulting, LLC in Raleigh.

**Kristen Terpstra**, *Grand Valley State*, is a regional account manager with PC-Conferencing, Inc. in Martin, Mich.

**Eva Karas**, *Houston*, is the central region biotrack manager with Stericycle, Inc. in Lake Forest, Ill.

**Robert Monks**, *Houston*, is an attorney/business development officer with The Rosen Law Firm in Raleigh.

**Jennie Tu**, *Houston*, is a loan officer with MetroBank in Sugar Land, Texas.

**David Valdez**, *Houston*, is a vice president with Henry S. Miller Commercial in Dallas.

**Aster Allen-Brown**, *Howard*, is a financial analyst with Eli Lilly and Company in Indianapolis.

**Guy Dorsainville**, *Howard*, is a consultant with Hewlett-Packard in College Park, Md.

**Abigail Leynes**, *Illinois*, is a programmer/analyst with Pepsico Business Solutions Group in Chicago.

**Crystal Danielson**, *Illinois State*, is an executive vice president with Washington Metropolitan Chapter Community Associations in Annandale, Va.

## Bush Appoints Aguirre to Top Banking Post

Brother Eduardo Aguirre, *Louisiana State*, vice chairman and chief operating officer of the Export-Import Bank of the United States (Ex-Im Bank), is a nationally recognized business and civic leader who was president of Bank of America's International Private Bank prior to joining Ex-Im Bank.

President George W. Bush nominated Eduardo for the Ex-Im Bank position on May 22, 2001, for a term expiring January 20, 2005. The U.S. Senate confirmed him on December 20, 2001. He was sworn in on December 26, 2001. Eduardo was immediately called upon to serve as Ex-Im Bank's acting chairman for nearly one year. In his leadership role, Eduardo has implemented a customer-focused reorganization that is streamlining Ex-Im Bank's service to U.S. exporters and helping the Bank finance nearly \$13 billion in U.S. exports annually.

On November 19, 2002, Eduardo was presented the Order of Christopher Columbus medal at the grade of Grand Officer by the president of the Dominican Republic for his contribution toward promoting business opportunities and economic growth in the public and private sectors between our two countries. For three consecutive years, he was named "one of the 100 most influential Hispanics in the nation" by *Hispanic Business Magazine*. Eduardo and Bank of America were featured in *Latino Success* published by Simon & Schuster in 1996.

Brother Aguirre served as the past chairman of the board of trustees of the Texas Bar Foundation, and is on the boards of the Houston Livestock Show and Rodeo, Texas Children's Hospital, Mount Vernon Ladies Association, Center for Excellence in Education, and Operación Pedro Pan Group Inc. He was appointed by former Secretary of Defense William Cohen to the 63rd Joint Civilian Orientation Conference, and, over the years, has served on numerous professional and civic boards including the Houston Chapters of the Red Cross and the Salvation Army, Central Houston Inc., St. Joseph Hospital and the Bankers Association for Foreign Trade.

Eduardo graduated from the American Bankers Association's National Commercial Lending Graduate School. He is a certified commercial lender and holds an honorary doctorate degree at the Universidad Tecnológica de Santiago, Dominican Republic, and honorary professorships at Beijing Polytechnic University and The Central University for Nationalities in Beijing.

Prior to his appointment to Ex-Im Bank and moving to Washington, D.C., Eduardo and his wife Tere lived in Houston for 27 years. They have a son, Eddy, and a daughter, Tessie.

In addition to his remarkable professional career, Brother Aguirre was Delta Sigma Pi's 2000 Career Achievement recipient.



**Gregory Johnson**, *Illinois State*, is an account executive with Travelers Insurance in Charlotte.

**Thomas Coulis**, *Indiana*, is a tax intern with Deloitte & Touche in Schererville, Ind.

**Rex Critchlow**, *Indiana State*, is a systems manager with ACS State and Local Solutions in Tallahassee.

**Kara Westercamp**, *Iowa*, won 2003 American Honey Princess in January. She was featured in *The DELTASIG* (winter 2003) for being chosen as the East Central Iowa Honey Queen in April 2001.

**Wade Lancaster**, *Iowa State*, is a senior account executive with UPS in Des Moines.

**George Michaels**, *James Madison*, is a joint exercise action officer with the U.S. European Command in Stuttgart, Germany.

**Gwynne Reid**, *James Madison*, is a data analyst/programmer with Rookingham Memorial Hospital in Harrisonburg, Va.

**Jennifer Bendetti**, *Kennesaw State*, is a corporate import specialist with John S. James Company in Rincon, Ga.

**Robert Bendetti**, *Kennesaw State*, is a director of operational analysis with Diamond Crystal Brands in Savannah, Ga.

**Brian Chatman**, *Kent State*, was commissioned into the United States Air Force last May.

**Russ Iddings**, *Kent State*, is a PC Specialist for Paycor Corp in Cincinnati.

**Jason Labay**, *Kent State*, is a database analyst with the NASA Glenn Research Center in Cleveland.

**Branda Smith**, *Kent State*, is a supply chain manager with

CenterBeam Inc. in Santa Clara, Calif.

**George Ralko**, *LaSalle*, is a portfolio manager with De Lage Landen in Wayne, Pa.

**Tyrone Newsome**, *Lewis*, is a building director with Fitchburg State College in Fitchburg, Mass.

**Christian Galoci**, *Longwood*, is an administrative assistant with Fairfax County Mental Health in Reston, Va.

**Clarice Maestri**, *Longwood*, is a junior systems programmer analyst with Integrated Digital Systems/Scan America Inc. in Manassas, Va.

**Veronica De La Garza**, *Louisiana State*, is a customer service representative with Albemarle Corporation in Baton Rouge.

**Nikki Jacobs**, *Louisiana Tech*, is a financial analyst with Bank One in Bedford, Texas.

**Kjersti Heer**, *Loyola-Chicago*, is an analyst with SIRVA in Chicago.

**Ryan Richard**, *Marquette*, is a business consultant with Altria Corporate Services in Northfield, Ill.

**Amy Albrinck Schroeder**, *Marquette*, is an assistant comptroller with Marquette in Milwaukee.

**Edward Brogden**, *Maryland*, is a manager of UNIX TechOps with Digex Inc. in Beltsville, Md.

**Charles Shryock**, *Maryland*, is an attorney with Charles Shryock & Associates in Seabrook, Md.

**Adam Alber**, *Miami-Ohio*, is an administrative technologist with KeyCorp in Cleveland.

**Matthew Budenz**, *Miami-Ohio*, is a corporate financial analyst with Medical Mutual of Ohio in Cleveland.

**Dacia Ludwick**, *Miami-Ohio*, is the Main Street coordinator with the city of Forest Park in Cincinnati.

**Amy Hasty Miller**, *Miami-Ohio*, is a promotion coordinator with COSI in Toledo, Ohio.

**Lisa Nelson**, *Minnesota State*, is a senior order quotes specialist with Valmont Lexington in Farmington, Minn.

**Paul Yahnke**, *Minnesota State*, is an account executive with Sprint PCS in Minnetonka, Minn.

**Gregory Ingram**, *Mississippi-Clinton*, is an audit manager with Williams, Weiss, Hester & Company in Jackson, Miss.

**Jonathon Cox**, *Missouri-Kansas City*, is a division officer in the U. S. Navy in San Diego.

**Don Morse**, *Missouri-Kansas City*, is a financial advisor with American Express Financial Advisors in Overland Park, Kan.

**Jennifer Gutmann**, *Missouri-St. Louis*, is an auditor with MetLife in St. Louis.

**Dallas Dlouhy**, *Nebraska-Omaha*, is an auditor with the Air Force Audit Agency in Las Vegas.

**John Farrell**, *New Mexico*, is a research and development programmer with HealthFirst, LLC in Albuquerque.

**Rochell Hornbuckle**, *New Mexico State*, is director of marketing, sales and operations with Boulder Design of Nevada in Las Vegas.

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

**Shawn Billiot**, *Nicholls State*, is an Internet manager with All Star Automotive Group in Baton Rouge.

**Sandy Matherne**, *Nicholls State*, is a stockbroker with Fordham Financial Management in New York, N.Y.

**Lina Naik**, *North Carolina*, is a corporate 401(k) consultant with Capitol Securities Management in McLean, Va.

**Gottfried Oddoye**, *North Florida*, is a retirement specialist with Merrill Lynch in Jacksonville.

**Heidi Weinstein**, *North Texas*, is a director of corporate compensation with Aon Corporation in Chicago.

**Mary Ann Hagemann**, *Northern Illinois*, is a business consultant with Kraft Foods, Inc. in Northfield, Ill.



## A Big Heart

Katie Gozola, *Minnesota State*, has a big heart, especially when it comes to helping those in need of one. After LifeSource, a nonprofit federal program that matches available organs with those in need of transplants, arranged a donor match for her sister, who suffered from a genetic heart defect, Katie knew she had to give back to the

organization that gave her sister a second chance at life.

As an honors project, Brother Gozola, who is studying vocal music education and human resource management, organized two holiday benefit concerts to raise money for LifeSource. About 125 people, mostly Minnesota State students, attended the concerts, one of which was held in Gozola's hometown of Bloomington. The program included Gozola and friend Marti Sievek singing solos and duets of holiday music, and several people got up to share stories of how organ donations and transplants had affected their lives. The event raised more than \$1,000. "It all worked out," said Brother Gozola. "I really wanted to raise awareness of organ donation," she said. "It was amazing."

Katie said people have requested that this be made into an annual event and she is willing to give it a try. "She's very upbeat," said Andrea Bayer, a friend and fellow Deltasig. "You'll never catch her when she's not smiling. She's all about everybody else."

**Laura Hamlin**, *Ohio*, is a financial analyst-PT with the Dayton Daily News in Beavercreek, Ohio.

**Brian LeRoy**, *Ohio*, is a technical architect with Cendant Corporation in Columbus.

**Michael Nichols**, *Ohio*, is a benefits analyst with Hewitt Associates in Atlanta.

**Julie Robinson**, *Ohio*, is a benefits administrator with Cardinal Health in Dublin, Ohio

**Kimberly Sweeney**, *Ohio*, is a marketing assistant with CorVel Corporation in Irvine, Calif.

**Karin Comerford**, *Ohio State*, is an HRIS analyst with The BISYS Group, Inc. in Columbus.

**Shawn Mattar**, *Ohio State*, is a consultant with Deloitte & Touche LLP in San Francisco.

**Mike McCollum**, *Oklahoma*, is a corporate account manager with Forth Worth Brahmas hockey club in Fort Worth.

**William Sparks**, *Oklahoma*, is a physician with the Sparks Clinic in Norman, Okla.

**Christopher Beck**, *Oklahoma State*, is an associate accountant with Kellogg Brown & Root in Houston.

**Timothy Klopfer**, *Pennsylvania*, is the chief of contracting-air vehicles division with the Air Force Research Laboratory in Dayton.

**Angela Jones**, *Penn State-Behrend*, is a buyer with the University of Pennsylvania Health System in Philadelphia.

**Edward Godin**, *Rider*, serves as president of the Pennsylvania School Boards Association in Bristol, Pa.

**Richard Young**, *Rider*, was awarded tenure and promoted to associate professor of business logistics at the Berks-Lehigh Valley College of Penn State. He was also appointed acting division head for engineering, business and computing.

**Catherine Giarraputo**, *St. Peter's*, is an import specialist with the Bureau of Customs and Border Protection in Elizabeth, N.J.

**Missy Ekern**, *St. Thomas*, passed the CPA exam. A Golden Council member, she currently serves as chair of the National Scholastic Development & Awards Committee.

**Alice Hsu**, *San Francisco*, is a financial advisor with American

## Press Releases

Express Financial Advisors in San Francisco.

**Keith Kutner**, *San Francisco State*, is the founder of Outsource Consultancy in Bloomfield Hills, Mich.

**Claire Sammon Roberts**, *San Francisco State*, is manager of business process and risk management for Wells Fargo Merchant Services in Walnut Creek, Calif. She currently serves Delta Sigma Pi as Western Provincial Vice President.

**Joseph Totah**, *San Francisco State*, is the owner of Joseph Totah Insurance Services in Burlingame, Calif.

**Andrea Tsai**, *San Francisco State*, is an accounting/human resources specialist with AmbiCom, Inc. in Santa Clara, Calif.

**Cristine Cearing**, *San Jose State*, is an accountant with Voyan Technology in Santa Clara, Calif.

**Nitiwat Tejavaniya**, *San Jose State*, is a Sunlight Brand manager with Unilever Thai Tradings in Bangkok, Thailand.

**Kevin Boone**, *Shepherd*, is a network support specialist with Anteon Corporation in Frederick, Md.

**Matthew Mazzone**, *Siena*, is an investment representative with Edward Jones Investments in Saratoga Springs, N.Y.

**Chandler Carter, Jr.**, *South Carolina*, is a network manager with KFR Services, Inc. in Summerville, S.C.

**Darrick Williams**, *South Carolina*, is a quality review coordinator with Carolina Care Plan in Columbia.

**Jason Denman**, *South Dakota*, is a special agent with the IRS/CI in San Rafael, Calif.

**Penny Malwitz**, *South Dakota*, is a technical support specialist with Rural Community Insurance Services-Wells Fargo in Sioux Falls.

**Vicki Murra**, *South Dakota*, is a HR records analyst with Midland National Life in Sioux Falls.

**Michael Creel**, *South Florida*, is a business partner with Honeywell Defenses & Space Electronics Systems in Clearwater, Fla.

**Inna Fox**, *Southern California*, is a software engineer with QAD in Carpinteria, Calif.

**Kevin Ganci**, *Southern Methodist*, is an attorney with Weil & Petrocchi, P.C. in Dallas.

**James Minor**, *Southern Methodist*, retired from Continental

Airlines after serving for over 42 years as a pilot and department manager. He was an FAA pilot examiner for 30 years and currently owns an aviation safety consultant business in Lake Dallas, Texas.

**Gregory Clark**, *Southern Mississippi*, is an advertising consultant/sales with IMPACT of Hattiesburg in Hattiesburg, Miss.

**Stephen Stamboulieh**, *Southern Mississippi*, is a sales representative with Kiersted/Systems in Houston.

**Angela Carosello**, *Southwest Missouri State*, is an academic training leader in sales and marketing with Edward Jones in Maryland Heights, Mo.

**Thomas Smith, Sr.**, *Tampa*, is the author of "Fish Heads, Rice, Rice Wine & War: A Vietnam Paradox" and lives in Heath, Texas.

**Kamal Calloway**, *Temple*, is a financial analyst with Johnson & Johnson in Skillman, N.J.

**Jayson Massey**, *Temple*, is a project manager with Kenexa

Technologies, Inc. in Wayne, Pa.

**Shontae Savage**, *Temple*, is an executive assistant with Home Box Office in New York, N.Y.

**Alison Swanz**, *Temple*, is a consultant with Hewitt Associates in Philadelphia.

**Katie Elliott**, *Tennessee*, is a marketing/human resource manager with McDonald's in Springdale, Ohio.

**Vikas Kalra**, *Texas-Austin*, is an associate consultant with Bain & Co. in Irving, Texas.

**Leslie Skweres**, *Texas A&M-College Station*, is a web applications designer with Bechtel in Houston.

**Amber Barnes**, *Texas A&M-Corpus Christi*, is an account executive with Nextel Partners, Inc. in Corpus Christi.

**Ronald Neitzke**, *Texas A&M-Kingsville*, is an accounts examiner with Texas Lottery Commission in Austin.

**Jenny Meierotto**, *Texas Christian*, is a contemporary marketing representative with Ben E. Keith beer distribution company in Fort Worth.

**James Bengfort**, *Texas Tech*, is a vice president with Angle Media, Inc. in Dallas.

**James Barnes**, *West Alabama*, is a scheduling coordinator with Resurgens Orthopedics in Austell, Ga.

**Rose Creighton**, *West Florida*, is an administrator with The Villas at Gulf Breeze in Gulf Breeze, Fla.

**Estelle Lischalk**, *West Florida*, is an assistant manager with Walgreens in Zephyrhills, Fla.

**Mark Grcic**, *West Liberty State*, is an assistant inventory manager with Beverage Distributors, Inc. in Cleveland.

**Anna Sznyterman**, *Western Illinois*, is an account executive with Bank One in Schaumburg, Ill.

**Cary Wagner**, *Western Kentucky*, is a business analyst with Rinker Materials in Indianapolis.

**Luke Bien**, *Western Michigan*, is a production supervisor with General Motors in Livonia, Mich.

**Troy VandenBosch**, *Western Michigan*, is a financial advisor with Morgan Stanley in Livonia, Mich.

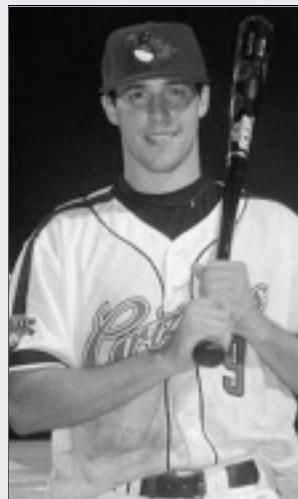
**Stephanie Schuster**, *Wisconsin-La Crosse*, is a settlements representative with Wave Securities in Chicago.

### Play Ball!

Many of us fantasize about quitting our jobs in pursuit of our dreams. For Mark Schulte, *Dayton*, that dream was made a reality when he was given the chance to play professional baseball in the Frontier League. The Louisville native led off and played centerfield for the Division 1 Flyers. Dayton Coach Vittorio called Mark one of the best defensive players he ever coached. In 2001, his final year at Dayton, Brother Schulte helped lead the Dayton Flyers to their first A-10 championship berth and the most single season wins ever by a team with 32.

After graduation, Mark moved to St. Louis, got married and accepted a position as a computer consultant. Although satisfied with his job, Mark missed baseball and knew he still had the desire to compete. In May of 2002, Mark quit his consulting job and decided to give professional baseball one more shot. After contacting the head coach of the River City Rascals, he was invited to spring training. On opening day, Brother Schulte found himself leading off and starting in centerfield. Mark had achieved his childhood goal of playing professional baseball. Midway through the 2002 season, Schulte was moved crosstown to the rival Gateway Grizzlies, where he finished the season and his professional baseball career.

Now retired from baseball, Mark still loves the game but has moved on with his life. He and his wife live in St. Louis where Mark works as an account representative for Sensient Food Colors. Brother Schulte took a chance and never thought twice. "I didn't want to look back in 10 or 15 years and think, could I have done it? Was I good enough to play pro ball? Now I know."



## Milestones

Did you just tie the knot? Welcome a new bundle of joy? Do you know a brother who has recently passed away? If so, please inform us. Email your mergers, gains, and losses to [magazine@dspnet.org](mailto:magazine@dspnet.org) or mail your news to the Central Office.

### Mergers:

**Jonathan Heller, Adelphi**, on February 22, to Cheryl Brook. They live in Beacon Falls, Conn.

**Alex Cheung to Tiffani Huynh**, both *California-Riverside*, on November 2. They live in Los Angeles.

**Christina Inman, Central Missouri State**, on November 9, to Bill Hansen. They live in Ballwin, Mo.

**Sharon Hufner, Connecticut**, on November 2, to Craig Burge. They live in Newtown, Conn.

**Erika Lees to Byron Donalds**, both *Florida State*, on March 15. They live in Naples, Fla.

**Guy Dorsainville, Howard**, on December 28, to Desiree Boykin. They live in Lanham, Md.

**Brad Lazar, Iowa**, on February 1, to Michelle Orzoff. They live in Gurnee, Ill.

**Cheri Funke, Kansas**, on July 13, to Brian Milligan. They live in Los Altos, Calif.

**Amy Hasty, Miami-Ohio**, on October 19, to Jeremy Miller. They live in Waterville, Ohio.

**Stephanie Osborn, Northern Arizona**, on November 10, to John Hirsch. They live in Las Vegas.

**Kelly Carter, Ohio**, on September 14, to David Dietzel, *Albany*. They live in Hoboken, N.J.

**Brandon Dols, St. Cloud State**, on January 4, to Jackie Cronin. They live in St. Cloud, Minn.

**Brad Quello, St. Thomas**, on November 2, to Barbara Westrup. They live in Minnetonka, Minn.

### Gains:

**Ed Zeller, Baker**, and Delaine on January 31-Tyler Daniel and Emily Nicole. They live in Lawrence, Kan.

**Dave Rubsam, Bowling Green State**, and Kathy on July 13-Megan Kathleen. They live in Cincinnati.

**Jim, DePaul**, and **Christine, Western Illinois**, Connellan on January 24-Shane Martin. They live in La Grange, Ill.

**Monty and Elaine Kemna-Ewing**, both *Indiana-Purdue at Indianapolis*, on January 30, 2002-Talon Magg. They live in Fishers, Ind.

**Alicia Sibia, Kent State**, and Clark McGill on November 22-Ethan McGill. They live in Wadsworth, Ohio.

**Jeff Domas, Minnesota State**, and Jennifer on October 8-Julia Bonita. They live in Chanhassen, Minn.

**Janie Goodman, Oklahoma State**, and Chad on November 25-Michael Scott. They live in Oklahoma City.

### Losses:

The Fraternity and its representatives assume no liability for the accuracy of this column. The information is printed as it is reported to the Central Office for record keeping purposes.

*Americas*: **George Hockley** (January 10)

*Arizona*: **Alan Winterhalter** (August 13)

*Cal State-Chico*: **William Wentzell** (unknown)

*Christian Brothers*: **Hilbert Edmund Whaley** (March 13)

*Cincinnati*: **Robert Riley** (January 18)

*DePaul*: **Edwin Liska** (unknown)

*Detroit*: **Ronald Schulte** (July 20)

*Drake*: **George Carr** (May 15, 2002)

*Florida State*: **Dewey Crosby** (unknown)

*Indiana State*: **Richard Uahinui** (July 14)

*Johns Hopkins*: **Elmer W. Byron** (March 8)

*Kansas*: **William C. Thomson** (unknown)

*Maryland*: **Charles Brown** (September 24)

*Minnesota State*: **John P. Englert** (December 30)

*North Carolina-Chapel Hill*: **Harlan Boyles** (January 23)

*North Carolina State*: **James Fulghum** (unknown)

*Northwestern-Chicago*: **Casimir Wejman** (February)

*Northwestern-Evanston*: **James E. Nolan** (unknown)

*Rutgers*: **Philip Keller** (June 21)  
**Robert Maier** (January 6)

*South Dakota*: **Joe Foss** (January 1)

*Tampa*: **Edward Imparato** (unknown)

*Temple*: **James H. Edwards, Jr.** (April 7, 2002)

*Western State*: **Dustin Roberts** (unknown)

*Wisconsin-Madison*: **Harold Mohr** (January 29)

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## Brotherhood Network

Looking to become involved with an alumni chapter? Please contact the following brothers for information on the alumni chapter in your area!

This list includes alumni chapters franchised for the 2002-03 fiscal year as of April 16.

**Alabama**  
BIRMINGHAM  
Nicole Brogden  
205-620-6835  
nbrogden@hotmail.com  
GREATER WEST ALABAMA  
Van White  
205-652-7517  
veacoman@yahoo.com

**Arizona**  
PHOENIX-THUNDERBIRD  
Susan Rief  
480-812-8846  
susan.rief@ingfunds.com

**California**  
FRESNO-CENTRAL VALLEY  
Alison Wells  
559-347-0373  
awells07@attbi.com  
INLAND EMPIRE  
Patti LaMarr  
626-794-2366  
palamarr@pacbell.net  
L.A.  
Rochelle Siegrist  
626-303-1273  
deltasigalert@yahoo.com

ORANGE COUNTY  
Stefen Perez  
714-554-7101  
stefen@dspalum.com

PIER 9-LONG BEACH  
Anje Castro  
714-840-8854  
sapphire3\_77@yahoo.com

SACRAMENTO VALLEY  
Daniel Mayeda  
916-363-6258  
dgmayeda2@attbi.com

SAN DIEGO  
Frank DePeralta  
858-997-7474  
fdelperalta@msn.com

SILICON VALLEY  
Brian Judd  
408-773-8673  
bjudd@datadbase-marketing.com

**Colorado**  
DENVER  
Dale Hopkins  
303-333-1850  
110403.2551@compuserve.com

**Connecticut**  
Lesley Ross  
203-377-3324  
thetaiota802@yahoo.com

**Florida**  
TAMPA BAY  
Marie Hebbler  
727-577-3237  
mhebbler@tampabay.rr.com

**Georgia**  
ATLANTA  
Gina Oleksinski  
404-794-8147  
gina.oleksinski@prudential.com

**Hawaii**  
Clayton Chong  
808-935-4214  
cechong@aol.com

**Illinois**  
CHICAGO  
Joe Ward  
708-499-1028  
wardjos@aol.com

**Indiana**  
INDIANAPOLIS  
Corey Arashiro  
317-882-0214  
CoreyA@FirstIndiana.com

NORTHEAST INDIANA  
Michelle Mahoney  
260-426-0402  
mmahoney@bkd.com

NORTHWEST INDIANA  
John Henik  
847-853-8721  
jhenik@johenikinc.com

All alumni chapters must franchise annually by June 30 of each year. Franchised alumni chapters are entitled to certain benefits, including a vote on their Provincial Council and the Grand Chapter. For more information on franchising requirements, please visit the "Alumni" section of our web site at [www.dspnet.org](http://www.dspnet.org) or contact Matt Kitchie at [matt@dspnet.org](mailto:matt@dspnet.org) or 513-523-1907 x 221.

**Kentucky**  
LOUISVILLE  
Robert McGonnell  
502-241-4664  
rmdsp211@aol.com

**Louisiana**  
ACADIANA-LAFAYETTE  
Jason Guilbeau  
337-572-8677  
jasonguilbeau@yahoo.com

BATON ROUGE-RED STICK  
Veronica DeLaGarza  
225-751-9609  
veronicalisa@yahoo.com

NEW ORLEANS-CRESCENT CITY  
Sam Criscione  
504-835-3412

**Maryland**  
BALTIMORE  
Bryan McMillan  
410-730-8366  
baldeltasigs@yahoo.com

**North Carolina**  
CHARLOTTE  
Donna Zachman  
704-821-0511  
dszachman@earthlink.net

**Ohio**  
AKRON-CANTON  
Alan Brunton  
330-274-2232  
AlanBruntonDSP@Adelphia.net

CINCINNATI  
Wendy Eilers  
513-651-4141  
weilers@celebro.com

CLEVELAND  
Mike Losneck  
440-552-9927  
mike@mecca-ad.com

COLUMBUS  
Rusty Stratman  
614-299-4024  
rusty@netwalk.com

**Oklahoma**  
Duane Chalmers  
918-251-1938  
duamec@busprod.com

**Pennsylvania**  
ERIE  
Phil Askins  
814-461-8183  
Askins@surfierie.net

PHILADELPHIA  
Renee Stewart  
215-508-4334  
Marajade77@hotmail.com

**Texas**  
DALLAS AREA  
Scott Blackwell  
214-616-2887  
scottytunt@yahoo.com

SPACE CITY HOUSTON  
Jeff Berlat  
713-686-4373  
jeffberlat@mindspring.com

**Virginia**  
CENTRAL VIRGINIA  
John Cookson  
804-744-4046  
jhc3@juno.com

**Washington, D.C.**  
NATIONAL CAPITAL AREA  
Christian Galoci  
703-922-5078  
CGaloci@msn.com

**West Virginia**  
SHEPHERDSTOWN  
Richard Keplinger  
703-746-5729  
rkepl01@aol.com

**Wisconsin**  
MILWAUKEE  
Chris McArdle  
262-814-1814  
chris@therauseragency.com

This list includes brothers that are seeking to begin alumni chapters in various areas. Contact the following brothers for more information on their franchising efforts!

ANCHORAGE, AK	Jeff Erwin	907-261-5981	<a href="mailto:jeff_ervin@ubsu.com">jeff_ervin@ubsu.com</a>
TUCSON, AZ	Charles Farrow	520-881-5097	<a href="mailto:tuschuck@aol.com">tuschuck@aol.com</a>
ALCATRAZ, CA	Joseph Riego	707-645-9227	<a href="mailto:dsp_alcatraz@yahoo.com">dsp_alcatraz@yahoo.com</a>
ANTELOPE VALLEY, CA	Erica Verderico	661-255-9035	<a href="mailto:elo1579@aol.com">elo1579@aol.com</a>
CENTRAL FLORIDA, FL	Shane Borden		<a href="mailto:sborden@cfl.rr.com">sborden@cfl.rr.com</a>
JACKSONVILLE, FL	Tracey Schebera	904-363-1767	<a href="mailto:taty241@aol.com">taty241@aol.com</a>
PENSACOLA, FL	Michelle Adams	850-968-6556	<a href="mailto:itsasoccerthing@aol.com">itsasoccerthing@aol.com</a>
SOUTH FLORIDA, FL	Curtis Bernstein	561-784-0255	<a href="mailto:cbernstein@healthcareappraisers.com">cbernstein@healthcareappraisers.com</a>
SAVANNAH, GA	Robert Bendetti	678-354-3771	<a href="mailto:robert_bendetti@hotmail.com">robert_bendetti@hotmail.com</a>
DUBUQUE, IA	Tom Jaeger	563-543-1982	<a href="mailto:tom.jaeger@agadwards.com">tom.jaeger@agadwards.com</a>
DECATUR, IL	Christopher Aubrey	217-234-2385	<a href="mailto:deltasignapi891@hotmail.com">deltasignapi891@hotmail.com</a>
BOWLING GREEN, KY	Amanda Hanson	270-358-0492	<a href="mailto:mhanson@harlin.K12.KY.US">mhanson@harlin.K12.KY.US</a>
ALEXANDRIA, LA	Holli Yandle	318-449-8950	<a href="mailto:holliyandle@hotmail.com">holliyandle@hotmail.com</a>
PORTLAND, ME	Patrick Cotter	207-767-6500	<a href="mailto:pcotter1@yahoo.com">pcotter1@yahoo.com</a>
DETROIT, MI	Troy VandenBosch	734-779-8029	<a href="mailto:troy.vandenbosch@morganstanley.com">troy.vandenbosch@morganstanley.com</a>
GRAND RAPIDS, MI	Akisha Jones	616-261-2335	<a href="mailto:jonesaj@student.gosu.edu">jonesaj@student.gosu.edu</a>
ALBUQUERQUE, NM	Angie Cook	505-400-6882	<a href="mailto:notatwinkie@hotmail.com">notatwinkie@hotmail.com</a>
ASHEVILLE, NC	Alfred White	828-277-4013	<a href="mailto:awwhite@nba.com">awwhite@nba.com</a>
PIEDMONT, NC	Nicholas McGalliard	336-758-3654	<a href="mailto:nmcgalliard@dot.state.nc.us">nmcgalliard@dot.state.nc.us</a>
RALEIGH-DURHAM, NC	Heather Faulk	919-493-6259	<a href="mailto:heatherfaulk@matthewsyoung.com">heatherfaulk@matthewsyoung.com</a>
LAS VEGAS, NV	Amber Robinson	702-877-9571	<a href="mailto:amberr@unv.nevada.edu">amberr@unv.nevada.edu</a>
TOLEDO, OH	Tamara Nelson	419-215-3152	<a href="mailto:tam@buckeye-express.com">tam@buckeye-express.com</a>
PORTLAND, OR	Andrew Harnish	503-279-1798	
PITTSBURGH, PA	Mike Gravitt	412-778-6069	<a href="mailto:mgravitt2@attbi.com">mgravitt2@attbi.com</a>
PROVIDENCE, RI	Janelle Tillema	401-864-7498	<a href="mailto:janellet@itempd.com">janellet@itempd.com</a>
CHARLESTON, SC	John Akerman	843-769-5707	<a href="mailto:VAECharleston@aol.com">VAECharleston@aol.com</a>
COLUMBIA, SC	Buck Fulmer	803-791-5566	<a href="mailto:homebny@bellsouth.net">homebny@bellsouth.net</a>
SIOUX FALLS, SD	Terisa Heiman	605-362-8840	<a href="mailto:teheiman@yahoo.com">teheiman@yahoo.com</a>
KNOXVILLE, TN	Tom Groot	865-691-2274	<a href="mailto:mstng50l@yahoo.com">mstng50l@yahoo.com</a>
TRI-CITIES, TN	Shannon Marie Berry	423-467-3310	<a href="mailto:smarieb728@earthlink.net">smarieb728@earthlink.net</a>
AUSTIN, TX	Ben Templeton	512-442-0715	<a href="mailto:ben.templeton@twc.state.tx.us">ben.templeton@twc.state.tx.us</a>
SAN ANGELO, TX	Leann Criswell	915-947-1354	<a href="mailto:ldh@wcc.net">ldh@wcc.net</a>
SEATTLE-TACOMA, WA	Shamone Stephenson	253-858-5712	<a href="mailto:allensms@aol.com">allensms@aol.com</a>
GERMANY	Ashok Arora	208-423-5952	<a href="mailto:bertela@yahoo.com">bertela@yahoo.com</a>
LONDON	Tamisha Nelson	706-790-3676x2647	<a href="mailto:mysha25@aol.com">mysha25@aol.com</a>
JAPAN	J.D. Sparks		<a href="mailto:jdsummu@aol.com">jdsummu@aol.com</a>
MEXICO CITY	George Bredée	52-777-311-2149	<a href="mailto:bredcee@cablconline.com.mx">bredcee@cablconline.com.mx</a>

## Busse Reflects on Nearly 50 Years of Congress Memories



Bob Busse

For Past Grand President Bob Busse, *Rutgers*, Grand Chapter Congress truly represents a lifetime of memories and brotherhood. Brother Busse has attended 20 Congresses, 19 of those consecutive—starting with the 12th and ending with the 32nd—both in Atlanta. This constitutes a record Congress attendance for a brother, thus far only surpassed by Bob's friend, Brother Bob Hughes, *Pennsylvania*. Perhaps just as remarkable, is that he has given the Fraternity grip to all but five Grand Presidents, all taking place at a Congress.

When asked to recall some memorable Congress experiences, Brother Busse said several stood out. Bob fondly recalls the 26th gathering in Biloxi, in 1967, when he witnessed Founder Harold Valentine Jacobs address the brothers, discussing some of the early history and founding of the Fraternity.

The 16th Grand Chapter Congress in Minneapolis, in 1947, brought the election of Allen Fowler as Grand President. Bob, along with fellow campaign strategists Bob Hughes, Rodney Stahl, *New York*, and Monroe Landreth, *North Carolina-Chapel Hill*, had a large part in the success of Allen's campaign. Also, it was after that Congress that Brothers Busse and Hughes decided an Eastern Regional meeting should be held in Philadelphia the following year. "We did not wish to wait two years till the next Grand Chapter Congress to get together again, and we also felt chapters in our region could be better served if there could be some exchange between them," said Busse. So, the meeting was scheduled and the plan to hold regional conferences in the years between Congress was born. Minneapolis was also the beginning of Brother Busse's many years of service on the Grand Council. At the 24th Congress in Bedford, Pa, in 1963, he reached the term limits of service on

the Council and was presented with a testimonial for his 16 years of service.

The 17th Grand Chapter Congress, in Baltimore, was another memorable event for Brother Busse.

It was at this Congress removing restrictive clauses from the Constitution and Bylaws was discussed. Due to pressures from many state supported campuses, as a result of World War II integration, it was evident to the Grand Council that such a change would have to be made if the Fraternity was to be allowed to continue existing at a number of schools. "Strong sentiment existed on both sides of the issue. In fact, dinner and the ball were delayed till a decision could be made," said Busse. At the final business session of Congress there was a seven-hour debate resulting in the decision to remove the clause. Also, at the 17th Congress, the Pink Poodles were established. In fact, Bob's wife, Dorothy, is a charter member!

At the 19th Congress in Denver, in 1953, Brother Busse was elected Grand President. This event also marked long-time Executive Director H. G. "Gig" Wright's retirement announcement. Brother Wright would step down from office at the following Congress, in Detroit. Says Busse, "the most significant personality in the history of Delta Sigma Pi, now or ever, in my opinion as well as that of many others, departed the active scene with appropriate ceremonies. Even more than the Founders, Gig Wright gave the Fraternity its character and purpose and administered its affairs with dedication and determination second to none, striving always for the greatest good for all."

When asked what kept him coming back to so many Grand Chapter Congresses, Busse said "it was the comradeship with friends and old acquaintances." Brother Busse also stresses the importance of networking at an event like Congress and establishing relationships with Deltasigs who could be helpful in career progress somewhere down the line. "The fact that Delta Sigma Pi has afforded me an avenue for my own career, makes it incumbent that others be helped in a similar manner if possible.

Deltasig exposure provides one with a set of business guidelines and a philosophical direction for life."

Bob and daughter, Laurie Rosenblatt, *Georgia College & State*, plan on attending the 44th Grand Chapter Congress in Palm Springs, with Bob presenting a history session. They were the first father and daughter to become brothers in the history of Deltasig! ▲



*Brother Busse is the 1996 Lifetime Achievement Recipient and also received his Golden Helmet in 1987. He was elected Grand President in 1953.*

*Past Grand President Bob Busse shares laughs and memories with fellow Rutgers brothers. From left: Carl Thieme, Jr., Herman Graf, Busse and Arthur Lautz.*

# Something for Everyone

Experience a true desert oasis—join your brothers at the 44th Grand Chapter C

by Nancy Brewer

## Stay at the Beautiful Marriott Rancho Las Palmas Resort and Spa

You will enjoy a variety of foods prepared by award-winning chefs, and experience the magical view of the San Jacinto Mountains from the Starlight Terrace, a 10,000-square foot, landscaped balcony above the elegant Fiesta Ballroom. The Plaza's courtyard entertains outside the lobby—the perfect place to enjoy the company of your fellow Deltasigs.

Extensive golf and tennis opportunities are available on site at the resort. For golf assistance and reservations, contact Ryan Christopherson at [rchristopher@ezlinksgolf.com](mailto:rchristopher@ezlinksgolf.com) or 760-862-4560. For tennis, contact Kevin Connolly at 760-837-2342. Rooms are available for only \$82 +tax/night for up to four people. Call 760-568-2727 for reservations. Visit their web site at [www.rancholaspalmas.com](http://www.rancholaspalmas.com).

Choose to be pampered at the Spa Las Palmas, and experience the tranquility of the two-story spa facility with a beautiful view of the Santa Rosa Mountains, fresh spa cuisine, and spa treatments that will soothe and energize you. Visit [www.spalaspalmas.com](http://www.spalaspalmas.com) for details and spa reservations.

## A "Dry Heat" Climate

Home to many glamorous resort cities, lined with lushly landscaped country clubs, championship golf courses, and elegant surroundings, the Palm Springs Desert Resort Community is one of the finest in the world.

The climate in the Palm Springs area is good for all outdoor pursuits with very low humidity— a good climate for early-morning activities such as golf, tennis, hiking, and biking. Sunbathing and swimming are ideal all day long, just have plenty of sunscreen. With only

15–20 days of rainfall per year, you can enjoy the sunny days and balmy desert evenings. While summer days are hotter (low 100's) than those of the fall and spring, the clean, dry air makes the temperature comfortable, especially in the evenings.

## Desert Attire

California casual is the style, and only a few restaurants require jackets for gentlemen.

A cover-up and sunscreen are essential by the pool, and don't forget a light wrap at night. Temperatures are 30–40 degrees lower at the top of the Palm Springs Aerial Tramway and the Alpine community of Idyllwild, so dress accordingly if you're planning to visit these well-known attractions.

## The Living Desert

The Living Desert Zoo and Gardens is just one of the many attractions you'll find in nearby Palm Desert. The Tenuity Wildlife Hospital and Conservation Center is one of the few wildlife animal complexes in the country offering an interactive experience to the public.

Visitors can witness live and videotaped animal care procedures in treatment rooms. Other attractions include riding the Desert Explorer, a narrated, interpretive tour conducted via tram; visiting the Village WaTutu, a new African Trade Village; and shopping at the Palo Verde Garden Center, a retail nursery offering a variety of plants, shrubs, and garden accessories suitable for desert landscaping—no matter where you live!

## Enjoy the Palm Springs Aerial Tramway

At an elevation of 8,516 feet above sea level, the Tramway's Mountain Station is surrounded by the beautiful 13,000 acre Mt. San Jacinto State Park and Wilderness Area. The world's largest rotating cable cars with a capacity of 80 passengers each carry visitors from the 2,643-foot high Valley Station to the Mountain Lodge located next to the Park. In a matter of minutes, you'll journey from the warm desert floor to the invigorating mountain air, and experience an astonishing view of the Coachella Valley and surrounding desert wilderness.

Other attractions include the Mountain Station gift shop, the Top of the Tram Restaurant, a cocktail lounge, and the Natural History Museum. Within the Mt. San Jacinto State Park and Wilderness Area are some 54 miles of hiking trails, primitive campgrounds, and picnic areas. A permit is required for backpacking or hiking, and can be obtained, free of charge, from the Long Valley Ranger Station at the top of the Tramway. Visit [www.pstramway.com](http://www.pstramway.com) for more information.

## A Ballooning Adventure

The desert is the perfect setting for a ballooning adventure. Breathtaking views of the Santa Rosa Mountains, Mt.

### Congress Hotels:

Marriott Rancho Las Palmas Resort & Spa  
800-458-8786 or 760-568-2727  
\$82/night (+tax) - single to quad occupancy  
[www.rancholaspalmas.com](http://www.rancholaspalmas.com)

Hilton Garden Inn Palm Springs  
760-776-9700 (phone) or 760-776-4110 (fax)  
\$69/night (+tax) - king or double queen  
[www.hiltongardeninn.com](http://www.hiltongardeninn.com)  
[psprm\\_gm@Hilton.com](mailto:psprm_gm@Hilton.com)

Country Inn & Suites  
760-340-5516 (phone) or 760-779-8650 (fax)  
\$69/night (+tax) - for various options  
[www.countryinn-ranchomirage.com](http://www.countryinn-ranchomirage.com)



# in Palm Springs!

*r Congress in Palm Springs, August 13–17!*



San Jacinto, and picturesque country club grounds are included in each flight. Pilots maneuver the balloons to varying altitudes, creating a feeling of being at one with the desert panorama. The traditional champagne toast and a personalized flight certificate are presented to you upon landing. Visit [www.pshotairballoons.com](http://www.pshotairballoons.com) for more information.

## Take a Desert Adventure Jeep Tour

This tour will give you a taste of the desert from past to present. Travel along the famous San Andreas Fault and visit a replica of an authentic Indian Village. While touring the village, guides describe life as a Cahuilla Indian experienced it from birth to death and show the numerous desert plants they used for food and medicine, along with weapons and tools of the era.

After visiting an old mine site, it's time for a gentle hike through towering canyons. Sometimes referred to as Fossil Canyon, the canyons have abundant evidence of prehistoric time when this desert was under water. You'll also experience desert wildlife, such as owls, iguanas, squirrels, and more. For details, visit [www.red-jeep.com](http://www.red-jeep.com).

## Experience the Mystery Canyon Jeep Tour

Here's a chance to discover the desert's natural garden, as you travel through some of the richest agricultural areas of the world. View the shoreline of Ancient Lake Cahuilla, a fresh water lake that covered the middle of this

desert 500 years ago. See the Salton Sea, the largest body of water in California and the second largest inland body of salt water in North America.

Explore the strange and eerie Mystery Canyons, nature's own sculptures. Discover the Painted Hills, an intricate maze of steep-walled canyons and ravines. These rain-carved, water-cut canyons provide a unique geological canvas, which accurately records the passage of time and provides us with an inside look at the forces of nature which created this miracle. Call 760-324-JEEP for details.

## Artistry in Motion

Nestled at the foot of the Santa Rosa Mountains, in the beautiful Araby Cove, is the Gardener's Gallery—an opportunity to be enveloped in the ambience of a delightful garden setting. As you stroll down walkways, surrounded by flowering plants, you'll see working artists housed in thatched huts as they create their magic. Hands-on demonstrations will not only charm, but also educate. You can learn how to make paper, work a printing press, silk-screen a T-shirt, work sculptor's clay, or fire a piece of pottery. If your passion is watercolors or oils, you can discuss techniques with well-known local artists. Take a few minutes to contribute to the oversized canvas that one of the artists is working on, and leave your mark on this artists' community. Enjoy the music from a coffeehouse trio in the Gallery, a harpist in the gardens, and jazz under the stars. Food and beverages are also treated as art, and served in sumptuous displays.

Become "Better By Degree!" and register for the 44th Grand Chapter Congress today! Visit our web site at [www.dspnet.org](http://www.dspnet.org) or call the Central Office at 513-523-1907 for more information and to register.

## Full Registration Details

*(Covers all events, including two lunches, Thursday "Palm Springs" party, Saturday Banquet, Golden Knights initiation and pin, and round trip bus transfer—Ontario Airport to resort on August 12 and 17)*

### If received by 7/1/03:

Fraternity Members: \$245,  
Spouse or guest: \$175,  
District Director or Faculty: \$200

### If received by 8/1/03:

Fraternity Members: \$275,  
Spouse or guest: \$195,  
District Director or Faculty: \$225

### After 8/1/03:

Fraternity Members: \$295,  
Spouse or guest: \$215,  
District Director or Faculty: \$250

*Remember...all delegates and alternates must pay FULL registration!*

Visit [www.dspnet.org](http://www.dspnet.org) for additional information, a list of single/week-end events or to register online!



# Expand Your Knowledge

Become "Better By Degree" with Educational Programs in Palm Springs

This year's educational programs at Grand Chapter Congress provide exciting learning experiences you won't want to miss. From professional development, to the essence of leadership, to personal enrichment, you'll find it all at the 2003 Grand Chapter Congress. Most educational workshops and sessions will be offered on Wednesday, August 13, but additional opportunities are available on Thursday and Friday too (as noted below)! A complete schedule of educational opportunities will be provided in the onsite registration package you will pick-up on Tuesday, August 12 in Palm Springs. Or for a sneak preview, an educational agenda for Wednesday programs will be available at [www.dsp-net.org](http://www.dsp-net.org) in July.

## John Spence presents "Characteristics of Effective Business Leaders"

John Spence, presenting *Characteristics of Outstanding Business Leaders*, draws from his real-world contact with some of business' most powerful players to describe the six characteristics he's discovered they all have in common.

"Making the very complex awesomely simple" is no mere catch phrase, it is truly John Spence's mission in life. John has earned a reputation as a leading authority in the areas of strategic planning, negotiations, leadership development, advanced interpersonal communications, consultative sales and life management skills, making him one of the most highly sought after executive educators and professional speakers in America. He received the Dale Carnegie Institute's "Award of Highest Achievement" for excellence in public speaking.

Recognized as a top professional speaker in America, John is known for his ability to address complex and challenging subjects in a simple and straightforward manner, while remaining fun and entertaining. John is the

author of "Excellence by Design: Leadership" and has delivered workshops, speeches and consulting to more than 280 organizations worldwide and at more than 80 colleges and universities across the United States.

## Professional Development Takes You Where You Want to Go

No matter where you are in your career, the professional development offerings will provide you with the information, tools and training to give you the advantage you need in today's business world. For alumni and colleagues, sessions to choose from include *Public Speaking 101*, *Interview Skills*, *Diversity*, *Conflict Management* and *Mental Toughness*.

Of particular interest to alumni members are five focused roundtable topics during lunch. Meet with other Deltasigs, find a good spot for lunch at the hotel or nearby eateries, and discuss items related to the following:

### Information Technology

- HIPAA / GLBA—Ensuring privacy of our customer's data
- Network and data security
- Outsourcing of IT off-shore
- How are Linux/Open Source products affecting the current IT work environment?
- Where will the IT market be in the next 3-5 years?

### Finance / Accounting

- Sarbanes-Oxley Act: Changing the face of accounting and finance
- Public Confidence / Ethics
- Globalization / Multinationalism
- Trends: Activity-Based Accounting, Derivative Instruments, Treasury Management
- Achieving profit numbers through reduced spending instead of increased growth

### Marketing / Public Relations

- Market growth opportunities: How to appeal to a diverse, multicultural mass audience
- Impact of the Internet as a marketing tool
- Brand management
- Changing marketing / PR focus in response to the economy

### Human Resources

- Recruiting / Retaining talented associates during chaotic times
- Diversity / Multiculturalism training
- Performance Appraisals
- Compensation Strategy
- Legal and Regulatory Developments

### Management

- Making tough decisions: Balancing ethics, integrity, and the bottom line
- Strategy formulation
- Self-directed work teams
- Associate development
- Effective supply-chain management

## Personal Growth and Enrichment for a Lifetime

Delta Sigma Pi recognizes that personal growth and enrichment lead to success in all aspects of your life - from personal achievements to your success in school and the workplace. For personal enrichment, you might choose to attend *Saving and Investing in the Workplace*, *Advance Life Skills* or *Achieving Change*. A long-time favorite facilitator of Delta Sigma Pi is Joe Mayne, St. Cloud State, who is joining the personal enrichment track with *Your Personal Brand* and *Love This (the difference between a job, a vocation and a career)*. On Friday afternoon, there are two more opportunities to be inspired by Brother Mayne when he presents his renowned *Aspire Higher*.

# and Opportunities

## Strengthening Membership: Delta Sigma Pi and the Chapter

You'll discover ways to make the most of your membership in Delta Sigma Pi through a number of engaging educational programs. For those currently involved in or desiring to pursue volunteer leadership opportunities, sessions such as *The Volunteer Leader's Role in Chapter Operations*, *Volunteer Opportunities in Delta Sigma Pi* and *Balance* may be of interest to you.

Or how about the second in a series of distinguished history sessions led by Past Grand President Mike Mallonee on Thursday, August 14. Brother Mallonee emceed an interesting and entertaining panel of former Central Office staff members in 2001—and has new surprises in store this year!

Learn from sessions such as *FUNd Raising*, *Risk Management*, *Chapter and Individual Awards*, *Teambuilding*, *Deltasig for Life* and *Alumni Chapter Programs* led by an array of Fraternity and industry experts. Or do you prefer to explore the meanings behind the Fraternity's Ritual with Past Grand President Randy Hultz during *The Mysteries of the Ritual*? Find out more about the purpose of the Fraternity and importance of pledging in *Educating Future Stars*, or seek new ideas with Past Grand President Bill Tatum in his ever-popular *Recruiting* session.

No matter what your interests—professional, personal or fraternal—and no matter where you are in your college or professional career, you'll find educational opportunities to enrich and enhance various areas of your life at Grand Chapter Congress. You'll be inspired with new skills and valuable information, and discover the excitement of applying these lessons to your membership, your career and your life. We look forward to seeing you in Palm Springs! ▲

## 2003 GRAND CHAPTER CONGRESS

### TENTATIVE SCHEDULE OUTLINE (4/24/03)

#### Tuesday, August 12

10:00 a.m. - 10:00 p.m.  
9:00 a.m. - 3:00 p.m.  
4:00 - 6:00 p.m.

Registration/Credentials Open - Shuttles from Ontario airport  
Fraternity Board of Directors Meeting  
Grand Officers/Leadership Meeting

#### Wednesday, August 13

8:00 a.m. - 10:00 p.m.  
8:00 - Noon  
9:00 - 9:45 a.m.  
10:00 - 11:00 a.m.

Registration/Credentials  
Deltasig Marketplace  
Special *Courage to Care* program sponsored by Anheuser Busch  
Opening Session and Keynote by John Spence "Characteristics of Effective Business Leaders"

11:15 a.m. - 12:15 p.m.

Personal, Professional, and Leadership Workshops  
(9 concurrent sessions offered)

12:15 - 1:45 p.m.  
1:45 - 2:45 p.m.

Lunch On Your Own - Optional Roundtable Forum Discussions  
Personal, Professional, and Leadership Workshops  
(9 concurrent sessions offered)

3:00 - 4:00 p.m.

Personal, Professional, and Leadership Workshops  
(8 concurrent sessions offered)

3:00 - 4:00 p.m.

Board and RVP Candidate Orientation  
Closing Session and 2002 COY Kevin McLean Address

4:15 - 5:00 p.m.

Delegate Orientation

5:00 - 6:15 p.m.

Dinner On Your Own

6:30 p.m. - Open

National Leadership Reception (Invitation Only)

7:00 - 9:00 p.m.

Caucus/Election Moderator Meeting

8:30 - 9:30 p.m.

Grand President's Dance

9:00 p.m. - Midnight

Golden Knights Ceremony

10:30 p.m.

#### Thursday, August 14

7:30 a.m. - 6:00 p.m.  
8:30 - 10:15 a.m.  
10:30 - 11:45 a.m.  
Noon - 12:45 p.m.  
12:45 - 1:30 p.m.  
1:45 - 4:30 p.m.  
4:30 - 5:30 p.m.  
6:00 p.m. - Open

Registration/Store  
Honorary Initiation and Keynote Address  
Opening Business Session  
Alumni Recognition Lunch  
Alumni Recognition Program  
Business Session  
Provincial Awards Presentations  
"Streets of Palm Springs"

#### Friday, August 15

7:30 a.m. - 6:00 p.m.  
8:00 a.m. - 10:30 a.m.

Registration/Store  
Business Session and Caucuses for Grand President, Vice President-Organizational Development and Vice President-Finance  
Concurrent Provincial Caucuses (5)  
Leadership Foundation Annual Meeting and Board Meeting (beginning)  
National Awards Lunch  
National Awards Program/2003 COY Jason Griffiths Address  
Past Grand President Mike Mallonee History Panel  
Leadership Foundation Board Meeting (conclusion)  
Regional Caucuses  
Past Grand President Bob Busse History and "Aspire Higher" by Joe Mayne  
Regional Caucuses  
Past Grand President Bob Busse History and "Aspire Higher" by Joe Mayne (repeat session)  
Dinner on Your Own/Open Evening-Band at The River entertainment complex

10:45 - 11:45 a.m.

10:45 - 11:45 a.m.

12:15 - 1:00 p.m.

1:00 - 2:00 p.m.

2:15 - 3:30 p.m.

3:45 - 5:45 p.m.

3:45 - 4:45 p.m.

3:45 - 4:45 p.m.

5:00 - 6:00 p.m.

5:00 - 6:00 p.m.

6:00 p.m. - Open

#### Saturday, August 16

8:00 a.m. - 6:00 p.m.  
8:30 a.m. - Noon  
Noon - 2:15 p.m.  
2:30 - 3:30 p.m.

Registration/Store  
Business Session - Elections  
New Fraternity Board Lunch/Meeting  
Provincial Informational Gatherings with PVPs, RVPs and all interested brothers  
Leadership Foundation Reception for Alumni and Donors  
Cash Bar Reception  
Banquet and Dance

5:00 - 7:00 p.m.

5:30 - 7:00 p.m.

7:30 p.m. - 1:00 a.m.



# Lessons From The Grand Canyon

by Larry Van Quathem, Arizona

Last October, I accomplished something less than 1% of the population has ever achieved. I hiked, 22 miles, from the North Rim of the Grand Canyon to the bottom and back up to the top at the South Rim in one day.

After a few months of reflection I realized that the lessons I learned in hiking the Grand Canyon are very similar to the things I have learned about living my life.

The tour group I was hiking with arrived at the trailhead of the North Kaibab Trail at 6:00 AM. It was 36 degrees outside. Not the normal sunny weather that most people think of in Arizona. The North Rim lodge is at 7,000 feet in elevation so the cold weather is quite normal for this time of year. In fact, the lodge is closed during the winter because the roads are usually snowed in.

Our group started out very bunched up, but after an hour everyone had found a comfortable pace and had spread out nicely down the trail. My first realization was how far away the South Rim looked from where we were starting. "Are we really going to walk all the way over there?" I asked myself. The task seemed quite daunting.

Many times during the hike I found myself looking back over my shoulder. Each time I did, I was amazed at how far I had already hiked. Many people are intimidated by long-term goals. They work very hard but they often feel they are not making any progress. I think if you sit back and reflect on your life from time to time you will be astonished at how many things you have accomplished. When I stop and reflect on my life, I become very motivated when I realize how much I have grown in my business and personal life over the years. It makes me feel like I can achieve anything I set my mind to.

We ran into a little rain near the bottom

of the Grand Canyon by Phantom Ranch. It stopped quickly and the sun finally came out. Most people don't realize the bottom of the Canyon is usually 20 degrees warmer than the top. I crossed the bridge across the Colorado River and was amazed at the clear blue sky. The temperature was close to 60 degrees. I had stripped off my jacket and wool cap and was down to a tee shirt and shorts. I was sweating a lot now as I headed up the steep switchbacks of the South Kaibab trail. I had eight miles to go and was a little worried about dehydration because of how much I was sweating. Little did I know how silly this concern would become.

Surprisingly, I hiked by myself for probably 2/3 of the 22 miles of the hike. Everyone spread out for miles along the trail. This gave me plenty of time to take in the scenery and reflect on my life. Like most things in life, it's nice to have company along the way, but the bottom line is you have to do the work yourself. No one was going to carry me out of the Grand Canyon. I was going to hike out using my own two feet.

After an hour of sunshine, a storm quickly moved in. In a matter of minutes it seemed the whole Canyon turned dark and a heavy rain began to fall. I put my jacket back on and pulled the hood up over my head. The combination of my sweaty shirt from hiking in the sun and my soaking wet jacket was making me very cold. The temperature had dropped back down into the 30's and the storm had brought high winds with it.

Often times, during our lives, we have storms come that will take us out of our comfort zone. The best thing to do when hiking is to be careful, take shelter, and wait it out. If I have learned anything from living in Arizona it is that the sun will eventually come out if you give it enough time. In the real world, when a storm hits your life, I have found it is best to seek the comfort and shelter of your friends. They will help you through the tough times and give you the strength to make it through the storm.

After hiking for an hour into the wind and horizontal rain, I decided continuing in this weather was too dangerous. I took shelter behind a park ranger storage shed

along the trail with five other hikers. I was only two miles from the top, but I knew it would feel like ten miles if this weather continued. It felt really good to get out of the wind and wait for the storm to pass. The downside of this strategy was that the aching muscles of my legs began to tighten up from the cold weather and lack of movement. My hamstrings and calves were on the verge of cramping as we waited 20 minutes for this nasty storm to blow over. It was too dangerous to hike by myself along the narrow and muddy trails in this bad weather. I was tired of waiting and I realized that I would have to convince the rest of the group to leave the shelter and face the elements. As I silently began to come up with a good reason to get everyone moving again, a group of three women came walking up the trail. They came and checked on us and told us they were not going to stop. One of the women had some trouble earlier in the hike and they were afraid if they stopped they would not be able to get her going again. Now that I had a hiking buddy again, I stepped out into the wind and followed these brave women up and out of the Canyon.

It was still freezing cold, but at least the rain had lightened. By this time in the hike all I could think about was just taking one step at a time. "Each step is one step closer to the warm lodge and a cup of hot chocolate," I kept telling myself. Finally, I could see the top of the South Rim.

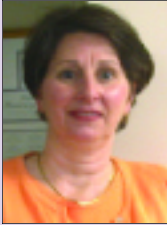
I finally reached the top, ten hours after beginning my trek, and let loose with a mighty "barbaric yawp" (see Dead Poets Society). What a feeling!

I often recall those great feelings of accomplishment when people ask me about the trip. I always enjoy telling my friends the story. In fact, it motivated me so much that I recently signed up to run the Rock-N-Roll Marathon in San Diego on June 1st. Since I have never run more than five miles in my life, I think I will find this quite a challenge. After hiking the Grand Canyon, I know I can accomplish anything in this life if I just take it one step at a time—and you can too. ▲

*The author is currently a financial consultant for Merrill Lynch. He serves Delta Sigma Pi as Vice President of the Desert Mountain Region.*

## Water Cooler

### Staff Changes



James, and have been Oxford residents for 16 years.

**Craig Cashell** joined the Central Office staff November 11 as a part-time Administrative Assistant-Information Services and Events. Previously, Craig worked in database administration with ParagonCo, a marketing services company in Oxford, Ohio. Her hobbies include golfing and knitting. Craig and her husband Jim have two kids, Ann and

### New Leaders Elected...



**Chris Miller**, *Indiana-Purdue at Indianapolis*, is the Central Regional Vice President. Brother Miller is a claims team leader with J. F. Molloy & Associates in Indianapolis. Previously, Chris was district director at Indiana-Bloomington. As a collegian, he served as vice president-chapter operations. Welcome to the leadership team, Chris!

**Allison Visconti**, *North Carolina-Greensboro*, is the Gulf Western Regional Vice President. Brother Visconti is the office manager and network administrator for a small accounting firm in Austin and has a 4-year-old daughter, Mary. Allison was a founding member of the Piedmont Alumni Chapter and a member of the National Community Service Committee in 2001. She was the South Central Region District Director of the Year in 1997 and the Gulf Western Region District Director of the Year in 2001. Brother Visconti has served as district director for St. Edward's, Texas-Austin, Lynchburg, Virginia Tech and North Carolina-Greensboro. Congratulations, Allison!

### Highlights from the Fraternity Board Meeting...

(Held January 31-February 2 at the Central Office)

- \* No increases in Initiation Fees or dues for next fiscal year
- \* Chapters on probation/receivership may utilize their GCC travel funds.
- \* Change CEI financials due date to January 15 from December 31.
- \* Limit Policy & Procedure manual changes to quarterly updates to help members keep track.
- \* Use email as a solicitation methodology for affinity programs.

### Highlights from the Leadership Foundation Board Meeting

(Held February 23 in Atlanta)

- Approved a proposal to allow one-time scholarships in memory of deceased collegiate brothers.
- Extended to five years the time frame in which Provincial COYs may use their \$500 scholarship.
- Established a Finance Committee.

### Calendar of Events:

#### 2003

- August 11-12  
Fraternity Board of Directors Meeting
- August 13-17  
44th Grand Chapter Congress-*Marriott Rancho Las Palmas Resort - Palm Springs*
- September 26-28  
Leadership Retreat (for Board, RVPs and invited guests) - *Oxford, Ohio*
- October 19  
Phoenix LEAD School
- October 25  
Des Moines LEAD School  
Baltimore LEAD School
- November 1  
Oklahoma City LEAD School
- November 7  
Founders' Day
- November 8  
Nashville LEAD School  
Charles Farrar Lifetime Achievement Presentation - *Ruston, La.*

#### 2004

- February 6-8  
South Central LEAD Provincial Conference, *Houston*
- February 20-22  
Northeastern LEAD Provincial Conference, *Pittsburgh*
- February 27-29  
Western LEAD Provincial Conference, *Albuquerque*  
Southeastern LEAD Provincial Conference, *Charlotte*
- March 5-7  
North Central LEAD Provincial Conference, *Detroit*

Visit

[www.dspnet.org](http://www.dspnet.org)  
for an up-to-date  
calendar of events,  
Fraternity history,  
past issues of The  
DELTASIG and more.





The Northeastern LEAD Provincial Conference brought more than 260 brothers and guests to Philadelphia despite the snowy conditions. The lunch at each conference provided opportunities for keynote speakers, awards and Leadership Foundation information. Personal, professional, leadership and Fraternal development topics were offered to meet the requests and needs of collegians and alumni alike. The Saturday evening banquets showcased Collegian of the Year presentations, badge raffles, Operation Contact and other special presentations.



Collegians and alumni travel from near and far to be a part of the LEAD events. Pictured here (back from left): Golden Council member James "Duckie" Webb, Houston, and alumnus Jeff Berlat, Houston, spend time with collegiate members in St. Louis.



# LEAD Provincial

## Philadelphia, St. Louis, Atlanta, S

Leadership and Excellence Academies for Deltasigs (LEAD) provide a premier opportunity to maximize your potential. LEAD events offer excellent programs through which you can further develop your professional, personal and leadership skills. All members of Delta Sigma Pi, collegiate and alumni, benefit from these excellent educational experiences. Deltasigs are discovering that LEAD offers the best in the journey for professional, personal and leadership growth.



The North Central LEAD Provincial Conference in Minneapolis provided opportunities for more than 160 brothers, colony members and pledges. Break-time meant networking opportunities as exhibited here.



Group interaction and networking are key elements of a successful event, as found at the South Central LEAD Provincial Conference in St. Louis. Over 150 attendees gained insightful information at the array of activities offered. From a mock-casino night hosted by the St. Louis Alumni Chapter to awards presentations, the event offered something for everyone.



Keynote speakers added to each conference with Patti Holmes, 2001 National Honorary Initiate, in St. Louis presenting "Building An Attitude of Excellence" (pictured here); Tim Augustine, Kent State, presenting "Delta Sigma Pi to CEO" in Philadelphia; Joe Mayne, St. Cloud State, presenting "You're Already More Than You Think" in Minneapolis; Mike Mescon, Georgia State, presenting "A Conscious Approach to Excellence" in Atlanta; and Keith Roberts, Oklahoma, presenting "Cyber Ethics for the Business Professional" in San Diego. Dynamic and energizing speakers like these add much to the conferences.



National leadership was well represented at each LEAD Provincial Conference. Pictured here in San Diego, Brandon Trease, 2001 Collegian of the Year, Claire Sammon Roberts, Western Provincial Vice President and Jeff Zych, Vice President-Finance.



Grand President Kathy Jahnke (right) met with Grand President's Circle members at conferences nationwide, as seen here in Atlanta. The Leadership Foundation had a significant presence at each event by offering education about the programs, incentives to donate and recognizing donors for their generous contributions. A significant Foundation grant helped keep the cost to attendees low, as well.

# Conferences-2003

## San Diego and Minneapolis



General sessions offered time for introductions, chapter recognition, team builders, networking and much more. The general session at the North Central LEAD Provincial Conference created excitement and enthusiasm that was felt throughout the weekend.



Several chapters sold merchandise at conferences. T-shirts, lapel pins and luggage tags were bountiful, as was a wide selection of merchandise from Embroidery 4 All. Pictured here, members of Epsilon Chi Chapter at Georgia Southern sold out of their T-shirts in Atlanta, the largest conference with more than 280 brothers and guests.



# The Delta Sigma Pi Collection

	14K	10K	GK	SS
1. Ambassador Signet Ring		268.50		149.00
2. Greek Letter Band Ring	185.00	137.00		62.50
3. Incised Greek Letter Ring	170.00	132.00		57.50
4. Square Onyx Crest Ring	203.00	152.00		71.00
5. Princess Ring	192.50	138.00		65.50
6. Pedestal Ring	170.00	125.00		60.00
7. Crown Pearl Badge				Must be ordered through Central Office

Please order all accessory pieces through BPA. Official pieces must be ordered through Delta Sigma Pi Central Office. [www.dspnet.org](http://www.dspnet.org)

**Effective Date: February 14, 2003**  
 Colored stones are synthetic. Pearls and diamonds are genuine.  
 Prices subject to change without notice.  
 All orders subject to IN & NY State sales tax.  
 All orders subject to 8% shipping and handling (min. \$3.50)  
 Holiday Order Deadline: November 10

	14K	10K	GK	SS
8. Plain Single Letter Guard	30.50	14.50		16.50
Chased Single Letter Guard	33.00	16.50		18.50
Crown Pri Single Letter Guard	58.00	36.50		38.50
Plain Double Letter Guard	36.50	16.50		18.50
Chased Double Letter Guard	39.00	20.00		22.00
Crown Pri Double Letter Guard	74.50	53.50		55.50
9. Plain Badge				Must be ordered through Central Office
10. Enameled Crest Guard	43.00	23.00		23.00
11. Oval Incised Crest Cufflinks	100.00	60.00		75.00
12. Octagon Keyring				40.00
13. Moneyclip				65.00
14. Venetian Box Bracelet with Rose				45.00
15. Vertical Letter Bracelet	370.50	232.00	91.50	91.50
16. Mono Rec Pin				Must be ordered through Central Office
17. Lrg. Enameled Cola Rec Pin				Must be ordered through Central Office
18. Delta Sigma Pi Life Membership				Must be ordered through Central Office
19. Round Filigree Charm			28.50-gf	29.50
20. Horizontal Letter Charm	45.00	30.00	10.00	15.00
21. Amethyst Vertical Letter Charm	120.00	90.00	67.50	69.50

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