

THE DELTASIG

MARCH 2018

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



**BUILDING
ON
BROTHERHOOD:**
Deltasigs Make a Difference



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MDDAY AND RMHC**

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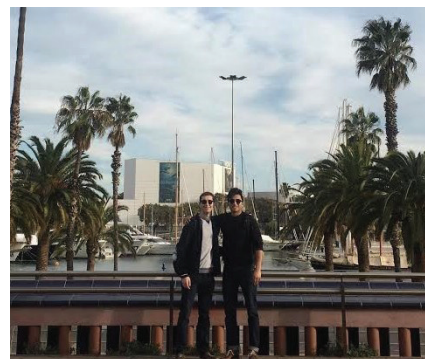
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On the Cover: Darrell Gilmore, Indiana-Bloomington, made volunteerism a priority this past year driving across the country and volunteering for Habitat for Humanity building homes for others in all 50 states.

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How One Volunteer Can Change The World...

AND HOW YOU CAN VOLUNTEER TO MAKE A DIFFERENCE
IN DELTA SIGMA PI.

"... And to further a higher standard of commercial ethics and culture and the civic and commercial welfare of the community."

This statement has been unchanged since Delta Sigma Pi's purpose was approved in 1915, just eight years after our founding. As such, service plays an important role to our members, our chapters and our National Fraternity.

As Deltasigs, we are all volunteers in one way or another. When we first join the Fraternity, we instantly become a part of something much larger than ourselves, our chapter or even our region. We become a member of a brotherhood that can move mountains and make a meaningful difference in the world around us.

Oftentimes when we think of volunteering, or "service," we think of holding blood drives for the American Red Cross, volunteering as a group at a local shelter or collecting pop tabs for our national service initiative, Ronald McDonald House Charities. Learn more about the great things our chapters are doing by checking out the Make A Difference Day article on page 16. We also have members like Darrell Gilmore (see page 14) making monumental impacts, not just in their communities, but across the country... quite literally.

These are all wonderful service opportunities, but it shouldn't stop there. It is important to remember that a healthy organization requires volunteers dedicated to helping strengthen its bonds so it can properly help others. And one of the incredible things about Delta Sigma Pi is there are numerous avenues to do so. Whether it be volunteering to serve on committees, dedicating time to give a professional presentation at campus or LEAD events, or by serving on the Board of Directors (to name just a few), every act of volunteerism counts. If you aren't sure about your best fit, please reach out to any national officer or a Central Office staffer who can assist you.

Another important reminder is the act of giving isn't limited to time. Each year, countless brothers also donate their talent and treasure to support our organization and future brothers. This enables the Delta Sigma Pi Leadership Foundation to support more than \$100,000 in scholarships every year,

which provide brothers the opportunity to attend LEAD events, further their educational advancements and much, much more. It enables the Fraternity to have an arsenal of dedicated staff members, events that welcome thousands to participate in Deltasig history and enriching events across the country to educate and prepare future business leaders. Learn more about the future of the Delta Sigma Pi Leadership Foundation and the impact your treasure makes on Delta Sigma Pi on page 6.

At this spring's LEAD Provincial Conferences, I am inspired to know that we awarded several brothers for their continued years of support to Delta Sigma Pi. They each have their unique story of how they volunteered their time, talent or treasure to further our organization's higher standards. Their philanthropic endeavors have supported scholarships for students, supported chapters by serving as volunteer leaders, and supported future business leaders by acting as mentors.

As our Ritual implies, although the acts of our individual members may not make a huge impact in our communities and around the world, the acts of all of our members (all 275,000 of them!) collectively are a force to be reckoned with. Please remember, volunteering within Delta Sigma Pi always comes full-circle. As stated by Winston Churchill, "We make a living by what we get. We make a life by what we give." As always, Delta Sigma Pi isn't just four years – it's for life. Let us all give so "the world is better because [we] dwelt upon it."

Fraternally,



Tricia Smith
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 contributing a column. Final determination of content rests with the editorial staff.

From Stick Figures to Starry Nights: *A Houston Brother's Hard Work Pays Off*



Michael Ticas, Houston, fell in love with spray paint art on a family vacation in Mexico and with hard work turned it into a business.

Michael Ticas, *Houston*, is a spray-painting master. Not the kind of spray paintings you see on boxcars and underneath overpasses, but beautiful pictures that not only tell a story, but leave you wondering, "How on earth did he do that?!"

It all began at age 17, recalls Brother Ticas. "I went on vacation with my family to Cancun, Mexico and I saw a spray painting artist. I was so inspired that I wanted to learn and be like him. I ended up buying two paintings from him that day. I just thought it was something so unique and at the time I wanted to find something

that would help me stand out." On that day, Ticas Creations was born.

As with all things, it takes time and dedication to master a craft. Ticas is the first to admit that he put in the requisite time and effort to reach his current level of success. In fact, he admits that when he first began his creations, he couldn't even draw a stick figure. "I remember the beginning was very difficult, and I felt discouraged, but my family and friends supported me. I ended up painting something every day and practicing until I got the techniques down." After school, Ticas put in hours, sometimes

working until midnight, dedicated to bettering himself. From watching YouTube tutorials to practicing different strokes over and over, his hard work paid off. But that doesn't mean he's done learning. In fact, Ticas practices at least three hours every day. "I just believe in the philosophy that there is a major difference between a professional and an amateur," Ticas says.

Michael uses social media to promote Ticas Creations, including Snapchat, Instagram, Facebook, Twitter



By: Megan Allen

and Patreon, a start-up site for artists similar to GoFundMe. He also uses his business skills to sell paintings through word of mouth, door-to-door sales, events and flyers on campus.

Ticas is enjoying his time as a Deltasig and lives with his best friend, a fellow brother, who supports his passion and his at-home studio. At Houston, he studies marketing and entrepreneurship and is on track to graduate in 2020. Upon graduation, he plans to continue his business and use his degree to help him do so successfully. When asked about his time in the Fraternity, Ticas replied "It's been great. I know everyone in my chapter knows I'm a 'painter,' and they always support me in my endeavors. I consider them my family, and I would do anything for them."

Of the beautiful paintings that are sold at Ticas Creations, Michael enjoys creating artwork that tells a story, and has meaning. "I also like taking masterpieces like 'Starry Night' and putting my own spin on them," he says. ▲



To learn more about Ticas Creations visit:
Instagram: [instagram.com/ticas_creations](https://www.instagram.com/ticas_creations)
Patreon: [patreon.com/ticas_creations](https://www.patreon.com/ticas_creations)

Exciting Changes for Delta Sigma Pi Leadership

Welcome EVP Tyler Wash



Delta Sigma Pi is happy to announce the newest addition to the Central Office staff, Tyler Wash as the Executive Vice President of the Leadership Foundation!

Tyler joins our team after a nine-year tenure on the Phi Kappa Tau Fraternity's professional staff, with the last four years as their foundation's executive director. During his time as executive director, he helped create and implement the Foundation's first comprehensive strategic plan, which focused on alignment, relationships, engagement and communication. Also during his tenure, the Foundation's annual giving program grew steadily, reaching an all-time high in 2017. He also launched major gift and planned giving programs, which created a dedicated focus on transformational giving.

In addition to his service as executive director, Tyler served as the editor-in-chief of the *Laurel*, Phi Kappa Tau's magazine, which was recently redesigned.

Tyler is originally from Danville, Kentucky (south of Lexington). He and his wife, Kellsey, live in Oxford, Ohio.

We recently had the opportunity to sit down with Tyler and learn more about him and his aspirations and goals for Delta Sigma Pi and the Leadership Foundation.

What are some initiatives you look forward to leading as you build your career with Delta Sigma Pi?

TW: The most exciting thing is the future! Focusing on the future is always exciting, because the possibilities are endless. I look forward to working with the volunteer leaders and staff to build a ground swell of financial support for the launch of Presidents' Academy in 2019. In college, I was a chapter president, and I wish I had the opportunity for this kind of leadership training that will be a keystone to our Academy.

Besides Presidents' Academy, I look forward to continuing and expanding the great work of

the Leadership Foundation, both in fundraising and in scholastic development. There has been a tremendous amount of hard work put into this part of Deltasig, and I look forward to being a part of moving the Leadership Foundation to the next great chapter.

What drew you to Greek organizations, and what about them keeps you motivated to do the work you do?

TW: The grand history of the American college fraternity is filled with stories of men and women taking action, pursuing excellence and not conforming to the status quo. Fraternities and sororities have a unique and positive identity. They provide the opportunity for brotherhood, not simply friendship, but true unadulterated brotherhood. They strive to always uphold a moral compass through values and rituals. Because of that, Greek organizations play a vital role in the positive development of young men and women.

What are avenues of the Fraternity that impress you?

TW: Delta Sigma Pi is a strong, healthy and growing organization. The dedicated and energetic volunteer leadership of both the Fraternity Board of Directors and the Leadership Foundation Board of Trustees is focused on the future. But, initially, what impressed me most was the top notch professional staff who works within the walls of the Central Office. These men and women are impressive, and I look forward to working with them to further execute Deltasig's Strategic Priorities. I am also excited to build relationships with other members and provide them a vehicle to give back to Deltasig with time, talent and treasure, and ultimately support of a lifelong relationship with the Fraternity.

What is the best way for brothers to reach out to you?

TW: Just go to dsp.org/donate! All kidding aside, I can be best reached through email (tyler@dsp.org) or on the office line (513-523-1907). I also enjoy reading and posting interesting items—well, at least items that are interesting to me—on Twitter [@tylercwash](https://twitter.com/tylercwash).



Foundation!

What are some of the strengths and experiences you will be bringing to the organization?

TW: During this time at the Phi Kappa Tau Executive Offices, I was lucky to work with an outstanding group of individuals both on the staff and on the Board of Trustees. Because of the foresight and hard work of that team, we saw a number of transformational advancements throughout all aspects of fundraising operations.

I also have a strong professional relationship with the North-American Interfraternity Conference Foundation (NICF). I've had the opportunity to volunteer in several capacities with the Foundation, including a current volunteer role as the chairman of the NICF's Greek Retreat, a professional development program aimed for emerging leaders in fraternal fundraising.

What do you see for the future of the Leadership Foundation? How will you work to achieve those goals?

TW: The sky is the limit! There is no limit to the growth potential for the Leadership Foundation, as long as each brother understands and embraces the need for ongoing philanthropic support. The Leadership Foundation plays an important and vital role in ensuring the future success of Delta Sigma Pi. I cannot predict where our future path will lead, but I am confident that we will all be proud of the journey.

It's a Friday evening – where would we be most likely to find you?

TW: My wife Kellsey (who currently works for Republic Airlines, a regional carrier for Delta, United and American) and I love to travel so there is good chance we are on the road either visiting friends and family or discovering something new and exciting. If we are home in Oxford, we enjoy hosting friends to watch sporting events, mainly the Kentucky Wildcats, Ohio State Buckeyes or Miami RedHawks. Some people may recognize Kellsey because she previously worked for Delta Sigma Pi as a communications coordinator.

What is your motto or life lesson you live by?

TW: President Gerald Ford once said: "Tell the truth, work hard, and come to dinner on time." Historians can argue the pros and cons of Ford's administration, but I am a big fan of Ford's leadership, values and honesty. ▲

All New Presidents' Academy Coming in 2019

The Fraternity's Board of Directors is actively planning for the inaugural Presidents' Academy, January 11-13, 2019 in St.

Louis. The Academy will complement the Fraternity's suite of tools, training, and support by providing an opportunity for collegiate chapter presidents to receive dedicated leadership training and to network with others in the same important role. Stronger chapters and a stronger Fraternity will ultimately result.



Each president will:

- Define his or her role as a president
- Determine his or her own leadership style and tendencies
- Discuss the leadership and operational challenges presidents must overcome and how to properly approach them when they arise
- Practice strategies for values-based leadership, coaching and developing others, and leading through crisis to ensure success for their chapters
- Identify focus areas for his or her leadership growth and discuss with accountability partners the progress toward those goals
- Build relationships with Fraternity leaders at all levels



The goal is to provide this program with a minimal cost—and ultimately free of charge—to all collegiate chapter presidents with grants from the Delta Sigma Pi Leadership Foundation. The Leadership Foundation relies on the life-long support of alumni members to provide the greatest professional, service, scholastic and social opportunities for Deltasigs. For more information on how you can support this new initiative, please contact **Tyler Wash** at tyler@dsp.org or 513-523-1907.

Encouraging Future LEADers at the

Last fall, more than 1,200 Deltasigs traveled to Cincinnati, Myrtle Beach, Omaha, Sacramento and Tulsa for the 2017 LEAD Schools. Attendees had the opportunity to network with brothers, build upon their professional skills, explore a new city, get their foot in the door with Deltasig partners, represent their chapters at a national level and challenge each other to achieve great things.

And because Delta Sigma Pi likes to leave a positive impact on local communities, chapters served by collecting pop tabs and other donations and dropped them off at the LEAD Schools to benefit local Ronald McDonald Houses, making a difference for Delta Sigma Pi's national service initiative. In addition, the Leadership Foundation raised more than \$17,000 at all LEAD Schools and special post-events in Tulsa and Omaha. These donations help support future educational programming and scholarship opportunities for brothers. A special thank you to the following Delta Sigma Pi partners who dedicated time in meeting with and educating brothers at each LEAD: Ascension Brands, ExecSocks, Enterprise Careers, OneMain Financial, IES Internships, alliantgroup and Fraternal Composite Service.

Be sure to check out the 2018-19 schedule – we hope to see you at an upcoming LEAD event near you! ▲



INDIANA STATE attended the Cincinnati LEAD where they had the opportunity to get acquainted with the Queen City and spend a weekend learning to lead with their hearts, living a money savvy life, the power of positive thinking and effectively recruiting new members. Many attendees also took the opportunity to visit the Central Office in Oxford and take a look around! From left: Andrew Duff, Klynn Stewart, Jay Newell, Neda Alturki and Andruu Foster.

COLORADO STATE went to Omaha, where an impressive 17 brothers from the chapter (two not pictured) enjoyed a magic show on Friday evening, followed by an evening of networking with Deltasigs. Brothers brought back to their campus lessons on social media networking and alumni relations.



From left: North Central PVP Cory Stopka, DD Karen Helmlinger and DD Phil Krezner snap a selfie at the Omaha LEAD to post on social media to promote the day's activities.



Tornado Alley Region snapped a pic at the Tulsa LEAD event with members from OKLAHOMA, TEXAS TECH, OKLAHOMA STATE, MIDWESTERN STATE (OK), CAMERON (OK) and OKLAHOMA CITY TORNADO ALLEY ALUMNI CHAPTER. Tornado Alley RVP Jennifer Mayes and South Central PVP Mark Wernette also joined in.

2017 LEAD Schools



Delta Sigma Pi partner ExecSocks CEO Suresh Bhagchandani attended LEAD events in Sacramento, Omaha, Cincinnati and Myrtle Beach. Many partners attend LEAD events to sell products and talk to members about career opportunities.



PGP Bill Tatum attended the 2017 LEAD event in Sacramento, where he enjoyed meeting brothers and leading a session on recruiting. From left: Juan Plasencia, Cal State-East Bay; Sarah Arfsten, Cal Poly-San Luis Obispo; Tatum; Erica Trovato, Nevada-Reno; Christian Medina and James Singian, both Cal State-East Bay.



Brothers in Sacramento had the opportunity to express ideas in small group settings. In these sessions, topics like volunteer leadership, leading with teams, positive thinking and the pledge program were discussed to encourage critical thinking and new ideas.



FLORIDA brothers attended Myrtle Beach, where they learned how to get hired using LinkedIn, perform Ritual the right way and how to handle conflict management. From left: Jasmin Harrell, Anjali Bhole and Jorge Gonzalez.



A Getting To Know The Leaders panel, comprised of national leadership, took place at several of the LEADs, where key Fraternity leaders shared fun facts about themselves. Here PGP Onuka Ibe facilitates a panel in Myrtle Beach.



Fraternity friend Brad Killmeyer welcomed everyone to the Myrtle Beach LEAD and gave a presentation called Ignite Your Future, which helps graduating seniors leave college with a sense of purpose and a vision for the future.

Don't Miss Opportunities to

On April 25, Delta Sigma Pi will celebrate its 22nd National Alumni Day. Back in 1995, this annual celebration was overwhelmingly approved by the Grand Chapter and every chapter was encouraged to hold events and recognize brothers as part of the special day.

In the Spring 1996 *DELTASIG*, then GP Randy Hultz stated, "National Alumni Day is more than a celebration of alumni contribution. It is also a time of reflection and renewal for each of us as we look back at what our contributions have been and renew our efforts to live up to our lifetime oath. Collegiate members look to us as living examples of lifetime dedication and support. That is an incredible responsibility which each of us must take seriously."

And it is never too late to re-engage. Whether that means calling up a brother you haven't talked to in a while, visiting your chapter (or any chapter near you), attending a LEAD event, joining an alumni chapter or stopping by our national headquarters. (Just think... it took Founder Harold Valentine Jacobs 10 years after the Central Office was built and a trip to Kentucky for him to finally make the trip! See sidebar for more details.)

Take the time this National Alumni Day to renew your lifetime oath to Delta Sigma Pi. Here are ways to celebrate—some without having to leave the comfort of your home!

- ▶ Visit the Central Office in Oxford, Ohio.
 - ▶ Wear your letters, badge or other Deltasig jewelry.
 - ▶ Organize a networking event with your local collegiate or alumni chapter.
 - ▶ Update your contact information at dsp.org/contact-us.
 - ▶ Register for an upcoming LEAD event in your area (see upcoming events on page 39).
 - ▶ Contact your local Regional Vice President about local volunteer opportunities.
 - ▶ Take advantage of one of Deltasig's many affinity partners—use your Delta Sigma Pi credit card or get a quote for GEICO insurance.
- dsp.org/partners



Members from Kappa Pi at North Florida and the North Florida Alumni Chapter hosted a reception for Jim Jacobs (son of Founder Harold V. Jacobs) and his wife Julia in the mid-1990s.



Celebrate!

By: Heather Troyer, Director of Member Services

- ▶ Become a Deltasig For Life Donor, or join the Living Legacy Society. dsp.org/foundation
- ▶ Purchase a brick in the Central Office courtyard. dsp.org/bricks
- ▶ Show appreciation for your big/little brother or another Deltasig by posting a message on social media (#DSP425), sending an email or giving them a call just to tell them what they mean to you.
- ▶ Make plans to join your fellow Deltasigs, August 14-18, 2019 in Atlanta for our 52nd Grand Chapter Congress! Learn more on page 13. dsp.org/gcc
- ▶ Submit story ideas or write an article for *The DELTASIG*, Delta Sigma Pi news, or your alumni or collegiate chapter newsletter.
- ▶ Support the 4.25 Drive by making a donation to the Leadership Foundation.

Want more information? One of the Fraternity's Strategic Priorities is to provide members with meaningful involvement opportunities at every stage of life. We hope to engage 20,000 alumni annually as volunteers, donors, national event participants, or supporters of chapter or national activities. If there is anything we can do to help you or a brother you know stay involved, please contact us at alumni@dsp.org or 513-523-1907. ▲



Members of Nu Sigma at Roger Williams (RI) in 1994.

Jacobs Visits the Central Office

In 1966, ten years after the Central Office was built in Oxford, Ohio, Founder Harold Valentine Jacobs made his first visit—something none of the other three Founders was able to do. Jacobs, who had moved to Miami Beach, Florida with his wife, was attending the 1966 Deltasig of the Year award presentation for Brother Adolph F. Rupp, head basketball coach at the University of Kentucky. While in Kentucky, Jacobs took the opportunity to visit the nearby headquarters.

In expressing his appreciation to the Fraternity for making the trip possible, Brother Jacobs indicated that it was one of the great highlights in his life to be able to visit the Central Office building.

“The Central Office, particularly the Founders’ Room, the furnishings and contents sincerely express the deep feeling the members have for the ideals of the Fraternity and their respect for the four men who created it,” was the expression made by Brother Jacobs. ▲



DURING A RECENT visit to The Central Office, Founder Harold V. Jacobs pauses with Field Secretary Ben Wolfenberger and Executive Director Charles Farrar by the sign post near the driveway entrance to The Central Office which is shown in the background.

Phi Psi Installed at Elon University (NC)



The 53 newly installed members of the Phi Psi Chapter gather in front of the Martha S. and Carl B. Lindner III Hall at Elon University on November 11 before setting off to a celebratory dinner in their honor.

Elon Colony began in October 2015 when a group of students sought an alternative to other business organizations on campus. With strong leadership and a “never quit” attitude, the colony overcame initial obstacles and grew to a very impressive size. Since that time, the colony has hosted and participated in numerous professional and service activities, including writing letters for the Children’s Miracle Network, hosting an event to benefit the Salvation Army and welcoming speakers to campus to educate members/business students and serve as a recruiting tactic. The colony also sent representatives to multiple national Fraternity events since its colonization,

including four LEAD events in Greensboro, Nashville, Atlanta and Myrtle Beach.

The chapter is destined to do great things, and according to Mid-Atlantic RVP Aimee King, “I believe the chapter will be successful in the light there are so many strong brothers who believe in our purpose. I have seen Elon students strive to be the best they can be and academics are very important to them. What has impressed me is the members showed they wanted to be a part of something great. With the support of their Chapter Advisor and District Director, they are going to be a strong chapter in the Mid-Atlantic Region.” ▲

School: Elon University (NC)

Chapter Number: 296

Installation Date: November 11, 2017

Installing team assisting national officers: brothers from Iota Omega at North Carolina-Greensboro and Sigma Tau at Duke (NC). National officers present included: GP Tricia Smith, Southern PVP Carrie Sagel Burns, Mid-Atlantic RVP Aimee King, VP-Finance Kelly Rabin, Mid-South RVP Madison Whitehouse, District Directors Lindsay Bennett and Jayson Massey, LF Trustee Stacy Jordan, Golden Council member Catrina Murray and Director of Chapter and Expansion Services Dale Clark.

History of the University: In 1889, North Carolina Legislature issued a charter for Elon College, now known as Elon University. From only having male graduates until 1892 to educating males and females from 49 states and 58 countries, the university has expanded immensely since its opening. Seventy-nine percent of the university’s undergraduates study abroad and an even higher percentage take part in internships.

College of Business

Enrollment: 2,059

Concentrations: accounting, economics, entrepreneurship, finance, international business, international economics, management, marketing and sport and event management

Welcome To ATLANTA

GCC is headed to ATL!

It is never too early to start planning to attend Grand Chapter Congress, August 14-18, 2019, in Atlanta! Atlanta is the capital and most populous city of the State of Georgia. It is also ranked fourth on Cvent's 2017 list of the top 50 cities for meetings and events in the United States—making it a great place for our 52nd Grand Chapter Congress.



From food and sports to museums and music, Atlanta is home to all kinds of attractions that you are sure to love—many within miles of our host hotel, Atlanta Marriott Marquis.

- ▶ See the world's largest fish, the whale shark, as well as belugas, dolphin, otters, penguins and more at the **Georgia Aquarium** (just half a mile from the hotel). With more than ten million gallons of fresh and marine water, it is the largest aquarium in the nation.
- ▶ Head over to the **World of Coca-Cola**, where you can experience the stories behind the famous beverage brand. See Coca-Cola memorabilia, learn about the legend of the secret formula, get a behind-the-scenes view of the bottling process and more. Don't miss the tasting room, where you can sample more than 100 international and domestic beverages made by The Coca-Cola Company.
- ▶ Visit **Centennial Olympic Park**, Atlanta's legacy from the 1996 Olympic Games. The urban green space features the popular Fountain of Rings and many outdoor events during the summer months. You can also take an audio tour to learn history and architecture about Atlanta, Centennial Olympic Park and the 1996 Olympic Games.
- ▶ As a must visit for every college football fan, the **College Football Hall of Fame** contains more than 50 engaging and interactive exhibits. Find

your team on the Helmet Wall, punt a football on the indoor playing field and get up close and personal with the 52-foot, touch screen wall and awards like the National Championship Trophy and the Heisman Trophy.

- ▶ Feel inspired at the **Center for Civil and Human Rights**, an engaging cultural attraction that connects the American Civil Rights Movement to today's Global Human Rights Movements. You will experience the sights, sounds and interactive displays depicting the courageous struggles of individuals working to get equal rights for all. You can also view personal papers and items of Dr. Martin Luther King, Jr. from The Morehouse College Martin Luther King, Jr. Collection.
- ▶ Take the **Inside CNN Studio Tour** to get behind-the-scenes access to the world headquarters of CNN. On the guided tour, you will get an inside look at how a live broadcast is produced. You can even test your skills as a news anchor or meteorologist! ▲



The College Football Hall of Fame will be the Friday event at GCC! With more than 50 engaging and interactive exhibits, it's a must visit for every football fan.

50: States, Homes and Lives



After serving Habitat for Humanity for years as a dedicated volunteer, Darrell Gilmore took it one step further and went on the road trip of a lifetime.



In Addison, Vermont, Gilmore's 24th state, he sets roof trusses. "One of the wonderful things about Habitat for Humanity is it teaches volunteers a variety of carpentry skills and helps them to learn new crafts," says Gilmore.

Darrell Gilmore's life changed. And after finding his own happiness he hoped to do the same for others—making a big impact in just a single year.

Brother Gilmore, *Indiana-Bloomington*, has been volunteering with Habitat for Humanity for 30 years. During that time, he was inspired by a couple who had volunteered in all 50 states over 20 years in Habitat's Care-A-Vanners program. But to further show how big this brother's heart is and how dedicated he is to serving others, he knew he could do better and decided to volunteer with Habitat for Humanity in all 50 states... in less than one year.

Habitat for Humanity is a global nonprofit organization that works in nearly 1,400 communities across the United States and serves 70 countries around the globe. The organization works by helping families in need of decent, affordable housing who apply for homeownership with their local Habitat for Humanity. Applicants are selected using a variety of criteria. Habitat homeowners invest hours working alongside volunteers and other Habitat homeowners. Habitat offers numerous volunteer opportunities that include traveling to build, volunteering with a group, long-term opportunities, financial donations, and donating home materials to their Habitat ReStore, which helps supply building materials, appliances, and more.

Darrell began his mission in Kentucky, traveling around the country in his truck and towing a trailer to house himself. With a detailed travel schedule that was booked down to the day, he was able to travel to numerous states per week. During his travels, he volunteered for a number of construction roles within Habitat.

He values the organization's dedication to teaching volunteers, yet learned something new himself every day on the job. Striving to meet fitness goals, he enjoyed the intense labor jobs, like roofing, plumbing and flooring. In the end, he lost 60 pounds and admits that his stress levels are at an all-time low.

Planning to spend an average of 16 hours with each home, Gilmore has spent around 25 hours per week making dreams come true for those who benefit from his hard work. In the end, he drove more than 12,000 miles, volunteered over 1,200 hours, and aided in the completion of 60 homes and 53 Habitat affiliates.

Although he kept extremely busy, Gilmore made a point to stop by big attractions in each of the 50 states and even had the opportunity to play a round of golf in each location—rain, snow or shine! Many of his favorite stops include the "world's biggest" attractions, including the biggest bovine (cow) hairball (Kentucky), popcorn ball (Iowa), fire hydrant (South Carolina), shuttlecock (Missouri) and chocolate waterfall (Arkansas).

No stranger to travel, Gilmore had many travel opportunities through his position at Cargill, which he retired from recently. After passing his CPA exam upon graduating from Indiana-Bloomington with a Bachelors in accounting, he began working at Cargill in the internal audit department. He quickly progressed and was offered roles in Australia, Japan, Indonesia, Malaysia and Singapore. He also had responsibilities encompassing operations in Thailand, Korea and Greater China. He ended his role at Cargill (revenue over \$140 billion and indirect procurement

Forever Changed

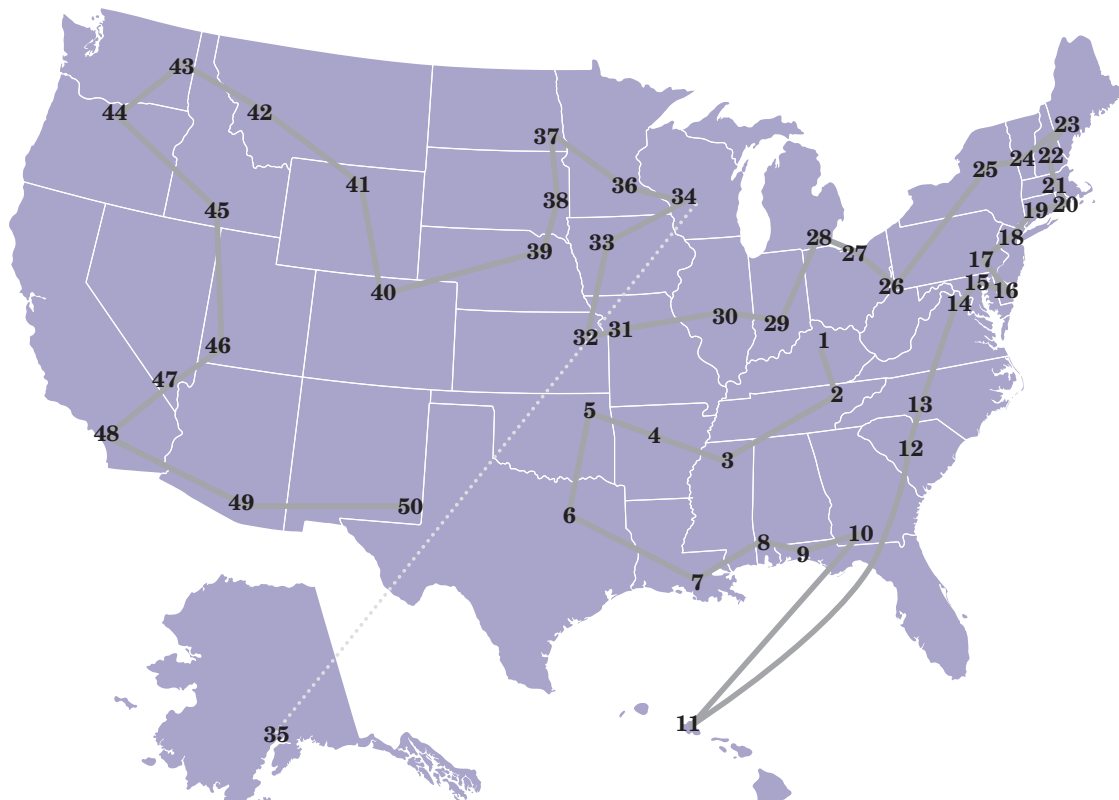
By: Megan Allen



Gilmore explains the safe operation of a circular saw to a fellow volunteer, while helping to build a home in Lowell, MA, the 21st state on his agenda.

over \$11 billion) as a global process and systems leader for indirect procurement reporting to the Chief Procurement Officer. Cargill's loss (when he retired) was Habitat's gain!

In January 2018, Darrell continued his journey by joining Habitat's Care-A-Vanners program. He will travel across the U.S. and Canada with groups of other volunteers alongside their campers and RVs building homes. To learn more about this program and other ways to support Habitat for Humanity, visit: habitat.org. ▲



Brother Darrell Gilmore hopes that just as he was inspired by a couple who had volunteered in all 50 states over 20 years, he can inspire others too. He encourages brothers and chapters to support Habitat, noting the organization offers opportunities in multiple towns, in every state. Habitat homes are built almost entirely by volunteers, both skilled and unskilled. So even if you have never picked up a hammer in your life, you can volunteer. To learn how to get involved, visit: habitat.org.

Making a Difference Through Brotherhood,



Make A Difference Day

Made possible by you and the people of **TEGNA**

Make A Difference Day (MDDAY) is the largest national day of service and is one of Delta Sigma Pi's national service initiatives. On this day, the fourth Saturday in October, millions of volunteers from across the globe join to support their communities and improve the lives of those living in them.

In 2017, hundreds of brothers from nearly 100 collegiate and alumni chapters banded together and volunteered their time and resources to make a lasting impact. Thank you to those who spent the day serving others and making a difference in their communities. It is because of you we are able to further a #DSPHigherStandard not just once per year, but each and every day. ▲



Nearly 170 brothers, pledges and guests from over 15 chapters in southern California volunteered at Santa Claus, Inc. where they made and donated nearly 100 fleece blankets, organized books, shoes and clothes and performed ground maintenance to help families in need. California Deltasigs have been working with this organization since 2003. Hosted by INLAND EMPIRE, members involved include: SAN DIEGO, SAN DIEGO STATE, CALIFORNIA-SAN DIEGO, CAL STATE-FULLERTON, CALIFORNIA-RIVERSIDE, REDLANDS, CALIFORNIA-IRVINE, CHAPMAN, CONCORDIA, LA VERNE, CAL POLY-POMONA COLONY, ORANGE COUNTY, LOS ANGELES and LONG BEACH-PIER.

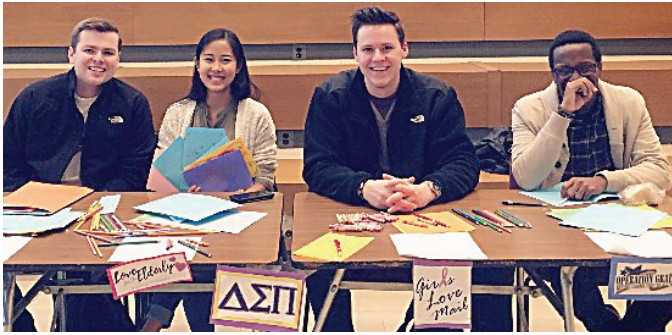


ST. JOSEPH'S (PA) volunteered at Cradles to Crayons, which serves the Philadelphia area by providing "kids packs" to children in need. During their visit, brothers organized donated items and assembled packs.

SIENA (NY) and ALBANY (NY) performed facility maintenance and ground work at Little's Lake to keep the 25-acre wooded land and lake beautiful. The park provides facilities that aid in the study of flora and fauna, environmental concepts and issues, and allows a place for boating, fishing and ice skating.



The Deltasig Way



LOYOLA-CHICAGO tabled on campus and encouraged the community to join them in writing letters of encouragement to deserving organizations. The chapter chose to support Operation Gratitude (armed forces), Girls Love Mail (women diagnosed with breast cancer), Cards for Kids in Hospitals and Love for the Elderly. In just one day, the chapter created over 100 cards with the help of others on campus. From left: Andrew Nelson, Zichen Yu, Jakub Mazurek and Reggie Bailey.



BUFFALO (NY) spent MDDAY at The Teacher's Desk, an organization that provides local teachers with school supplies to help their students succeed. Annually, the organization impacts over 130,000 students at 230 schools. "What The Teacher's Desk offers is such an invaluable asset to these students," says Liz Humphrey, chapter president. "Fostering education means fostering growth out of poverty."



TRUMAN STATE (MO) sprung up action in the wake of Hurricane Irma. The chapter put flyers up around campus and raised almost \$500, which helped them create 13 bags full of clothing, batteries, hygiene products and other items needed by those left in need from the devastating category 5 hurricane. Back from left: Rachel Feder, Bailey Hawkins, Connor Mayer and Kate Ewald. Front from left: Kayla Decker, Maddie Bequette, Claire Vasilis and Emily Kershner.

GIVING BACK

Chapters and groups that reported participating in Make A Difference Day 2017:

- | | |
|--------------------------------|---------------------------|
| Akron (OH) | Longwood (VA) |
| Albany (NY) | Los Angeles |
| Angelo State (TX) | Louisville (KY) |
| Arizona | Loyola-Chicago |
| Baylor (TX) | Loyola-New Orleans |
| Boston U. | Mercer (GA) |
| Buffalo (NY) | Miami-Ohio |
| Cal Poly-Pomona Colony | Midwestern State (TX) |
| Cal Poly-San Luis Obispo | Minnesota |
| Cal State-East Bay | Missouri-Columbia |
| Cal State-Fullerton | Nebraska-Omaha |
| Cal State-Northridge | New Mexico |
| California-Davis | North Carolina-Greensboro |
| California-Irvine | North Texas |
| California-Riverside | Ohio State |
| California-San Diego | Oklahoma State |
| Central Florida | Orange County (CA) |
| Central Office Staff | Pepperdine (CA) |
| Chapman (CA) | Purdue (IN) |
| Cincinnati | Radford (VA) |
| Clemson (SC) | Redlands (CA) |
| Coastal Carolina | Rider (NJ) |
| Colorado State | San Diego |
| Colorado-Colorado Springs | San Diego State |
| Concordia (CA) | San Francisco |
| Connecticut | San Francisco State |
| Drake (IA) | San Jose State |
| Duquesne (PA) | Shepherd (WV) |
| Eastern Illinois | Siena (NY) |
| Ferris State (MI) | South Dakota |
| Florida State | St. Cloud State (MN) |
| George Washington (DC) | St. Joseph's (PA) |
| Georgia College and State | Stony Brook |
| Indiana-Purdue at Indianapolis | Tampa (FL) |
| Inland Empire | Texas Christian |
| Iowa State | Texas-Austin |
| Kansas | Texas-El Paso |
| Kent State (OH) | Truman State (MO) |
| La Salle (PA) | Washington-Seattle |
| La Verne (CA) | Wayne State-Nebraska |
| Lewis (IL) | Western Kentucky |
| Lindenwood (MO) | Wisconsin-Madison |
| Long Beach-Pier 9 | |

The Only Way Out Is Through...

Brother turns non-profit into space exploration team.

Bill Shaw, *Tampa (FL)*, is no stranger to the world of technology. A dedicated robotics fan, Brother Shaw has successfully owned and operated IT and computer software businesses since 1992.

With a degree in management information systems, Brother Shaw discovered his passion for robotics when he became president of Infinibots. The company provides programs geared to all ages to help build a foundation of skills and enable people to learn robotics, simple electronics and construction toys. He also founded and is president of Tampa Hackerspace, a 501(c)(3) community workshop that provides fabrication tools, classes and workshops to a network of members.

By providing the community with equipment, classes and mentoring for all types of projects, and allowing members 24/7 access to the space, it is the perfect place for people to learn, build and share. Shaw explains, "Tampa Hackerspace provides tools and facilities to the Tampa Bay area that allows people to grow and learn. Although we are building a first-rate set of workshops that cover electronics, software, 3D printing, metal,



Bill Shaw, Tampa (FL), (left) dove into the world of aerospace in 2015 when he joined Team Miles. Though the industry was new to him, innovative solutions and creative thinking were not, having been the founder of several companies and organizations since 1992. Photos by: Fox 13 News – Tampa

woodworking and textiles, the tool access is secondary to the education and community we provide. Annually, we offer over 200 classes and events and participate in outreach activities to the startup community, student organizations and other local non-profits." Tampa Hackerspace is also where Shaw's new project, Team Miles, came to life.

Shaw, along with others from Tampa Hackerspace enrolled in the NASA Cube Quest Challenge to build a satellite to piggyback aboard Exploration Mission-1 with the goal to communicate furthest from earth, narrowing down the competition. After four rounds, Team Miles came out victorious among 13 teams alongside Cornell University and University of Colorado. The next step is the Deep Space Derby, where the remaining teams will compete in space to see which satellite can deliver information to Earth from the furthest point.

The name "Team Miles" is a nod to the team's interest in

the work of Robert Frost, an American poet known for his realistic depictions of nature and rural life. Shaw explains that the name is derived from one of Frost's famous poems: "The woods are lovely, dark and deep, but I have promises to keep, and miles to go before I sleep."

Surprisingly, not every member of Team Miles works in aerospace. In fact, only one member does. The rest work in finance and industry. According to Brother Shaw, his team consists of "people who like to build things," and referred to Tampa Hackerspace, where his team met, as a "gym for nerds."

So what exactly are these satellites? The teams are designing and perfecting "cubesats," or small satellites (the size of a small appliance... think toasters) that travel around in space and communicate scientific findings back to Earth. These small satellites have many benefits in contrast to the large ones typically sent out by NASA.

OUTER SPACE!

By Megan Allen

For one, they are much smaller and cost effective, meaning more missions could be possible. Additionally, multiple satellite clusters can go out on one spacecraft. This is why NASA created the contest – to invite and test unconventional ideas.

Once the satellites are finalized by the three teams, they will be turned over to an “integrator” from NASA, who will prepare them for launch into space by NASA releasing the satellites along the way as the spacecraft maneuvers through outer space. The Team Miles satellite uses their own plasma thruster design for propulsion and plans to travel to an orbit near Mars.

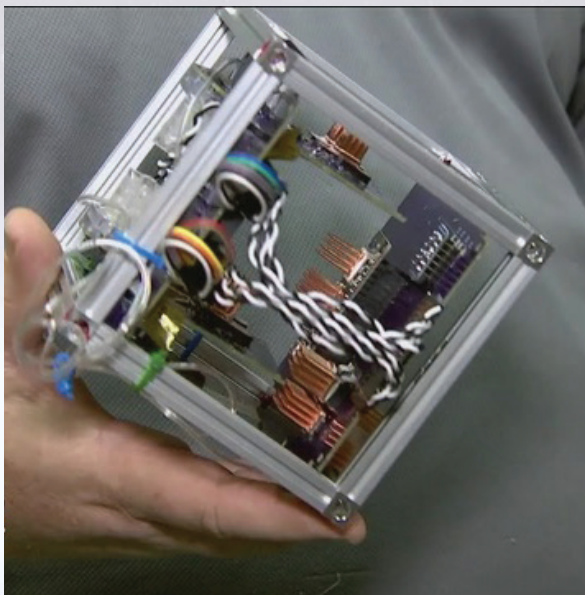
Team Miles’s mission profile includes alternating navigation and communications over a 24 hour period. The cubesat will continually travel further and further from Earth for about 200 days. The award-winning cubesat of the Deep Space Derby will

be the one that communicates information to NASA at the deepest depths of space. The winning team not only gets epic bragging rights, but also a portion of the \$5.5 million total prize.

An entrepreneur and creator for life, Brother Shaw and his team have big plans. Team Miles has launched a company, Miles Space, that solves problems and creates exciting new solutions in the field of aerospace, much like they did for NASA. The company has already landed contracts to further develop some of the technology created as part of the Cube Quest Challenge. “Miles Space is just one company created from associations formed at Tampa Hackerspace,” explains Shaw. “We started the company to help bring some of the technology we invented to market. We are currently planning, in partnership with Atlas Space Operations, deployments in Finland and

New Mexico and are in testing with NASA to enhance their ground station capabilities for satellites in low earth orbit. We are also pursuing opportunities with the military to apply our communications algorithms to solve important problems that will save lives.”

Having served as the Vice President of TOPPSoft Computer Solutions, where he worked for 23 years, his time as head of product development taught him problem solving



Shaw explains that the cubesat, or satellite that is soon to be tested in deep space, is no larger than a toaster. Due to its small size and cost-effective production, it shows promise as an alternative to current, much larger satellites. Photos by: Fox 13 News – Tampa

“THE WOODS ARE LOVELY,
DARK AND DEEP,
BUT I HAVE PROMISES TO KEEP,
AND MILES TO GO BEFORE I SLEEP,
AND MILES TO GO BEFORE I SLEEP.”

– ROBERT FROST

skills he hopes to apply to the work Team Miles sets to do. And while it is no secret that Brother Shaw keeps busy, he makes time to mentor the youth that are involved with Tampa Hackerspace by helping groups of disadvantaged children get excited about technology and helping them build fun and exciting gadgets. “Giving back has always been a part of the culture I foster in both the Hackerspace and with students to whom I teach technology and robotics,” says Shaw. “The Hackerspace was founded to help extend this learning to communities who may not have the means to pay for classes. I firmly believe that providing even one positive experience for at-risk children in the area of technology could change the trajectory of their lives and open doors by putting skills and excitement for what is possible in their reach.

While an exact launch date has not been announced, it will be sometime in 2019. And much like Team Miles, Brother Shaw won’t be done creating anytime soon. ▲

**New job? Start a new business? Get promoted or recognized for an achievement?
Share your news with us! Email magazine@dsp.org.**

Nidhi Duggal, *Adelphi (NY)*, is marketing administrator at Wyndham Vacation Ownership in New York.

Cari-Ann Linker, *Adelphi (NY)*, is director of operations at East Meadow Management Group, Inc. in Levittown, N.Y.

Fredric Rosa, *Alabama*, retired as manager at Fred Rosa Construction. He lives in Fort Collins, Colo.

Samantha Crumrie, *Angelo State (TX)*, is founder at Heart Gallery of Northwest Texas in San Angelo, Texas.

Anastasia Burtseva, *Arizona State*, is advisory manager at Ernst & Young LLP in San Francisco.

Gopi Karunamoorthy, *Arizona State*, is accountant at TruAccord in San Francisco.

Noel Allen, Jr., *Auburn (AL)*, retired as owner at Rocky Ridge Hardware. He lives in Hoover, Ala.

Michael Clemmer, *Ball State (IN)*, retired as business development manager at Volvo Financial Services. He lives in Greensboro, N.C.

Melissa Haley, *Baylor (TX)*, is treasurer and administrative coordinator at Cornerstone Orthodox Presbyterian Church in Houston.

John Ackerman, *Bellarmino (KY)*, is owner at John Ackerman CPA, LLC in Louisville, Ky.

Manuel Carneiro, *Bentley (MA)*, is an accountant at Ray & Company in Abilene, Texas.

Peter LaCava, *Bentley (MA)*, is construction representative-store development at Starbucks Coffee Company in Newton, Mass.

Roger Heins, *Bowling Green State (OH)*, retired as assistant treasurer at Allegheny Technologies Incorporated. He lives in Pittsburgh.

John Martin, *Bowling Green State (OH)*, retired as senior vice president investment advisor at PNC Bank. He lives in Presto, Pa.

Venkat Katakam, *California-Santa Cruz*, is engineering development tools administrator at Plantronics in Santa Cruz, Calif.

Mark Yeung, *Cal Poly-Pomona*, is owner at Fashion Greek USC in Los Angeles.

Zefren Edior, *Cal Poly-Pomona*, is associate at Umpqua Bank in Tigard, Ore.

Steven Espinoza, *Cal State-Fresno*, is senior computer systems analyst at Space and Naval Warfare Systems Command in San Diego.

James McKamy, *Cal State-Fullerton*, is a campus safety coordinator at Fullerton College in Fullerton, Calif.

Extending the Legacy



McKinzie Deaton, *Oklahoma*, joined the legacy of Beta Epsilon Deltasigs in her family last November. McKinzie is a third generation Deltasig, joining her father, grandfather and great-uncle. Brothers Bill and Jim Deaton both initiated into Beta Epsilon at Oklahoma. Later, Jim's son also initiated into the same chapter. Jim Deaton, Sr. served as the president of Beta Epsilon in the 1970s and later served as a district director and Regional Director. Jim Deaton II also served as the president for Beta Epsilon (in the 1990s) and still serves in leadership roles for the Oklahoma City-Tornado Alley Alumni Chapter. Jim Deaton, Sr. passed away in Oklahoma in 2016. From left: Jim Jr., McKinzie and Bill. ▲

Anisha Pithwa, *Cal State-Fullerton*, is an associate at The Financial Conduct Authority in Watford, UK.

Jason Sumi, *Cal State-Fullerton*, is assistant professor at Sierra College in Rocklin, Calif.

Melody Ciaravino, *Cal State-Northridge*, is laboratory specimen processor at Millennium Health in Rancho Bernardo, Calif.

Kaila Carter, *Central Florida*, is an appraiser at Hillsborough County Property Appraiser in Tampa, Fla.

Marc Gibault, *Central Florida*, is manager and owner at Winter Park Health and Fitness, Just Marc Services in Winter Park, Fla.

Chad Chavies, *Colorado-Boulder*, is CPA/owner at Tim Chavies & Associates, Inc in Greeley, Colo.

Thomas Pericak, *Colorado-Boulder*, is director capital markets at Hancock-Whitney Bank in New Orleans.

Robert Showalter, *Colorado-Boulder*, is president at Massey & Showalter in Denver.

Cortney Bramwell, *Colorado State*, is director of sales and administration at Alaskan Sales, LLC in Anchorage, Ala.

Daniel Song, *Duke (NC)*, is software engineer, iOS at Square, Inc. in San Francisco.

Ashley Copple, *Eastern Illinois*, is operations manager at All Things Real Estate in Bryant, Ark.

Jennifer Fields, *Eastern Illinois*, is account manager at Bing Bang in Ankeny, Iowa.

Grace Elliott, *Florida*, is business owner at Say It Gracefully in Miami Beach, Fla.

Dan Johnson, *Florida*, is vice president, wealth management advisor at Merrill Lynch in Dayton, Ohio.

Debbie Owen-Pirkle, *Florida*, is agent development specialist at The Auto Club Group in Gainesville, Fla.

Kristen Pinner, *Florida Southern*, is director of adult graduate admission at Florida Southern College in Lakeland, Fla.

Theodore Moore, *Florida State*, is executive housekeeper at Hyatt Regency Savannah in Savannah, Ga.

Kathryn Sauers, *George Washington (DC)*, is senior coordinator, consumer electronics show operations at Consumer Technology Association in Arlington, Va.

Jeffrey Busbee, *Georgia*, is technical sales consultant, sports and entertainment at PCM in Atlanta.

Bob Greene, *Georgia*, retired as senior lecturer at University of Mary Washington. He lives in Virginia Beach, Va.

Keli Bowen, *Grand Valley State (MI)*, is store operations manager at Tuesday Morning in Carrollton, Texas.

Corinne McCarter, *Illinois State*, is a property broker at Aon in Lewisville, Texas.

Paul Dayton, *Illinois-Urbana*, is manager at KPMG, LLP in Philadelphia.

Raymond Lowe, *Indiana*, is attorney at law at Lowe Law Office in Jeffersonville, Ind.

Drew Smith, *Indiana*, is industrial technology audit review leader at Brown & Brown Insurance in Daytona Beach, Fla.

Lorraine Delaney, *Indiana-Northwest*, is management analyst at Nisga's Data Systems in Herndon, Va.

Dennis Wright, *Indiana-Purdue at Ft. Wayne*, is vice president at Employee Plans, LLC in Fort Wayne, Ind.

Joseph Cummings, *Indiana-Purdue at Indianapolis*, is senior manager, carrier sales at Frontier Communications in Everett, Wash.

Rasheena Flood, *Indiana-Purdue at Indianapolis*, is implementation analyst at Fiserv in Indianapolis.

Krystal Forbes, *Indiana-Purdue at Indianapolis*, is senior division manager, trade marketing services at Reynolds American, Inc. in Dallas.

Ashley Knartzer, *Indiana-Purdue at Indianapolis*, is marketing assistant at David Brenton's Team Real Estate in Indianapolis.

Matthew Southern, *Indiana-Purdue at Indianapolis*, is Virginia Society of Health-System Pharmacists director of education at Verdure Sciences in Indianapolis.

Travis Tornquist, *Indiana-Purdue at Indianapolis*, is global online expansion analyst at H&M in Plainfield, Ind.

Kendra Walker, *Indiana-Purdue at Indianapolis*, is web developer at Web Wiking in Flensburg, Germany.

David Crimmel, *James Madison (VA)*, is director of corporate development at Software Brands Holding Company in Lenior City, Tenn.

Chastity Catney, *Johns Hopkins (MD)*, is biomed medical affairs launch project manager at Eli Lilly & Company in Indianapolis.

Cameron Clemens, *Kent State (OH)*, is a relationship banker at Huntington National Bank in Kent, Ohio.

Russ Iddings, *Kent State (OH)*, is regional human resources director at Chewy.com in Dallas.

Phylicia McCline, *Lewis (IL)*, is senior benefits analyst at Groupon in Chicago.

Joshua Stanfield, *Longwood (VA)*, is senior data engineer at Everfi in Boulder, Colo.

Kaitlyn Hoffmann, *Loyola-Chicago*, is data analyst at American Medical Association in Chicago.

David Ostrowski, *Loyola-Chicago*, is accounting manager at IRC Retail Centers in Oak Brook, Ill.

Laura Siegman, *Loyola-Chicago*, is a consultant at Aon Hewitt Investment Consulting in Chicago.

James Wittenberg III, *Loyola-New Orleans*, retired as instructor at Jefferson Parish High School. He lives in Ponchatoula, La.

Elisa Basso, *Lynchburg (VA)*, is a registered nurse at Duke University Hospital in Durham, N.C.

Dante Willis, *Marshall (WV)*, is a special education teacher at Jefferson County Board of Education in Charles Town, W.Va.

Joseph Williams, *Memphis*, retired as executive director at Mid-South Eye Bank. He lives in Memphis, Tenn.

Renae Schultz, *Miami-Ohio*, is assistant merchant manager at American Greetings in Westlake, Ohio.

Han Zhang, *Michigan*, is senior data scientist at Tesla Inc. in Mountain View, Calif.

Brooke Delgado, *Missouri-Columbia*, is manager, production accounting at Leprino Foods in Denver.

Megan Doering, *Missouri-Columbia*, is an audit associate at PwC in Chicago.

Matt Rogge, *Missouri-Columbia*, is financial coordinator and risk management coordinator at Alberici in Overland, Mo.

Richard Hinkle, *Missouri-Kansas City*, is financial professional at LPL Financial in Springfield, Mo.

Steven Brockman, *Missouri-St. Louis*, is senior home loan consultant at Veterans United Home Loans in Columbia, Mo.

(Continued on page 23)

Brother Frank Romanelli Receives High Honor from Michigan State



Dr. Frank Romanelli received Michigan State's Lifetime Academic Achievement Award. After serving two years in the U.S. Army, Brother Romanelli enrolled in Michigan State studying hotel management and was initiated into Gamma Kappa Chapter in 1957. He went on to receive his MBA in finance and marketing, and his Ph.D. in food science.

Brother Romanelli was awarded this high honor for years of dedication to not only his profession, but to institutions of higher education:

- Recognized as Michigan State Outstanding Alumnus
- Served as inaugural director of the restaurant management department at Del Mar College and Amarillo College
- Served as Dean of the College of Business, Oral Roberts University in Tulsa
- Appointed as the first Director/Professor of the Hospitality Management Department at Tiffin University in Ohio

Frank says much of his success is owed to his wonderful wife, Peggy, with whom he has one living son, five grandchildren and three great-grandchildren. The pair run Romanelli Ministries and teach bible studies. Married over 56 years, together they have traveled to 50 countries. ▲

REMEMBERING DELTASIG LEGACIES

While the Fraternity welcomed many new faces and chapters this year, it also mourned the loss of several beloved brothers who over the years made not only an impact on Delta Sigma Pi itself, but on each and every brother through their longtime brotherhood and support.



ALAN ELKIN (SEPTEMBER 9)

Alan Elkin, *Colorado-Boulder*, received the 2008 Career Achievement Award for his professional accomplishments. In 1964, Alan and his wife, Lois, started Advance Business Systems as a two-person firm with a very limited budget. By 2008, the company had grown to become Maryland's largest independent document management company recognized for their commitment to providing outstanding service. It has been said about Elkin that he practically invented customer service and had a passion for serving his customers. Working alongside his wife for 53 years, Brother Elkin enjoyed much success, but will be remembered for the astounding love he had for his family.



RUSS MAWBY (OCTOBER 20)

Russ Mawby was the 1995 National Honorary Initiate at the Orlando Grand Chapter Congress. Brother Mawby was the CEO of the Kellogg Foundation, serving on its Board of Directors until 1998. Under his guidance, the Kellogg Foundation became a national leader for philanthropy through support of innovative programs in a number of fields including adult continuing education, access to primary health care, and the growth of leadership programs. A mentor of Executive Director Bill Schilling's, Mawby served as Grand President of Alpha Gamma Rho Fraternity, an organization that prepares students for a role in the global agriculture industry. He was involved in agricultural endeavors around the world, often those that served youth.



PETE PETERSEN (OCTOBER 18)

Pete Petersen, *Johns Hopkins (MD)*, was the 2006 Career Achievement Honoree, recognized for his decades of loyalty and hard work as a professor at Johns Hopkins University, serving both the university and the Fraternity since 1979 in a number of teaching and leadership positions. Petersen dedicated much of his time to the Fraternity as an active member of the Baltimore Alumni Chapter and served as Chapter Advisor to Chi Chapter at Johns Hopkins (MD) from 1993 to 2005. A fundamental piece in creating the foundation of the Johns Hopkins business division in the late 70s, he is credited with creating the division's core curriculum and spearheading major initiatives and new courses. Petersen is remembered as a prolific scholar, and was widely sought-after as a public speaker for his expertise and knowledge of the history of management.



MIKE MESCON (NOVEMBER 12)

Mike Mescon, *Georgia State*, was the recipient of the 2001 Career Achievement Award recognizing his professional accomplishments including being the president and founder of The Mescon Group, a consulting organization, which later merged with Habig, Arogeti & Wynne, an independent accounting and financial solutions firm, to form HA&W Mescon Group. Dr. Mescon is dean emeritus of Georgia State University's College of Business, establishing the Center for Business and Economic Education, which went on to become the model for 13 centers established statewide. As a writer, he authored or co-authored more than 300 articles and books, and as a speaker, educator, and consultant, Mescon addressed hundreds of organizations, government groups and trade associations on a variety of management-related topics. His son, Tim, is also a Deltasig initiated at Miami-Florida.

Milestones

Did you recently tie the knot? Welcome a new bundle of joy? Do you know a brother who has passed away? If so, please tell us.

Email your mergers, gains or losses to magazine@dsp.org.

Mergers

John Ackerman, *Bellarmine (KY)*, and Alyssa Dunne on May 13. They live in Louisville, Ky.

Gregory Maslowski, *DePaul (IL)*, and Heather Hannah on March 18. They live in Mount Prospect, Ill.

Golden Council member **Wendy Eilers**, *Eastern Illinois*, and **Matt Delehaunty**, *Missouri State* on October 18. They live in Saint Peters, Mo.

Jennifer Will, *Eastern Illinois*, and Brian Fields on August 12. They live in Ankeny, Iowa.

Jeffrey Busbee, *Georgia*, and Carolina Mendes on September 8. They live in Marietta, Ga.

Danielle Black, *Houston*, and Kenny Rotgers on July 4. They live in Killeen, Texas.

Jamie Duhart, *Nevada-Reno*, and Greg Bartlett on September 9. They live in Reno, Nev.

Teasha Modha, *Nevada-Reno*, and Andrew Scott on September 30. They live in Denver, Colo.

Michael Valant, *Oklahoma State*, and Wendy Lyn on August 6. They live in League City, Texas.

Golden Council member **Clifford "Sparky" Graves**, *Penn State-Erie*, and Alice Yang on December 29. They live in Cincinnati.

Julianne Allman, *Philadelphia*, and Travis Pease on June 17. They live in Liverpool, N.Y.

Zachary King, *Radford (VA)*, and Heidi Warner on August 6. They live in Harrisonburg, Va.

Courtney Lewis, *Redlands (CA)*, and Justin Wells on November 10. They live in Ontario, Calif.

Michael Wilson, *Southern Mississippi*, and Michelle Boudreaux on January 7. They live in Gulfport, Miss.

Rose Sparks, *Truman State (MO)*, and Victor DeMarcoon on September 23. They live in Kirksville, Mo.

Samuel Lohmeyer, *Truman State (MO)*, and Kelsey Collier on November 4. They live in Kirksville, Mo.

Kimberly McCarthy, *Virginia Tech*, and David DeSilva on September 16. They live in Alexandria, Va.

Gains

Samantha Crumrine, *Angelo State (TX)*, and Douglas on November 20 – Zachary Sotelo. They live in San Angelo, Texas.

Barbara and **Manuel Carneiro**, *Bentley (MA)*, on April 20 – adopted Issacc, Isaiah, Philip, and Thomas. They live in Abilene, Texas.

Marcella Fox, *Cal State-Sacramento*, and Hudson on June 9 – Hudson. They live in Roseville, Calif.

Kristen Pinner, *Florida Southern*, and Ernest on July 7 – Ernest Tyson III. They live in Lakeland, Fla.

Jingjing Yoo, *Illinois-Urbana*, and Eric on January 23, 2017 – Tyler. They live in Chicago.

Meaeyko and **Ryan Saunders**, *Ohio Dominican*, on November 1 – Zion Marquis. They live in Stockbridge, Ga.

Manali and **Alex Ambroz**, *Shepherd (WV)*, on May 12 – Emmett. They live in Chagrin Falls, Ohio.

Lauren and **Joseph Vinson**, *Tennessee*, on May 17 – Kenner Shane. They live in Memphis, Tenn.

Brandi Hickman, *Texas-Austin*, and TJ on October 5 – Brandi. They live in Austin, Texas.

Marlena and Matthew Jones, both *Wingate (NC)*, on November 1 – Aidan. They live in Rocky Mount, N.C.

Losses

Alabama
Burell Johnson (August 22)

Auburn
Floyd Tredaway (December 22)

Denver
Lindy Leifheit (January 12, 2017)

Georgia
Hal Crawford (November 7)

Louisiana State
Allan Tatar (May 9)

Arlen Carballo, *Northern Arizona*, is director of financial planning & analysis at MGM in Springfield, Mass.

Nicole Nevin, *Northern Arizona*, is catering sales manager at Radisson Suites Tucson in Tucson, Ariz.

William Poncik, *North Texas*, is an independent contractor at Payne and Smith, LLC in Dallas.

Kimberly Cantrell, *Ohio State*, is senior merchant at Abercrombie & Fitch in New Albany, Ohio.

John Terreri, *Ohio State*, is operations business analyst at Fifth Third Bank in Cincinnati.

Matthew Streck, *Oklahoma State*, is financial advisor at Northwestern Mutual in Oklahoma City.

Western PVP Crystal Justice, *Pacific (CA)*, is project manager at 7-Eleven, Inc. in Sacramento, Calif.

Matthew Haas, *Penn State-Erie*, is residential comfort consultant at Jack Lehr Heating, Cooling & Electric in Allentown, Penn.

Bryan Tobias, *Penn State-Erie*, is implementation consultant at Deacom, Inc. in Centennial, Colo.

Satya Ridhima Parvathaneni, *Pennsylvania*, is CEO, founder at Boon VR in San Francisco.

Julianne Pease, *Philadelphia*, is membership coordinator at MACNY the Manufacturers Association in East Syracuse, N.Y.

Zach King, *Radford (VA)*, is a management trainee at Virginia Poultry Growers Cooperative in Hinton, Va.

Tiffany Davis, *Redlands (CA)*, is a teacher at Colton Joint Unified School District in Colton, Calif.

Courtney Wells, *Redlands (CA)*, is team lead at Sedgwick Claims Management Services in Ontario, Calif.

Stephen Kennaday, *Robert Morris (PA)*, is supply specialist at University of Pittsburgh Schools of the Health Sciences Corporate Services in Pittsburgh.

Larry Blessitt, *Sam Houston State*, retired as accounting manager at Schlumberger. He lives in Rosenberg, Texas.

Patrice Carington, *San Diego*, is health educator and medical hypnotherapist at The Insomnia Clinic in Escondido, Calif.

Matthew Meirovitz, *San Francisco State*, is owner at Enterprise Answers, LLC in San Francisco.

Lynne Tran, *San Francisco State*, is a cake decorator at Sweet Tooth Confections in San Jose, Calif.

Oncark Grewal, *San Jose State*, is enterprise sales representative at SAP Hybris in Tracy, Calif.

Jeremy Lacs, *San Jose State*, is a financial analyst at Western Digital in San Jose, Calif.

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Diane Stecher, *Missouri-St. Louis*, is president at Alobar's Lighting and Sound in Imperial, Mo.

Amanda Fellows, *Nebraska-Omaha*, is assistant insurance accountant at Applied Underwriters in Omaha, Neb.

Timothy Seibert, *New Mexico State*, is industrial tech support technician at City of Las Cruces in N.M.

Edward Watson, *North Carolina-Chapel Hill*, is senior principal at Mastech InfoTrellis in Mooresville, N.C.

Award-Winning Brother Supports Family & Private Businesses

John Goering, initiated as a faculty member at the University of Cincinnati in 1958, was recently honored as a 2017 Greater Cincinnati Hall of Fame Laureate for the work he and his wife, Gloria, have done with the Goering Center for Family and Private Business, which they founded in 1985.

The recipient of eight distinguished awards from the University of Cincinnati, Goering has spent the last three decades providing leadership programming through education, research and community service to help private businesses succeed. Through in-depth programming, the Next Generation Institute and the Leadership Development Institute engage people in the private business industry to increase growth in employment across the region and help people succeed in both their family and business life. His understanding of family businesses comes from a long history of owning them, starting from his experience with the Ideal Packing Co., where he worked alongside his uncle, brothers and cousins in the meat-packing industry.

Through much success, the Goerings always made time for community service, raising a family and pursuing their interests. Some of the

organizations John and Gloria support include the Ensemble Theater, United Way, Hoxworth Blood Center, University of Cincinnati Foundation and University of Cincinnati Women's Club. ▲



John Goering attributes much of the success of the Goering Center for Family & Private Business to the founding board, whose names are listed on the plaque he is holding. Together, the founding board helped grow the center into one of the nation's largest organizations of its kind.

The avenues in which we can give back to the Fraternity are endless. If you are stuck on where to begin, use this road map to help you get started furthering a #DSPHigherStandard! There are also more ways to get involved on pages 3 and 10.

- Serve as a chapter officer (collegiate or alumni).
- Present a professional topic for a chapter or LEAD event.
- Assist a chapter by serving as a District Director.
- Join a committee (chapter, regional, provincial or national. Provincial and national committees include: Alumni Development, Community Service, Marketing and Communications, Organizational Development, Professional Development and Scholastic Development & Awards.)
- Create or present a Deltasig E-learning presentation or webinar.
- Write articles for dsp.org and *The DELTASIG* magazine.
- Encourage your company to become a Deltasig partner.
- Donate to the Delta Sigma Pi Leadership Foundation.
- Mentor a brother who can learn from you.
- Support our national service initiative by volunteering at a local Ronald McDonald House.

(Continued from page 23)

Nicolaus Young, *Shepherd (WV)*, is business development executive at Doc's Tea in Inwood, W.Va.

Penny Guiles, *South Carolina*, is convention services manager at HRI Properties in Richmond, Va.

Lauren Hopson, *Southern Methodist (TX)*, is FSO assurance staff at Ernst & Young in New York.

Michael Wilson, *Southern Mississippi*, is general manager at Handyman House Techs in Gulfport, Miss.

Donald Nalley, *South Florida-Tampa*, is an accountant at Carol L. King & Associates, PA in Asheville, N.C.

Phillip DeLisle, *St. Thomas (MN)*, is a buyer at Emerson Automation Solutions in Shakopee, Minn.

Lauren Cohen, *Tampa (FL)*, is assistant vice president and lead manager at T. Rowe Price in Baltimore.

Elliott Large, *Tampa (FL)*, is analytics manager at 22squared in Tampa, Fla.

Ryan Shaffer, *Tampa (FL)*, is customer sales executive at The Hershey Company in Huntersville, N.C.

Riley Walker, *Tampa (FL)*, is chief creative officer at Buoy Ventures in Tampa, Fla.

Rachel Ekanger, *Tennessee*, is director of ticket sales and service at Canton Charge in Canton, Ohio.

Joseph Vinson, *Tennessee*, is a controls specialist at Clear Advantage Lighting in Memphis, Tenn.

Anjali Ahuja, *Texas A&M-Corpus Christi*, is a consultant at Sense Corp in Austin, Texas.

Kimberly Garza, *Texas A&M-Corpus Christi*, is sales manager at Brookdale Northshore in Portland, Texas.

Become a CDL today!



The Certified Deltasig Leader program is an online volunteer training program for Deltasigs. Certification recognizes alumni members for their demonstrated leadership training and experience. To learn more, go to dsp.org/beacdl.

To be a CDL, an alumni member must successfully complete eleven E-learning presentations and their respective quizzes noted as “Core Leadership Training” within a three month period.

To qualify for Advanced Certification (also known as CDL Tier 2), in addition to the E-learning presentations an alumni member must also have participated in or led educational sessions at two Fraternity events in the past five years, complete four E-learning presentations and their respective quizzes noted as “Advanced Training”, and supported the Leadership Foundation with a gift in the last 12 months.

Certifications are effective for a two-year term based on the completion date of the original certification.

Congratulations to the CDLs who earned Tier I or Tier II certification between September 1, 2017 and January 2, 2018. (Tier II CDLs are marked with a * J)

Edward Abrigo*, *Texas-San Antonio*
 Jessica M. Anderson*, *Evansville (IN)*
 Steven A. Barillas, *California-Merced*
 Darren K. Behler, *San Jose State*
 Patrick A. Bonfrisco*, *Cal State-Fullerton*
 Angela B. Brietweiser*, *Colorado-Colorado Springs*
 Amy L. Briggs*, *Minnesota State*
 Ryan S. Brunner, *Northern Colorado*
 Daniel J. Collins*, *Massachusetts-Boston*
 Denise R. Cooley, *Valparaiso (IN)*
 Melinda Cooper-Polakoff*, *Cal State-Northridge*
 Eric Huizar Cruz, *New Mexico*
 Mark E. Dorn*, *Minnesota State*
 Linda Hoag Dorn*, *Winona State (MN)*
 Stacie C. Groesbeck*, *North Texas*
 Nicholas A. Guerrero, *Texas-San Antonio*
 David Gulbrantson*, *Iowa State*

Morgan Haddad, *Colorado State*
 Samuel Harris*, *Colorado-Colorado Springs*
 Susan E. Hausman, *Cal State-Northridge*
 Jillian Holtzer*, *Valparaiso (IN)*
 Blessing S. Honey*, *Lewis (IL)*
 Kara Hoover-Lenox, *Ball State (IN)*
 Jennifer Huynh*, *Babson (MA)*
 Stacy Jordan*, *Georgia Southern*
 Philip C. Kreznor*, *Drake (IA)*
 Gabriella Del Carmen Leto, *South Florida-Tampa*
 Jeremy Levine*, *Albion (MI)*
 Marc W. Link*, *Baylor (TX)*
 Elizabeth M. Losik*, *Baker (KS)*
 Kimberly D. Loudon*, *Northern Colorado*
 Christopher R. Luzader*, *West Virginia*
 Chelsea Kerr MacLennan, *Western Michigan*
 J. McCall Martorelli*, *Pace-Westchester (NY)*
 Whitney C. Massey*, *Radford (VA)*
 Kristen Bray McDaniel*, *Central Missouri*

Samantha Motz*, *Minnesota State*
 Laura E. O’Connell*, *Northern Illinois*
 Karin Olivo*, *Radford (VA)*
 Harrison A. Pullattu, *Texas-San Antonio*
 Chad A. Robinson*, *St. Cloud State (MN)*
 Kevin M. Salazar, *Cal State-Fullerton*
 Fiana R. Sandy*, *Pace-Westchester (NY)*
 Louise Santos*, *Loyola Marymount (CA)*
 Joseph M. Shaver*, *Truman State (MO)*
 Eddie E. Stephens III*, *Miami-Florida*
 Jacqueline Stephens, *Florida Atlantic*
 Christian Suyat, *Cal State-Sacramento*
 Daniel L. Tracy*, *Truman State (MO)*
 Anna M. Trenshaw*, *Grand Valley State (MI)*
 Connya L. Uselman, *North Carolina-Greensboro*
 Michael A. Vitale*, *Rider (NJ)*
 Ryan E. Ward*, *Nevada-Reno*
 William C. Woo*, *San Francisco*
 Daryl Zhao, *Chapman (CA)*

Karina Gomez, *Texas A&M-Corpus Christi*, is educational advisor at LULAC National Educational Services Centers, Inc. in Corpus Christi, Texas.

Ashley Walsh, *Texas A&M-Corpus Christi*, is client services representative at The Trident Insurance Group in Cherry Hill, N.J.

Aaron Grijalva, *Texas-El Paso*, is budget and management analyst at City of El Paso in El Paso, Texas.

Alfred White, *Texas Tech*, is senior director of marketing and strategic partnerships at College Football Playoff in Irving, Texas.

Cong Do, *Truman State (MO)*, is a finance operations analyst at General Electric in Bangkok, Thailand.

Helena Hay, *Washington-St. Louis*, is a digital merchant at Bloomingdale’s in New York.

Harsh Agarwal, *Washington-St. Louis*, is director at EQT Partners in New York.

Amber Kasses, *Washington State*, is director of sales and marketing at Sofitel New York in New York.

Jake Williamson, *Washington State*, is chief financial officer at Pearson Packaging Systems in Spokane, Wash.

Hani Eid, *Wayne State-Michigan*, is associate vice president, project management office at Royal Caribbean in Miami, Fla.

Deldric Dunning, *West Alabama*, is desktop support technician at HealthSouth in Birmingham, Ala.

William Palmer, *Western State Colorado*, retired as a management analyst at White Sands Missile Range. He lives in Las Cruces, N.M.

Lisa Mathess, *West Virginia*, is senior consultant at Job Accommodation Network in Morgantown, W.Va.

Robin Richardson, Sr., *Winston-Salem State*, is logistics/shipping department associate at Retired Hanesbrand Inc. in Winston-Salem, N.C.

Train Your Brain: Improving Your EQ



Lisa Brown, Cal Poly-San Luis Obispo, serves as the National Professional Development Chair. She previously served as Western Provincial Vice President, Regional Vice President, District Director, and National Scholastic Development and Awards Chair. She has also served on regional and provincial awards committees and in multiple alumni chapter officer positions. She is the head of mobile app development for SAP, an international business software company. She lives in Pleasanton, California with her husband Chuck, San Diego, and their three sons, Jason, Dylan and Chance.

Have you ever been so angry that you can't think straight? Have you ever received an email that made you so outraged that you respond right away and wished you hadn't? Have you ever been so scared of a creature that is the size of your big toe that you ran away? This is because we have emotional reactions to events before our rational mind is able to engage. Just think if you were in a jungle and a tiger jumped out at you. What would you think: what color is the tiger or does it have stripes or what big teeth it has? No, you would turn and run or do something to protect yourself. We have emotional reactions first. So how do we go around without biting everyone's head off every day? That is where emotional intelligence (EQ or EI) comes in—the ability to understand and manage your emotions, and those of the people around you.

Each individual is made up of three things: your intelligence, your personality and your emotional intelligence. Intelligence is your ability to learn and does not change significantly over a lifetime. Personality is the stable "style" that defines each person. It is the result of hard-wired preferences, such as the inclination toward introversion or extroversion. I am sure we all have taken a personality test. In fact, I am an ENFJ according to Myers-Briggs, a helper according to *The Enneagram Questionnaire*, and Amiable according to *Peter Urs Bender's Guide to Strengths & Weaknesses of Personality Types*. This information helps leaders, managers, co-workers, friends, etc. to understand each other's personality traits better. As much as we would like to change someone's personality, this is generally set by the teenage years. I can attest to that personally by

having three boys in the house with three different personalities.

So, unlike intelligence and personality, our emotional intelligence can evolve and increase with our desire to learn and grow. It is a flexible set of skills that can be acquired and improved with practice. It taps into a fundamental element of human behavior that is distinct from your intellect. Some are naturally more emotionally intelligent than others; however, high emotional intelligence can be developed even if you aren't born with it. This combination of intelligence, personality and emotional intelligence each cover unique ground and help explain what makes a person tick.

In my studies on the topic, there are two areas of emotional intelligences to focus on: personal competence (self) and social competence (others).

Personal competence is made up of two skills: self-awareness and self-management. These skills focus more on the individual than on interactions with other people. Self-awareness is the ability to accurately recognize emotions and understand how they are perceived by those around you while self-management is your ability to use awareness of your emotions to control your actions and positively direct your behavior. The very act of recognizing and understanding the effect of negative emotions goes a long way to preventing you from losing control. For example, a co-worker criticizes the project you spent a weekend working on and you feel yourself getting very angry. You could do one of two things. You could get very angry and tell them you don't appreciate their criticism, maybe burning a bridge. Or you could recognize that you are getting angry (awareness), take

a couple of breaths and then ask why they are criticizing the work and what they would change (directing emotions for a positive outcome).

Social competence is how you understand and interact with others around you to build that relationship. It is really putting yourself in someone else's position and accurately picking up on their emotions, body language and understanding them. With this awareness of your emotions and others' emotions, you then can manage interactions successfully to improve the quality of relationships.

For example, the chapter's senior vice president only has three recruits show up for Meet the Chapter. Do you say, "Where are all the recruits?" or would it be better to think about how they are feeling based on the situation, tone of their voice and body language. Maybe they expected only two recruits and three exceeds expectations. You would hear that by an excited tone and see that by an open posture. Or maybe they have spent hours recruiting, but it is a slow year where you hear disappointment in their voice and see a frown. In this case, your ability to understand their mood, behavior and motives is critical in order to respond effectively and improve the quality of your relationships.

Now that we understand the basics and why it's important, let's look at ways we can increase and improve our emotional intelligence with some simple strategies.

1. **Slow down** – Don't pounce like a tiger. Don't go with your first emotion. Stop, take a breath and then determine the right response. Practice being calm by counting to ten in a heated situation.

2. **Keep a record** – Set aside a couple minutes to write down your emotions for the day. You can discover patterns that could help with self-awareness.
3. **Hold yourself accountable and let go of mistakes** – Don't blame others. When something goes wrong, reflect on your involvement, admit to any mistakes and let it go.
4. **Stop negative self-talk** – Recognize the negative thinking and challenge it by speaking positive thoughts. The more you think negative thoughts the more power you give them.
5. **Learn conflict resolution** – Conflict can be a growth opportunity. Don't look at it as a negative thing but as a way to embrace other's viewpoints and differences that could lead to new ideas.
6. **Know your strengths and weaknesses** – Know what you are good at and what you are not so good at. Know what pushes your buttons and the right environment you succeed in. You can then put yourself into the right situations.
7. **Actively Listen** – People like to be heard. Practice active listening by paraphrasing

someone's thoughts. You should always be listening, not thinking about what you are going to say next.

8. **Pay attention to body language** – Identifying messages in body language (biting their lip, crossed arms, etc.) can tell you how a person truly feels about a topic.
9. **Empathize** – Viewing situations from another's perspective gives you a unique window into others and will help bridge a gap in any disagreement.
10. **Take care of yourself** – Get sleep, disconnect and take care of yourself. You are less emotional when you are alert, awake and happy.

Try some of these suggestions to train your brain. It will create new habits that will increase your emotional intelligence and remove old destructive behaviors.

We can all agree that effective leaders must have a firm understanding of how their emotions and actions affect others around them. The better a leader relates to and works with others, the more successful he or she will be. Take the time to improve your personal and social competence because working on these areas will help you excel in the future. ▲

For more information about emotional intelligence, Lisa recommends the following:

Book:

Emotional Intelligence 2.0 by Travis Bradberry and Jean Greaves

Online Resources:

mindtools.com, Emotional Intelligence in Leadership

levo.com, 5 Tips for Managing Your Rollercoaster of Emotions

YouTube.com, [Did you know your brain can be hijacked?](https://www.youtube.com/watch?v=Ug9v_Kjz308)

Looking for a job? Start with your network.

By: Adam Carroll, *Phoenix-Thunderbird*



If you're worried about finding gainful employment in the coming months, you're not alone. When speaking to college students at schools around the country, the concerns I hear are largely the same:

- Don't know what I really want to do
- Not sure where to go to start looking
- Indeed is a black hole of resumes
- Just need something to pay the bills

Ultimately, when follow-up questions are asked, the main frustration I hear from job seekers is not knowing an exact method or series of steps to follow to find a job in the field they've spent four years studying.

So, whatever stage of the job search game you may be in, I encourage you to not just find *a* job, but to find *the* job using the following proven steps:

STEP 1: Create a 'Power 100' List

Every single person I've ever met has at least 100 people in their life that like, love and respect them. This 'power 100' list could be made up of parents, peers, pastors, past employers, professors, friends, followers, fans and fanatics. The bottom line is they should be people who like, love and respect you. (Comb through social media, LinkedIn, and your family to find these people.)

Build this list in a Google spreadsheet with the column headings 'First Name' 'Last Name' 'Email Address' 'Phone'. (It's

important that the list be built in a database with these headings for Step 3.) Do your very best to get at least 100 names on your list.

I refer to this as a 'Power 100' List because these 100 people in your network could be the source of your first and most desired job. They are your power connections, the people who will celebrate you to their friends, co-workers and acquaintances.

STEP 2: Know the Industry in Which You Want to Work and Three Top Employer Choices

It may come as no surprise that some students who have studied a particular field during their

college career couldn't list the top 3-5 employers in that field when pressed to do so. Don't be that student!

Do a little research and figure out the industry you most want to secure a job in. As an example, I met a senior from a Texas school recently who told me he had studied accounting, but really wanted a job in the business office of a professional athletics team.

When I asked him who was on that list, he rattled off his top three prospects immediately. This makes the search infinitely easier.

Knowing the industry and the companies that top your list make

it clear that you have drive and purpose for your career search to your contacts you're about to connect with!

STEP 3: Setup a MailChimp Account and Send this Email

If you've never used MailChimp before, it's incredibly simple and intuitive to use. It's essentially a service that allows you to send one email to multiple people and make it look like it's customized to each person. Furthermore, you can track who has opened the email and if that person clicked through any of the links in the email.

When setting up your account at www.MailChimp.com, one of the

If you invest in other people, they'll invest in you.

first things you'll do is upload your 'Power 100' List to the contacts field. It's important to have 'first name' as a column heading because MailChimp will pull in that field when addressing the emails.

To make the process super simple, the email below could be copied with some minor modifications applicable to your situation:

Dear <first name>,

As you may know I'm getting ready to finish my senior year at the University of Super Cool People with a degree in Electrical Engineering, and

I'm reaching out to some of my mentors and advisors to ask for a bit of help.

You are someone I hold in high regard and an introduction from you to someone you may know could help me accomplish my long-held dream of working in the aerospace industry. The three companies I'm most interested in working for are SpaceX, Lockheed Martin, and Raytheon.

While a job offer would obviously be amazing, what I'm most interested in right now is doing some informational interviewing with these companies to find out who would be a great fit for my long-term goals. If you happen to know of anyone that may work for one of these firms, a simple email introduction would be a huge step in the right direction for my career path. All I would ask of them is a coffee meeting or quick phone call.

I appreciate well-wishes, happy thoughts and positive energy too as I embark on this new journey. Thanks, in advance, for any help that you may be able to offer in the way of contacts and introductions. I'll keep you posted on this process as I value your connection and guidance!

*With gratitude,
Your name*

P.S. I found this amazing TED Talk by a guy named Adam Carroll. You should watch it! (include the link)

STEP 4: Request Coffee Appointments and Do Informational Interviews to the Contacts that Come In

Out of 100 emails sent, you're likely to receive about 5-15 introductions to various people that your contacts know. Send those people a personalized email explaining the connection, describing yourself a bit, and requesting a chance to buy them coffee and ask some specific questions about their industry, the company, and their job.

When meeting someone that has been referred to you, do the following to ensure a successful meeting:

Do your research ahead of time. Look the person up on LinkedIn, Facebook, and Twitter. Google their name, their position, and the

company they're with and know something about them before meeting. It shows you're serious about landing this dream gig.

Make sure you buy the coffee.

If you've invited them to coffee, insist that you pick up the tab. It's a sign that you're a big boy or big girl now and you know the proper business etiquette as well as what someone's time is worth.

Don't be desperate. This meeting isn't about securing a job offer. That would be super presumptuous and you may come across as desperate. This is simply an informational interview where you are asking *them* questions. Turn the conversation to them, their position, what they like about the job, the company, the industry as much as possible. This meeting isn't about you.

Ask questions like: If you were 22 and just getting started, what would you do to get your foot in the door? What industry magazines are you reading? Are there any associations you are a part of? Are there any serious frustrations you face in your job and how do you handle them?

STEP 5: Follow-Up Immediately by Email and Written Note

A quick follow-up email is appropriate, especially if you're following up on a to-do item, a request from them, or just thanking them for the time. But to truly stand out to would-be employers, a handwritten thank you note is a must. This is a lost art, so those that take the time to send actual snail mail generally stand out in the search process.

In addition to sending your new acquaintance a note, send a note along to the person that referred you to them. This should be handwritten as well. Nothing will get you farther in business than showing gratitude where gratitude is deserved.

If you follow these simple steps throughout your college career, it won't be one job offer you're considering, but many. These seemingly obvious things you can do to boost your job search are typically not taught in college, they're strategies learned while going through the grind of finding your ideal fit. Having done this a fair amount myself, from both sides of the coffee appointment, I can virtually guarantee that if you invest in other people, they'll invest in you. Best of luck on your search! ▲

*Adam Carroll, Phoenix-Thunderbird, is an internationally recognized financial literacy expert, author of *Winning The Money Game* and *The Money Savvy Student*, and founder of *MasteryOfMoney.com*. He is the creator of the *Broke, Busted & Disgusted* documentary which was featured on CNBC in 2017, and his TEDx talk from the London Business School has been viewed over 1.7 million times on YouTube.*

Adam has presented at over 700 college and university campuses, hundreds of leadership symposiums, and countless local and regional events.

Adam's passion is helping people succeed faster by building a bigger life, not a bigger lifestyle.

Using Twitter to Get Your Foot in the Door

It seems people either *love* or *hate* Twitter. What is hard to dispute is the fact that your access to seemingly unapproachable people is lessened on Twitter. If you're looking to connect with celebrities, authors, athletes, actors, or CEOs, Twitter is the first place to go. As an example, if you are looking to work for a company like Disney, by going to search.twitter.com and plugging in #DisneyEmployee, you'll find thousands of tweets from past and present Disney employees. Follow as many of them as possible and retweet often. Consider searching someone in the department where you'd like to work, follow them, retweet, and hopefully when they follow you back you can direct message them and start a dialogue. Be strategic, be interested in what they're saying and doing, just don't be creepy!

Share news of your collegiate chapter's activities and events with brothers across the country!
Email news and photos to magazine@dsp.org



ST. JOSEPH'S (PA) hosted their fourth annual golf outing in September. The event commemorates the life of Brother Casey Doolin who lost her battle to Acute Lymphoblastic Leukemia in 2013. This year the chapter had their largest turnout yet with more than 110 golfers and 40 additional dinner guests, allowing them to raise almost \$8,000 towards the Casey E. Doolin Memorial Foundation. From left: Faith Gentilucci, Clare Hegarty and Morgan Rose.



TRUMAN STATE (MO) brothers Aren Buresh and Amber Smith were selected as finalists in the Saint Louis University Pure Idea Pitch Competition. They pitched their ideas to a panel of judges at the St. Louis City Museum. Brothers presented solutions to make St. Louis more inclusive and diverse for its citizens.



MASSACHUSETTS-AMHERST created tie blankets to support the Amherst Survival Center, an organization that supports families or individuals struggling to make ends meet and promotes the health and well-being of community members. From left: Tyler Moore, Harrison Barresi, Satish Pokuri, Ben Naftal, Zach Wilber, Scott Sullivan and Chrissy Duthie.



SAGINAW VALLEY STATE Brother Sean Gilmore crowned Brother Mitchell Kennedy as Homecoming King last fall.



MIDWESTERN REGION joined forces to pack more than 600 kits at Harvesters-The Community Food Network in Kansas City. These kits are given to children on reduced lunches to ensure they have food to eat over the weekend.



GULF WESTERN REGION hosted a regional conference that served as a career fair and networking mixer in the morning, combined with educational business sessions in the areas of finance, accounting, management and marketing. Gary Lux Jr., St. Edward's (TX); Erik Gonzalez, Texas A&M-Kingsville; Gilbert Landras, Houston; Leslie Champion Dailey, Gabriel Salas, David Riedel and Nitin Kumar Adoni, all Texas-San Antonio, spoke throughout the day.



ILLINOIS STATE delivered and served pizzas to residents staying at Home Sweet Home Ministries, an organization that offers help the homeless in Bloomington, Illinois by providing a safe shelter, food, educational resources and case management.



ARIZONA volunteered at a Ronald McDonald House Walk on campus, helping benefit the Fraternity's national service initiative. From left: Brittany Fielden, Zoe Barrie, Tyler Manfrin, Andrew Johnson, Nikki Webman and Kendall Collel.



SYRACUSE (NY) hosted its sixth annual 'Cuse vs. Cancer 5k run throughout the Syracuse University campus. Since the 5k's beginning, this was the second annual color run, and volunteers helped cover runners in blue, orange, and pink powder. The chapter hosted nearly 100 participants and eight sponsors, raising more than \$1,500 for the Jim and Juli Boeheim Foundation, which enriches the lives of kids in need within the Central New York community, as well, as, providing support for eliminating cancer through research and advocacy.



CALIFORNIA-SANTA CRUZ brother Sareena Kazla explores Chichén Itzá in Yucatán, Mexico, one of the seven wonders of the world.



COLORADO-COLORADO SPRINGS welcomed six members at their initiation ceremony that was held just after Founders' Day. Front row from left: Agatha Graselía, Felina Gentile and Samantha Ryan. Back row from left: Matt Hayashida, Joey Borreggine and Alex Miller.



LOYOLA MARYMOUNT (CA) pledge class hosted an 80's themed social event. The chapter initiated 15 new members in November.

The Power of Networking: How One Brother Landed His Dream Job

Michael "Mikey" Mayers, *DePaul (IL)*, met Jeff Zych, also *DePaul (IL)*, at Grand Chapter Congress in 2015, where Zych gave the keynote address "Workplace 2020". During the week, the two connected and just a year later, Zych referred Mayers for a full-time position at his firm, IBM. To his excitement, Brother Mayers was offered a position as a business transformation consultant. Coming full circle at the 2017 Grand Chapter Congress in New Orleans, Mayers and Zych were able to reconnect, proving just how meaningful and important networking and attending Fraternity events really are.

"In college, there are many mentors. However, looking back at my experience, the differentiating factor was Delta Sigma Pi. Through alumni relations, Delta Sigma Pi connected me to a mentor whose guidance and reference landed me my dream career – something that just three short years ago appeared unattainable. I know my great experience as a collegiate brother will be motivation to stay involved after my graduation in March, and I hope my story will serve as motivation for both alumni and collegiate brothers to engage in value added relationships. Our network and support systems have never been stronger than they are today," stated Mayers. ▲



DePaul (IL) brothers at Grand Chapter Congress in New Orleans. From left: Janak Patel, John Nguyen, Mikey Mayers, Jessica Le, Jeff Zych, Justin Proctor, Bennett Johnson, James Gerhardt, Peter Bjelan and John Ridgeway.



TEXAS TECH hosted a professional dinner and welcomed guest speaker and CEO of DYONYX Chuck Orrico. DYONYX is an award-winning IT services company, and the chapter learned a lot about what it takes to start a business and qualities that help you succeed.



LOUISIANA TECH hosted a "Keeping it Clean" fundraiser where participants donated \$1 for the chance to win a free car wash and detail. Brother Christy Martin was the winner and shared her fond memories of service to the Fraternity as a collegiate chapter president. From left: Martin, Jecinda Turner and Devin Chadwick.



SOUTHERN MISSISSIPPI recently boosted recruitment efforts with additional promotional materials including professional photos, an informational video, and several forms of printed media. From left: Emmanuel Williams, Melissa Mikulec and Jhaimee Bullock pose outside The University of Southern Mississippi's College of Business with the newly painted Greek letters.



SAN DIEGO STATE held their annual Brosgiving celebration where brothers gathered to celebrate a successful year of service and professional events and building a strong brotherhood.



GEORGE WASHINGTON (DC) participated in the Marine Corps Marathon in October. Some brothers volunteered alongside the UPS dispatch team, which sponsored the bag check during the marathon. They cheered on runners, which included Brothers Zachary Fiore, Teresa Gillis and alumni member Akina Newbraugh. From left: Heather Ruddick, Harrison Vivas, Sarah Lessing, Caroline Zwick and Joseph Manzo.



FLORIDA SOUTHERN attended an educational seminar called "The Economic Forecast Breakfast" and listened to a presentation by Brian Wesbury, Chief Economist from First Trust Advisors. From left: Paige Kinstler, Anderson Baker, Hannah Whisman and Zach Kessler.



RUTGERS-NEW BRUNSWICK (NJ) represented Deltasig at the Rutgers Greek Involvement Fair, where they encouraged students to join their upcoming recruitment events and answered questions about the Fraternity. From left: Richa Verma, Pradham Nandyala and Mariana Pylypiw.



OHIO STATE took to the slopes and spent a weekend skiing at Mad River Mountain.



CALIFORNIA-DAVIS visited alum Aaron Chin, also California-Davis, at his Intel headquarters office. Brother Chin gave the chapter a tour and answered questions about working in the technology field. From left: Jonathan Cheng, Victor Lai, Chin, Lucy Szeto and Vlad Kononenko.



SAN FRANCISCO volunteered at their local Ronald McDonald House to cook meals for those staying there. From left: Lindsay Taguchi, Michael Trapani, Murray White, Matthew Son and Jason Jeong.

Celebrating **110 YEARS** of Deltasig

On November 7, brothers from across the country gathered to celebrate the 110th anniversary of the founding of Delta Sigma Pi! Whether it was celebrating during chapter meetings, hosting events at local restaurants, taking part in community service initiatives or gathering at the Central Office, brothers took part in furthering a #DSPHigherStandard, and celebrating the Fraternity's rich history.



TWIN CITIES (MN) had a great turnout for Founders' Day, hosting nearly 60 brothers from MINNESOTA, MINNESOTA STATE, ST. CLOUD STATE, and WINONA STATE. As part of the evening, LF Trustee Steve Lambros talked about the benefits of being involved with the Fraternity, shared his personal experiences and challenged others to think about ways to stay involved throughout their lifetime. During the event, the chapter also collected donations for Ronald McDonald House Charities.



NORTH TEXAS celebrated Founders' Day at Denton's Barley and Board with alumni from around the country. Brothers joined the chapter to celebrate from TEXAS-ARLINGTON, MIDWESTERN STATE (TX), BAYLOR (TX), MISSOURI-KANSAS CITY, TEXAS TECH and OKLAHOMA STATE.



MIAMI (OH) celebrated our Fraternity's birthday with cake at their weekly chapter meeting! Alicia Ferguson and Brooke Fornes pose with the Delta Sigma Pi colored cake!



CINCINNATI ALUMNI hosted a Founders' Day Open House at the Central Office and welcomed over 80 brothers, pledges and guests, including Past Grand President John Henik and family. Pictured: Kyle Rinderle, Xavier (OH); Caroline Paolo, Cincinnati; Clifford "Sparky" Graves, Penn State-Erie; Eric Ruhe, Cincinnati; Sarah Eisner, Cincinnati; Mat Whited, Miami (OH); Trey Davis, Cincinnati; Kurt Leverenz, Bowling Green State (OH); East Central RVP Jim Kuhn; Gayle Gerhardt, Cincinnati; Khory Katz, Bowling Green State (OH); Leah Satterwaite, Cincinnati; Jim Gerhardt, DePaul (IL); Jennifer Henik; Mary Miracle, Cincinnati; Annette Henik and PGP John Henik.

Share news about your alumni chapter activities! Email your news and photos to magazine@dsp.org



BIRMINGHAM-MAGIC CITY hosted a toy drive for Toys for Tots during their annual holiday party. From left: Tillman Everson, Memphis; Lee James, West Alabama; Caimen Dennis, Jacksonville State (AL); Chris Brown, Jacksonville State (AL); John Powell, Florida; Eric Thim, Auburn (AL); and Patrick Murphy, Georgia State.



CINCINNATI ALUMNI along with *CINCINNATI*, *MIAMI-OHIO*, *DAYTON* AND *XAVIER (OH)* hosted Queen City Quest the weekend of the Cincinnati LEAD School. Brothers were invited to a day of professional, service and brotherhood events at Matthew 25 Ministries, Jungle Jim's International Market, IKEA and the Central Office. Almost 100 brothers, pledges and guests from 21 different chapters and one colony toured the Central Office over the weekend. Pictured are (from left) Jim Gerhardt, DePaul (IL); Justin Batra, Peter Bilzerian, Jonathan Nissan, all Rochester Tech (NY); Nikki Ledars, Dustin Ellison, Nicole Armour, all Xavier (OH); and Alex Yurchak, Cincinnati, enjoying the wonder of Jungle Jim's.



◀ *LINCOLN/GREATER NEBRASKA* gathered in December to celebrate the holidays with ugly sweaters and tasty treats. During the event, they also collected canned food for a local food bank as well as pop tabs for Ronald McDonald House Charities.

TWIN CITIES (MN) bought nearly \$2,500 worth of toys for Toys for Tots at their annual event. Toys for Tots collects new, unwrapped toys and distributes them as Christmas gifts to less fortunate children in the community.



Thank you to these alumni for their contributions!



Cincinnati Alumni Chapter nominated Jim Gerhardt, DePaul (IL) for the Anthony Z. Fernandez Distinguished Alumni Service Award. GP Tricia Smith presented the award at the Cincinnati LEAD School in October. Jim was recognized by the chapter for his dedication and leadership as chapter president since its reactivation in 2013. Under his leadership, the chapter has hosted three Central Office Open House events in honor of Founders' Day along with many other events.



South Central PVP Mark Wernette (right) was recognized by LF Trustee Corie Schilberg at the Tulsa LEAD School for making his planned giving commitment to be a Living Legacy Society member.



LF Trustee Mike Vitale presented Laura O'Connell, Northern Illinois, with a Living Legacy Society certificate at the Omaha LEAD School and thanked her for her planned gift to Delta Sigma Pi Leadership Foundation.

Leave your Legacy!

Ensure the Deltasig values of scholarship, service, ethical leadership, and business innovation continue for future generations by naming the Leadership Foundation as a beneficiary in your will and/or on your life insurance policy. Planned giving maximizes the impact of your gift by reducing your tax burden and building your capital.

When you commit at least \$10,000 in the form of specific, residuary, and contingent

bequests to the Delta Sigma Pi Leadership Foundation, you will be honored with membership in the Living Legacy Society. Please contact foundation@dsp.org or 513-523-1907 for more details. ▲



Get Involved! Please note: Contact information is listed here for cities where alumni chapters are currently franchised as of January 2. There are alumni members organizing groups in other cities listed. They are noted with a city name only. For contact information on these organizing groups, or to start a group in an area not already listed, please email alumni@dsp.org, call (513) 523-1907 x223, or check online at www.dsp.org.

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PHILIPPINES

SAUDI ARABIA

SHANGHAI

SINGAPORE

TAIWAN

VANCOUVER

CHAPTERS:
City and contact information listed.
ORGANIZING GROUPS:
City only listed.

New Partner:



New Deltasig partner, **AT&T**, offers career opportunities that give you the chance to impact millions with their ground-breaking products and services and a large driving force of big thinkers. The wide array of opportunities offered to Deltasigs at different points in their professional careers makes this career partnership very unique. Learn more at dsp.org/att.

MARK YOUR CALENDAR

2018

April 25

National Alumni Day

October 5-6

Birmingham (AL) LEAD School

October 12-13

Minneapolis (MN) LEAD School

October 19-20

Dallas (TX) LEAD School

October 26-27

Cleveland (OH) LEAD School

October 27

National Make A Difference Day

November 2-3

Albuquerque (NM) LEAD School

November 7

Founders' Day

Central Office Staff Changes

Cindy Rathburn retired after serving as records and regalia coordinator since 2009. During that time, she was responsible for membership information updates, chapter officer update processing, database reports, regalia and trial processing. We appreciate all Cindy brought to the Fraternity and wish her the best in retirement with her husband Lowell.



Taking on Cindy's role, we are excited to welcome **Marissa Smith** who started in January. Marissa is from Oxford, earning a degree in integrated studies from Miami University. She now lives in Hamilton, Ohio with her husband and their fur babies, Priscilla the calico and Chief the hound dog.



We are also happy to announce the addition of **Tyler Wash** to our team as Executive Vice President of the Leadership Foundation. This comes after Shanda Gray's position changed to focus solely on educational programming and event planning. Learn more about Tyler on page 6.

Names are Changing... Two of our Central Office staff members have recently married and changed their names. Congratulations to **Megan Allen** (formerly Chadwick) and **Brittany Kyger** (formerly Shearer). ▲



DELTA SIGMA PI

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CHANGE SERVICE REQUESTED

Presidents' Academy is Coming!

We are excited for the first Delta Sigma Pi Presidents' Academy coming to St. Louis, January 11-13, 2019. This event will provide the opportunity for collegiate chapter presidents to network with their peers while receiving specialized leadership training that will help them effectively lead their chapters to greater success. The program will cover effectively running a chapter, managing your peers, working with different personality styles, strategic planning and goal setting, enforcing risk management and more. Learn more on page 7.



CHRISTIAN BROTHERS (TN) brothers Esmeralda Arellano and Maria Velazquez spent time with GP Tricia Smith (center) at the Cincinnati LEAD School.