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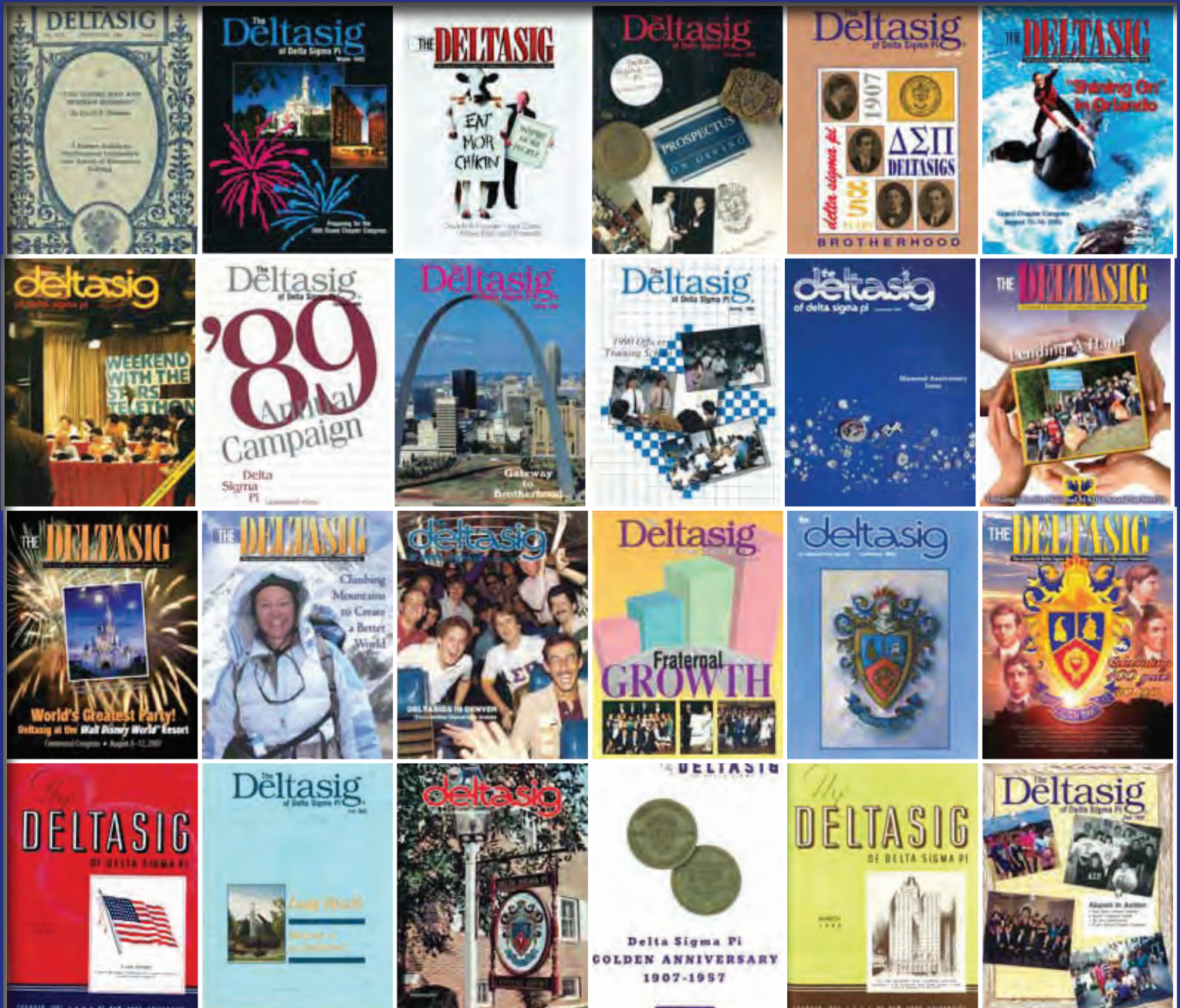
DELTA SIG

MARCH 2011

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

The DELTASIG

Celebrates 100 Years!



2010 LEAD Schools

There were 2,033 Deltasigs registered for fall 2010 LEAD Schools, breaking the 2009 record of 1,742! Brothers traveled all over the country—to Knoxville, New Orleans, Indianapolis, Providence (R.I.) and Phoenix—and 181 chapters and three colonies attended LEAD Schools. Thanks to all who helped make these events a huge success. Check the 2011-12 schedule and plan to join us for a LEAD event near you! With diverse breakout sessions, community service efforts, visits from our partners and networking opportunities, you do not want to miss out! ▲



A brother speaks with representatives from Pepsi Beverages Company at the Indianapolis event. Pepsi Beverages Company, a Deltasig partner, recruited collegiate and alumni brothers for various positions at many of the LEAD Schools.



Brothers attend one of the many educational sessions available at LEAD Schools. Session topics included networking, managing topics included networking, managing and job search tips.



From left: Leadership Foundation Trustees and Trustee Emeriti Jeff Berlat, Claire Sammon Roberts, Jennifer Aichele, Mark Roberts, GP Mark Chiacchiari, PGP Mike Mallonee, Jim Pendergrass, PGP Mitch Simmons, Sandy Shoemaker and Greg Howell gather at the Phoenix LEAD School.



Adam Carroll, Phoenix-Thunderbird, presented educational sessions at several LEADs. Adam is an author, speaker and founder of National Financial Educators and frequently presents at Deltasig workshops, including LEAD events and GCC.



Eta Sigma, Southern Illinois, is presented with their chapter charter in New Orleans.



Clockwise from bottom left: Chris Morrissey, Deborah Ladd, Mark Sovchuk, Kortni Smith, Katelan Fosse, Maggie Mireles, Alison Fahey, Stacey Poulos, and Nick Spaeth, all Marquette, attend the networking lunch in Indianapolis.

Set New Record!



A group of brothers from California-Irvine gather in Phoenix.



From left: PGP Bill Tatum, GP Mark Chiacchiari and (far right) PGP Mitch Simmons welcome Michael Bond, Southern Mississippi, a new member of the Grand President's Circle at the New Orleans LEAD School.



Chapters attending the Phoenix LEAD School participated in "Make A Drop, Make A Difference" penny wars to support St. Jude Children's Hospital, the Western Provincial Community Service initiative.



George Mason was named our National Most Improved Collegiate Chapter in Providence.



Kansas City Alumni Chapter was awarded National Most Outstanding Collegiate Relations. From left: Jeanne Gregory, Katelyn Pirnie, RVP Henry McDaniel, PVP Los Ellis and Kris McDaniel accept the award from GP Mark Chiacchiari in New Orleans.



Leadership Foundation Trustee and professional speaker/author Joe Mayne and National Scholastic Development and Awards Committee Chair Corie Schilberg check out the LEAD agenda in Providence.



Gina Irvin, Georgia State, and 2010 COY Jenny Terbrock (right) count money collected during the regional penny war at the Knoxville LEAD School. Penny War donations totaling more than \$600 were given to the Second Harvest Food Bank of East Tennessee along with half a barrel of food.

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The DELTASIG celebrates 100 years!

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The race is on!

Fraternity, offers educational programming of interest to collegiates and alumni alike, and presents opportunities to meet, greet and interact with brothers from across the country. Unlike LEAD events where members tend to register for the event in their province, brothers from ALL OVER attend GCC. So not only can you reunite with brothers you already know, you have the wonderful opportunity to meet and network with so many more!

Reconnect with the Fraternity and share an integral part of our history at GCC. At this Congress, some important proposals to change our ritual will be considered. You can have a voice in that! In addition, elections will decide the new national leadership team for the 2011-13 biennium. Make sure your chapter helps to determine the future of the Fraternity.

GCC is also a great time to

alumni chapters for their hard work and determination. Saturday, we will honor our national leaders for everything they've done for Delta Sigma Pi over the past two years.

And although the days will be filled with educational sessions and important Fraternity business, there will be plenty of time to have some fun—Wednesday's Grand President's Dance, Friday night's Louisville Bats baseball game, and last but not least, Saturday's culminating Grand Banquet and Dance.

Many have already registered and booked their hotel rooms. Join them now! Register before June 1 to save almost \$100 off the regular registration rate. And book your hotel before June 30 to get hotel rooms at specially discounted rates. Do it now before the host Marriott Downtown sells out. It's only a *block* from the Fourth Street Live entertainment district and it *will* sell out!

We hope you will join us in Louisville in August for this once in a lifetime opportunity! The call to post has been sounded!

Fraternally,

Mark Chiacchiari
Grand President

Bill Schilling
Executive Director

Remember the great times you've had (or heard about!) at Grand Chapter Congress? The parties, the elegant banquet, visiting with old friends and making new ones from all over the country? Well, you certainly don't want to be left at the starting gate this year! Join more than 1,000 of your fellow brothers at the 48th GCC August 10-14 in Louisville, Ky.

Fraternity leadership and staff are actively planning the BIGGEST and BEST Grand Chapter Congress ever and we want you to be a part of it! See page 6 for more!

GCC offers an experience like nothing else—hundreds of Deltasigs in one place learning, leading and socializing. Fraternity leadership and staff are actively planning the BIGGEST and BEST Grand Chapter Congress ever and we want you to be a part of it!

Held every other year, Congress conducts the business of the

recognize chapters, members and more. Thursday, we will honor Stan Curtis, Founder of USA Harvest, for his commitment to service by making him our brother. We will also recognize a number of alumni members who prove their devotion to the Fraternity through their support. Friday, we will recognize our award-winning collegiate and

"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.

Join us August 10-14 in



Congress is coming soon. Are you registered? Don't miss your chance to visit Kentucky and spend time with brothers from across the country. More than 1,050 attended Congress in 2009. Help us beat that this year!

Louisville Fun Facts

- Forbes magazine listed Louisville as one of the Top 25 "America's Best Bang for a Buck."
- The Louisville Slugger baseball bat was made by Andrew "Bud" Hillerich in his father's woodworking shop in Louisville in 1884. The brand name "Louisville Slugger" was first used in 1893.
- The cheeseburger originated at Kaelin's Restaurant. In 1934, Margaret Kaelin's husband asked her to put a slice of American cheese on his hamburger and the legend was born.
- 90% of the United States' disco balls are produced in Louisville each year.

Many events will take place during the week, including Wednesday's numerous business and educational sessions – we encourage you to attend as many as possible. Session topics include Ritual, web etiquette, networking, investing, finances/money management, recruitment, interview tips and much more. Visit www.dspnet.org ("Congress") for a full schedule of all the week's events.

Programming Highlights

Fraternity legislation and election of our new leadership are certainly highlights of interest to all brothers. Ritual and Bylaw proposals will be considered and elections will be held for Grand President and the national leadership team.

We are proud to announce the 2011 National Honorary Initiate is Stan Curtis, a retired investment broker and professional tennis player and founder of USA Harvest! USA Harvest moves food from people who have too much, to those who have much too little. Volunteers pick-up surplus food from restaurants, hospitals and food suppliers and deliver it to missions, soup kitchens and people in need. In 18 years of operation, USA Harvest has grown to include 130 cities with more than 125,000 volunteers.

Golden Council Member H. Nicholas Windeshausen, *Nebraska-Lincoln*, will be honored as the 2011 Lifetime Achievement Award winner at Saturday's banquet for more than 50 years of service to the academic world and Delta Sigma Pi. Brother Windeshausen has held numerous collegiate, alumni and national offices and has supported the Fraternity, Leadership Foundation and business world, with his time and talent.

Ethan Fieldman, president of Group Interactive Networks (GIN), will present the Wednesday keynote address at the 48th GCC. Ethan is a member of Sigma Alpha Epsilon social fraternity and a Florida graduate. He has a background in Finance and Economics and developed several successful business ventures prior to co-founding GIN. A frequent presenter at organization and association conferences, Fieldman's passion is making technology and social media useful and accessible. In his keynote address, "Notes from the (Technology) Field," Fieldman will share his knowledge on bridging the generation gap with technology, staying safe online, and offer tips for

Host Hotel:

Louisville Downtown Marriott
280 West Jefferson
Louisville, KY 20202
(800) 266-9432
www.marriott.com

Delta Sigma Pi room rate: \$119 plus tax per night. June 30 is the cutoff date for the special rate (as rooms are still available). The Louisville Marriott Downtown Hotel is the premiere convention hotel in Downtown Louisville. It provides skywalk access to the Fourth Street Live entertainment district and is within walking distance to Waterfront Park, Louisville Slugger Museum, and the Muhammad Ali Center and just minutes from Churchill Downs, home of the Kentucky Derby.

maximizing technology for personal and organizational use. It will be followed by a full series of interactive breakout sessions presented by GIN.

Networking lunches and roundtable discussions during "Lunch-n-Learn" include sessions for: brothers aspiring to an officer role, alumni chapter best practices, recruiting, colony networking/best practices, Facebook 101 and ultimate networking.

Tim Augustine, *Kent State*, author of *How Hard Are You Knocking? The*



Louisville, Kentucky!



Ready to Book your Congress Flight?

DSPTravel.org, provided by YTB Travel Network, is the official travel site for Delta Sigma Pi. Every time you, your family and friends book online through www.DSPTravel.org, the Fraternity will receive a portion of all travel commissions to help support our programs. You'll receive great rates and get the same airlines, rental cars, hotels and cruises offered by other travel sites. American Airlines is also offering a 5% discount and Delta Airlines is offering a 7% discount for travel to Congress August 4-17, 2011—visit www.dspnet.org ("Congress") for details – and to book your flight!

Job Seeker's Guide To Opening Career Doors, will present several sessions, including "Leverage Technology as Your Competitive Advantage," "How Hard Are You Knocking," and "Dressing the Part—Landing the First Impression."

Adam Carroll, *Phoenix-Thunderbird Alumni*, with National Financial Educators, will present "The Money Game," "Money Through the Decades" and "So You Want to Buy a House," among other professional and personal development topics on Thursday and Friday.

Leadership Foundation Trustee and professional speaker Joe Mayne, *St. Cloud State*, owner of The Mayne Speaker and author of *Aspire Higher*, will present sessions throughout the week including: "Building Your Brand," "Resume Realities," and "High Five."

Other session presenters include Past Grand Presidents Randy Hultz, Kathy Jahnke, Norm Kromberg Mitch Simmons and Bill Tatum; Golden Council Member Mark Roberts; Leadership Foundation Trustees Rich Garber, Claire Sammon Roberts and Sandy Shoemaker; PVP David Ross; National Professional Development Chair Katie Koch and committee member Brian Krippner; and more. ▲

Join us Friday night for Louisville Bats Baseball

Join fellow brothers and come watch the Louisville Bats game Friday night! A ticket to the game, dinner and a souvenir are included in the full GCC registration. The field is located on the banks of the Ohio River, only a 10-15 minute walk or a free trolley ride from the Marriott. Louisville Slugger Field is one of the 10 best places in America to watch minor league baseball, according to *USA Today*, so you don't want to miss out!



Don't Forget – Register by June 1 to Receive the Early Rate!

Register today to receive the Early Registration rate of \$275 (for Fraternity and colony members) – after June 1, rates increase to \$310. Visit www.dspnet.org ("Congress") for pricing information for spouses, guests, district directors and faculty. This "full registration" price includes all business and educational sessions, two social events/dances, the Golden Knights initiation and pin, two lunches, Louisville Bats Outing on Friday and the Saturday banquet!

Full Registration is required for all delegates, alternates and for Congress Travel Award calculations. Visit www.dspnet.org ("Congress") for details on daily registration rates. *Note: These may be limited due to space needs and preference given to full registrants.*

You may register for Congress online, by fax (513-523-7292) or mail (330 S. Campus Avenue, Oxford, OH 45056). For a paper registration form, call 513-523-1907. ▲



Indigo Imp's packaging sets them apart. One bottle in every six-pack is sealed with wax.

Mastering the Little Blue Devil

Cleveland's Indigo Imp Brewery keeps brother hopping.

By: Kellsey Miller

After home brewing for more than 15 years, Kathy, *Bowling Green State*, and Matt Chappel launched Indigo Imp Brewery in 2008. They had talked about opening a brewery for five years and finally said "if we don't do this now, we can never speak of it again." The brewery now occupies a little over 3,000 square feet in downtown Cleveland and has been brewing beer for more than two years with an ever growing

group of fans who appreciate their unique approach to brewing.

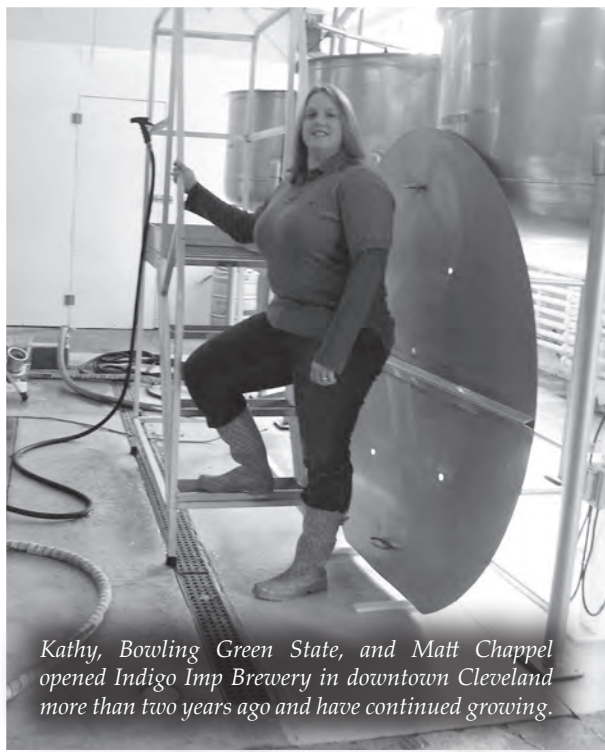
When Kathy and Matt opened Indigo Imp, they wanted to offer something original to the Cleveland market. The Indigo Imp Brewery uses an open fermentation process which is common at traditional European breweries. Using the open fermentation process allows the brewery to make its own mark because it offers customers flavors

they may have rarely experienced in beer. It allows wild yeast to influence each batch because the soon-to-be beer is exposed to the air. This results in slight flavor variations from batch to batch and season to season. The beer at Indigo Imp is also not filtered and is bottle conditioned, meaning that the carbonation process takes place inside the bottle. Indigo Imp recommends customers drink their beer from a glass in order to enjoy the full flavor and aroma.

The brewing process is essentially the same as home brewing, just on a much larger scale, says Kathy. Instead of buying a pre-built brewing system for the Imp, Matt built one by acquiring pieces from different places. Building the brewing system themselves allowed better understanding of the process and how the machines work. Matt and Kathy are the only two employees of the brewery and are responsible for everything. They work together to find suppliers for ingredients and brew, bottle and distribute the beer, while keeping up with the business aspects of the brewery including financials, marketing and merchandising. Kathy's title is "Brewmaster's Master," while Matt is the "Brewmaster."

Although they opened the brewery during a recession, their passion has helped them succeed. The biggest challenge so far has been forecasting demand. It takes about one month to go from brew day to sell day and supplies, such as grain and yeast, need to be ordered up to one month before brew days. With little sales history it is sometimes difficult to forecast demand two months ahead, but the brewery seems to be doing it well. Their product is sold mainly at specialty beer stores and bars in the Cleveland area, but sales have reached as far as Columbus. The Imp Store, which is open every Friday, sells six-packs, T-shirts and other Imp merchandise.

As for future plans, Indigo Imp plans to keep making great beer. During the summer of 2009, the brewery released a small batch sample pack containing three new



Kathy, Bowling Green State, and Matt Chappel opened Indigo Imp Brewery in downtown Cleveland more than two years ago and have continued growing.



The mash tun, an important part of brewing, mixes grain and water.

beers and it sold out within a month. They plan to release more small batch sample packs to introduce new Imp styles.

Another thing that sets Indigo Imp apart is their unique packaging. One bottle in every six-pack is sealed with wax. "It's just a fun thing that helps set us apart," Kathy said. "But it does take longer at the end of the production line to dip one bottle into wax. They're all hand-dipped. It's really eye-catching. When you see it on the shelf, you know it right away."

Kathy's favorite part of working at the brewery is pouring the grain into the mash tun. "Every beer has a different grain bill [ingredients used during brewing] developed by the Brewmaster so it is a treat for me to experience different smells. Then,

after the final product is done and the beer is carbonated in bottles, I can taste the different grains that I smelled while mixing in the mash tun," she says.

Indigo Imp's flagship beer is Blonde Bombshell, an American blonde ale. The brewery also offers Jester, a pale ale made with Belgian yeast, and Gatekeeper, a classic Robust Porter, year round. Winter Solstice, a deep amber, full-bodied ale, makes a seasonal appearance.

In addition to the brewery, Kathy works full time for Eaton Corporation as an IT Enterprise Architect. She started working for Eaton in October 1994 after graduating from Bowling Green State with a BSBA specializing in Management Information Systems and has alternated between several

roles within IT. "Scheduling is key," Kathy says. She has to carefully manage her schedule so that she can work in brewery work around her full-time job as well as family obligations.

Kathy believes Deltasig taught her how to work together when opinions are varied and how to market to desired demographics. "It was a terrific experience," she said. Her advice for other Deltasigs wanting to start their own business is to "go for it!" Owning your own business has as many challenges as working for another company, but they are different. "It takes lots of dedication and hard work and you must be passionate about your business, but it is worth it." ▲

Follow the Imp

Website: www.indigoimpbrewery.com • Facebook: www.facebook.com/IndigoImp • Twitter: [indigoimpbrewer](https://twitter.com/indigoimpbrewer)

Where did Indigo Imp's name come from?

An Imp is a minor demon, so Indigo Imp is a little blue devil. Matt and Kathy both graduated from the same high school in Cleveland, where the blue devil was the mascot. They chose the name of the brewery from a twist on their high school mascot.

Business Ownership is an Adventure

Small-business owner Elizabeth Howard transitions from online-only to a brick and mortar business.

By: Kellsey Miller

Elizabeth Howard, Virginia Tech, started The Cordial Cricket as an online-only custom stationery business out of her home in 2005, while still working full time as a commercial banker for small businesses. She later realized there was no local store filling the demand for custom stationery, invitations and unique gifts and made the decision to open a retail store in May 2007 in Chester, Va.

One of the hardest aspects of transitioning from online-only to a brick and mortar location was finding a location that best served the business and gave it the most exposure. "When you're online, the world is virtually your location, but once you are in a retail brick and mortar location, the region of those you serve becomes more limited," Howard says. Other aspects and challenges of the transition included determining the right mix of products, the space needed to display the products in an appealing way, hiring employees for the first time, making sure they

were the right employees, creating staff schedules, ensuring proper signage and advertising and creating appealing visual merchandising displays.

"The amount of time that is required to start something all by yourself, all on your own is intense and not for the faint of heart, however, when you are working that hard for yourself and not for someone else, it seems a lot less like work and more like your own personal mission," says Howard. She also says starting a business has many unknowns. No matter how good your business plan is, no matter how hard you work, no matter how great your location, product, marketing or employees are, there is no crystal ball that tells you if it will all fall into place and be successful.

"I like to think of business ownership as an adventure rather than a job," she says. "Sometimes in an adventure you don't quite know where you will end up or how exactly you will complete the tasks before you or reach your next goal. There are many ups and downs along the way. I have found that keeping an adventure mindset maintains positivity and determination."

Her favorite aspect of The Cordial Cricket is the relationships that she has built with her customers, staff, vendors and colleagues. These relationships have helped her business be successful and continue to grow. "Hearing what our customers and colleagues have to say about how what we do has impacted them is the most rewarding return ever," says Howard.

For Howard, the biggest accomplishment has been completing five successful years of business.

She also writes for various local



Elizabeth Howard, Virginia Tech, is owner of The Cordial Cricket, an invitation, stationery and gift business in Chester, Va.

and industry publications, presents etiquette sessions and serves as an etiquette consultant. Recently, Howard published *The Cordial Cricket*, a children's book about manners. Her son, Will, illustrated the cover.

Brother Howard often thinks about the impact of her membership in Delta Sigma Pi. "Whether it be networking at an event, speaking to a group, putting together a newsletter, conducting a meeting, sitting on the board of an organization, planning an event or delegating tasks, each of these things I can trace directly back to something that I did or helped to do at Virginia Tech," she says. "I know that I am a more confident person, a better speaker and networker, and a more natural leader from practicing these things."

She recommends brothers use their experience in their chapters to the fullest capacity. Take an office,

"Sometimes in an adventure you don't quite know where you will end up or how exactly you will complete the tasks before you or reach your next goal. There are many ups and downs along the way. I have found that keeping an adventure mindset maintains positivity and determination."

GIN Systems

Chapter Communication Tool Announced



Howard and her son, Will Nix, published a children's book about manners.

work on a committee or volunteer to do different projects, but don't just sit back and watch everyone else do all of the work. Jump in, get things done, make friends with your fellow brothers and be there when they need you. Reach out to alumni and ask them for help, advice and encouragement for your chapter. ▲

Tips for Small Business Advertising

My budget for advertising has always been fairly limited, but I am determined not to let that prevent my business from growing. I faithfully use technology and social media related marketing tools to promote my business, most of which are completely free, and have seen great success from them. My best advice for using social media as a form of marketing would be to make a commitment to it. Don't just create a profile, post a couple of things and sit back and say you'll get back to it when you have more time. Nothing will result. Make a commitment to it just as if it were a very expensive advertising campaign. Anything you commit to, will bring you results.

The screenshot shows the Delta Sigma Pi GIN System web interface. At the top, there's a header with the Delta Sigma Pi logo and the text "America's Foremost Professional Fraternity for Men and Women Pursuing Careers in Business". Below the header, there's a navigation menu with options like "Home", "Help", "Edit Profile", and "Logout". The main content area is divided into several sections: "MY MENU", "LINKS/RESOURCES", "ANNOUNCEMENTS" (listing items like "T-Shirt Signups", "Living In The House", "Order of Omega Banquet Awards", etc.), "EVENTS" (listing dates and times for various events), "NEWS" (listing recent news items), "FILES" (listing various documents), "QUESTIONS" (listing questions and answers), and "GIN SYSTEM WALL" (listing upcoming events and announcements). The interface is clean and organized, with a professional look.

Delta Sigma Pi has partnered with GIN (Group Interactive Networks) to provide each collegiate chapter with the added benefit of a free online chapter communication system. The GIN Systems include web-based organizational tools and a customized Facebook tab that can be added to the chapter's Facebook fan page. Each chapter will have its own secure, members-only "GIN System," that includes e-mail and text messaging groups, private file sharing, announcements, surveys, voting and iPhone/iPad applications that allow for instant communication through Facebook and mobile devices.

This system brings all the chapter communications online. Everything officers need to manage the chapter and connect with members can be found in one central place, and is accessible at all times. GIN offers online calendars with automatic text and email reminders, points tracking, mass text messaging and discussion boards. Even more, the system is private to the chapter—each member has his or her own user name and password, and only members (collegiate, pledges, alumni, national leadership) added by the chapter can access the system. Each chapter participated in online training in February, so all systems should now be active.

In addition, the Central Office Communication System allows the national Fraternity to share files, announcements and calendar events directly with chapters. For more information, visit www.dspgin.com.

Graduation Isn't as Far Away as You Might Think...

By: Joe Mayne, *St. Cloud State*



It probably shouldn't be surprising that most college juniors and seniors don't start to worry about their job search in earnest until a month or two before they graduate. After all, they have classes, finals, extracurricular activities, and busy social lives to handle. Besides, who can predict the future this far ahead of time?

You can, but only if you do a good job of planning ahead.

The time to start thinking about what kind of job you want to get, what kind of candidate you need to be to get that job, and what your strategy to find it will be comes long before you don your cap and gown. In fact, there are a number of things you could get started on right now – things that might seem small at the moment, but could pay enormous dividends when you're ready to enter the working world.

Here are a few ways you can make your job search easier and get a leg up on your peers:

Start making the right connections. When employers come looking, they aren't just going to scour sites like monster.com; they're going to want to talk to professors, professional members of campus industry groups, experienced recruiters, and other men and women who know how to spot the talent their companies need – people you could be getting to know already.

The Internet, technology, and even the economy haven't been able to change the fact that businesses like to hire young people they know, or at least ones that come recommended. Start building your list of professional contacts *now*, so they'll be there to pass your name along when you need them to later.

Get some good advice. It's incredibly easy to do a lot of hard work getting a certain job, only to find out a few months later that it wasn't the one you

really wanted after all. If you have the slightest doubt about what sort of field you want to be working in, or whether the career path is going to be a good fit for you, then see if you can spend some time shadowing someone who's already established in that field, or at least take them to coffee and ask some questions. The last thing you want is to chase a job that's going to make you miserable, so gain some perspective and look before you leap.

Become an all star interviewer. Just looking at some of the books and articles written about interviewing, you'll find a lot of terms like "stress fest," and "pressure cooker" in the titles. After conducting thousands of interviews, however, I can tell you that the discomfort most people feel doesn't have to do with the situation – it's really just a professional conversation to find out about you and your strengths – but that they feel unfamiliar in the surroundings. Interviewing is something they haven't done much of before, and so they aren't prepared for the kinds of questions they're going to receive.

What's the best way to fight this anxiety? To get some actual interviewing experience. Now is the perfect time to start visiting professional contacts, other students, and even your campus career center to go through some mock interviews. They might not match the intensity of the real thing exactly, but going through a steady dose of them and getting used to the kinds of inquiries you are going to face can make you a much, much more calm and confident interviewee.

Piece together the important parts of your resume. This is another area where students like to procrastinate, when a little thought and attention beforehand could save them a great deal of stress and

trouble. You don't have to put together your complete resume six months before you go looking for a job (although it's not a terrible idea to have the first couple of drafts out of the way), but you should at least start mapping out your major strengths, along with any work history or academic highlights, and get an idea of what exactly you would bring to an organization that hired you. Good resumes aren't about facts or numbers – they open the door to an interview by letting potential employers see what you can do. Getting that right usually takes more than a couple of afternoons, so get started early.

At the time of this printing, graduation (and your job search) might seem far, far away. But I can promise you from experience that the months will pass quickly, and the students who are the first to be hired and secure the top positions are almost always the ones who were prepared ahead of time. Start making yourself into a great candidate today... it's the only way to be sure you'll be ready when you need to. ▲

Editor's Note: Leadership Foundation Trustee Joe Mayne is a veteran recruiter and professional speaker. Over the past 15 years, he's interviewed thousands of candidates, examined countless resumes, and helped students from hundreds of campuses find great jobs. He is a frequent presenter at Delta Sigma Pi workshops, including LEAD events and Grand Chapter Congress. Learn more about him and view other useful career search topics at www.maynespeaker.com.

Every Day is a Game

Bradley Sadowski, Loyola-Chicago, works as a Senior Theme Developer at WMS Gaming in Chicago and develops slot machines for casinos worldwide.

By Bradley Sadowski, Loyola-Chicago

*Photo by
Christopher Marx, DePaul*

WMS Gaming designs, manufactures and distributes games and machines to casinos worldwide. As a member of the Program Management Office, I coordinate the overall product development schedule, from initial creative through delivery to the sales team. I work with multiple departments including game development, testing, product management and sales to mitigate delays, communicate changes and deliver a quality product. Currently, I manage over twenty slot machine titles in various stages of development, several of which will be released in spring 2011.

from my past experiences and apply them within a different arena. WMS is considered as a respected leader in the gaming industry and was recently named by *Forbes Magazine* as one of "America's 100 Best Small Companies" and chosen by *The Chicago Tribune* as the best "Largest Company to Work for in Chicago." I was drawn to the company for its innovative products and employee-focused environment and can see a long-term career with WMS.

Beginning a career in a new industry is not without its challenges. My constant interactions between departments require a growing understanding of the software development process. And on a macro level, developing a strong awareness of global trends and evolving jurisdictions ensures my team delivers the best product to market. Every day at the office provides opportunities for learning and growth.

The most rewarding part of my position is seeing how people come together and work toward a common goal. When everyone rallies behind a project to move it to the next stage of development, clearly understanding how his or her contribution impacts the product's overall success. Additionally, a great job perk is being able to play our slot machines during my lunch hour! It's only for fun, with no money actually

wagered, but certainly is entertaining nonetheless.

I attribute a significant amount of my professional success to Delta Sigma Pi, as it offered many different opportunities to learn. I served as Vice President-Chapter Operations and as President the following year. With a chapter of more than 75 people, I learned to mediate conflict and use the power of compromise. My advice is to be an active member of your chapter and seek out leadership opportunities. Your experience will only be as valuable as the time and effort you put into it. The chapter environment provides excellent opportunities for brothers to experiment with leadership styles and gain professional development skills while in college.

As for life after college, approach each position you hold as an opportunity to acquire and improve your professional skill set. Do not let your current job title restrict your goals, or prevent you from applying for a job in another sector. Most people do not realize how transferable their skills are, even across different industries. In addition, pay special attention to building a strong network. Never waste an opportunity for an introduction. And when networking, always consider first what you can bring to the table rather than what the other person can. ▲

"Your experience will only be as valuable as the time and effort you put into it."

Before joining WMS Gaming in June 2010, I worked with Walt Disney Creative Entertainment in Lake Buena Vista, Fla. as a Production Assistant. Producing special events and entertainment offerings at all four Disney theme parks was a fantastic and unique experience. The company's dynamic and unique approach to creating solutions while striving for excellence is unparalleled and the time I spent at Disney taught me skills that I continue to use.

I accepted my position with WMS Gaming because I wanted a challenge. I wanted to implement the project skills

Welcome Pi Psi!



Charter members gather after the installation of Pi Psi Chapter at CUNY-Baruch on October 23.



Back row, from left: RVP Tom Calloway, PVP Paul Carpinella, GP Mark Chiacchiari, 2009 COY Burton Bridges, DD Kate Nadolny and Pledge Educator Rachel Katz join new Pi Psi brothers. ▶



Delta Sigma Pi installed Pi Psi at the City University of New York-Baruch College on October 23 in New York City. Fifty-six students and one faculty were initiated.

The initiation was led by Grand President Mark Chiacchiari assisted by brothers from Adelphi, New York and St. Peter's. Following the initiation, an installation banquet was held at SPQR Restaurant with Eastern Regional Vice President Thomas Calloway serving as emcee. Other national guests attending included Northeastern Provincial Vice President Paul Carpinella, District Director Kate Nadolny, Pledge Educator Rachel Katz, 2009 COY Burton Bridges, Capital Regional Vice President Stacy Jordan, Golden Council members Kathleen Lazo-Thompson and Wendy Eilers, and Director of Chapter and Expansion Services Dale Clark.

The colony sponsored presentations by Ernst and Young, KPMG Morgan Stanley and IBM regarding career options as well as a resume building workshop presented by Credit Suisse. In addition, students hosted the "Psychology Behind Networking" and

a networking lunch.

They also participated in various community service events such as volunteering with the National Multiple Sclerosis Society, AIDS Walk New York, the American Cancer Society's Hope Shop, MS Walk, Relay for Life and City of Water Day, which raised awareness about the importance of clean and safe water.

The City University of New York-Baruch College, formally known as the Bernard M. Baruch College, is a public university located in the heart of the Flatiron district in New York City founded in 1919. Baruch, joining

the CUNY system in 1968, is one of the senior constituent colleges today. It is divided into three undergraduate schools: the Zicklin School of Business, the Weissman School of Arts and Sciences and the School of Public Affairs, with total enrollment of 16,195.

The Zicklin School of Business is the largest AACSB-accredited business school in the U.S., with such accreditation earned by less than 5% of the world's business schools. Students can choose from 17 undergraduate business majors.

Welcome, Pi Psi Chapter! ▲

The Last of the Pi Chapters Installed – Pi Omega!



Pi Omega Chapter at Trinity-San Antonio was installed November 20. Far left: RVP Gilbert Landras and PVP Los Ellis and (far right, from left:) GP Mark Chiacchiari and VPOD Paul Brodie join new brothers.



President Rafael Nunez accepts the Pi Omega charter from GP Mark Chiacchiari.

Pi Omega was installed at Trinity University in San Antonio on November 20, with 32 students and one faculty initiate.

Grand President Mark Chiacchiari led initiation ceremonies with collegiate participants from St. Mary's, Texas-Austin and Texas-San Antonio. The charter presentation by Chiacchiari occurred during an evening banquet with Gulf Western Regional Vice President Gilbert Landras presiding. Informative and entertaining history presentations including that of faculty member Dr. Richard Burr were followed by Fraternity presentations by Chiacchiari, South Central Provincial Vice President Los Ellis, Leadership Foundation Trustee Jeff Berlat and Director of Chapter and Expansion Services Dale Clark.

Other guests attending included Vice President-Organizational Development Paul Brodie, District Director Alexandria Echeveste, Pledge Educator Faith Hinchman, Golden Council members Joelle Berlat and JoAnne Hendricks, and Provincial Professional Development Chair Brandi Taylor.

During the colony process, students co-hosted "Dress to Impress," an event open to the entire Trinity community that explained proper attire for different business situations. They also participated in community service events with Trinity University Volunteer Action Community (TUVAC) and sponsored presentations from Career and Counseling Services about goal setting, resume design, time management and business arguments. Additionally, students partnered with Kaplan to host sessions about the GMAT and applying to grad school, as well as a partnership with the Volunteer Income Tax Assistance (VITA) Program.

Founded in 1869, Trinity University was established during an unfavorable economic environment and unstable political conditions shortly after the conclusion of the Civil War. Over the past 140 years, Trinity has occupied three different Texas settings: Tehuacana, Waxahachie and San Antonio. Today, the university has almost 2,500 students and has been ranked as Best College

in the West among colleges offering undergraduate and master's degrees for nearly two decades by *U.S. News and World Report*.

Trinity has both a Department of Business Administration and a Department of Economics, which offer a dozen majors to choose from. Approximately 650 students are studying business at Trinity.

Welcome, Pi Omega Chapter! ▲

Rho Sigma Chapter Installed!



Rho Sigma Chapter at California-Santa Barbara was installed December 4 as our 273rd chapter.



GP Mark Chiacchiari presents Rho Sigma President Michael Lin with the chapter charter.



GP Mark Chiacchiari with Rho Sigma charter members, Derek and Christian Schaefer.

Rho Sigma Chapter was installed at University of California-Santa Barbara, in ceremonies held December 4. Fifty-six students and one faculty were initiated.

The initiation was led by Grand President Mark Chiacchiari, who presented the charter to Rho Sigma President Michael Lin. Brothers from California-Los Angeles, Cal Poly-San Luis Obispo, Cal State-Long Beach and Cal State-Northridge assisted with the initiation. An installation luncheon followed the initiation, with South Pacific Regional Vice President Matt Temple as the emcee.

Other guests attending and participating included Western Provincial Vice President Lisa Brown, District Director and Pledge Educator Rick Boner, District Director Darnell Mays, Leadership Foundation Trustee Claire Sammon Roberts, Pacific Coast Regional Vice President Patrick Bonfrisco, Golden Council members Chuck Brown, Joe O'Brien and Mark Roberts, and Director of Chapter and Expansion Services Dale Clark.

During the colony process, students hosted a number of speakers on topics including GMAT and GRE preparation,

CPA exam review, writing a resume and preparation for the corporate world. The colony also hosted Johnny Earle, the CEO and founder of Johnny Cupcakes, and attended a taping of "Let's Make A Deal." Additionally, they participated in various community service events and fundraisers including "Clean Up Del Playa Drive," Habitat for Humanity and selling cookie dough.

The University of California-Santa Barbara, a public research university and one of the ten general campuses of the University of California system, is the fourth oldest general education campus in the system. The school offers 87 degrees with total enrollment of approximately 18,500 undergraduates.

The Department of Economics was established in 1960 with 240 economics majors. In 2005, there were more than 2,500 students in the department. California-Santa Barbara also offers an award winning accounting program that provides preparation courses for the CPA exam as well as independent and group studies in management.

Welcome, Rho Sigma Chapter—our 273rd chapter! ▲

Open 24/7 – Deltasig E-Learning

Calling all alumni to put your leadership skills into action and become a Certified Deltasig Leader (CDL). Learn about numerous topics, such as Fraternity and chapter operations, time management and presentation skills, online when it is convenient for you.

How do you become a Certified Deltasig Leader (CDL)-Tier I?

Participate in at least two national Fraternity events in the past five years; complete 10 volunteer leader core training presentations—all found at www.deltasiglearning.org; support the Leadership Foundation; and apply online at www.dspnet.org/awards.

Already a CDL and want to take it one step farther? Advanced Certification is now available!

To be eligible, alumni members must: complete Tier I certification; serve the Fraternity for at least one year in a volunteer leadership position; and complete the four advanced training presentations at www.deltasiglearning.org.



Congratulations to our current CDLs! (as of January 27, 2011)

Musanna Al-Muntasir, *Texas A&M-Corpus Christi*
Beth Bivona, *Buffalo*
Richard Boner, *Cal State-Fullerton*
Patrick Bonfrisco, *Cal State-Fullerton*
Burton Bridges, *Christian Brothers*
Amy Briggs, *Minnesota State*
Paul Brodie, *Texas-Arlington*
Chuck Brown, *San Diego*
Lisa Brown, *Cal Poly-San Luis Obispo*
Joy Cable, *Pennsylvania*
Thomas Calloway, *Penn State-Erie*
Jason Campbell, *Penn State-Erie*
Paul Carpinella, *Bentley*
Jenn Chan, *California-Davis*
Mark Chiacchiarri, *Pennsylvania*
Connie Choi, *Cal Poly-Pomona*
Tony Coe, *Cal Poly-Pomona*
Ryan Coleman, *Cal State-East Bay*
Daniel Collins, *Massachusetts-Boston*
J. Dean Craig, *Texas-Arlington*
Wesley Dunlap, *Temple*
Los Ellis, *Oklahoma*
Bryon Goguen, *Bentley*
Shanda Gray, *Missouri State*
Meagan Hagerty, *Wisconsin-LaCrosse*
Jesse Hernandez, *Colorado-Colorado Springs*
Patrick Johnson, *Bryant*
Stacy Jordan, *Georgia Southern*
Kyle Junk, *Penn State-Erie*
Jeni Kemnitz, *Wayne State-Nebraska*
Aimee King, *Colorado-Colorado Springs*
Katie Koch, *Eastern Illinois*
Brian Krippner, *Truman State*

Deborah Lang, *Bentley*
Neeley Lantz, *West Virginia*
Tommy Law, *San Jose State*
Garret Lew, *Cal State-East Bay*
Beth Losik, *Baker*
Kris McDaniel, *Central Missouri*
Bryan McMillan, *Johns Hopkins*
Avery Moore, *Oklahoma*
Aaron Nakayama, *California-Riverside*
Tyrone Newsome, *Lewis*
Noel Niles, *Albion*
Sean Rosney, *Siena*
Tracey Schebera, *Florida State*
Corie Schillberg, *Penn State-Erie*
Bill Schilling, *Nebraska-Lincoln*
Teresa Schrudowitz, *St. Ambrose*
Allan Schuster, *Texas-Arlington*
Anjeli Singh, *Florida State*
Richard Steinkrauss, *Suffolk*
Adam Su, *California-Irvine*
Christopher Sweet, *Central Florida*
Jenna Sympson, *Bellarmine*
Brandi Taylor, *Texas-Austin*
Matt Temple, *Cal State-Fullerton*
Jenny Terbrock, *Christian Brothers*
Laura Thompson, *Oklahoma*
Jeanna Tipton, *Cincinnati Alumni*
Heather Troyer, *Washington-St. Louis*
Joe Ward, *Lewis*
Kevin Weber, *Missouri-St. Louis*
Janene Winton, *Central Florida*
Amanda Wood, *North Texas*



MAKE A DIFFERENCE DAY

NATIONAL DAY OF DOING GOOD

Community service has always been a strong component of the Delta Sigma Pi experience. The Fraternity has supported and encouraged chapters and individuals to participate in Make A Difference Day (MADD) as one of our national initiatives for more than a decade.

MADD, the nation's largest day of service held the fourth Saturday of every October, is sponsored by *USA Weekend* in partnership with HandsOn Network and supported by Newman's Own. In 2010, Delta Sigma Pi was honored by *USA Weekend* as a national Make A Difference Day award winner for its increased and diverse participation around the country! ▲



CAL POLY-SAN LUIS OBISPO partnered with Rebuilding Together Orange County and held their annual tri-pillar event where the three pillars—professionalism, community service and brotherhood—were emphasized. Eighteen brothers painted doors, walkways and buildings at the Blind Children's Learning Center.



KANSAS CITY prepared and served lunch for residents at the Ronald McDonald House. Brothers supplied food for a soup, salad and sandwich bar and cleaned up after the lunch. They also provided brown bag lunches for residents who were not able to stay for lunch.



MINNESOTA and TWIN CITIES packed meals for malnourished and impoverished children at Feed My Starving Children, a non-profit organization to which MINNESOTA has maintained strong ties. Together they packed 20 boxes of food. At 36 bags per box and 6 meals per bag, that's 4,320 meals sent to children in need!



BOSTON ALUMNI packed goodie bags during HalloweenFest hosted by the Boston Medical Center Kids Fund. Kids enjoyed a range of activities such as face painting, pumpkin decorating, and trick-or-treating, while parents were able to shop. The event raised more than \$40,000 for the kids fund this year.



Pacific Coast Region brothers from CAL POLY-POMONA, CAL STATE-FULLERTON, CALIFORNIA-IRVINE, CALIFORNIA-RIVERSIDE, INLAND EMPIRE, LOYOLA MARYMOUNT, ORANGE COUNTY, REDLANDS, SAN DIEGO, SAN DIEGO STATE and SOUTHERN CALIFORNIA joined together — 171 brothers, pledges and guests strong — to volunteer with Santa Claus, Inc. for the seventh year. Activities included cleaning toys, quilting, knitting hats and scarves, making bibs, organizing inventory, painting totes, stuffing pillows, organizing clothes and books, and making holiday decorations. Santa Claus, Inc. estimates that for each Deltasig that participates in this annual event, an additional two children will be served by the organization in a given year. Delta Sigma Pi is directly responsible for hundreds of children receiving much needed clothes, books, school supplies, and toys this past holiday season.



Brothers attending the INDIANAPOLIS LEAD SCHOOL made Halloween and Thanksgiving cards and assembled goodie bags for patients at Riley Children's Hospital, as well as providing toys and games for the bags.

Begin planning your contribution to
Make A Difference Day
 in 2011 on October 22!

GIVING BACK

Chapters that participated in Make A Difference Day 2010 and registered their participation include:

Akron
 Albany
 Albion
 Bentley
 Boston Alumni
 Bowling Green State
 Cal Poly-Pomona
 Cal Poly-San Luis Obispo
 Cal State-Fullerton
 California-Irvine
 California-Los Angeles
 California-Riverside
 Central Missouri
 Christian Brothers
 Colorado State
 Connecticut
 Delaware
 Evansville
 Florida Atlantic

Florida International
 Francis Marion
 Hawaii-Hilo
 Inland Empire
 James Madison
 Kansas City
 Lewis
 Longwood
 Loyola-Marymount
 Minnesota
 Missouri-Kansas City
 Missouri-St. Louis
 North Florida
 Ohio Dominican
 Orange County
 Penn State-Erie
 Purdue
 Radford
 Redlands

Roger Williams
 Saginaw Valley State
 San Diego
 San Diego State
 San Jose State
 Southern California
 St. Mary's
 Texas-San Antonio
 Trinity-San Antonio
 Truman State
 Twin Cities
 Washington State
 West Florida
 West Virginia
 Wingate
 Winona State
 Wisconsin-LaCrosse

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

Bellarmine/Kappa Psi

After a Schmoozapalooza workshop, brothers had the opportunity to put their newly acquired skills in action at the Schmoozapalooza Event. The speed networking event was set up like speed dating and each collegiate who attended the event was matched with an alumni or employer in their field. During this time period the students could use their elevator speech and other proper ways of networking to meet another person who they can go to for future needs or job opportunities. This experience helped the brothers learn from their mistakes and learn new ways to network in the business world. —Ashley Stites

Binghamton/Kappa Lambda

Brothers organized a resume workshop with the Dean of the School of Management Upinder Dhillon, Binghamton. More than 35 brothers and 85 guests attended the event. Dean Dhillon shared the do's and don'ts of a resume, while providing several examples, and explained the specific skills and experiences that recruiters are looking for today. He also gave an overview of the job market and current economy. A resume critique session followed his lecture and members of Deltasig hosted additional open resume critique hours for the next two days. —Paul Cho

Bowling Green State/Theta Pi

Brothers hosted "Pink" Pong to raise funds and awareness for breast cancer. Students and faculty were encouraged to dress in pink that day and to make a donation to play a game of pong and enjoy a cup of pink lemonade. They raised \$384 for the Susan G. Komen for the Cure during this event. —Dena Schraff

Cal State-Fullerton/Lambda Sigma

The summer of 2010 produced Pakistan's worst flooding in 80 years. Nearly 20 million people—an eighth of the population—have been significantly affected. Brothers Zahraa Gul and Imran Sheik inspired the chapter to help raise awareness of the flooding and the pride in their heritage urged the chapter to act quickly. Vice President-Community Service Christine Phan designed a T-shirt

that would create awareness across the campus. The T-shirt design has the printed word "hope", in both English and in Urdu, the native language in Pakistan. Brother Gul contacted Quest Software in Irvine, CA and inspired them to match Lambda Sigma's profits dollar for dollar. The money raised was donated to the American Red Cross, who has a special account just for the Pakistan flood relief. —Bradley Shammas

Cal State-Sacramento/Epsilon Phi

Realizing the tie between golf and business, brothers hosted an event to introduce young professionals to the game of golf. The clinic, taught by local golf pro Joe Findley, covered golf etiquette, proper attire, basic rules and swing. Joe also covered various unwritten rules and etiquette, helping brothers get a better understanding of the game. —Brian Mechem

Dayton/Epsilon Tau

Twenty brothers traveled to Charlotte, N.C. for the weekend and visited four unique companies in the area. At the Bank of America headquarters, brothers toured the trading floor and heard from technology department employees. Brothers then visited the primary commercial real estate company of

the south, Lincoln Harris, where four executives spoke about their careers and shared advice on entering the business world. Next, they toured one of the largest Wells Fargo locations, where four employees spoke about the merger and the different functions of the bank. Finally, brothers visited the Earnhardt Ganassi Racing Team Facility to learn about the business side of NASCAR racing. The trip was a great experience for all. —Kelli Graham

Georgia College and State/Iota Mu

Brothers hosted a "Lady and the Tramp" themed Spaghetti Dinner. All of the ladies dressed in their Sunday-best, while the gentlemen dressed in their worst (and tried to impress the ladies purely with intuitive wit and natural charm). The potluck dinner provided brothers with an evening of brotherhood. Members also hosted a tailgating night at the Pickle Barrel restaurant and raised donations for Coach to Cure MD. Ten percent of restaurant sales that night were also donated to Coach to Cure MD. —Lauren Buchheit and Hillary Anne Daniel

Illinois/Upsilon

Brothers co-sponsored a rock, paper, scissors tournament with the Illini



Brothers from BOWLING GREEN STATE, DAYTON, MIAMI-OHIO, OHIO STATE and XAVIER attended the East Central Region Central Office Open House in November led by RVP Mary Miracle. ELCs Crystal Simmons and Jeremy Levine and Golden Council members Sam Shaheen and Alan Brunton were also in attendance.

Summer Opportunity Organization for the second year. The event is the second largest philanthropic event on campus and raises money to send children to summer camp. As a co-sponsor, brothers helped find sponsors and donors, marketed the event, sold tickets, handled registration and prepared necessary financial statements. This year, they sold over 1,500 tickets and raised over \$15,000. Several members also participated in the "Protect Your Balls Basketball Tournament," hosted by the university's Colleges Against Cancer. The tournament helps raise awareness about testicular and prostate cancer. —*Lindsay Januszewski*

Longwood/Kappa Nu

Longwood donated \$200 to the Susan G. Komen for the Cure in honor of Donna Mitchell Lowery, a charter member of the Longwood chapter. —*Eileen Keller*

Nevada-Reno/Delta Pi

Brothers raised more than \$200 during "Apples for Alzheimer's," which they co-sponsored with the Apple Popper's Club. Students were asked to donate \$1 for the opportunity to whack an apple with a golf club. —*The Nevada Sagebrush*

Northern Arizona/Zeta Omega

Brothers participated in Oktoberfest and helped the Northern Arizona Food Bank raise more than \$3,700 and 4,000 pounds of food. —*Arizona Daily Sun*

Oklahoma/Beta Epsilon

Members organized the inaugural Price College of Business Service Day, where more than 200 participants cleaned, landscaped and painted at local schools as part of the day. "I feel that it is really important to serve the school system in Norman," Vice President-Community Service Wade Brockway said. The service day aided nine schools in the Norman Public School District and one transition house for patients of mental illness. —*Oklahoma Daily*

Pacific/Lambda Mu

Brothers visited the Make-A-Wish Foundation wishing palace in Sacramento, Calif. A staff member presented an informational slideshow and explained what their purpose is, which communities they serve, how they were able to provide these services and what the organization does once a child is accepted into the process of

(continued on page 22)



The Brothers of the DESERT MOUNTAIN REGION gather outside of Old Main at ARIZONA STATE following a Founders' Day Regional Initiation. Sixty-two new brothers from NEW MEXICO, ARIZONA STATE and ARIZONA were initiated.

TEXAS A&M-CORPUS CHRISTI celebrates Founders' Day with RVP Gilbert Landras.

From left, front row: DD Musanna Al-Muntasir, Jessica Jara and Mike Carmona; second row: Sebastian Lopez, Juan Carlos Sattori, Dianna Doebbler and Bryan Hall; third row: Santiago Ballen, Victoria Arellano, Ronald Cordeo, Erika Escobar, Nabila Intisar and Renee Canales; and back row: Landras, Cari Krauser, Megan Joost, Kristine Horton and Kristy Hooper.



Tim Augustine (left) and Adam Carroll presented "Your Job and Your Money" at PURDUE. Both were available after the event to meet with students and autograph books, which the chapter sold as a fundraising event.



More than 30 brothers from CALIFORNIA-DAVIS, CAL STATE-CHICO, CAL STATE-SACRAMENTO, NEVADA-RENO and PACIFIC gathered for a softball game and barbeque.

Academic Accolades

Named to the dean's list? Receive a special scholarship or campus award?
Let us know! Submit your academic achievements online. Visit www.dspnet.org and click on "Contact Us."

Chapter

Wingate was nominated for the 2010 Violence Prevention Task Force Prevention & Intervention Service Award by United Family Services. The chapter was recognized for their development of a program educating students on sexual harassment.

Individual

Laura Duos, *McNeese State*, received the Stephen W. Cavanaugh Scholarship, established by Louisiana Workers' Compensation Corporation (LWCC) for Cavanaugh's lasting contributions to the insurance agency.

Ryan Fasig and **Mari Monaco**, both *Ohio Dominican*, were members of "The Green Assets." The team was named as one of the top three finalists in the American Institute of Certified Public Accountants (AICPA) 2010 Accounting Competition. **Robert Osborne**, *Ohio Dominican*, served as the team's faculty advisor.

Eric St. John, *Ohio Dominican*, competed in the AGA Government Finance Case Challenge at the AGA Convention in February. His team was one of the top three finalists invited to travel to Washington, D.C.

Congratulations to the five Deltasigs who received internships from the Institute on Business and Government Affairs during summer 2010, sponsored by the Fund for American Studies! They are: **Geoff Hunter**, *Florida State*, interning at the Credit Union National Association; **Megan Mayfield**, *Georgia*, interning at the Raytheon government affairs office; **Summer Sagram**, *Florida State*, interning at the CSX government affairs office; **Jeffrey Tiedeman**, *St. Louis*, interning at the Grocery Manufacturers Association; and **Louanne Woznicki**, *Clemson*, interning at the American Financial Services Association.

(continued from page 21)

being granted a wish. Questions were answered throughout the event. They varied from how the organization is staffed to what the most interesting wishes were. Attendees included alumni, collegians and pledges.
—*Nancy Thuy Nguyen*

Pennsylvania/Beta Nu

Brothers hosted Susie Fogelson, vice president of marketing for the Food Network for "A Night of Food." She gave a speech regarding the growth of the Food Network in the past decade and the company's current strategies to continue growing the brand name. Our event also featured food samplings, including sushi, risotto balls and made-to-order gourmet pizza, from three fine dining restaurants in Philadelphia, including two Stephen Starr restaurants. The food samplings were accompanied by chefs and general managers of the respective restaurants. The event was attended by approximately 300 students.
—*Susann Almasi*

Purdue/Kappa Omega

We hosted Brothers Tim Augustine and Adam Carroll for "Your Job and Your Money," a campus-wide event attended by over 220 students. Tim and Adam focused on the job search process and best practices for managing money. In this interactive and entertaining seminar, they explored techniques to build a job search strategy, creative ways to find internships and opportunities, interviewing and negotiating a starting salary. They also covered the best practices to identify scholarships, managing and saving money, investment strategies and creative ways to eliminate debt. The event helped spread the Deltasig name on campus and the chapter received great feedback and testimonials. —*Karen Ahuja*

Rider/Beta Xi

In recognition of National Breast Cancer Awareness Month, brothers went to Six Flags Great Adventures to take part in the Susan G. Komen Race for the Cure. Each brother donated \$28 to the cause and participated in the 5K walk, while carrying a Delta Sigma Pi banner and wearing letters. Brothers also participated in the Essentials Hair Salon fundraiser. Brothers who donated \$5 were given a pink extension to wear in



Brothers from CALIFORNIA-DAVIS and CAL STATE-SACRAMENTO joined forces to raise awareness of breast cancer at the annual Making Strides for Breast Cancer Walk. They raised over \$600 for the cause!

their hair during the month of October to raise awareness for breast cancer.
—*Kyle Detmering*

St. Edward's/Theta Omega

John O'Brien, the general manager of Fado's Irish Pub, gave brothers a tour of the pub and explained day-to-day operations in a high end pub/restaurant. He talked about the rich authentic Irish heritage that each of the 13 different Fado's around the nation share and how it has made Fado's the premier Irish pub in the United States. O'Brien also spoke about entrepreneurship and the hardships that come with starting your own business.—*Brendan Fry Yancy*

Tampa/Epsilon Rho

Members toured the Home Shopping Network consisting of a 45-minute walking tour and a live taping. A representative from the digital

marketing department met with brothers and explained his duties and the projects he has been involved in. At the end of the tour, several brothers met with the recruiter and asked about internships.—*Matthew Braunsdorf*

Texas A&M-Kingsville/Zeta Nu

Brothers hosted Sherryl Rodman, who spoke about her daughter who was murdered as a result of domestic violence. Sherryl explained the warning signs of domestic violence and gave advice on how to help someone in a bad situation.—*Edward Vargas*

Washington State/Omicron Psi

Several brothers participated in Battle of the Bands and placed second. The competition raised money for Alternatives to Violence of the Palouse.—*The Daily Evergreen*

Washington-St. Louis/Alpha Chi

A speaker from Anheuser-Busch's marketing department gave a brief overview about the company. He then went through the basic steps of how to find the unique selling proposition of a product as well as how the company markets that selling proposition. After the presentation, the audience participated in a mini-case competition. Groups received an information packet about a weird product (ex. Inhalable coffee, adult footie pajamas, slippers with headlights, etc) and each team then had to decide their target demographic, unique selling proposition, brand image and come up with a marketing campaign to sell that product to their target demographic. Faculty members and the speaker judged each team, with winners receiving prizes from Anheuser-Busch.—*Benjamin Himmelstein*



Brothers John Williams and daughter Danielle Williams were initiated into Zeta Phi at FLORIDA ATLANTIC 32 years apart. PVP David Ross, who also attended the initiation, initiated with John in 1978 and the two were able to reconnect.



More than 90 brothers attended CAL STATE-CHICO'S 50th anniversary celebration in December. Initiation numbers of brothers ranged from 12 to 1139. Charter member David Davini, Chapter President Kevin Crowe, College of Business Dean Willie Hopkins and VPAR Shawn Wilson spoke at the event and presented a slide show of photos submitted by alumni.

ALUMNI AWARDS

Congratulations to these award winners!

Scott B. Gregory, *Cincinnati*, was presented with a Silver Helmet by the East Central Region in November. **Ralph Grizzard**, *Georgia State*, was presented with a Golden Helmet and **Ernest Thomas**, *Columbus State (GA)*, was presented with a Silver Helmet by the Atlanta Alumni Chapter in November. **Hayward Anderson**, *Southern Mississippi*, and **William Gunther**, *Kent State*, were both presented Golden Helmets by Southern Mississippi in November. **Paul D. Williams**, *Cal State-Fresno*, was presented a Silver Helmet by Cal State-Fresno in December.

Abdo, Eick, & Meyers LLP was presented with a Corporate Citizen Award by Minnesota State in November. **Active OC** was presented with a Corporate Citizen Award by Orange County Alumni Chapter in October.

A Distinguished Alumni Service Award was presented to **J. Dean Craig**, *Texas-Arlington*, by the Arlington Area Lone Star Alumni Chapter in November.

John Carbonneau, *Longwood*, was recognized as alumni of the month by Longwood's Academic and Career Advising Center.



Golden Council Member **Lou Maull**, *Loyola-Chicago*, was presented the Distinguished Service award at the New Orleans LEAD School by GP Mark Chiacchiari. Brother Maull previously served as the Gateway RVP and in several positions for the St. Louis Alumni Chapter, including president. Currently, he serves on the Ritual Task Force and as District Director for Southern Illinois-Edwardsville. He also assists Loyola-Chicago and has been active in planning their 25th anniversary celebration.

Baltimore

Baltimore hosted its annual holiday party in December at Bryan McMillan's, *Johns Hopkins*, house. The theme was Global Holiday Celebrations. As we have so many different cultures represented in our membership, we thought it would be a wonderful idea to continue the tradition of sampling dishes that represent holiday celebrations from around the world. So with this in mind, we asked each brother to bring a food dish from their heritage to share with the rest of the brothers. Along with bringing the dish, brothers attached a note stating what the dish was and where it originated.

—Bryan McMillan

Chicago

Chicago had a wonderful time celebrating Founders' Day, but the highlight of the evening was recognizing and honoring James Prescott, *Loyola-Chicago*, with a Director Emeritus designation in honor of his 35 years of service on the Chicago Alumni Chapter (CAC) Board. The CAC would not be where it is today without his guidance, leadership, and dedication. We would like to congratulate him and thank him for being one of the best and most patient teachers, not just to Chicago, but the entire Delta Sigma Pi community.

—Brian Conti

Denver

Brothers gathered for the annual holiday party and award dinner in December. Awards were presented to the Denver Alumni Chapter Deltasig of the Year and the New Alumni of the Year. Phil Konsella, *Denver*, was presented with the chapter's Glenn Davis Lifetime Achievement Award in honor of his service and dedication he provided the chapter and Fraternity, before he passed away in late December. He was also a recipient of the order of the Golden Helmet for his 50+ years of service to the Fraternity and previously served as the Denver Alumni Chapter's treasurer and president. —Greg Howell



Each year TWIN CITIES purchases toys for the local Toys for Tots program. Pictured are brothers from TWIN CITIES and MINNESOTA with \$600 of toys purchased to be donated to kids in the Minneapolis/ St. Paul area.



From left: LOUISVILLE ALUMNI brothers Brad Cropper, Loren Moody, Amanda Carroll, Jamie Wright, Maggie Retzler and Holly Cropper prepare brunch for the families staying at the Ronald McDonald House.



BOSTON ALUMNI participated in the 2010 fundraising walk for the Lupus Foundation of New England. Thirty-three participants helped spread awareness and raise over \$1,000. BENTLEY, BOSTON U., MASSACHUSETTS-AMHERST and MASSACHUSETTS-BOSTON from the region were represented.



ARLINGTON AREA LONE STAR celebrated Founders' Day at Blackfinn restaurant. Forty brothers attended from ARLINGTON AREA LONE STAR, FORT WORTH COWTOWN, TEXAS-ARLINGTON, NORTH TEXAS and MIDWESTERN STATE. VPOD Paul Brodie is pictured in center.



National Alumni Day is April 25!

How are you going to celebrate?

Brothers are discovering the many benefits to alumni life—networking, social events, community service activities, volunteer leadership opportunities and more.

Contact your local alumni chapter or visit www.dspnet.org to get involved today! ▲



COLORADO SPRINGS members enjoy their annual whitewater rafting trip.



OHIO collegiates, alumni and guests gather after a cookout during homecoming weekend.



DC METRO brothers take a break while volunteering at the Capital Area Food Bank.



COLUMBUS brothers gather for a night out at Buffalo Wild Wings.



DENVER ALUMNI meet for their annual holiday celebration.

Get Involved! Please note: Contact information is listed here for cities where alumni chapters are currently franchised. 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@dspnet.org, call (513) 523-1907 x223, or check online at www.dspnet.org.

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SAUDI ARABIA
TAIWAN
VANCOUVER

CHAPTERS:
City and contact information listed.

ORGANIZING GROUPS:
City only listed.

Stuart Dorsey Awarded the 2010 Career Achievement Award

By Beth Losik, Baker

Brother Stuart B. Dorsey, *South Dakota*, was presented with the 2010 Career Achievement Award on November 6, having been nominated by Golden Council member Chuck Brown. Brother Dorsey has distinguished himself within the career world as an economist, author, longtime professor and college administrator. He has also contributed to our Fraternity as a chapter advisor.

At *South Dakota*, Brother Dorsey majored in economics and initiated into Alpha Eta chapter in January 1971 during his sophomore year. He credits Deltasig with showing him that the college experience is more than just going to classes and taking exams. Following his graduation from *South Dakota*, Brother Dorsey earned his master's degree and doctorate in economics from *Washington-St. Louis*.

Brother Dorsey was named the ninth President of *University of Redlands* in 2005 and served until 2010. Before *Redlands*, he served as Vice President for Academic Affairs at *Evansville* and as the *Collins-Dietrich* professor of business and finance, chair of the department of business and economics, and Dean of the *College of Arts and Sciences* at *Baker* (*Baldwin City, Kan.*). Dorsey was also

an associate professor of economics at *West Virginia* and assistant professor of economics at *Western Illinois*. "I became an economics professor because I loved to teach and enjoyed research and writing. Being a college professor is a wonderful job," Dorsey said.

Before entering the academic world, Dorsey worked as a research economist for the *U.S. Department of Labor, Pension and Welfare Benefit Programs* and served as chief economist for the *U.S. Senate Committee on Finance*. The committee, chaired by Senator *Bob Dole*, worked on a wide range of policy issues including federal budget deficits, tax reform and social security. His research has been supported by the *U.S. Department of Labor, the Center for Economic Development* at *West Virginia University* and the *W. E. Upjohn Institute for Employment Research*.

He co-authored the book "*Pensions and Productivity*" and has written numerous articles for publications including the *Journal of Labor Economics, Journal of Human Resources, Southern Economic Journal* and *Industrial and Labor Relations Review*. Most recently, Dorsey has been a featured presence at several major regional economic conferences in *California*.

He serves as Chair of the Executive Committee of the *Association of Independent California Colleges and Universities*. He is also the Chair of the *Presidents' Council of the Southern California Intercollegiate Athletic Conference*. Currently, Dorsey's professional focus is research and consulting.

Brother Dorsey's cousin, *John Dorsey*, said, "his keen mind and intellect have always been tempered by common sense, good humor and a genuine love for people. Therefore, it comes as no surprise to all of us



Stuart Dorsey, *South Dakota*, served as president of *Redlands* from 2005-10.

who have followed his career to see that Stuart has been recognized by your organization for furthering a higher standard of commercial ethics and culture and the civic and commercial welfare of the community."

Brother Dorsey has stayed involved with Deltasig and assisted with the founding of the *Mu Upsilon Chapter* at *Baker* in 1992. He served as chapter advisor from 1992 until 2002 and contributed to service projects, fundraisers, professional activities, chapter meetings and initiations.

"The decade that I served as chapter advisor was the most rewarding in all of my years of higher education, as I really got to work closely with students. When I left, the chapter gave me an engraved pocket watch that is one of my most-cherished keepsakes," Dorsey said. His efforts earned him the *Chapter Advisor of the Year Award* for the *Midwestern Region* in 1992. Dorsey was also recognized in 2008 with a *Silver Helmet award*, celebrating over 25 years of service to *Delta Sigma Pi*.

Brother *Stuart Dorsey* has utilized the platforms of *Delta Sigma Pi* to better his life and those of his students and has clearly exemplified the ideals of *Delta Sigma Pi* through his career and fraternal pursuits. Congratulations, Brother Dorsey on your remarkable accomplishments. You truly set the bar high for all brothers! ▲



Brother Dorsey with (from left) *PGP Mitch Simmons, PGP Mike Mallonee, 2009 COY Burton Bridges, Dorsey, GP Mark Chiacchiari* and *PVP Lisa Brown* after he was presented the 2010 Career Achievement Award in *Phoenix*. Also attending the event were a number of *Golden Council members, current national leaders, his friends and colleagues from Redlands and Evansville, and his wife, Michelle, and daughter, Morgan*.

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

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@dspnet.org.**

Mergers

Clea Esparza and Rafael Nabonzy, both *Arizona State*, on April 24. They live in Gilbert, Ariz.

Jessica Blank and Brad Sattler, both *Arizona State*, on September 4. They live in Phoenix.

Diane Thibault, *Buffalo*, and Bill Wankmiller on September 25. They live in Lindenhurst, N.Y.

Hayden Albert, *George Mason*, on August 28 to Michael Little. They live in Ashburn, Va.

Lauren Sinanian and Cono Sanseverino, both *New Jersey*, on September 25. They live in Oakwood, N.Y.

Tamaris Henagan and Thomas Spro, both *Ohio Dominican*, on November 7. They live in Columbus.

Abby Halsey, *Rockhurst*, to Warren Strickland on October 2. They live in Kansas City, Mo.

Marcella McGinley and Kirk Fox, both *Sacramento State*, on October 2. They live in Roseville, Calif.

Southeastern RVP Darrick Williams, *South Carolina*, and Kelly Moses on December 4. They live in Columbia, S.C.

Elisa Dahlgren-Castilla, *St. Thomas*, to Huseyin Baral on August 21. They live in St. Paul, Minn.

Molly Tyacke, *St. Thomas*, on October 22 to Travis Fedor. They live in St. Paul, Minn.

Sara Hultengren and Matt Stewart, both *St. Thomas*, on September 18. They live in Bloomington, Minn.

Gains

Nancy, Baker, and **Brian Powell**, *North Texas*, on October 5—Alyssa Noelle. She joins big brothers Nathan and Joshua. They live in McKinney, Texas.

Jess and Zach Thompson, both *St. Thomas*, on September 28—John Ellis. They live in Westbury, New York.

Erin Winfrey Stark, *Truman State*, and Nathan on January 19—Ashlynn and Alyssa. They live in Lake in the Hills, Ill.

Losses

Arizona State
Russell Lagerblade (October 28)

Auburn
Charles Ebert (December 10)

Cal State-Long Beach
Rathajuly "July" Touch
(November 20)

Kentaro Wakasugi (January 29)

Denver
Phil Konsella (December 28)

DePaul
Robert Kusch (December 15)

Drake
Neil Parmenter (May 3, 2009)

Duquesne
Jarrett Elean (January 12)

Florida
Doyle Pitts (November 28)

Johns Hopkins
Jerome Bukovsky (October 14)

Kent State
Paul Neuhann

Missouri-Columbia
Russell Jacobs (November 9)

James Sawyer (October 4)

North Texas
Allison Clinton "Clint" Edmundson,
Jr. (September 30)

Radford
Claudia Cervantes (January 17)

Rutgers
Norman Lovas (February 2, 2010)

South Carolina
Larry Bridges (August 19)

Southern Mississippi
Howard Jackson (October 13)

Tampa
William Honrath (August 24)

Wayne State-Michigan
Thomas Moore (November 7)

Western State (CO)
James Cox (November 15)

Noel Niles, *Albion*, is an MBA candidate at the Simon Graduate School of Business at Rochester in New York.

Dale Stephenson, *Ball State*, is owner of DFS Consulting. He lives in Quinlan, Texas.

Lisa Williams, *Baylor*, joined Hodgson Russ law firm in Palm Beach.

Alicia Townsend, *Bryant*, is a 401k administrator for USI Consulting Group. She lives in Colchester, Conn.

John Li, *Cal Poly-Pomona*, is a territory manager for Ecolab. He lives in Arcadia, Calif.

Dennis Mac Donnell, *Cal State-Chico*, was elected to the Marin County Association of Realtors Board of Directors as its 2011 Treasurer. He lives in Novato, Calif.

Lisa Scaduto, *Cal State-Chico*, is a Dell Digital RA for Mosaic Sales Solutions. She lives in Redwood City, Calif.

Shawn Wilson, *Cal State-Chico*, is an auditor for KPMG in Sacramento.

Joyce Orr, *Connecticut*, is senior accountant at Ravago Holdings America. She lives in Orlando.

Wendy Eilers, *Eastern Illinois*, is operations manager at LBi New York in Manhattan, a digital advertising agency.

Nicholas Morales, *Eastern Illinois*, is a data analyst for Applied Systems, an insurance software company. He lives in Oak Forest, Ill.

Sean Polley, *Florida*, is president of Global Asset Management Group. He lives in Apopka, Fla.

Jordan Nichols, *Florida Atlantic*, is project manager for G.A. Nichols Company in Clearwater, Fla.

Brian Gardner, *Georgia*, is senior property appraiser for Fulton County Board of Assessors in Atlanta.

Katherine Elroy, *Illinois*, is marketing and operations coordinator for Chicago Sky.

Hillary Burkett, *Indiana-Purdue at Indianapolis*, is event manager at Rancho de los Caballeros in Wickenburg, Ariz.

Nick Pham, *Kansas*, is a consultant at Deloitte Consulting in Kansas City, Mo.

Pete Marks, *LaSalle*, is chief operating officer for Navy Medicine Information Systems. He lives in San Antonio.

Bryan Stevenson, *Lewis*, is a retail store manager for Starbucks Coffee Company. He lives in Shorewood, Ill.

David Dawley Offers More to Students

The three-time national award winner explains his outlook on mentoring.



David Dawley, West Virginia, pictured with Chapter President Kristine Kraft, has received the National Chapter Advisor of the Year award three times.

Dr. David Dawley, West Virginia, has served as the faculty advisor for Nu Upsilon at West Virginia since he began his career at the university in 2000. Over the last five years, Dr. Dawley has been named Delta Sigma Pi's National Chapter Advisor of the Year three times (2006, 2007, and 2010). Ironically, Dr. Dawley was not a Deltasig brother at the time of his first national award in 2006. District Director Neeley Lantz, who served as chapter president at the time, discovered this shortly after accepting Dawley's first award in Orlando, and asked him to join the Fraternity. Dr. Dawley was initiated later that year.

Dr. Dawley was genuinely surprised after receiving his first national advisor award; he confided in Neeley that he was grateful and felt that he was just doing his duty. Subsequent conversations with Neeley and past chapter presidents assured Dr. Dawley that he earned the award through his tireless mentoring, support and involvement with the Fraternity.

Dr. Dawley's interest in mentoring is worth noting from three perspectives. First, many brothers have acknowledged Dr. Dawley's professional tutelage as they pursued post undergraduate life.

From resume writing and interviewing skills to mid-career advice, brothers have praised Dawley's eagerness and availability in offering leadership. Second, Dr. Dawley has proactively engaged hundreds of West Virginia students in a number of mentoring activities. One of his favorite programs is linking college students with high school students who come from less fortunate circumstances. Dawley encourages relationships between interested college students (mentors) and underprivileged high school students (mentees) who need guidance regarding their educational future. Many mentors have engaged previously non-college bound high school students in the college application and grant process. Third, Dr. Dawley has been active publishing his mentoring research in the academic press. In the last two years, his research has been published in the *Leadership and Organization Development Journal*, *Journal of Social Psychology*, *Career Development International*, and *Journal of Psychology*.

His years of Fraternity mentoring, support, and involvement notwithstanding, Dr. Dawley was never more surprised about receiving Deltasig recognition than this past year. The story

has it that chapter president Kristine Kraft presented Dr. Dawley with his 2010 award plaque moments before one of his class lectures in November. Not known as a man to be caught short of words, Dr. Dawley was said to be stunned and speechless for several minutes. Some in the front row of his class that day told others that his lecture began with a tear welling in one eye.

If true, we are sure that was a tear of exuberance from a man forever devoted to Delta Sigma Pi. ▲



Excerpt from the nomination by Aimee Underwood, Chapter President 2009-10:

Personally, Dr. Dawley has been not only a chapter advisor and professor, but my mentor. He has provided more guidance and support than I could even begin to write. No matter the topic, whether it be how to get brothers more involved, community service activities or even helping me determine possible career paths, he provides only the best advice. Dr. Dawley was always concerned about the status of the chapter, our activities, brother turnout and every other aspect imaginable. In addition to working with the chapter, he is as much a friend as a mentor and provided support and guidance to any brother who chooses to seek his help. I do not know of any other professor who will go so far out of their way to see students succeed. It has been a pleasure to not only have him in class, but work with him closely to improve the brotherhood of the Nu Upsilon Chapter. Dr. Dawley is an exceptional individual who helps all brothers of Nu Upsilon to become well-balanced individuals and prepared for life.

Erin Farley, *Louisiana-Lafayette*, is assistant program director at Briarwood Retreat Center in Argyle, Texas.

JD Sparks, *Loyola-Chicago*, was elected as Magistrate and Justice of the Peace to Oldham County's Fiscal Court. He lives in Pee-wee Valley, Ky.

David Ishida, *Loyola-Marymount*, is an advisory associate for KPMG. He lives in San Jose, Calif.

Andrew Jones, *Midwestern State*, is an associate broker for Mercer Company in Dallas.

Sarah Green, *Missouri-Kansas City*, is a market risk analyst for Gavilon in Omaha.

Beth Geskie, *Northern Illinois*, is a financial associate at Kraft Foods. She lives in Vernon Hills, Ill.

Larry Law, *Northern Illinois*, is president of Pacific-Midwest Partners in Newport Beach.

Douglas Haltom, *Pennsylvania*, is a broker salesperson for Intero Real Estate Services in Reno, Nev.

Caitlin Murphy, *Saginaw Valley State*, is a staff accountant with Andrew Hooper & Pavlik P.L.C. in Auburn Hills, Mich.

Ron Erkson, *San Francisco State*, is owner/broker at Erkson Realty LLC in Salt Lake City.

Laura Wills, *San Francisco State*, is a staff II financial auditor at Hemming Morse, Inc. in San Francisco.

Ollie Moses, *Southern Mississippi*, is an assistant general manager for Homewood Suites by Hilton. He lives in St. Petersburg, Fla.

Juan Cocuy, *South Florida*, was elected Chairman of the Board of the Hispanic Chamber of Commerce of Palm Beach County.

Alyshia Selmon, *Southern Mississippi*, is a program analyst with the U.S. Army Corps Engineers in Vicksburg, Miss.

Kyle Rudolph, *St. Louis*, joined Rudolph, Fine, Porter & Johnson, LLP as an associate attorney. He lives in Evansville, Ind.

Randy Griffin, *Tampa*, is an HRMS sales consultant for BCS Prosoft in San Antonio.

John Stuart Holladay, *Tennessee-Knoxville*, is a logistics management specialist for NAVAIR, Department of the Navy. He lives in Hollywood, Md.

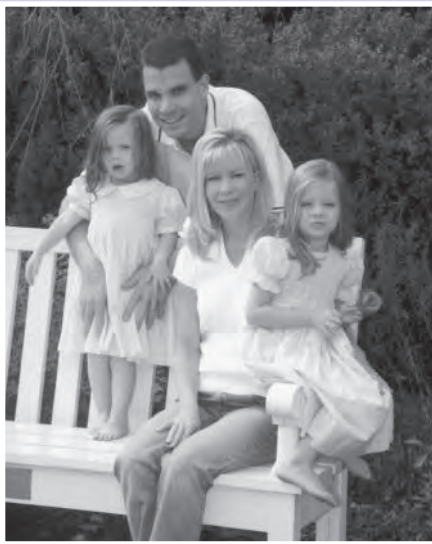
Lance Robins, *Wayne State-Michigan*, is a commercial real estate agent at Commercial Executives in Las Vegas.

James Nicholson, *West Alabama*, is a captain in the U.S. Air Force. He lives in Livingston, Ala.

Gretchen Rodefled, *Wisconsin-LaCrosse*, has been promoted to marketing director at Baker Tilly. She lives in Madison, Wis.

Kaitlyn Binversie, *Wisconsin-Milwaukee*, is a recruiter for Olenick & Associates in Chicago. ▲

A Family Touched By Tragedy Helps Others



Michelle and Cory Boyte, both North Carolina-Greensboro, founded Lillie's Friends Foundation to raise funding for Neuroblastoma, a rare form of pediatric cancer, after their daughter died from the cancer.

Michelle and Cory Boyte, both *North Carolina-Greensboro*, met while pledging Delta Sigma Pi in fall 1990. The couple married and had three daughters: Hannah, Lillie and Eva. In October 2006, Lillie was diagnosed with Stage IV Neuroblastoma, a rare and aggressive form of pediatric cancer with a 30% survival rate. Lillie fought the disease for ten months, but died in August 2007. Soon after, Michelle and Cory launched the non-profit Lillie's Friends Foundation in honor of their daughter. Neuroblastoma receives little funding compared to other cancer research and the goal is to raise awareness and funding for innovative research in order to find a cure for Neuroblastoma. The foundation also supports families going through the "crisis of belief" that comes with their child's diagnosis.

In February 2010, less than a year after the foundation was

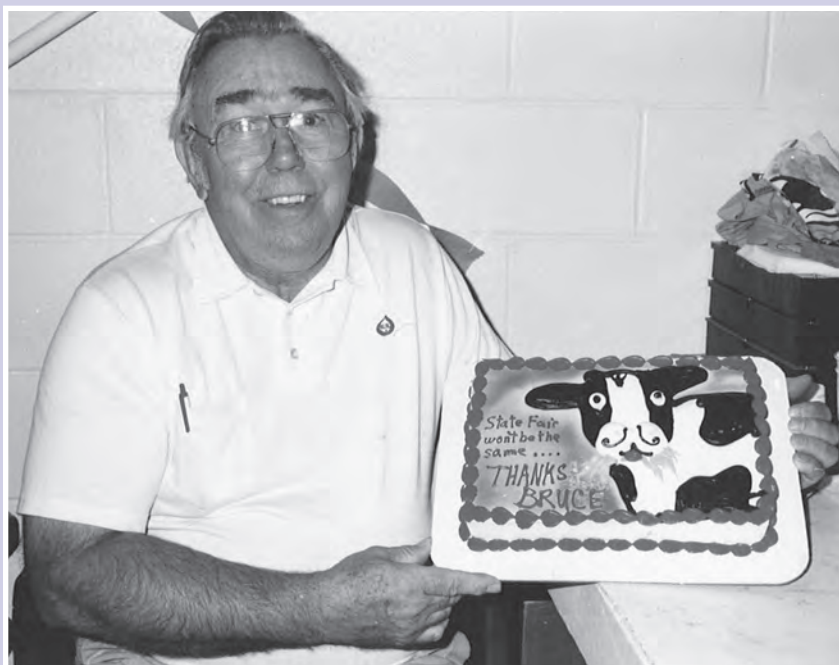
formed, it awarded its first research grant of \$75,000 to Dr. Giselle Sholler from the University of Vermont Cancer Center. This grant helped fund cutting edge research in childhood cancer and gave families hope. The research funded the first study in pediatric oncology evaluating the feasibility of using patient specific genetic information as a predictive tool in personalized therapy.

Lillie's Friends Foundation's signature fundraiser is in April, which is Lillie's birthday. The foundation hosts a "Got Friends?" Family Festival and 5K. In 2010, the event raised over \$15,000 and over 3,000 people attended. Plans for a children's book are in the works as well as expanding the network of families needing assistance.

You can learn more about Lillie's Friends Foundation by going to www.lilliesfriends.org. ▲

Award Recognizes a Brother's Contribution to the Dairy Industry

Minnesota Milk Producer's Association renamed the Friend of Dairy Award as the Bruce Cottington Friend of Dairy Award in 2010. **Bruce Cottington, Drake**, was the first recipient when the award was created in 2006 for those going above and beyond the call of duty and fostering the goals and ideals of Minnesota Milk. The Minnesota Milk Producers Association chose to rename the award in honor of Cottington's lifelong dedication to Minnesota dairy farmers. Cottington was featured in "Milk Man Delivers" in March 2008. ▲



Brother Bruce Cottington, Drake, is recognized for his lifelong commitment to Minnesota dairy farmers.

The Start of a Wild Adventure

The atmosphere felt more like a reality TV show than a classroom. **David Reynaldo**, *San Diego State*, **Sean Bandawat**, *Southern California*, and Ryan Christensen were in their last eight months of college when they became teammates in Southern California's first *Management of New*

Ventures class and built an award-winning business, College Zoom.

The goal of the class was to turn a \$50 investment into the best new venture over a nine-week period. Teams only had seven days to formulate and prove their concept and could not utilize the resources of any family members or

friends. Once the team had a concept, all business was to be conducted around full class schedules and the new ventures would be graded every three weeks by a panel of venture capitalists, investment bankers, corporate executives and business professors.

Reynaldo found inspiration for his team in an online article that named college planning consulting as one of the hottest industries for entrepreneurs in 2008. Reynaldo then surveyed two dozen students at a community college. He asked every student three questions: what do you need the most help with, how do you want help to be rendered, how much would you be willing to pay for that kind of help and why? College Zoom's service strategy was then developed based on the answers.

Nine weeks later, College Zoom emerged as the highest ranked service industry venture of the competition and became the only venture born in the class that developed into a full-time business. Check it out at collegezoom.us. ▲



College Zoom founders (from left) Sean Bandawat, David Reynaldo and Ryan Christensen started their business venture during a class at Southern California.

How College CAN Be Free...

5 Keys To Achieving Scholarship Mastery

By: Adam Carroll, Phoenix-Thunderbird



After hearing what it will cost to send my three children to state schools in the distant future (and nearly choking on my own tongue), I decided to devote over 400 hours of research into how often the average student gets extraordinary scholarship awards. In effect, I wanted to find out how to achieve Scholarship Mastery. Here are my findings:

Key #1: The first key to receiving as much free financial support as possible is to **know where to look**. If you've done any scholarship searching, you have probably uncovered the most popular scholarship search engines like www.fastweb.com, www.brokescholar.com and www.schoolsoup.com.

The scholarship search engines are a great way to find the awards, grants and other opportunities that may not be widely (or well) publicized. However, it's you versus the thousands of other students vying for the same awards. Choose which awards to apply for based on how well qualified you are to win them to save time.

If you believe you won't stand out among the thousands of other applicants for the larger awards, consider starting local and maxing out those smaller \$500-\$2,000 awards that are generally offered by local civic clubs, credit unions, employers, churches, and associations. There are two ways to find these:

1. Google "*your town name*" followed by civic club scholarships, past scholarship recipients, Kiwanis scholarship, Rotary scholarship, etc.
2. Do it the old-fashioned way by calling the civic groups, clubs and organizations in your area and ask if they have any scholarship opportunities.

The other overlooked place to

find scholarship opportunities is with the Dean's Office. Typically, the Dean of the Business School has a 3-ring binder that is a complete listing of all of the awards offered by the school. This is the prized list that very few students know about and you may have to schmooze a bit, but there may be gold at the end of that rainbow.

Key #2: *If you want to nail the scholarship, nail your story.* Because so many scholarships require you to write an essay, this is probably one of the most important keys in the list.

Your story is what makes you unique. It's the focal point of your essay. It's the fact, philosophy, quote, life experience, miracle, catastrophe or whatever you decide that separates you from everyone else.

The scholarship committee doesn't care that your parents both worked when you were growing up and that you had a fairly benign childhood. They want to know how being a latch-key kid taught you independence and leadership skills that you've carried with you to school. They want to know what kind of a person you'll be upon graduation and what effect you'll have on the world because of your experiences and the gift they're about to bestow on you.

Catch my drift?

Dig deep into your life and figure out what lessons you've learned and from whom. Share those stories and weave them into a description of who you are as a person and why giving money to you would be the best decision they could ever make.

This is marketing, pure and simple. Not good at marketing? Consult a marketing major for help.

Key #3 is while you're writing your story, **have someone in mind**. It could be an aunt, a friend of the family, someone sitting close to you at a coffee shop that you've never met.

Just have SOMEONE in mind while you write the essay.

Key #4 to becoming a Scholarship Master is **you have to work at it**. While it is free money, you will invest some time in "making it." But here's the deal -- if you work at it and become both proficient at finding the applications and completing them, this WILL be the single highest paying part-time job you will EVER have.

Students who master the scholarship process have made anywhere from \$100 an hour to over \$2,400 an hour while they're filling out applications. The more you do, the higher the likelihood you'll be awarded money. The higher the likelihood you'll be awarded, the more money you're making per hour.

How much work you ask? One Saturday morning a month for the semester or 40-60 hours total per semester will almost surely net you at least \$2,000 on the low end. Can you make \$50 an hour on campus? I didn't think so.

Key #5 is **BE OPEN TO OTHER OPPORTUNITIES**.

When you approach college with the mindset that you'll just borrow what you need because that's what everyone does, you'll no doubt leave school with a mountain of debt. It's a shame that it's easier to fill out a FAFSA form or an emergency student loan form than it is a scholarship application.

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However, if you approach college with the mindset that you're going to get as much of it paid for as possible, you probably will. Not only will you notice more and more scholarships that might suit you, but you'll start to notice other opportunities that may help you graduate with less debt. One such student at Georgia applied to be a Resident Assistant and shaved nearly \$10,000 off his debt load in waived

fees. This was after he applied for and received two smaller scholarships totaling \$1,500.

Keep positive expectancy throughout this process. While not everyone will nail every scholarship application, every award you DO receive is that much less that you'll owe when you leave the longest and most expensive party you've ever been to...I mean...college. ▲

Editor's Note: Adam Carroll is an author and speaker who lives in West Des Moines, Iowa with his wife and three kids. A 2007 honorary initiate, Carroll is a frequent presenter at Delta Sigma Pi workshops, including LEAD events and Grand Chapter Congress. For more information or to check out his book, *Winning The Money Game*, visit at www.adamspeaks.com.

Delta Sigma Pi Leadership Foundation Scholarships

Don't Miss the Opportunity to Fund Your Education

More than \$35,000 in academic scholarships is awarded to undergraduate and graduate Deltasigs each year. Could you qualify for a scholarship? Here are the answers to a few frequently asked questions:



I just joined Deltasig this year. Is it too early to apply?

Current undergraduates may apply during any year. Graduating seniors who have been accepted to graduate school, along with current graduate students, may apply for graduate fellowships. Active Deltasig alumni who are returning to school may also apply.

My GPA isn't perfect — can I still qualify for a scholarship?

Absolutely. While academic excellence is important, it is equally important to be a leader in Deltasig and on campus, to be involved in the community, to demonstrate the initiative to manage your finances and to gain exceptional recommendations.

Do I need a letter of recommendation?

Undergraduate students must have a letter of recommendation from a Delta Sigma Pi brother and an employer or university or college faculty member or advisor. Graduate fellowships must include a letter of recommendation from current or past professor or an employer and an individual qualified to comment on your professional, fraternal involvement, and/or civic involvement.

If I am awarded a scholarship, how much will I receive?

Multiple scholarships are awarded and there many different monetary values. Scholarship amounts start at \$250 and go up to several thousands of dollars.

Don't Miss Out! All Delta Sigma Pi scholarship and fellowship applications may now be submitted at www.dspnet.org under "Leadership Foundation." Applications, transcripts and letters of recommendation are due no later than **June 15**, so plan now for your submission.



It only takes **THREE MINUTES...** to make an **IMPACT.**

If every brother spent just three minutes to make a gift, the Delta Sigma Pi Leadership Foundation could:

- Award a scholarship to a member of every chapter.
- Fund all of our Fraternity's leadership and educational programs.
- Ensure the Deltasig experience for the next generation.

Support our Brotherhood for a lifetime...
for you...and for Deltasigs yet to come.

..... Make your gift today:

ONLINE: Visit www.dspnet.org and click "Leadership Foundation."

PHONE: Call 513-523-1907 to set-up scheduled payments through your credit card or payroll deductions, or discuss making a stock gift.

MAIL: Send cash, check or money order to Delta Sigma Pi Leadership Foundation, 330 South Campus Avenue, Oxford, OH 45056.

Fraternity Board "Minutes in Seconds" from January 21-23 meeting:

- ▲ Provided feedback to Ritual Task Force on its proposals and set a conference call meeting for March 15 to review final post-Provincial Council proposals.
- ▲ Staff to finalize online nomination forms (for Grand Offices) with "save" function. Referred other nominations-

related issues back to the Nominations Committee.

- ▲ Reviewed and approved updates to the Strategic Plan.
- ▲ Approved a grant request to the Leadership Foundation of \$54,000 for the 2011-12 fiscal year.
- ▲ Approved 2011-12 operating and special projects budgets with no increases in fees or dues.
- ▲ Referred a recommendation seeking prohibition of alcohol service as a fundraiser by chapters back to staff. Staff to seek additional information on alternatives, grandfathering and "phase-in" timelines and leadership to research the impact to chapters of the policy change.
- ▲ Revised Certified Deltasig Leader (CDL) requirements to remove the minimum Leadership Foundation donation *amount*.

- ▲ Selected 2011 Lifetime Achievement Award honoree: Golden council member H. Nicholas Windeshausen, *Nebraska-Lincoln*.
- ▲ Placed Cal State-Long Beach on six-month probation for alcohol related issues. Will offer receivership to Florida Southern for one year. Closed the colony at Johnson and Wales (FL).
- ▲ Approved more specific progress reporting and financial requirements for colonies.
- ▲ Approved change to online event behavior form collection for GCC, fall LEADs and beyond.
- ▲ Board members, committee chairs and staff participated in Myers-Briggs Type Indicator (MBTI) training to learn about personal styles and how best to work with others.

MARK YOUR CALENDAR

April 25
National Alumni Day

May 4
Deadline for submissions for July
DELTASIG

June 19-24
LeaderShape® Institute
(Champaign, Ill.)

August 8
Board of Directors Meeting
(Louisville)

August 10-14
Grand Chapter Congress
(Louisville)

October 15
Omaha LEAD School

October 22
Reno LEAD School

October 29
Atlanta LEAD School

November 5
Albany LEAD School

November 7
Founders' Day

November 12
Tulsa LEAD School

Visit www.dspnet.org
for a complete listing of events.

Farewell to Crystal Simmons

Crystal Simmons, *New Mexico*, is leaving staff and moving back to New Mexico. We thank and salute Brother Simmons for the great work and enthusiasm she brought to the team for the last two years as an Educational and Leadership Consultant!



The DELTASIG Celebrates One Hundred Years!

Making its debut in 1911, *The DELTASIG*, the official publication of Delta Sigma Pi, has seen many transformations in its century long history. Today, *The DELTASIG* incorporates the best elements from the past with the present and keeps brothers, collegiate and alumni alike, connected to the Fraternity.

The DELTASIG has been redesigned several times throughout its 100 year history. Beginning in 1907, and for several years thereafter, Delta Sigma Pi was simply a one-chapter fraternity with the only records of its activities consisting of meeting minutes. As the Fraternity began to initiate and graduate more men from Alpha Chapter, members began writing a confidential newsletter to keep brothers informed. This confidential newsletter, with existing copies dating back to early 1911, was the

predecessor of *The DELTASIG*.

In early 1912, the first issues of the Fraternity's official publication were published. The publication, which was at first published every other Wednesday, was known as *The DELTYSIG*. Later in 1912, the name was changed to *The DELTASIG*—which has remained the official name. *The DELTASIG* is currently published three times a year, but was not published on a regular basis in the early years. Early editors acknowledged this by heading each copy "*The DELTASIG: Published Every Once in Awhile.*"

During the first two years of *The DELTASIG*, all of its editors were from Alpha. These early brothers wrote about non-secret activities of the Fraternity, new positions and promotions received by alumni and lightheartedly mourned the "passing"

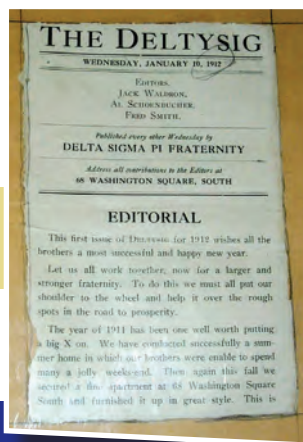
of a brother who got married. *The DELTASIG* also contained informative and entertaining bits of news about alumni. In addition, early issues contained professional articles and chronicled the history of the Fraternity.

Early highlights and other news and information in *The DELTASIG* were compiled by a number of different editors. The first issues were published by editors from Alpha who were later joined by editors from Beta, *Northwestern*, and Gamma, *Boston*.

For several years, the scenario worked well, but the Fraternity experienced a tremendous growth during the years 1920-24. During this time, we grew from three chapters to 32 under the leadership of Grand President H.G. "Gig" Wright. The 1920 Grand Chapter decided *The DELTASIG* would be published on a regular basis.

(continued on page 38)

1912



1911

Deltasig's first confidential newsletter, the predecessor for *The DELTASIG*, is published.

1912

First official issues of *The DELTYSIG* are published every other Wednesday (name later changed to *The DELTASIG*).

1914

An alumni group is mentioned for the first time in the magazine. The magazine is published four times a year.

1927



1917

The first issue of *The DELTASIG* printed, rather than mimeographed.

1918

The magazine begins listing brothers in the armed services.

1924

Grand Chapter Congress establishes the Central Office and H.G. "Gig" Wright became editor for 31 years. Regular feature articles and departments containing chapter and alumni news are instituted.

1942



1940

The DELTASIG is printed as a "regular size" magazine (similar to today's magazine).

1942

The magazine lists names of brothers in the armed services in a special war service edition.

1943

Deltasig has over 4,000 brothers serving during World War II making it impossible to maintain enough correct addresses to distribute the magazine and publication halted.

(continued from page 37)

The 1924 GCC saw the creation of the Central Office as well as the position of Secretary-Treasurer (Executive Director). H.G. Wright was elected unanimously to the position for what was to be a continuous term of 31 years. He also became the permanent editor of *The DELTASIG*, which had become a quarterly publication. Regular feature articles were instituted along with departments containing chapter and alumni news.

From 1924 until 1942, *The DELTASIG* had several design changes, but the content remained consistent, including articles of a professional nature, along with Fraternity, chapter and alumni news. In 1942, however, due to the growing number of alumni joining the armed forces during World War II, *The DELTASIG* again began containing lists of Deltasigs in the armed service as it had in 1918.

During World War II, only 11 chapters remained active. Along with the decline in the number of active chapters came a decline in income. It was seriously considered that the Central Office cease operations until after the war, but it was decided the Central Office would remain open and attempt to provide as many services as possible, including publishing *The DELTASIG*. However, in 1943, over 4,000 brothers were serving in the war, making it impossible to maintain

enough correct addresses to publish the magazine.

After the war, *The DELTASIG* resumed publication on a quarterly basis with the November 1946 issue—and with many of the same type of features and departments that appear today.

During a redesign in 1974, *The DELTASIG* saw the addition of color pages within the magazine; before, only the covers had been in color. In 1987, the magazine took on a new look to celebrate its 75th anniversary.

Another change came in 1993, when (for economic reasons) *The DELTASIG* became a tabloid style newspaper, with many topics and departments remaining the same. The glossy magazine that we see today was re-introduced in 2002. The most recent redesign brought the addition of departments like Fraternal Forum, On Campus, Beyond Campus and Water Cooler and has made *The DELTASIG* a more attractive, more readable and more professional looking publication.

Special issues of the magazine commemorating our diamond, golden, silver and centennial anniversaries have been published. The 64-page centennial celebration issue shared the history of the Fraternity, celebrated influential brothers and described the Leadership Foundation and its

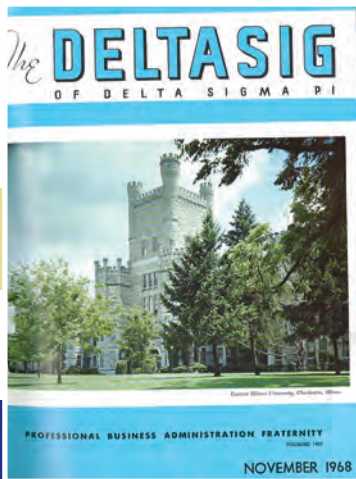
purpose. Historical photographs, biographies of the Founders and a list of past Grand Chapter Congresses were also included among other highlights.

Mike Walsh, *Miami-Ohio*, had primary responsibility for the magazine from 1981-90, remembers that just 30 years ago, copy for *The DELTASIG* was submitted by chapter members, volunteers and staff (as it is today), but it was edited and re-typed on a typewriter, mailed via the USPS to be typeset and then returned by mail to be put together by staff. This “in-house” design involved cutting up the typeset copy into paper strips, laying out the paper strips on two page master layout sheets and then physically pasting or taping those strips to the sheets.

Today, the magazine is created digitally and mails to almost 25,000 people including collegiate and alumni members, Fraternity leaders, business schools and Greek organization headquarters. It is also viewable online as a PDF or through a digital page-turning version. Throughout its history, *The DELTASIG* has received several awards from the Fraternity Communications Association (formerly the College Fraternity Editors Association).

The DELTASIG has proved to be timeless and for some, it may be their

1968



1946

Publication of *The DELTASIG* resumes in November. James D. Thomson is named the first Assistant Editor.

1950

The DELTASIG prints cover photographs of business schools where chapters are located and this continues until 1974.

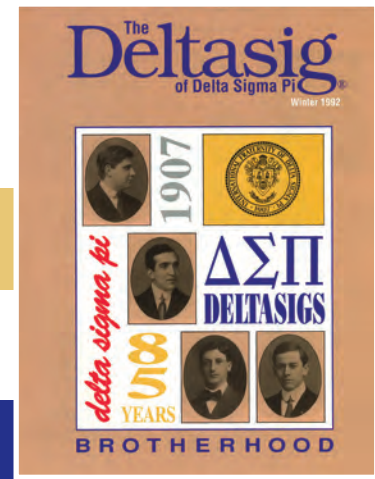
1974



1974

Color pages are added within the magazine (Until then, only the covers had been in color).

1992



1987

The title page is redesigned as well as titles for departments and features. *The DELTASIG* is mailed to 32,000 collegiate and alumni members, deans, businesses, libraries and other fraternities.

only tie to the Fraternity. We work to keep brothers connected through content including chapter and alumni news, articles noting the impact of Deltasig and professional advice, which have all remained essential parts of the magazine throughout its history.

"The DELTASIG remains the signature and flagship publication for the Fraternity because it is a tangible reminder for collegiate and

alumni members of all the programs, traditions and memories that are Delta Sigma Pi. It reinforces that personal connection we have with the Fraternity, what it has meant to us in the past, what it means to us now and what it means to thousands of others. At its anniversary, *The DELTASIG* remains relevant, binds us together and is one of our finest traditions," says Walsh. ▲

"One Topic Stays the Same"

With the style of *The DELTASIG* changing several times, one thing has remained the same: Deltasig's commitment to professional development. "Give This Man an Interview!" published in March 1934 offered brothers advice for writing an application letter. The article states the application letter "is selling a product (your services) to a buyer (your prospective employer)" and explains that with the competition during the depression, it is more

important than ever to stand out. Tips for doing so include: typing the letter, using the best paper you can find, including references and proofreading.

More than 75 years later, similar articles published in March 2010 included "Beat Rejection Before it Beats You" and "10 Boilerplate Phrases That Kill Your Resumes." The articles offered guidance on landing your first job and perfecting your resume, showing Deltasig's dedication to professionalism.

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John B. Guernsey, *Alpha*
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 Nicholas A. Schoenbucher, *Alpha*
 Frederick A. Smith, *Alpha*
 Philip J. Warner, *Alpha*
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 W.F. Brooks, *Gamma*
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 Charles L. Farrar, *Beta Psi*
 Michael J. Tillar, *Alpha Theta*
 Michael T. Walsh, *Alpha Upsilon*

1999



1994

The DELTASIG changes to a tabloid style newspaper.

1999

The DELTASIG publishes its first article about alumni and collegiate chapters participating in Make A Difference Day.

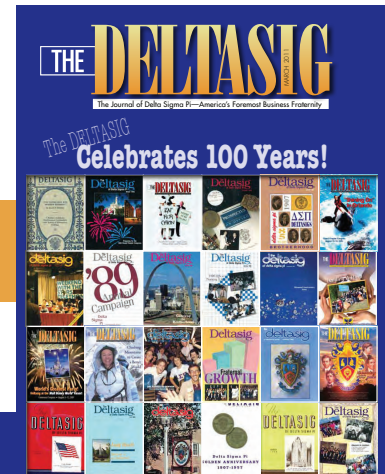
2003



2002

The magazine switches to the glossy magazine style that we see today. It is published three times a year and is mailed to approximately 25,000 people.

2011



2007

The DELTASIG prints a special 64-page issue in honor of the Fraternity's centennial celebration.

2011

The 100th volume of *The DELTASIG* is printed.



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National Award Winners Honoring Deltasig's Best of the Best

Congratulations to our 2009-10 National Award Winners, honored at the 2010 LEAD Schools. A complete list of winners can be found online and in the November 2010 issue of *The DELTASIG*. Will your chapter's picture be here next year? Award applications, nominations and letters of recommendation must be submitted no later than June 1. Visit the Awards section at www.dspnet.org for complete details.



Truman State (Missouri) was named Outstanding Collegiate Chapter of the Year and also took home the Outstanding Professional Activities Award.



Orange County (California) was named Outstanding Alumni Chapter and also earned awards for Outstanding Service Activities and Outstanding Professional Activities.

