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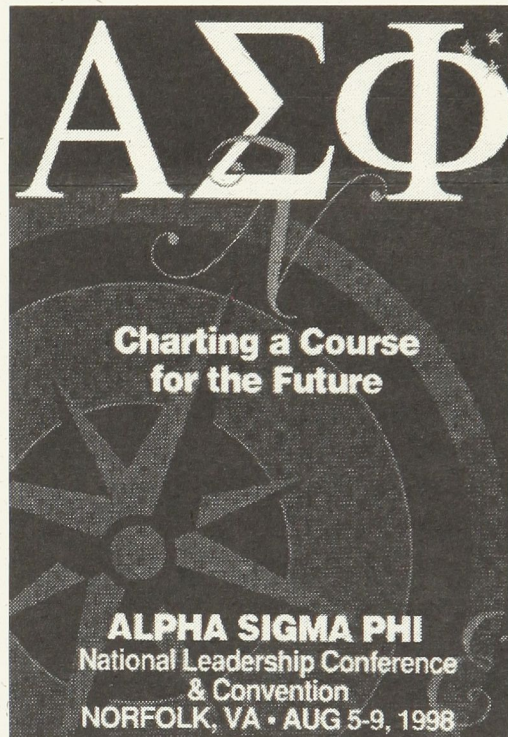
The official newsletter of Alpha Sigma Phi Fraternity

December 1, 1997

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Notes 4**1998 NLC&C in Norfolk, VA**

The 1998 National Leadership Conference & Convention will be held in historic Norfolk, VA. This year's convention will start on Wednesday, August 5, 1998, and end on Sunday, August 9, 1998. The conference will be held at the Norfolk Waterside Marriott, a 23 story hotel on the waterfront. Make your plans to attend now, this year is already shaping up to be an unforgettable event.

"Norfolk offers our convention attendees many unique options. I really think that anyone can find something fun to do here," remarked Bob Woerner, the Director of Leadership Development for Alpha Sigma Phi Fraternity. Woerner continued to say that, "...attendees will not only get the chance to decide on many important issues facing Alpha Sigma Phi, but they will also have the opportunity to visit Nauticus, the National Maritime

*(Continued on page 2)***CALENDAR****Dec 6 Founders Day!****Jan 16-18 Academy of Leadership, Indianapolis, IN****Ralph F. Burns New Members Program, Indianapolis, IN****Feb 1 Liability Insurance Premium Due****Aug 5-9 1998 National Leadership Conference & Convention, Norfolk, VA****Expanding Our Brotherhood**

There are many ways in which our Brotherhood can grow. Many times, students learn about Alpha Sigma Phi through the Internet, the national web-page, as well as individual chapter web-pages. Sometimes, interested students use Baird's Manual as a source on our Fraternity. Yet another way is through friends who are members in one of our 60 active groups.

This was the case recently at Ohio University when the Headquarters received a call from a gentleman who wanted to build a Brotherhood similar to the one he experienced with the Gamma Zeta Chapter at Bowling Green State University.

Although university policy was a factor in forming at Ohio University, the opportunity was there and has opened yet another door for Alpha Sigma Phi in the future.

Through active communication with friends at different colleges and universities, you could play an integral role in bringing Alpha Sigma Phi to that campus. If you have friends interested in our Brotherhood and would like more information about starting a new chapter, encourage them to contact the Fraternity Headquarters.

Together, we can continue to grow in the 21st century!



## The Brotherhood Bulletin

The Brotherhood Bulletin is published monthly during the academic year by Alpha Sigma Phi Fraternity Headquarters. It is distributed to all chapters, colonies, advisors and Fraternity volunteers in an effort to keep all informed of their Fraternity's activities, plans, and progress.

The editor reserves the right to edit or exclude any work submitted for publication in *The Brotherhood Bulletin* based on content, readability, grammar, syntax, relativity, length, available space, and ethical standards.

The Fraternity encourages members and readers to submit articles, essays, programming ideas, and reports for publication. *The Brotherhood Bulletin* correspondence should be sent to:

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Address corrections and correspondence, other than newsletter information, can be sent to the same address.

### Editor

Michael D. Hovermann  
Rutgers '93

TO CREATE AND PERPETUATE  
BROTHERHOOD

# The Top Ten Questions to Ask at a Recruitment Planning Meeting...

...to ensure a successful recruitment for your chapter

## 1. What is the purpose of each event?

Can we create a clear and concise written statement of the reason that this event is to be conducted?

## 2. Can we establish quantifiable goals for our recruitment?

Is it possible for us to establish clear thresholds of achievement upon which we can determine the success of our recruitment effort?

## 3. What is our target audience?

Who are we trying to attract as members of Alpha Sigma Phi?

## 4. What do we want to have potential members remember most about Alpha Sigma Phi?

Can we summarize the experiences potential members should have as a result of their participation in our recruitment effort?

## 5. What can prior history teach us about these events?

What have we done in the past that was successful, or not successful?

## 6. What is our competition doing?

What have other chapters done on our campus that has been successful?

## 7. Do we have the resources necessary

## to reach our goal?

Do we have the time, talent, and money needed to achieve our goal? If not, what are we doing to change this?

## 8. Have we sought input and commitment from all of the chapter members?

Do the members understand the scope of this event? Are they committed to achieving success in this venture?

## 9. How will we reach our intended audience?

What will we need to attract our potential members? What are the components of our recruitment effort?

## 10. How will we monitor and determine the success of our recruitment?

What will we do to ensure that our plan progresses according to our recruitment blueprint? How will we determine if we are proceeding toward our intended goal? How will we deal with the potential for success--and for failure--in creating this plan?

*Adapted from "The top ten ways to make sure a meeting meets its goals and objectives," by Wesley Harrington, president, Harrington Management Inc., Wellesley, Mass.*

## Norfolk, VA site for 1998 NLC&C

(Continued from page 1)

Center, or the Waterside Festival Marketplace, which has many great shops and restaurants."

These things are just a sampling of the leisure activities in Norfolk. Also in the immediate area of the hotel is Harbor Park, home of the Norfolk Tides, the AAA minor league affiliate of the New York Mets. The Douglas MacArthur Memorial, Norfolk Scope and Chrysler Hall, and Town Point Park, a popular festival site, are also close to the Marriott.

Other popular activities include a daily parade of boats, plenty of golf, fishing trips, harbor tours down the scenic Elizabeth river, and Norfolk Naval Base, the largest

naval installation in the world. The actual conference is shaping up to be very exciting, as well. Many events are already being planned by local volunteer Rich Kahler, Radford '82, the 1998 Conference Chairman.

In addition, since this is an even numbered year, the Convention of the Fraternity is occurring. Every chapter is encouraged to send as many people as possible, but only one will serve as the delegate. The delegate votes on all issues that come before the Convention, and all attendees will serve on a committee that will create motions to be presented to the convention floor. This is what uniquely makes Alpha Sigma Phi an undergraduate run fraternity.



# Chapter News & Notes

## Central Michigan University

### Delta Rho Chapter

*submitted by Tom Cooney, HSP*

Our chapter and Phi Kappa Tau recently participated in the All Sport Charity Challenge at the Holly Renaissance Festival of Michigan, to raise money for Canine Companions for Independence. The brothers competed in several events against Phi Kappa Tau. We beat them in every event. Everyone had a good time and managed to raise \$5,000 for CCI.

## Widener University

### Gamma Xi Chapter

*submitted by Joe Pergine, HSP*

Halloween is a very happy time for children of all ages as they prepare to enjoy the fun of the day. All children except those in hospitals. Members of our chapter decided to correct this problem by adding to the Halloween pleasures of the youthful patients at

Crozer Chester Medical Center. Reflecting upon our own childhood memories, chapter members, complete with costumes, visited our young hospitalized neighbors. In addition to our costumed presence, we gave the children Halloween treats. The Gamma Xi Chapter helped to put smiles back on the faces of the young hospital patients.

## Murray State University

### Delta Tau Chapter

*submitted by Kenneth Carmode, HCS*

This past Halloween was a great "scare" for the children of Murray. Of course, it was a fun "scare." Alpha Sigma Phi teamed up with Alpha Delta Pi sorority to conduct a Halloween fair for children of the community. It was free of charge to everyone. The event came about because the university previously conducted the fair, but due to a lack of funds and assistance, they chose not to do it this year. So Alpha Sigma Phi and Alpha Delta Pi picked

up the slack, and planned a great time for the children. The event included a haunted house, along with other creative and fun activities.

## Bowling Green State Univ.

### Gamma Zeta Chapter

*submitted by Gordy Hemminger, HSP*

The Gamma Zeta Chapter at Bowling Green recently had one of our most exciting and successful alumni and parents weekends ever. The turnout by parents and alumni was great and the enthusiasm was outstanding. The prudential committee has begun to prioritize house improvements, and is in the process of improving our ritual equipment and storage area. Additionally, we are very proud of our 23 new members, who will be initiated in January.

Chapters interested in submitting information for *Chapter News & Notes* should contact the Headquarters.

## Chartering Approvals & Banquets

Alpha Sigma Phi once again has a chapter at the University of Oklahoma. The members were initiated on November 21, and had their chartering banquet the following evening. They chartered with 50 members, and are already busy planning activities for the remainder of the year. In December the Alpha Alpha Chapter, along with another fraternity and two sororities, will host a group of children with muscular dystrophy for the upcoming holidays.

Additionally, the Grand Council recently approved the chartering petition of the colony at the University of Southern Indiana. The members were delighted about the news, and are planning to charter in early 1998.

## Theta Colony on the Move at U of Michigan

Theta Colony at the University of Michigan, Ann Arbor, MI, has earned their way to be recognized as one of the top fraternities on the university's campus. The road to the top began with Theta's colonization on September 21, 1997. A special thank you is extended to the Brothers of Delta Phi Chapter, Grand Valley State University, for performing the colonization.

Further, Theta had a successful rush period and recruited 17 new members. Also, on November 19th, Bradley Holcman was elected president of the Interfraternity Council. The semester has been fruitful and future success is immanent. Congratulations to Theta Colony!

## ATTENTION JOB HUNTERS:

The world wide web has turned into a valuable resource when it comes to creating resumes, cover letters, or fine-tuning interview skills.

The following is a short list of world wide web sites that can assist you in preparing for your job hunt:

### **The Job Web**

[www.jobweb.com/restips.html](http://www.jobweb.com/restips.html)

### **Proven Resumes**

[www.provenresumes.com](http://www.provenresumes.com)

### **Career Magazine**

[www.careermag.com](http://www.careermag.com)

Also, check out your college or university website for a career services page. Some of the best resources are found right on your own campus.





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## Risk Management News & Notes

**THE RISK MANAGEMENT INCENTIVE PROGRAM** At the start of the academic year, all chapters received instructions on three ways for their chapter to save 5% on their liability insurance premium for 1998. The total amount saved can be up to 15% of the premium amount.

**Method #1** Submit the October report of membership by October 1, 1997. These numbers are needed to figure an accurate premium amount.

**Method #2** Complete the risk management education program. The chapter would need to have held three risk management education events by November 15, 1997, and submitted the certification forms by November 21, 1997, to be considered.

**Method #3** Payment of the 1998 liability insurance premium by the February 1, 1998 deadline. Though only a limited number of chapters qualified for the first two methods, all chapters still have the opportunity to take advantage of the third method except for those who are on administrative suspension.

**Method #1** Chapters that submitted their October Report of Membership by 10/1/97, thus qualifying for a 5% savings\* on their 1998 liability insurance premium:

Bowling Green  
Central Michigan  
Findlay  
Grand Valley  
Hartwick  
Iowa State  
Lock Haven  
Longwood  
Marshall  
Stevens Tech

Virginia Tech  
Wake Forest  
UMass  
MTSU  
Murray State  
UNCC  
Ohio State  
Ohio Wesleyan  
Washington  
Westminster

**Method #2** Chapters that have fulfilled the educational program requirements as of November 21, 1997, and qualify for a 5% savings\* on their 1998 liability insurance premium:

Bowling Green  
Elmhurst

Washington  
Murray State

THE FRATERNITY HEADQUARTERS IS  
YOUR RISK MANAGEMENT SOURCE:

- ⇒ EDUCATIONAL PROGRAM IDEAS
- ⇒ COPIES OF THE POLICY
- ⇒ LIABILITY INSURANCE
- ⇒ MUCH, MUCH, MORE...

As of November 21, 1997, the following chapters were placed on Administrative Suspension for violating the Fraternity's Risk Management Policy during the current academic term. All of the violations carry a 20% increase in the current liability insurance premium, as well as increases in the premium for the next three years. A violation also eliminates participation in the risk management incentive program, where the chapter can earn a 15% total savings\* on their insurance premium.

Cornell  
Slippery Rock

Illinois  
Rutgers

\* All savings are credited to the chapter's account, or applied to the chapter's debt, after the insurance premium has been paid in full by the February 1, 1998 deadline.