

# The Old Gal Gazette

Number 5

November 6, 1987

## National News

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*We Proudly Present!*

### ZIZZO NAMED AS NEW CHAPTER LEADERSHIP CONSULTANT

**Steven V. Zizzo, Illinois '84** will join the headquarters staff in January 1988 as a Chapter Leadership Consultant. Brother Zizzo is the 1987 recipient of the Frank F. Hargear Memorial Award which is given to the outstanding undergraduate brother.

Steve has served Eta Chapter as HSP, HJP, HE, Pledge Educator, Informal Rush Chairman and athletic director. He is currently Prudential Committee member-at-large as he prepares for his December graduation. He has also served as the 1986-87 Province III President and as a conference coordinator for the 1986 National Leadership Conference & Convention.

"We are very pleased to have such an enthusiastic, outstanding brother join our staff," says Randall S. Lewis, Director of Chapter Services. "He has a lot of experience that will be very beneficial to our chapters and colonies as he helps to keep Alpha Sigma Phi America's premier Fraternity."

### BROTHER WATSON WINS NABISCO CHAMPIONSHIP



**Tom Watson, Stanford '68**

At long last, after 39 months of frustration, Tom Watson is a winner again.

Despite what he called "a churning inside" during the last nine holes, Watson put together a 2-under-par 68 Sunday, November 1, to hold on and win the \$2 million Nabisco Championship--the richest tournament in PGA history--by two shots.





## WATSON WINS NABISCO CHAMPIONSHIP continued

"I feel no sensation about the money at all," Watson said after collecting \$360,000 for his 12-under-par 268. "Oh, tomorrow I'll wake up and realize I've made up some of my losses in the stock market, but right now, the only thing that's important is that I won again."

Watson boosted his 1987 earnings to \$592,351, topping his previous best of \$530,808. The victory was his first since the 1984 Western Open and the 32nd in his 17-year career.

Runner-up Chip Beck fired a 64 and applied the pressure by making birdies on the 16th and 17th holes to pull within a shot before Watson topped his triumph with an 8-foot birdie putt on the last hole.

Greg Norman shot 66 and could have tied Beck for second place, worth \$216,000, but missed an 8-foot birdie putt on the last hole.

Another disappointed player was Curtis Strange, who finished last in the 30 man field, and lost Player of the Year honors to Paul Azinger. "Curtis lost Player of the Year, I didn't win it," said Azinger.

But it was Watson's day, and he glowed in the aftermath of what he called one of his most satisfying victories.

"To win for the first time is awfully tough," he said. "But the first comeback win is even tougher."

- Steve Hershey  
USA Today

## For Your Information

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### SECRETS OF PERSONAL SUCCESS FROM 89-YEAR-YOUNG DR. NORMAN VINCENT PEALE

If you've ever doubted the power of positive thinking, take a look at Dr. Norman Vincent Peale, a member of Phi Gamma Delta Fraternity. At the age of 89 he continues to maintain a schedule that would exhaust most 20-year-olds. He radiates good health and is sharp of mind and of wit. Yet his "recipe for living" is really quite simple--always maintain a positive attitude about yourself and those around you. In addition, he offers the following rules for successful living:

**Continually tell yourself you can do anything you want.** Each of us is born with a little extra hidden potential that I call "the plus factor." If you believe in yourself and in your abilities, your plus factor will automatically shine through, allowing you to accomplish whatever you wish. But if negative attitudes dominate your thinking, your plus factor will be stifled. . .and so will your abilities.

**When self-doubt creeps up on you, slap it down.** Many prominent people have an uneasy feeling that they don't have what it takes. In spite of their obvious successes, they are still occasionally gripped with self-doubt.

Example: Every time I go on stage to deliver a speech, I find myself worrying that my speech isn't as good as another speaker's was. But instead of letting self-doubt overtake me, I tell it to "get down." Then I say aloud to myself, "I know I can do it. I am somebody. I believe in myself."

**Work toward your goals one step at a time, always moving forward.** It's hard to go from being a nobody to being a somebody in one big jump. But if you accomplish a little each day, you'll reach your ultimate goal before you know it.



# For Your Information

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## SECRETS OF PERSONAL SUCCESS continued

**Gravitate toward people who believe in you, and avoid those who put you down.** When others have faith in you, you are more likely to believe in yourself.

Example: A woman wrote to me about her son, who as a child accepted a dare to drop a lighted match into a tank of gasoline. He lost most of his face and both of his hands. Her husband was so devastated that he died. But she bravely faced her son's disabilities and told him he could overcome them. Today he is a professor at a prominent university. . .all because someone believed in him.

**Find out what you do best, and stick with it.** I found out long ago that the thing I could do best was to make a simple speech--and I mean simple. So that is what I have continued to do all my life. Many people try to be something they're not. . .and fail completely. If you're doing what you do best, you're guaranteed to be happy.

Example: A man who owned a successful manufacturing company came to me complaining that his son was destined to be a failure. When pressed for details, he said he'd trained his son to take over the family business, but the boy wanted to study music instead. I pointed out that if his son were forced to take over the business, he would surely fail, but if allowed to pursue music, he would most likely succeed--and he did.

**Delight in your work without feeling guilty.** Work has somehow become a dirty word in our society. Yet most voluntary workaholics are happily doing what they want to do when they want to do it. I love working and am not ashamed to admit it. It's what keeps me healthy and energetic. So wake up in the morning and thank the Lord you have a job. Then go to your place of business with anticipation and delight.

**Never try to solve a problem by reacting emotionally.** It can't be done. Instead, think coolly, objectively and intellectually. The less emotional your thoughts, the better your solution.

**Think of everyone you meet as a good person unless you find out otherwise.** If a new acquaintance immediately rubs you the wrong way, he is most likely reacting to an upsetting personal situation, not to you. Give him another chance before writing him off.

**Love every single human being, lovable or not.** If you have good feelings about people and let them know it, your goodwill will wash back over you.

Example: A Hollywood character actor had been very successful, but then he suffered an unlucky streak where he just couldn't find a job. Finally he got a small part in a play, delivering a few humorous lines. While waiting to go on, he spotted a rather glum-looking man in the audience. He decided to give his part all he had to make the man laugh. Result: He not only made that man laugh, he got the whole audience's attention. . .and inspired by the feat, he eventually regained his popularity.

## FOR A SUCCESSFUL PERSONAL LIFE

I have been uniquely blessed with a magnificent partner. . .my wife. And my happy marriage has contributed greatly to my business success. But for those who are not as lucky as I have been in marriage, I offer these suggestions:

**Establish an equal partnership with your spouse.** Think of your home as a company that you share and run equally. Respect each other and have perfect freedom with each other.





# For Your Information

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## SECRETS OF PERSONAL SUCCESS continued

**Work and play together rather than just living together.** I attribute the closeness my wife and I share to the fact that we run our business together, exercise together and travel together. We also test new ideas out on each other (and in the process, have some rather strong exchanges.) My wife is my adviser, and I couldn't get along without her.

**If you have a problem, try to work it out.** I believe any two people who were once drawn to each other by feelings of love can renew that love if they really think about what they have.

Example: While I was sitting with a married couple, the wife told me she couldn't stand her husband anymore. In response, I asked her to list five bad things about him--and he admitted to them all. Then he listed five bad things about her, to which she also admitted (reluctantly). Next, I asked her to list five good things about him. When she had finished the first three--he's faithful, he's supportive, he's kind--I said, "These virtues are prizes. You'd better hang on to him, because he's a rare bird." They left smiling and have stayed together to this day.

- Bottom Line/Personal

## Career Line

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### SEVEN TRICKY JOB INTERVIEW QUESTIONS:

AND HOW TO ANSWER THEM SO YOU LAND THE JOB

I used to be a job interviewer. I have interviewed thousands of college graduates around the country. Believe it or not, my job was not to give out jobs. In fact, my job was to give turndowns. If I couldn't find any reason to turn you down, you'd earn a second interview and maybe even a job offer.

I know this sounds negative. So what? The whole job search process is a pretty negative business. (Remember, though, that 99 rejects and one outstanding job offer constitutes a successful campaign for you.)

On average, I turned down 11 out of 12 applicants. The following are some great interview questions that have generated hundreds of turndowns. I've used them all.

**1. What is your greatest weakness?** When an interviewer asks this, he or she is merely digging for a reason to turn you down. Applicants can be so accommodating. "The pressure of tests causes me to freeze up." "I am somewhat of a procrastinator." Turndown City. Many job candidates will tell the interviewer about a failing or weakness that generates a sure turndown. Here's what you should say instead:

"I am sometimes too sensitive to people." "Sometimes I'm impatient with others whose standards are not as high as mine." "I have trouble separating work from play." Now, can I turn you down because you are a) sensitive, b) impatient with sloppy work, c) a workaholic?

**2. What do you think you'll be doing in 10 years?** I love this question because under the guise and "safety" of 10 years away, job candidates talk about what they really want to do. Interviewees show their true colors. Here's a response that will not generate a turndown:

"It's difficult for any of us to know where we will be in 10 years, but I do have plans. First of all, I want to learn your business from the ground up. Long term, I hope to be in a position of greater responsibility that is mutually beneficial to the company and myself."



## INTERVIEW QUESTIONS continued

**3. How would you evaluate your last boss?** Any negative about a prior employer is an absolute turndown immediately. Bad apples offer sour grapes, to mix a metaphor. Never bad mouth a former employer, co-worker or boss. Never.

**4. What is your greatest strength?** The recruiter is fishing for information here. He or she is giving you the opportunity to prove that you offer the most important prerequisite for this specific job. Always answer this question as if the recruiter really said, "Prove to me that you have what it takes for this job."

**5. I notice that your summer jobs were not in your field.** The recruiter may be worried that you are vocationally immature or that you don't really know what it is like to fill a job. If you worked as, say, a lifeguard, he or she may be concerned about your lack of drive and ambition. Here's what to say:

"My working as a lifeguard often raises questions because employers picture an easy summer on the beach. Actually, my experience as a guard was a valuable leadership training ground. I was promoted to supervisor of 10 lifeguards and was responsible for the safety of 5,000 people every day."

**6. Why did you sign up for this interview?** The interviewer is really saying: "Please prove that you have researched and prepared for this interview as a real career opportunity. Show me enthusiasm and an excitement that we are here together."

I wish I had a nickel, no, \$500, no, \$1,000, for every time a job candidate said, "I read the brochures on your company and it sounds like a great opportunity." What a piddly response. An employee is a potential million-dollar investment from my side and you tell me you read generic spiel in the annual report? If you want the offer, this is the time to get excited and prove it.

**7. Tell me about yourself.** This recruiter snare is about as wide open as it gets. The question is one notch above "Talk." You should answer this question with information that is at the very least tangential to the company and its product or service. Remember, the interviewer is gathering evaluatory information. The fact that you have two sisters who are Siamese twins is certainly interesting but not the slightest bit relevant. On the other hand, if you've been supporting your family or you have hobbies related to the field jabber on.

The job search process is unfair. Those who achieve the best interview ratings get the best offers, often beating those better qualified. It happens all the time.

If you believe that your wit, intelligence, good looks and diploma are the ticket, you are doomed to fail. Your competition will always be better in those categories. Job search is not a game. It is the most important project you will ever undertake.

- John LaFevre  
Moving Up

## Chapter News

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### **H** ETA CHAPTER, The University of Illinois:

Alpha Sigs captured the fraternity volleyball championship and finished second in the fraternity soccer championships!

After advancing past Delta Chi in the volleyball championship semi-finals, brothers **Mike Thede '86, Randy Noren '86, Brian Weber '87, Joe Housh, Steve Zizzo '84, Ray Padilla '87, and Aaron Schacht** took on Lambda Chi Alpha for the fraternity crown. Alpha Sigs commanded the first game and battled back from a five point deficit to shut out our neighbors for bragging rights.



# Chapter News

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## ETA CHAPTER continued

Three days later an undefeated soccer team of Alpha Sig "Booters" faced a fast Delta Sig team in the finals. By the end of regulation play the game was scoreless. As darkness set in, the two teams exchanged penalty kicks which eventually put the Alpha Sigs on the losing side.

- Richard Browne, HSP

## **Z** ZETA CHAPTER, The Ohio State University:

Zeta Chapter is busy studying, playing football, rushing, and socializing. We are looking forward to our annual Hayride on November 7 as well as the Alpha Xi Delta Exchange Dinner and the Phi Mu pre-game gathering November 21 before the Ohio State vs Michigan football game.

We are in the process of renovating our dining room and are setting our sights on a great quarter scholastically.

The Zeta Chapter intramural program was very successful last year. We won football and wrestling as well as being second in softball. We participated in volleyball, track, water polo and soccer. All of this participation has given us the lead, overall, in intramural points for the entire Greek system at Ohio State! If we win football this year, we will go to New Orleans for a national competition.

- Tim Schulien, HCS

## **AP** ALPHA RHO CHAPTER, New Jersey Institute of Technology:

For the second consecutive year the Alpha Rho Chapter has won the NJIT talent show. The IFSC sponsored talent show is now held every year during alcohol awareness week. All of the greek's acts must relate to alcohol awareness.

Our pledge class, one of our biggest ever at 16, put on a great performance to the tune of "I Heard It Through The Grapevine." They sang lyrics which they composed. The song dealt with drinking and driving. While singing they danced around like big grapes. The first prize of \$100 will go toward their pledge project.

- James Comerford, HSP

## **ΔΘ** DELTA THETA CHAPTER, Radford University:

We just initiated three new brothers into the Mystic Circle on October 2. Alpha Sigs are proud to welcome these new brothers and wish them well in the years ahead.

Rush went over well with Delta Theta extending 28 bids and receiving 18 back. During rush, everyone got into a big circle and introduced themselves, telling about their hobbies, interests, girlfriends and backgrounds. Eighteen pledges is a good job--well done Delta Theta!

- Mark Moody, HR

## **BI** BETA IOTA COLONY, Tufts University:

Our new pledge class decided that they would continue a tradition started last year by the colony founding fathers. They handed out free non-alcoholic drinks for National Collegiate Alcohol Awareness Week which also fulfilled the service project requirement of their pledge education. Overall more than 750 "drinks" were handed out at the Second Annual Mocktails on the Quad. The event turned out to be great for public relations and rush.



# Chapter News

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## **BETA IOTA COLONY** continued

Trying to practice the idea "the fraternity is here for us as much as we are here for the fraternity," we have started posting our personal goals on a goal board in our "house" (it's really an apartment). This way we all know how to encourage each other more specifically. Every couple of weeks each goal is read in a brothers' meeting and we all check in on how we're doing meeting our goals. This has really helped increase brotherhood and motivation.

## **BP BETA RHO CHAPTER, University of Toledo:**

Beta Rho has been busy pledging 10 men this fall as well as financing the purchase of a new chapter house. We have held two car washes which raised \$185.00 each, also a turkey raffle.

Formal rush included a dinner to which all rushees were invited. A slide show was presented consisting of all the aspects of fraternity life. An alumnus guest speaker was on hand to answer questions and to speak with our guests.

We compete in all intramural sporting events that the university offers. We encourage our brothers to participate as players and as spectators. All events ranging from football, tennis, bowling and handball to badminton and swimming are looked at as a way to promote the chapter and Greek system as a whole. The attitude that we have adopted has brought our chapter a lot of success this year and we hope it will continue.

- Brian Clegg

## *Pledged To The Seven Points*

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**ZETA CHAPTER, The Ohio State University:** Thomas Michael Foster and Erik Joe Sipes on October 12, 1987

**NU CHAPTER, University of California-Berkeley:** Saba Quraishi, Richard Lewis Pesqueira Jr., Mark Andrew Fong, Christopher Mark LeClerc and Stephen Ryan DosSantos on August 21, 1987.

**ALPHA BETA COLONY, University of Iowa:** Robert S. Kaiser, Edward W. Kruse and Brad D. Wulf on October 20, 1987.

**ALPHA THETA CHAPTER, University of Missouri-Columbia:** Ronald Sison, Rodney Hall, Guy Unverferth, Chris Stiegall, Steve Penhalligan, Charlton Johnson, Clifford Wilms, Ray Burkemper, Sean Casey, Timothy Cundif, Steven Dalbeck, James Saunders, Christopher Johnson and Seth Brandenburg on September 11, 1987.

**ALPHA XI CHAPTER, Illinois Institute of Technology:** Yoon Soo Che, Samuel Dari, Jose' DeJesus, and James Finn on September 23, 1987.

**ALPHA RHO CHAPTER, New Jersey Institute of Technology:** Dan Spanton, Stephen Shatzel, Dan Schwarz, Gary Saitta, Louis Russo, David Piell, Joseph Nuzzolese, Thomas Muller, Michael Mitaritonda, Erich Michel, Frank Messineo, Darrell Kidd, Steve Karski, Kevin Gates and Robert Eckhardt on October 16, 1987.

**ALPHA PSI CHAPTER, Presbyterian College:** John Kevin Kihle, Corey Andrew Williams, Scott Leonard Grandy, Thomas Coleman Craig, James William Stewart and Michael French on September 9, 1987.

**BETA OMICRON CHAPTER, Tri-State University:** Gregg Graff on October 1, 1987.

**DELTA DELTA CHAPTER, Slippery Rock University:** Paul David Mooney, Dean Michael Trent, Lawrence York, Edwin Patrick Cleary Jr., Robert E. Shumaker, Dan Willard Tanto, Christopher Allen Partridge, David Scott Jayes and Brent Dudek on September 20, 1987.



## *Pledged To The Seven Points*

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**GAMMA ZETA CHAPTER, Bowling Green State University:** Charles Ryan Dunham, John Eric Eddy, John Kenneth Ferguson, Edward John Haskins, Jeffrey Paul Hopkins, Timothy Bing Koehler, Geoffrey Michael Laney, Robert Roy Lockwood, Jeffrey Scott Miller, Brian Thomas Muldoon, Sean Alan Murphy, Mark Robert Ryan and James Shinosky on September 22, 1987.

**PHI ZETA COLONY, Lock Haven University:** Ali Sikander, Brian Ahearn, Rudy Ferretti, Jeffery Bill and George Koresko on October 13, 1987.

## *Initiated Into The Mystic Circle*

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**ETA CHAPTER, University of Illinois:** James A. Niewiara, Michael P. Anderson, Jeffrey W. Knuppel, Benjamin J. Housh, Joseph F. Soquist, Aaron L. Schacht, Frank J. Gurick, Jeffery S. Owens, William F. Love III, Jed C. Wuellner and John L. Ortiz on August 29, 1987.

**THETA CHAPTER, University of Michigan:** William Harris, Steven LeDuc, Ken Foster, Scott Redman, Greg Schueller, Richard Llope, Mike Moreno, John Gnida and Randy Kolesky on April 22, 1987.

**ALPHA PI CHAPTER, Purdue University:** Daniel Phares Gielow, Michael Richard Gardner, Patrick Nelson Allen, Thomas Alan Bloom, Jeffrey Scott Davis, Stacy John De Hart, William Thomas Faith, Todd Leon Gagerman, Michael Alan Joseph, Philip William Macnabb, Thomas Victor Miller, Brian Philip Patke, Ernest David Presser, John Matthew Schuler, Steve Warren Schwartz, David Jeffrey Sullivan and Michael John Uhle on October 3, 1987.

**BETA GAMMA CHAPTER, Bethany College:** Eric Johnson on November 3, 1987.

**BETA THETA CHAPTER, Rutgers University:** John Joseph Gazdus, Harris Laeb Rotman, Joseph Thomas Mundi, Jr., Mitchell Scott Speert, Matthew Shamus O'Brien, Jack Lee Cordova, Richard Chris Dzury, Donald Weinstein, Barry Jay Edison, Mark Anthony Mancini, Paul Samuel St. Amour, Michael Denis Herdman, Keith Christopher Chu and Alfonso Meghnagi on May 6, 1987.

**DELTA THETA CHAPTER, Radford University:** Andrew Keen, Thomas Potter and Shawn Hanna on October 2, 1987.

**DELTA LAMBDA CHAPTER, Stockton State College:** Ronald Joseph LaCanna, Richard John Cirone, Anthony Gerard Vacca and Anthony Giandiletti on April 29, 1987.



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**The Old Gal Gazette** is published every two weeks during the academic year by the National 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.

News items for **The Gazette** can be sent to: Alpha Sigma Phi National Headquarters, 24 West William Street, Delaware, OH 43015.



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I understand that the Official Alpha Sigma Phi Watch featuring a richly detailed re-creation of the Official Fraternity Coat of Arms on the three-dimensional dial is being made available for a limited time through this single private announcement. Please accept my order for the following Official Alpha Sigma Phi Watch(es):

\_\_\_\_\_ Seiko Quartz Wrist Watch with Leather Strap (#ALS-SMS87) @ \$195\* each.  
QUANTITY \_\_\_\_\_

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**purchasers please add \$4.00 per watch for handling and insured shipping charges.**

**For shipments to Pennsylvania only, please add 6% state sales tax.**

**Handling and shipping charges are not taxable.**

I wish to pay for my watch(es) as follows:

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by charging the amount of \$ \_\_\_\_\_ ☐  ☐  ☐ 

to my credit card indicated below.

Account Number:

\_\_\_\_\_  
Mo.   Year

SIGNATURE \_\_\_\_\_

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Please allow 8 to 10 weeks from closing date for shipment of later orders.

PLEASE PRINT PURCHASER'S NAME CLEARLY. IF "SHIP TO" ADDRESS IS DIFFERENT, PLEASE ATTACH SHIPPING ADDRESS TO ORDER FORM.

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Illustration enlarged. Actual diameters of watches are as follows: pocket watch 1-1/2", men's wrist 1-3/8".