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**B U L L E T I N**

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The official newsletter of Alpha Sigma Phi Fraternity

April 15, 1998

Thomas R. Hinkley Named Executive Director

Other Staff Additions Announced as the Fraternity Prepares for Next Year

Thomas R. Hinkley, Indiana '85, joined the Headquarters staff as the Executive Director on April 1, 1998. Tom has already been out on the road, meeting with undergraduate and alumni members across the country to introduce himself, and become acclimated with the brothers and chapters he will serve.

"What attracted me to this position is the opportunity to work with each chapter in building the best fraternity in the country," commented Hinkley. He continued, "My experience as a volunteer, and in the corporate world will give me a unique perspective as we work together to accomplish chapter goals."

Tom just left a career with the Enhanced Business Services department of Ameritech, where he served as the Sales Automation and Staffing Manager since October of 1994. The following year, he was one of ten individuals within a 60,000 person company to receive the Chairman's Award for his service and accomplishments at Ameritech.

Tom received his Bachelors Degree from Indiana University, and later obtained his Masters in Business Administration from Butler University in Indianapolis, IN. He has been very active with Alpha Sigma Phi since being initiated. He served the Gamma Chi Chapter as president, and immediately after graduating as the Rush Advisor. He has been a fixture on the Gamma Chi Alumni Board, and has served as a facilitator and presenter at many National Leadership Conferences and Academies of Leadership, most recently serving as the lead facilitator for the 1998 Academy.

He also served the Fraternity as Assistant Grand Province Chief, and as a member to the Philanthropy and Alumni Relations committees. He received the Delta Beta Xi Award in 1995. Tom has been so active in the past, that he has been mistaken as a Headquarters staff member.

When asked about what chapters could do to aid in this transition, Tom immediately responded, "One thing that will be critical is for us to have open and honest communication. That can start by chapter members telling me

what they expect from their Fraternity Headquarters staff. They can call, write, or e-mail me with their thoughts so I can incorporate them in our services plan. This type of input is crucial for a successful plan, and a good relationship."

Other staffing changes have occurred as well. After ten faithful years of service, Steven Zizzo, Illinois '84, has accepted a position with the National Interfraternity Conference in Indianapolis, IN, as the Associate Executive Vice President. While on staff, Steve served Alpha Sigma Phi Fraternity as a Chapter Leadership Consultant, Executive Vice President and Chief Executive Officer. He served the Educational Foundation as Director of Development, Vice President for Development, and President. Although he has already begun his new job, he is located just across the street and will still serve as the President of the Educational Foundation until this August.

Additionally, Michael Hovermann, Rutgers '93, will also be leaving the Headquarters Staff. He joined the staff in 1996 as a Chapter Leadership Consultant, and has served as the Director of Chapter Development since June of 1997. Michael has accepted a job as a consultant with Electronic Data Systems (EDS), Inc., in Indianapolis.

The Fraternity is proud to announce its newest editions, Drew Thawley, Ohio Wesleyan '94, Terry "Toby" O'Brien, Toledo '92, and Bryan Proctor, Grand Valley '96. If Drew's name sounds familiar it is probably because he served the Fraternity two years ago as an Undergraduate Representative to the Grand Council. He will join the staff as a Chapter Leadership Consultant this summer along with Toby O'Brien.

Toby attended the 1994 and 1995 National Leadership Conferences. As an undergraduate he was very involved with Bacchus and Gamma alcohol awareness groups, and very active on the University of Toledo campus. And finally, Bryan Proctor will join the staff as an intern. Bryan is current the president of the Delta Phi Chapter at Grand Valley State University.

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

UIFI Scholarships Available

Every year Alpha Sigma Phi offers scholarships to the Undergraduate Interfraternity Institute (UIFI). Since its inception in 1990, UIFI has challenged almost 2,300 students representing almost 250 different colleges campuses and 115 different Greek affiliations to make a difference in their Greek communities.

The intimate living atmosphere, personal attention from quality facilitators, educational sessions which are all interactive by design, and constant idea sharing among participants are just a few of the reasons why UIFI has been such a special experience for so many students.

This year Alpha Sigma Phi will give a UIFI scholarship to the first ten Alpha Sig interfraternity council officers that apply. The scholarship covers the registration fee for the institute. (Additional scholarships may be available.) Contact the Fraternity Headquarters or your chapter president for an application.

Understanding yourself and how you interact with others is central to being an effective leader. UIFI offers you the chance to assess your own leadership style and then put it to the test.

UIFI

ΑΣΦ IFC Officers

Joey Reece, Bowling Green	Secretary
Marc Palmer, Bowling Green	Treasurer
Matthew Kear, Ohio Wesleyan	President
Bradley Holcman, Michigan	President
Colin Leyland, Westminster	V.P.
Chris Comtois, Westminster	Secretary
Nate Stailey, Lock Haven	President
Jim Sidick, Bethany	President
Patrick Beggs, Radford	President
Salvidor Arcuri, Michigan State	V.P.
Chad Lynch, Hartwick	President
John Ballard, Presbyterian	President
Chris Henderson, Coastal Carolina	Secretary
Eddy Gomez, Miami	V.P.

Did You Know...



Did you know that the Alpha Sigma Phi Educational Foundation awarded over **\$26,000 in academic scholarships** last year alone?

Did you know that Alpha Sigma Phi will award **forty \$125 scholarships** for the 1998 National Leadership Conference & Convention in Norfolk, VA, August 5-9, a total of \$5,000?

Did you know that Alpha Sigma Phi offers scholarships to **LeaderShape, UIFI, and re-**

gional Greek leadership conferences (NEIFC, SEIFC, MGCA, & WRGC)?

Did you know that Alpha Sigma Phi will award a **\$250 scholarship to every chapter** for their own scholar of the year?

Did you know that Alpha Sigma Phi will give the Interfraternity Council with the best scholarship program submission a **\$5,000 grant** to implement their program?

Chapter News & Notes

University of Washington Mu Chapter

*submitted by Stuart Linscott,
President*

Starting a parents club or association is something that can greatly improve your Brotherhood. The Mu Chapter Parents Club is an extremely active group. It is the top parents association in the fraternity system at the University of Washington, because it focuses on keeping positive relations with its sons and promoting high scholarship. They give out \$1,100 in scholarships each year from money they raise. The scholarships are given to the members with the top GPA in their respective class after each academic quarter, and is worth \$100 at the University book store. In addition, they added a \$100 Mentorship Award given once a year to a brother who promotes scholarship throughout the fraternity. Along with all the scholarships, they assemble final exam baskets of all the best foods, snacks, drinks, bluebooks, and other resources we could use at the fraternity before examinations.

Many of the events that raise the money for scholarships focus on activities between the members and their parent(s). For the upcoming spring quarter for example, we have our annual Spring Clean-up/Work Party and BBQ. It is the weekend before our Founders Day so our house glimmers for our Alumni.

Also, our Annual Golf Tournament takes place at one of the local golf courses. Entry fees include green fees, prizes, and 5 dollar lunch voucher. The net proceeds go to the Alpha Sigma Phi Parents Club. Our last big event of the quarter is a Seattle Mariner game on family night. These events are extremely beneficial for developing positive relations between our parents and raising money for our Parents Club. I strongly encourage you to try something like this to get your parents positively involved, so they can share the experience you have.

Marshall University Beta Delta Chapter

submitted by Ron Shoop, President

The Huntington, WV, blood supply was running low earlier this year, and desperately needed donations. The Beta Delta Chapter stepped up in the true fashion of Alpha Sigma Phi spirit, and demonstrated a genuine concern for their community. The chapter hosted a blood drive in the university's student center, and hit the bricks to solicit donors. Not only did Beta Delta help replenish the low blood supply, but they showed why they are an important part of the Marshall and Huntington communities.

Missouri Valley College Alpha Omicron Chapter

*submitted by Rafael Jaquez,
President*

Recently the members of the Alpha Omicron Chapter spent a day at the Marshall (Missouri) Chamber of Commerce, participating in a Tele-auction. It was unique experience for the chapter as we got to work with an alumnus of our Chapter, John Campbell, who is the former President of the Chamber of Commerce, and have an impact on our community. It is rewarding experiences like this that will keep Alpha Omicron involved in community service for years to come.

Scholarship Excellence!

The following chapters scored a 3.0 GPA or better in the Fall 1997 academic term. Congratulations!

University of Illinois, Eta Chapter	3.07
Iowa State University, Phi Chapter	3.02
University of Miami, Gamma Theta Chapter	3.02
Ohio Wesleyan University, Epsilon Chapter	3.26
RPI, Beta Psi Chapter	3.04

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Time to Plan for Fall Recruitment Period is Now

Before you pack your bags to head home, and even before you get into your final exams, you need to start thinking about and preparing for recruitment in the Fall. Developing a good plan now is crucial, because as most upperclassmen will attest to, the summer months provide a good (or bad) opportunity to forget about the chapter and cause members to return to school unprepared.

Planning now is crucial for many reasons. First, a successful recruitment class just does not happen. It takes a lot of work, which takes a lot of planning. Second, if the plan is created now you have plenty of time to inform everyone of what is going on, when it's going on, and what they are responsible for doing. Third, whenever you write something down and share it with other people, you are much more likely to see those things through to completion. And four, the planning process provides you with the opportunity to get other members involved. Getting others involved gives them ownership in the process, which will increase their desire to succeed. Waiting for the recruitment period to begin, ordering some pizza and Taco Bell, and then waiting for people to show up out of nowhere, only to end up watching your chapter engulf all of the free food, is the result of poor or no planning.

What does all of this planning add up to? More new members for your chapter come the Fall, which pays dividends immediately. The more members that you have, the more people you have wearing letters around campus. It's more people that can show up for service or recruitment events. It is more people that can network around campus to build your base of potential members. More people also means more income for your chapter. Sixty people paying membership dues instead of forty five brings in 33% more money. The reasons for this are endless.

There are many ways to go about creating a plan, but the easiest is to look at what your chapter does now. Start by writing down everything that was done for recruitment over the past year. The next step is to determine if each event was successful or unsuccessful. If it was successful, look at ways to improve it, or ways to incorporate why it was successful into other events.

If it was not successful, you need to determine why. Was it due to a lack of effort? Was it due to poor planning? Or, was it just a bad idea? There can be many reasons for the failure of an event, but if it is the last reason suggested, it was just a bad idea, then you need to make sure that your chapter never does this again. Remember, the solutions and events that were used last year, and netted your chapter five new members, will not miraculously yield twenty new members this year. If it was a bad idea, get rid of it, end of discussion.

After you have done this, look to the events that other chapters on your campus have done that were successfully. Do not be afraid to "steal" another chapter's idea. Chances are they don't hold a patent on the event, so you can do it without consequence. After compiling this list of activities and ideas, you need to organize them and assign responsibilities to specific people. You also want to copy the plan, distribute it to your committee, and get their feedback. At this point it is important to point something out. It is critical to get as many people as possible involved in this entire process. The chapter will not be willing to accept a plan created by one person with little or no input. To avoid this, report progress to the chapter at weekly meetings, and hold special recruitment only meetings to garner feedback and input. If you follow all of these suggestions, you will be on your way to a successful Fall recruitment.