



# Learn It, Live it, Teach It, Expect It

## 2001 NLC Participants are "Fired Up"

The 2001 National Leadership Conference, which took place August 15-19 at the Westin Hotel in Cincinnati. This year's NLC has proven to be an overwhelming success as over 300 undergraduate and alumni gathered for five intense days learning, living, teaching and exemplifying the values that have built Alpha Sigma Phi into what it is today.

The environment of the National Leadership Conference supported the philosophy that everyone is in this together, regardless of current stage of life. Undergraduates and alumni had the opportunity to engage in meaningful activities and conversations that focus on our purpose, "To Better the Man." Attendees were guided through a journey of fraternal and personal realization as they interacted with brothers from across the country.

Here are just a few of the comments from attendees at the 2001 National Leadership Conference:

*"The into the streets plunge, charity work is where the true form of a brother comes out."*

*"Matt and Josh's enthusiasm for the ritual, which is all too often forgotten in our everyday lives, their session prepared everyone for the ritual exemplification and to clear a space in our lives for the ritual of ΑΣΦ."*

*"Alpha Sigma Phi is a fraternity above any other! I will be forever dedicated to the Old Gal. Her ideas, values and principles are life itself. The NLC is the best way to carry on your knowledge about Alpha Sig and gather, new innovative ideas from other chapters."*

*"Meeting brothers from across the country really seeded the effect ΑΣΦ has on me. We are a group of men sharing values and ideas to improve ourselves and to better our fellow man."*

*"The NLC has given me excellent tools to help me live by our ritual and its values. I am so fired up about the coming academic year."*

*"Simply the most phenomenal display of brotherhood ... ever."*

Mark your calendars now for our Grand Chapter and Leadership Conference next summer, August 14 - 18, 2002, Indianapolis, IN

### A Special THANK YOU!!!

Without these volunteers taking precious time away from their families and jobs, our 2001 NLC would not have been possible. Thank you for making NLC a priority!

**Lead Facilitators:**

Dave Gatzke, UCLA  
Jeff Owens, Illinois

**Guest Presentors:**

Larry Liss, Widener  
Steve Zizzo, Illinois

**Society Facilitators:**

Jonathan Burns, Member at Large  
Dr. Daniel Braun, Toledo  
Tom Cahoon, Bowling Green State University  
John Bree, Oregon State  
Rodney Rusk, Central Michigan  
Mark Still, Washington  
Dr. Larry Grimes, Bethany  
John Drummond, Illinois State  
Ben Gross, Murray State  
Dr. Scott Gallagher, Ohio Wesleyan  
Brian Perry, Bowling Green State University  
Quincy Williams, Missouri Valley  
Dr. Charles McCaffrey, Illinois  
Rick Buss, UNC - Charlotte

**Conference Coordinators:**

Kent Witt, Otterbein  
Sean Stonecipher, Murray State

Brad Jonas, RPI  
Ignacio Tejera, Miami

## New Ritual Books

During the 2001 NLC we were able to begin the exchange process for the ritual books entrusted to your chapter.

Many of the chapter delegates brought the books assigned to their chapter with them, and received the new ones in exchange. If your chapter did not have a delegate attend the conference, or if he was unable to bring the books with him, your books will be exchanged during a visit by your Chapter Leadership Consultant later this year.

As a reminder, the books remain the property of the national organization and are entrusted to the chapter officers to properly perform our ceremonies. If you have any questions, please contact headquarters.

## And the Award Goes to...

Every year we present the Frank F. Hargear Award to an outstanding undergraduate member and the Gary Anderson Award to the chapter with the best new member education program. Please join us in congratulating this year's recipients:

### Frank F. Hargear Award

*Isaac Knoot, Phi Chapter (Iowa State)*

### Gary A. Anderson Award

*Delta Tau Chapter, Murray State University*

### Scholar of the Year

*Scott Pile, Delta Tau (Murray State)*

## Two Chartering Petitions Approved at NLC!

During the Awards Banquet on Saturday night, John Gibson, Grand Senior President announced the approval of chartering petitions for two of our colonies.

The colonies located at Western Michigan University and Otterbein College will each be receiving a charter this fall. Specific dates have not yet been determined.

We are also pleased to welcome two new interest groups to our ranks. We have a groups of men at Western Maryland College and Adelphi University.

Below is a complete list of our current colonies and interest groups:

### Colonies:

Albright College (PA)  
SUNY – Buffalo (NY)  
University of Connecticut  
Long Island University/C.W. Post (NY)  
Indiana University

### Colonies (Con't):

Otterbein College (OH)  
Western Michigan University  
Bentley College (MA)  
University of Hartford (CT)  
Pennsylvania State University

### Interest Groups:

Rutgers University (NJ)  
SUNY – Binghamton (NY)  
Adelphi University (NY)  
Western Maryland College

Josh Orendi, Director of Expansion is working closely with these groups to keep them moving towards the goal of becoming a chapter of Alpha Sigma Phi.

If you know of an expansion opportunity close to your school, please contact Josh at [josh@alphasigmaphi.org](mailto:josh@alphasigmaphi.org).

## Setting up Interest Tables for Recruitment this Year?

Many groups target the "likely joiner", by having an interest table, with other fraternities, during a campus sponsored event. Remember that, generally, over 80% of your undergraduate population will not register for such an event, so be sure you have a strategy for getting your message out to a broader audience.

### *10 Step Process to Running an EFFECTIVE Interest Table*

- ◆ Prepare all the brothers.... knowledge & consistency IS important
- ◆ Proactive Greeting – hello, handshake, share your name FIRST
- ◆ Introduce him to another brother
- ◆ Have 2 – 3 lead in questions you are comfortable with to begin discussing 'fraternity'
- ◆ Ask him to sign the interest form – full name, phone, e-mail, & campus address
- ◆ Invite him to meet with you and 2 – 4 other brothers within the next 48 hours
- ◆ Ask him to bring his roommate
- ◆ YOU PICK HIM UP !!!
- ◆ Have fun ... make him your friend
- ◆ Always schedule a specific time to meet again before ending the evening, then follow up.

### **5 More Hints to Maximizing Your Effectiveness**

1. Do NOT make chairs available to your members. Everyone should be standing in front of the tables
2. Be sure that only members are at your tables. They know the fraternity best and the message you want to communicate.
3. Role Play the 10 steps at the next chapter meeting BEFORE you set up the tables
4. The table is a great place to display tasteful pictures, awards, logos, memorabilia, info packets, etc.
5. Put yourself in the prospective member's shoes and imagine your table area as he would see it

## Improve Your Chapter

The best way to improve the quality and effectiveness of you chapter is to empower the younger members. Empowering them can be tough, but Headquarters has a great way to help: The Ralph F. Burns Leadership Institute.

The Burns Institute is designed to help teach recently initiated members what it means to be a good brother of Alpha Sigma Phi. Brothers will learn what they must do to have a good chapter, how they can be leaders in their chapter, and, finally, what it means to be a top notch national fraternity. In addition to these valuable lessons, the Burns Institute provides our young members with the ability to create fraternal goals and visions. Giving our youngest members such valuable contact at the national level helps give them a vision at a very early stage in their fraternal career. No other national fraternity has this incredible opportunity.

This year we will be having one session of the Institute in the midwest and one in the northeast. Please contact Ed Lenane, Director of Leadership Development, at [ed@alphasigmaphi.org](mailto:ed@alphasigmaphi.org) for more details.

### *Upcoming Dates*

#### *October 1*

- *October Report of Membership Due!!!*
- *Risk Management Agreement Form Due!*
- *Submit typed budget to headquarters*
- *Submit complete New Member Program*

#### *November*

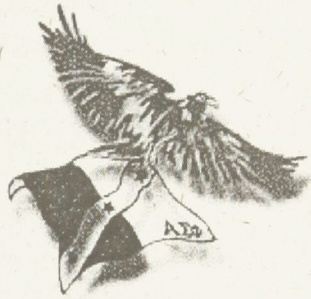
- *Risk Management Educational Certification due (for insurance discount) by 15th*
- *Report of Elections*



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U.S. Postage  
PAID  
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Permit No. 1163



## Reminder:

*Your October Report of Membership must be received by National Headquarters no later than October 1, 2001!*

### Risk Management Incentive Program

What an easy way to save some MONEY! On February 1 of every year, your insurance premium must have been received by our insurance agent, Kirklin & Co., LLC. An easy way to save money on your premium is to take advantage of the incentive program. Discounts totaling up to 15% can be earned by:

- Have your October Report of Membership be RECEIVED by headquarters by October 1. Fax copies ARE accepted. This easy step earns you a 5% discount!
- Pay your premium on time. If your payment is RECEIVED by Kirklin & Co. by February 1, your chapter will earn a 5% discount on next year's premium!
- Conduct three risk management workshops by November 15 and submit the certification forms to headquarters by Nov. 15. If you need ideas on types of workshops, ask your Chapter Leadership Consultant

(Additional discounts are also available for substance free housing situations)