



this book belongs to:

chapter/colony:



JULY 28-31, 2016 | COASTAL VIRGINIA





undergraduate ATTENDEE SCHEDULE

thursday | july 28

TIME	ACTIVITY	LOCATION
11:00 a.m. – 5:00 p.m.	Event Check In	Monticello Foyer
3:00 p.m. – 5:30 p.m.	Initiation Exemplification Rehearsal	Merrimac
4:30 p.m. – 5:00 p.m.	Undergraduate Delegate/Alt. Orientation	International Ballroom
5:00 p.m. – 5:30 p.m.	Undergraduate Delegate/Alt. Town Hall	Claremont
5:45 p.m. – 6:30 p.m.	Kick Off	International Ballroom
7:00 p.m. – 9:00 p.m.	Evening Cruise	Off Site

friday | july 29

9:00 a.m. – 9:45 a.m.	GC/Delegates/Alt. Opening Rehearsal	International Ballroom
9:00 a.m. – 11:15 a.m.	Initiation Exemplification Rehearsal	Granby Theater (Off Site)
9:00 a.m. – 5:00 p.m.	Event Check In	Grande Promenade
10:00 a.m. – 11:30 a.m.	54th Grand Chapter Opening Ceremonies	International Ballroom
10:30 a.m. – 11:15 a.m.	Educational Sessions	
	Career Prep - Juniors & Seniors	Riverwalk
	Recruitment	Monticello
	Service & Philanthropy	Montpelier & Greenway
	Service & Philanthropy (RAINN)	Eppington
	Toastmasters Lite	Claremont
11:30 a.m. – 12:45 p.m.	Better Man Luncheon	Half Moone (Off Site)
1:00 p.m. – 2:30 p.m.	Plenary Session No. 2 (Delegate/Alt.)	International Ballroom
1:00 p.m. – 3:00 p.m.	Initiation Exemplification Rehearsal	Granby Theater (Off Site)
1:00 p.m. – 6:00 p.m.	Educational Sessions	
	Career Prep - Juniors & Seniors	Riverwalk
	Recruitment	Monticello
	Service & Philanthropy (RAINN)	Eppington
	Toastmasters Lite	Claremont
1:00 p.m. – 6:00 p.m.	Service Projects	Off Site
3:00 p.m. – 5:00 p.m.	Plenary Session No. 3 (Delegate/Alt.)	Granby Theater (Off Site)
5:30 p.m. – 6:45 p.m.	Plenary Session No. 4 (Delegate/Alt.)	International Ballroom

saturday | july 30

8:00 a.m.	Plenary Session No. 5 (If Needed)	International Ballroom
9:00 a.m. – 10:00 a.m.	Undergraduate Advisory Board Meeting	Claremont
10:30 a.m. – 11:45 a.m.	Educational Sessions	
	Career Prep - Juniors & Seniors	Riverwalk
	Career Prep - Freshmen & Sophomores	Greenway & Eppington
	Health & Wellness	Merrimac
	Recruitment	Monticello
	Shark Tank	Montpelier, Riverview & Brandon Room B
		Claremont
		International Ballroom
12:00 p.m. – 1:00 p.m.	Toastmasters Lite	
1:15 p.m. – 5:30 p.m.	Lunch	
	Educational Sessions	
	Career Prep - Juniors & Seniors	Riverwalk
	Career Prep - Freshmen & Sophomores	Greenway & Eppington
	Health & Wellness	Merrimac & Off Site
	Recruitment	Monticello
	Shark Tank	Montpelier, Riverview & Brandon Room B
		Claremont
		International Ballroom
7:00 p.m. – 9:30 p.m.	Toastmasters Lite	
	Cardinal & Stone Awards Banquet	

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CAREER PREP - JS

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CAREER PREP - FS

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HEALTH & WELLNESS

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RECRUITMENT

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SERVICE & PHILANTHROPY

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SHARK TANK

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TOASTMASTERS LITE

alumni & board member
ATTENDEE SCHEDULE



thursday | july 28 ★

TIME	ACTIVITY	LOCATION
9:00 a.m. – 10:00 a.m.	Grand Council Meeting	Riverwalk
9:00 a.m. – 5:00 p.m.	Nominations Committee Meeting/Interviews	Eppington
1:00 p.m. – 4:00 p.m.	Grand Council Meeting/UND G.C. Interviews	Riverwalk
2:30 p.m. – 4:00 p.m.	Credentials, Resolution, Law Committee Meeting	Brandon Room AB
4:00 p.m. – 4:30 p.m.	Grand Council/Committee Chair Plenary	
5:45 p.m. – 6:30 p.m.	Session Rehearsal	International Ballroom
7:00 p.m. – 9:00 p.m.	Kick Off	International Ballroom (Off Site)
	Evening Cruise	

WHAT TO WATCH FOR



evening cruise
THURSDAY | JULY 28
7:00 PM – 9:00PM

friday | july 29 ★

8:30 a.m. – 9:45 a.m.	Past Grand Senior President Breakfast	City Dock
9:00 a.m. – 9:45 a.m.	GC/Delegates/Alt. Opening Rehearsal	International Ballroom
10:00 a.m. – 11:30 a.m.	54th Grand Chapter Opening Ceremonies	International Ballroom
11:30 a.m. – 12:45 p.m.	Grand Council Officer Elections Luncheon	Brandon Room AB
11:45 a.m. – 12:45 p.m.	Alumni Luncheon	Riverwalk
1:00 p.m. – 2:30 p.m.	Plenary Session No. 2 (Delegate/Alt.)	International Ballroom
3:00 p.m. – 5:00 p.m.	Plenary Session No. 3 (Delegate/Alt.)	Granby Theater (Off Site)
5:30 p.m. – 7:15 p.m.	Plenary Session No. 4 (Delegate/Alt.)	International Ballroom
7:30 p.m.	Alumni Reception	Brick Anchor Brew House (Off Site)



cardinal & stone
awards banquet
SATURDAY | JULY 30
7:30 PM – 9:30PM

saturday | july 30 ★

9:00 a.m. – 11:00 a.m.	Alumni Board of Advisors Meeting	Wilton
10:00 a.m. – 11:00 p.m.	Editorial Board Meeting	Hotel Restaurant
11:00 a.m. – 12:00 p.m.	Grand Council Meeting	Wilton
12:00 p.m. – 1:00 p.m.	Lunch	International Ballroom
1:00 p.m. – 3:00 p.m.	CLVEN Board of Directors Meeting	Brandon Room A
1:00 p.m. – 4:00 p.m.	Foundation Board of Directors Meeting	Wilton
6:15 p.m. – 7:15 p.m.	Alumni Reception	Riverwalk
7:30 p.m. – 9:30 p.m.	Cardinal & Stone Awards Banquet	International Ballroom

THANK YOU TO OUR



▶ Alpha Sigma Phi would like to take this time to say Thank You to our talented and dedicated Grand Chapter facilitators.

FACILITATORS!

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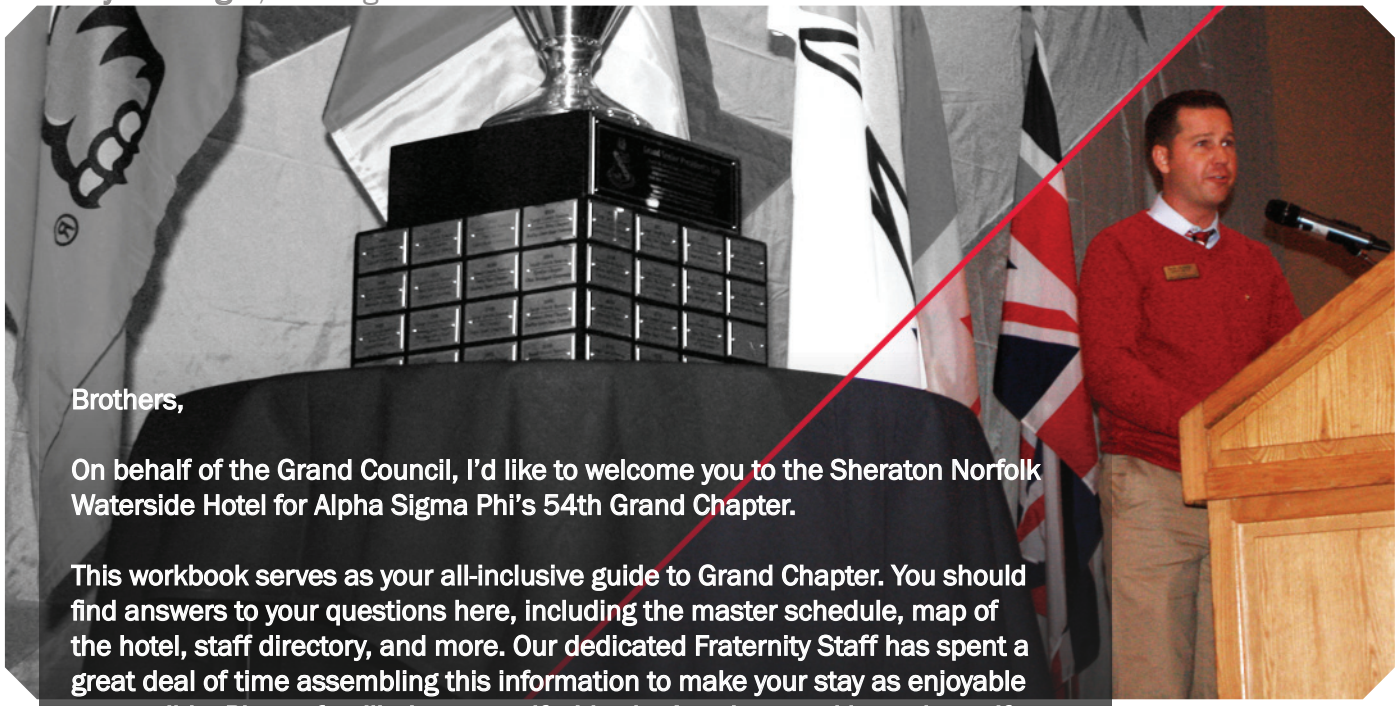
#ASPGRANDCHAPTER



WELCOME!

≡ a letter from the president & ceo

Gordy Heminger, Bowling Green '96



Brothers,

On behalf of the Grand Council, I'd like to welcome you to the Sheraton Norfolk Waterside Hotel for Alpha Sigma Phi's 54th Grand Chapter.

This workbook serves as your all-inclusive guide to Grand Chapter. You should find answers to your questions here, including the master schedule, map of the hotel, staff directory, and more. Our dedicated Fraternity Staff has spent a great deal of time assembling this information to make your stay as enjoyable as possible. Please familiarize yourself with what's written and let us know if you have any questions.

Alpha Sigma Phi is in the midst of a Golden Era. Our efforts here will ensure this era continues, and Alpha Sigma Phi's best days remain ahead. Each of our seven educational tracks are designed to help give you the skills to not only be a more productive member of your chapter/colony, but also to be a Better Man. You will meet new friends who share your love for the "Old Gal" and who you will be proud to call "Brother." When you leave Norfolk, you will be emboldened by these experiences, ready to help make your chapter or colony and Alpha Sigma Phi the very best.

Each of you, no matter your role here this weekend, is vital to our organization. You have the opportunity to create a Fraternity that is true to its purpose, embodies its values through the conduct of its members, and is striving to expand its footprint on your campus and across the world.

The success that unfolds in the years to come will be a testament to the hard work you have bestowed and will bestow in the future.

WELCOME TO COASTAL VIRGINIA

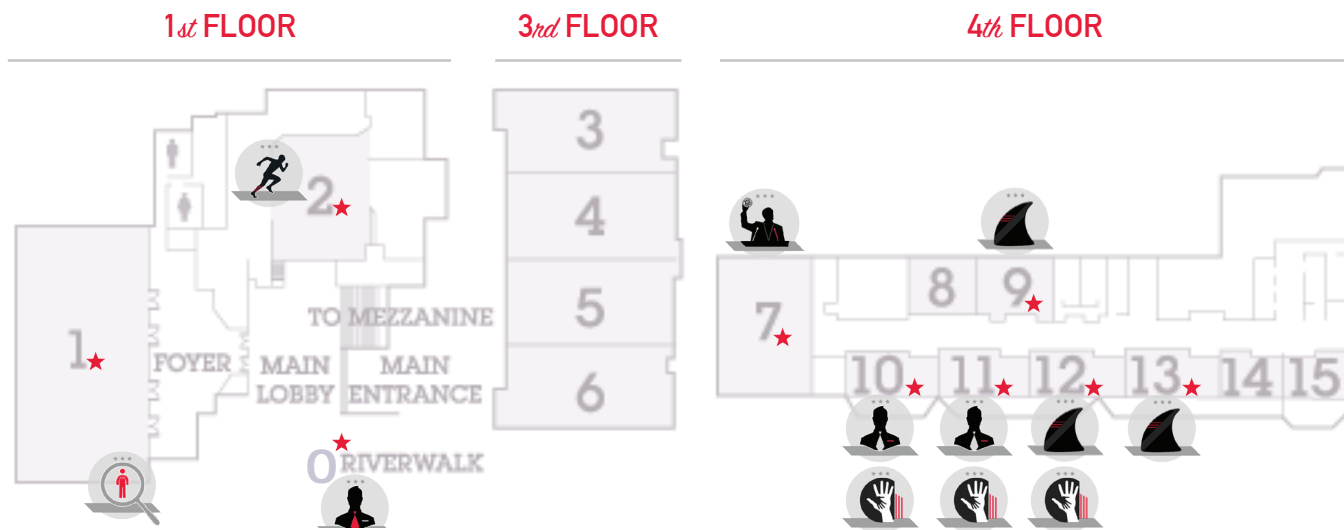
Norfolk, Virginia is a city of some 245,000 residents and encompasses 66 square miles. It has seven miles of Chesapeake Bay beachfront and a total of 144 miles of shoreline along its lakes, rivers, and the Bay. Much of this land is located in residential neighborhoods.

HOTEL MAP



≡ quick view & room assignments

The duration of Grand Chapter will be carried out on the first, third and fourth floors of the Sheraton Norfolk Waterside Hotel.



1st FLOOR	career prep - js	0 RIVERWALK
	recruitment	1 MONTICELLO
	health & wellness	2 MERRIMAC
3rd FLOOR		3
		4 INTERNATIONAL BALLROOM
		5
		6
4th FLOOR	toastmasters lite	7 CLAREMONT
		8 BRANDON ROOM A
	shark tank	9 BRANDON ROOM B
	service & philanthropy, career prep - fs	10 EPPINGTON
	service & philanthropy, career prep - fs	11 GREENWAY
	service & philanthropy, shark tank	12 MONTPELIER
	shark tank	13 RIVERVIEW
		14 WESTOVER
		15 WILTON

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#ASPGRANDCHAPTER





STAFF DIRECTORY

≡ meet your 2016-17 staff

The largest Fraternity Staff to date, 37 dedicated individuals make up a talented team driven by making the present and the future of Alpha Sigma Phi as bright as ever.



gerard agostinello
COORDINATOR OF CHAPTER & COLONY DEVELOPMENT



denis beaudoin
DIRECTOR OF HOUSING



t.j. brennan
COORDINATOR OF CHAPTER & COLONY DEVELOPMENT



adam brown
COORDINATOR OF FRATERNITY INITIATIVES



tyler campbell
COORDINATOR OF CHAPTER & COLONY DEVELOPMENT



mike carlo
COORDINATOR OF EXPANSION & GROWTH



brannan crossno
COORDINATOR OF CHAPTER & COLONY DEVELOPMENT



colin cunningham
COORDINATOR OF ALUMNI ENGAGEMENT & SPECIAL EVENTS



logan dunnigan
COORDINATOR OF CHAPTER & COLONY DEVELOPMENT



josh dusing
COORDINATOR OF EXPANSION & GROWTH



kristen fioritto
COORDINATOR OF COMMUNICATIONS



matt flanagan
COORDINATOR OF CHAPTER & COLONY DEVELOPMENT



sam francoia
COORDINATOR OF EXPANSION & GROWTH



ian fraser
DIRECTOR OF COMMUNICATIONS



jay grothouse
ASSISTANT DIRECTOR OF CHAPTER & COLONY DEVELOPMENT



samir hafiz
COORDINATOR OF CHAPTER & COLONY DEVELOPMENT



pam hawkins
DIRECTOR OF BUSINESS OPERATIONS



gordy heminger
PRESIDENT & CEO



tom hinkley
CHIEF ADVANCEMENT OFFICER & CAMPAIGN MANAGER



matt humberger
VICE PRESIDENT



logan ishimine
COORDINATOR OF CHAPTER & COLONY DEVELOPMENT



steve mcgunagle
COORDINATOR OF EXPANSION & GROWTH



danny miller
SENIOR DIRECTOR OF ALUMNI ENGAGEMENT



liz morehouse
DIRECTOR OF EDUCATIONAL PROGRAMS & ASSESSMENT



sebastian naranjo
COORDINATOR OF CHAPTER & COLONY DEVELOPMENT



joe nelson
COORDINATOR OF EXPANSION & GROWTH



max nelson
COORDINATOR OF CHAPTER & COLONY DEVELOPMENT



layton piver
DIRECTOR OF EXPANSION & GROWTH



scott rarick
ASSISTANT DIRECTOR OF CHAPTER & COLONY DEVELOPMENT



jeremy ried
ASSISTANT DIRECTOR OF CHAPTER & COLONY DEVELOPMENT



tabatha sarco
DIRECTOR OF CHAPTER & COLONY DEVELOPMENT



sarah snyder
ADMINISTRATIVE ASSISTANT



adam stahon
COORDINATOR OF CHAPTER & COLONY DEVELOPMENT



nolan stice
COORDINATOR OF CHAPTER & COLONY DEVELOPMENT



jared usher
COORDINATOR OF EXPANSION & GROWTH



jonathan wray
COORDINATOR OF CHAPTER & COLONY DEVELOPMENT



alex wright
ASSISTANT DIRECTOR OF BUSINESS OPERATIONS



HONORARY INITIATE



INITIATING FRANK BEAMER

virginia tech head football coach, 1987 - 2015

Alpha Sigma Phi is honored to welcome Frank Beamer to Grand Chapter and to our brotherhood. On Friday, July 29, Mr. Beamer will be initiated into the Mystic Circle.

When Frank Beamer accepted the job as head football coach at his alma mater in 1987, his goal was for the Virginia Tech football program to reach a consistent level of excellence. The Hokies have come a long way since then, and, along the way, Beamer became one of the most respected and successful coaches on the college football scene. After 29 years at the helm, Beamer is the ninth winningest head coach in college football history with 238 career wins.

Mr. Beamer and his wife, Cheryl, have two children, Shane, a former member of his dad's football team and now the associate head coach at Virginia Tech; and daughter Casey, a graduate of Tech. He has two granddaughters, Sutton and Olivia, and a grandson, Hunter, children of Shane and his wife, Emily. He has a grandson, Hudson, son of Casey and her husband, Canaan.

It is our honor to present the newest member of our Fraternity. Please congratulate and welcome Coach Beamer if you run into him this weekend.

photo courtesy of sportingnews.com

bio courtesy of hokiesports.com

#ASPGRANDCHAPTER



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EVENT HISTORY

about grand chapter

Alpha Sigma Phi is holding our 54th Grand Chapter in Coastal Virginia at the Sheraton Norfolk Waterside Hotel.

Grand Chapter, formerly the National Convention, is held every even year. The primary purpose of Grand Chapter is to provide a convention at which major Fraternity decisions are made. Alpha Sigma Phi is primarily an undergraduate-run fraternity and chapter delegates are charged with forming policy at Grand Chapter.

The Staff must organize meetings for tackling issues such as Grand Council elections, dues assessments, Ritual modifications, and other significant decisions on which votes are required. Therefore, in addition to learning about the fundamentals of being an Alpha Sig and meeting hundreds of Brothers from other chapters, Grand Chapter is a pivotal meeting in the life of our Fraternity.

history in the making

Grand Chapter produces some of the most important decisions that impact the future of the Old Gal. Here are some of what has resulted in the past ten years:

2012

More than 70 legislative charges were passed at Grand Chapter, including making the Membership Education Director a H-Office (HD).

2010

The CLVEN - National House Corporation was created and funded by the undergraduate delegates.

2006

The Fraternity's Five Values - Silence, Charity, Purity, Honor, and Patriotism were made public.

future destinations

2018 - INDIANAPOLIS, INDIANA

2020 - HARTFORD, CONNECTICUT
175th anniversary (30 minutes from Yale University)

past destinations

- 1907 - MARIETTA, OHIO
- 1908 - NEW HAVEN, CONNECTICUT
- 1909 - CHAMPAIGN, ILLINOIS
- 1910 - MARIETTA, OHIO
- 1911 - COLUMBUS, OHIO
- 1912 - DETROIT, MICHIGAN
- 1913 - NEW YORK, NEW YORK
- 1915 - SAN FRANCISCO, CALIFORNIA
- 1919 - MINNEAPOLIS, MINNESOTA
- 1921 - CHICAGO, ILLINOIS
- 1923 - COLUMBUS, OHIO
- 1925 - WASHINGTON, D.C.
- 1927 - ESTES PARK, COLORADO
- 1929 - ITHACA, NEW YORK
- 1932 - LOS ANGELES, CALIFORNIA
- 1936 - NEW YORK, NEW YORK
- 1937 - CHAMPAIGN, ILLINOIS
- 1940 - CLEVELAND, OHIO
- 1946 - MARIETTA, OHIO
- 1948 - BEDFORD, PENNSYLVANIA
- 1950 - NIAGARA FALLS, ONTARIO
- 1952 - POCONO MANOR, PENNSYLVANIA
- 1954 - PORT HURON, MICHIGAN
- 1956 - CARMEL, CALIFORNIA
- 1958 - POCONO MANOR, PENNSYLVANIA
- 1960 - MARIETTA, OHIO
- 1962 - BAL HARBOUR, FLORIDA
- 1964 - WEST POINT, NEW YORK
- 1966 - HERSHEY, PENNSYLVANIA
- 1968 - PASADENA, CALIFORNIA
- 1970 - BAL HARBOUR, FLORIDA
- 1972 - ANN ARBOR, MICHIGAN
- 1974 - SEVEN SPRINGS, PENNSYLVANIA
- 1976 - SEVEN SPRINGS, PENNSYLVANIA
- 1978 - VALLEY FORGE, PENNSYLVANIA
- 1980 - NASHVILLE, INDIANA
- 1982 - BETHANY, WEST VIRGINIA
- 1984 - CHAMPAIGN, ILLINOIS
- 1986 - ANN ARBOR, MICHIGAN
- 1988 - COLUMBUS, OHIO
- 1990 - WASHINGTON, D.C.
- 1992 - CHARLOTTE, NORTH CAROLINA
- 1994 - CHICAGO, ILLINOIS
- 1996 - ST. LOUIS, MISSOURI
- 1998 - NORFOLK, VIRGINIA
- 2000 - WASHINGTON, D.C.
- 2002 - INDIANAPOLIS, INDIANA
- 2004 - COLUMBUS, OHIO
- 2006 - CHARLOTTE, NORTH CAROLINA
- 2008 - LOUISVILLE, KENTUCKY
- 2010 - NEW ORLEANS, LOUISIANA
- 2012 - CHICAGO, ILLINOIS
- 2014 - ORLANDO, FLORIDA

ATTIRE & ATTRACTIONS



appropriate attire

You will be provided a nametag at check-in. Please remember to wear your nametag during all conference activities. Nametags are to be worn at all times during Grand Chapter while in the hotel or at Grand Chapter events outside the hotel. The nametags are your admittance to all meals and all conference events. Individuals without nametags will not be allowed into conference events. For your safety, please remove your nametag outside the hotel when not at an official event.

Brothers attending the Plenary Sessions on Friday should wear badge attire. For example, dress pants with a button up shirt and a tie. Brothers participating in educational tracks should wear business attire, such as khaki pants and a polo. Those specifically participating in either Career Prep track should wear a suit on the appropriate day. Those participating in Heath & Wellness or Service & Philanthropy should wear athletic clothes and closed-toed shoes.

**Remember that a Badge or Pledge Pin can only be worn on a collared shirt over the heart or just above the pocket and only if that shirt is tucked in, so please wear your Badge appropriately.*

nightlife in norfolk, virginia



DOWNTOWN

You'll find bars, lounges, restaurants and night clubs galore. Visit Scotty Quixx and Baxter's or see a rock show at the NorVA (named as a place that rocked the hardest by readers of Rolling Stone magazine). If clubbing & loud music isn't quite your jam, downtown has other late night hangouts of all kinds. Try a low-key beer bar such as The Barrel Room or Gershwin's, a 20's style piano bar.

GHENT HISTORIC DISTRICT

There's local live music playing almost every weekend at Belmont House of Smoke, 80/20 Burger Bar or the Taphouse Grill. Virginia's first urban winery, Mermaid Winery and O'Connor Brewing Company both serve some of best brews, vino and bubbly. For a spectacular view of the city, stop by Supper for rooftop tapas & cocktails. Others not to miss are Luna Maya, Press 626 Café & Wine Bar, Bardo & Cogans.

CHELSEA BUSINESS DISTRICT

Part of Chelsea's charm is that spots are a little undercover and part speakeasy. For some tasty tacos and drinks to get the party started, check out Tortilla West. Afterwards grab a specialty brew at Smartmouth Brewing Company or the award-winning Birch Bar. End the night sipping a cold one around an outdoor fire pit at the newly opened Torch Bistro. Other Chelsea favorites are The Bakehouse and Orapax.

Content courtesy of visitnorfolktoday.com

emergencies

In case of an emergency while in Norfolk, please contact Fraternity Staff Member **Danny Miller** at 352.216.4704 or **Matt Humberger** at 419.376.7492.



CREED & SONGS

≡ brotherhood creed

Our Purpose is to Better the Man through the creation and perpetuation of brotherhood founded upon the values of character: Silence, Charity, Purity, Honor, and Patriotism. With a sense of purpose and a realization of the responsibilities and obligations conferred upon me as a Brother in Alpha · Sigma · Phi, I reaffirm my pledge:

- To faithfully observe the ethics of Alpha · Sigma · Phi, assisting and encouraging my Brothers;
- To adhere to the constitutional authority within the chapter and Fraternity, governing my actions with a high sense of honor;
- To retain in my confidence the private business of this Fraternity, impressing upon my heart and mind that initiation into Alpha · Sigma · Phi shall bind me to her as a Brother all through life;
- To develop a deep loyalty to my alma mater, maintaining the highest standards of scholastic purpose and performance;
- And to devote myself to the principles of charity and patriotism, promoting the unity of spirit and purpose, which prevail in Alpha · Sigma · Phi.

≡ songs of alpha sigma phi



COME LET'S GATHER

Come, let's gather once again
And sing a song with spirits bold and high;
From our lips the praises proudly ring
Of dear old Alpha Sigma Phi
We'll pledge our hearts, our lives, our love
As in the happy days gone by;
Let the words that ever linger near,
Be the name of dear old Alpha Sigma Phi.



HURRAH!

Hurrah, Hurrah,
A happy bunch are we
Faithful with sincerity
To our beloved fraternity.
Hurrah, Hurrah
Let's sing as we march along
Experience proves you can't go wrong
If you join our happy throng.

Chorus:

Heave your sighs
Up to the skies
You'll be a bigger and better man
In Alpha Sigma Phi.



WAKE, FRESHMEN, WAKE

The stars brightly glancing,
Behold us advancing,
And kindly smile upon us from on high;
Our summons awaiting,
With hearts loudly beating,
The freshmen trembling on their couches lie.

Chorus:

Wake! Wake! Freshmen Wake!
Wake while our song smites the sky,
For now, ere we leave you,
We heartily give you,
A welcome into Alpha Sigma Phi.



THE TABLE'S SET

The table's set, the feast is met, the hall is gay and merry.
Good fellows all are gathered here to drink a glass of sherry.
So grab a stein of beer or wine and join right in the swing;
Let glasses clink, and take a drink, as merrily
we sing.

Chorus:

So drink, drink, drink to our Fraternity.
Drink, drink, drink, for she means so much to me.
Good fellowship is forming here, Oh may it never die;
So drink, drink, drink to Alpha Sigma Phi.



LOYALTY SONG

Now everyone knows Alpha Sigma Phi,
That they are best just cannot be denied;
They have that style, that smile, that friendly way,
No matter where you'll go, you'll recognize them and you'll say
Now they're the "Greeks" I'd like to know;
They've got that Alpha Sig "Fight", "Zip" and "Go;"
And just to see them smile is quite a treat,
Can't be beat, Alpha Sigma Phi!



WITHIN THE MYSTIC CIRCLE

Joyously to thee we raise, Alpha Sigma Phi
Songs of loyalty and praise which shall never die.
Thou our inspiration art; Ne'er shall any heart
From thy Mystic Circle part, Alpha Sigma Phi.
Many are the friendships dear, made within thy halls.
Many memories we revere. Clust'ring round Thy walls.
Which, tho' far from thee we be, Shall in loyalty
Closer bind our hearts to thee, Alpha Sigma Phi.



grand council | foundation
BOARD MEMBERS



≡ grand council



GRAND SENIOR PRESIDENT
Bryan Proctor, Grand Valley '96



GRAND JUNIOR PRESIDENT
Matt Maurer, Bowling Green '03



GRAND TREASURER
Tom Brown, Indiana '75



GRAND SECRETARY
Rodney Rusk, Central Michigan '93



GRAND MARSHAL
Byron Hughes, Salisbury '06



GRAND COUNCILOR
Scott Grissom, Oklahoma '78, Ohio Wesleyan '13



GRAND COUNCILOR
Jeff Hoffman, Member-At-Large '76



GRAND COUNCILOR
Josh Orendi, Bethany '96



GRAND COUNCILOR
Michael Waters, Oregon State '73



UNDERGRADUATE GRAND COUNCILOR
Will Geiselhart, Illinois '13



UNDERGRADUATE GRAND COUNCILOR
Sam Harris, Wayne State '12, Oakland '15



GRAND HISTORIAN
Hon. Robert Kutz, UC - Berkeley '67



GENERAL COUNSEL
Scott Schwartz, Michigan '98

≡ foundation board of directors



CHAIRMAN OF THE BOARD
Steve Zizzo, Illinois '84



CHAIRMAN ELECT OF THE BOARD
Chris Musbach, Ohio Wesleyan '02



TREASURER OF THE BOARD
Eric Allen, Purdue '71



SECRETARY OF THE BOARD
Evan Geiselhart, Illinois '82



DIRECTOR, BOARD OF DIRECTORS
Rick Dexter, Oregon State '60



DIRECTOR, BOARD OF DIRECTORS
Bill Doyle, Penn State '77



DIRECTOR, BOARD OF DIRECTORS
Gary Fitzgerald, Marietta '58



DIRECTOR, BOARD OF DIRECTORS
John Gibson, Indiana '85



DIRECTOR, BOARD OF DIRECTORS
E.G. Lassiter, Presbyterian '68



DIRECTOR, BOARD OF DIRECTORS
Ed Leedom, Bowling Green '86



DIRECTOR, BOARD OF DIRECTORS
Ron Merrell, Alabama '64



DIRECTOR, BOARD OF DIRECTORS
John Puffer, Michigan '61



DIRECTOR, BOARD OF DIRECTORS
Bill Smith, Purdue '71



DIRECTOR, BOARD OF DIRECTORS
Chuck Billone, American '74



BOARD MEMBERS



clven board of directors



CHAIRMAN OF THE BOARD

David Gatzke, UCLA '89



DIRECTOR, CLVEN BOARD

Rich Dyer, NC State '86



DIRECTOR, CLVEN BOARD

Bernie Schultz, Radford '89



DIRECTOR, CLVEN BOARD

John Anderson, Trine '71



DIRECTOR, CLVEN BOARD

Gary Grochowski, Michigan '97



DIRECTOR, CLVEN BOARD

Tracee Senter, Central Michigan '92



FOUNDATION BOARD LIAISON

Bill Doyle, Penn State '77



GRAND COUNCIL LIAISON

Tom Brown, Indiana '75

undergraduate advisory board

Jordan Beck, East Carolina '12

Mike Campbell, Bowling Green '13

Jacob Cochran, Westminster '15

Brooks Gearhart, Maryland '15

Beau Grzanich, Illinois State '15

Tylre Lazarus, WV Wesleyan '14

Morgan Plant, James Madison '13

Ryan Pollowitz, Miami-FL '14

Cole Reichert, Murray State '13

David Scarberry, Toledo '13

Jakub Smith, McDaniel '15

Cade Vanrooyen, Michigan State '14

Blake Zante, Fresno State '14

board of advisors

John Anderson, Trine '71

Dan Bedell, Lindenwood '08

Dean Boomgaard, Central Michigan '08

Brent Bowers, Capital '10 (Chair)

Robert Braun, Toledo '58

Aaron Bullock, Wake Forest '09 (Vice Chair)

John Chaney, Indiana '67

Kyle Chittim, McDaniel '11

Aaron Cisco, Northwood '12

Andrew Cleland, Lindenwood '07

Christian Collett, Oregon State '11

Joshua Curry, Marshall '09

Andrew Davis, UNC - Charlotte '04

Patrick Doyle, Michigan '04

Andrew Felbinger, Seton Hall '11

Kyle Fowler, Capital '10

Kevin Garvey, Westminster '75

Wesley Goodman, Ohio Wesleyan '03

Ronald Graham, Oklahoma '74

Alexander Guilday, Hartwick '05

Edmund Hamburger, NYU Poly '45

Jason Hinson-Nolen, Murray State '05

Jeremy Horne, Ohio Wesleyan '08

Brian Jump, Indiana '77

Alex Kefaloukos, Elmhurst '04

Ryan Kolter, Whitewater '12

Ethan Kraus, Maryland '98

Greg Kroencke, Illinois '91

Justin LaRoche, UNC - Charlotte '06

Steve Latour, Central Michigan '04

Ed Lenane, Plattsburgh '88

Sam Locke, Indiana '02

John Lyon, Radford '87

Bryan Macer, Indiana '02

Andrew McCord, Clemson '08

Bob McDermott, Illinois '93

Jim McMahon, IIT '78

Charles McNeill, Salem State '11

John Mickowski, Stevens Tech '64

Ric Middlekauff, Oregon State '61

Ethan Miller, Alabama '11

Daniel Mills, Clemson '08

Conor Moran, Penn State '09

Rich Myers, Capital '10

Barry Olson, Grand Valley '97

Matt Palmiere, Albright '09

Dustin Pugliese, Hartford '06

Derek Ramsey, Marshall '10

Neil Robinson, Clemson '08

David Roux, Clemson '08

Richard Seybolt, Davis & Elkins '61

Stuart Spisak, Westminster '78

Brian Thomas, UC - Berkeley '06

Christopher Thompson, Massachusetts '11

Stan Thurston, Iowa State '66

Hieu Trinh, Stevens Tech '03

Bryan Wilson, Albright '09

David Yonenson, Maryland '99

Jason Zavaleta, SF State '11



COMMITTEES & RULES



≡ nominations committee

GRAND COUNCIL LIAISONS

Rich Ritter, Toledo '91, Ohio Wesleyan '93

Kevin Garvey, Westminster '75

COMMITTEE CHAIR

Sam Harris, Wayne State '12, Oakland '15

COMMITTEE VICE CHAIR

David Scarberry, Toledo '13

UNDERGRADUATE COMMITTEE MEMBERS

Mike Campbell, Bowling Green '13

Will Geiselhart, Illinois '13

Austin Hanna, UNC - Asheville '14

Tyrle Lazarus, WV Wesleyan '14

Jesse Olmstead, UNC - Charlotte '14

ALUMNI COMMITTEE MEMBERS

Steve Latour, Central Michigan '04

Dan Braun, Toledo '58

FINALISTS FOR GRAND COUNCIL

Aaron Bullock, Wake Forest '09

Andrew Davis, UNC - Charlotte '04

Scott Gallagher, Ohio Wesleyan '93

Jeffrey Hoffman, Member-At-Large '76

Josh Orendi, Bethany '96

Rodney Rusk, Central Michigan '93

Mike Waters, Oregon State '73

David Yonenson, Maryland '99

Michael Young, Murray State '94

≡ standing rules

1. Delegates in good standing only may present, second, amend, and vote on motions. Registered Grand Chapter visitors may take part in discussion at the sole discretion of the GSP but may not vote.
2. A member wishing to speak, once recognized by the chair, shall rise, state his name, chapter, and whether he is a delegate before proceeding.
3. All main motions and amendments made from the floor shall be presented verbally, and then given to the presiding officer in writing. All committee motions brought to the floor shall be presented in writing.
4. A member is limited to speak for two minutes at one time.
5. No member shall speak more than twice to a question without permission of the convention body, the second opportunity being granted after others desiring the floor for the first time have spoken.
6. The Presiding Officer of Grand Chapter, at his discretion, may amend the speaking times stated in rules number four and seven, before debate has begun on the topic brought to the floor.
7. Debate on all questions shall be limited to fifteen minutes total time.
8. While a vote is being taken, no one may enter or leave the meeting room.
9. Amendments to the Alpha Sigma Phi Constitution and Bylaws may not be amended from the Grand Chapter floor beyond the scope which was stated in the notice.
10. A motion or recommendation from a committee of more than one does not require a second.
11. Minor changes of wording or punctuation not altering the substantive meaning of the resolution, are regarded as editorial changes and do not need to be acted upon by the Grand Chapter body.
12. Constitutional and bylaw amendments go into effect immediately upon being passed by the convention unless another time is specified in the amendment. The standing exception is in the change of Grand Council officers which will take place during the last Plenary Session.
13. Election of the Grand Council: The Nominations Committee shall propose a single slate to the Grand Chapter body that shall encompass all vacant positions. If this slate is not accepted, only brothers who were properly nominated prior to action by Grand Chapter to close nominations may then be put forth from the floor for reconsideration. Once the members of the Grand Council are elected they shall convene to select the officers, who will then be ratified by the Grand Chapter.
14. All resolutions shall be presented to the Credentials, Resolutions, & Law Committee prior to bringing them to the floor of the Grand Chapter. The CR&L committee may set a deadline for submissions. Resolutions or proposed legislation defeated in the Credentials, Resolution and Law Committee may not be brought to the floor for consideration. The slate from the Nominations Committee is exempt from this requirement.
15. Each member who offers a resolution shall be given the opportunity to explain its intent.
16. All announcements must be submitted in writing to the CEO, serving as secretary of the Grand Chapter.



ROBERTS RULES OF ORDER

≡ parliamentary procedure

What is it?	How do you phrase it?	What does it mean?	Does it need a second?	Can it be amended?	Is it debatable?	Is a vote needed for it to pass?
Main Motion	"I move that..."	We should do (something).	Yes	Yes	Yes	50% + 1 (majority)
Amendment	"I move to amend the motion by..."	I have an idea to make this motion better.	Yes	Yes	Yes	50% + 1 (majority)
Close Debate	"I move the question..."	I think that we should vote.	No	No	No	2/3
Complaint	"I raise a point of personal privilege"	We need to resolve the following problem	No	No	No	No vote
Confusion	"Point of clarification"	I'm confused; please explain this situation more clearly!	No	No	No	No vote
Rules Suspension	"I move to suspend the rule(s) in order to..."	To make things easier, let's forget about the rules for a moment.	Yes	No	No	2/3
Table	"I move to table this motion until..."	We need more time to think about this.	Yes	No	No	50% + 1 (majority)
Order	"I raise a point of order!"	I protest that we are doing something wrong here.	No	No	No	No vote
Remove from the Table	"I move to take up from the table..."	Let's about about this again.	Yes	No	No	50% + 1 (majority)
Refer to a Committee	"I move to refer this issue to a committee."	This needs some detailed study outside of the general body (this meeting).	Yes	Yes	Yes	50% + 1 (majority)

PLENARY SESSIONS



≡ agendas for sessions 1, 2, 3, 4

▶ PLENARY SESSION 1

FRIDAY, JULY 29, 2016 | 10:00 A.M.

- I. Opening Ceremony
- II. Roll Call
- III. New Business
 - a. Approval of Standing Rules
 - b. Nominations Committee Report
 - c. Presentation of the Slate
- IV. Recess Business Meeting

▶ PLENARY SESSION 2

FRIDAY, JULY 29, 2016 | 1:00 P.M.

- I. Call to Order
- II. State of the Fraternity
- III. Foundation Board Presentation
- IV. New Business
 - a. Nominations Committee for Grand Councilors
 - b. CR&L Committee Report
 - c. Article II, Section 2, A and B
Classes of Membership - Change the word 'Undergraduate' to 'Student' to allow Graduate Students to join.
 - d. Article V, Section 12
Change Undergraduate Grand Council members' terms from two years to one year.
 - e. Article VII, Section 2
Add "members" so that it reads 'chapters and members are charged to protect esoteric content.'
 - f. Article VII, Section 4
Remove Section
 - g. Change all references of "national" organization/fraternity/office to "international" fraternity/organization/office.
 - h. Change all references of FIPG Risk Management Policy to Alpha Sigma Phi Risk Management Policy.
 - i. Change all references of Colony to Provisional Chapter.
 - j. Ensure that any duplication in the Constitution and Bylaws is eliminated.
 - k. The constitution and bylaws should be changed, when appropriate, to reflect any legislation passed at the 2016 Grand Chapter to ensure there are no discrepancies in the governing documents.
 - l. The constitution and bylaws should be changed, when appropriate, to correct any grammatical or spelling errors, provided the changes do not alter or amend the meaning or intent.
 - m. Ritual - Use of White Robe - Replace White Robe with Black Robe and White Stole
- IV. New Business
- V. Recess Business Meeting

▶ PLENARY SESSION 3 ◀

FRIDAY, JULY 29, 2016 | 3:00 P.M.

Initiation Exemplification

▶ PLENARY SESSION 4

FRIDAY, JULY 29, 2016 | 5:30 P.M.

- I. Call to Order
- II. Grand Councilor Installation
- III. Grand Senior President Speech
- IV. Closing Ceremony & Adjournment

**If there is outstanding New Business that can't be completed in Plenary 4, Plenary 5 will resume at 8:00 a.m. on Saturday.*

#ASPGRANDCHAPTER



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CAREER PREP

FOR JUNIORS & SENIORS



welcome

TRACK DESCRIPTION

Ready to land your dream job but are unsure what it entails? This opportunity will allow you to practice networking and interviewing while learning the financial skills needed to negotiate your first salary and benefits package.

LEARNING OUTCOMES

- Members will be able to discuss personal budgeting principles.
- Members will be able to define HMO, PPO, and POS.
- Members will be able to define a 401k.
- Members will be able to execute a W4 form.
- Members will be able to identify the five types of resumes: Chronological, Functional, Combination, Targeted, and Mini.
- Members will be able to discuss the dos and don'ts of resume development.
- Members will be able to recognize the purpose of a cover letter.
- Members will be able to recognize appropriate work attire.
- Members will be able to define business networking.
- Members will be able to list the dos and don'ts of interviewing.

GROUND RULES

- Brothers will arrive on time to each session.
- Brothers will bring the appropriate materials for each session.
- Brothers will be prepared to actively participate in each session.
- Brothers will be respectful of their facilitators, guest presenters, and one another.
- Brothers will refrain from utilizing cell phones during sessions.

financial literacy

NOTES





life after college - tips for survival

Fill in the blanks and take notes on each of the three types of health insurance.

HEALTH INSURANCE OVERVIEW

HMO

HEALTH MAINTENANCE ORGANIZATION

PRO

CON

NOTES



PPO

PREFERRED PROVIDER ORGANIZATION

PRO

CON

NOTES



POS

POINT OF SERVICE

PRO

CON

NOTES



FINAL THOUGHTS ON HEALTH INSURANCE

Many employers offer _____ as part of employment, but give you an option to upgrade to a different plan for additional cost to you. If you are prone to sickness or are concerned you will need the best specialist, go for a _____. If you are on a tight budget and not as concerned about your coverage, a(n) _____ is your best option.

#ASPGRANDCHAPTER



retirement account

MATCHING 401K

NOTES

Take notes on a Matching 401k.

W-4 tax form

Take notes on filling out a W-4 tax form.

NOTES

ROTH IRA

NOTES

Take notes on a Roth IRA.





resume development

RESUME WRITING 101

Take notes on how to write an effective resume.

NOTES



What are some questions your resume should answer?



1

2

3





CAREER PREP

FOR JUNIORS & SENIORS

TYPES OF RESUMES

Match the five types of resumes per their description.

word bank

CHRONOLOGICAL	COMBINATION	FUNCTIONAL	MINI	TARGETED
---------------	-------------	------------	------	----------

▼ Starts by listing your work history, with the most recent position first. Employers typically prefer this type of resume, because it's easy to see what jobs you have held and when you have worked at them. This type of resume works well for job seekers with a strong and solid work history.

▼ Focuses on your skills and experience, rather than your chronological work history. It is used most often by people who are changing careers or who have gaps in their employment history.

▼ Lists your skills and experience first. Your employment history is listed next. With this type of resume, you can highlight the skills you have that are relevant to the job you are applying for, and also provide the chronological work history that employers prefer.

▼ A resume that specifically highlights experiences and skills you have that are relevant to the job for which you are applying. It definitely takes more work to write this resume. However, it's well worth the effort, especially when applying for jobs that are a perfect match for your qualifications and experience.

▼ Contains a brief summary of your career highlights and qualifications. It can be used for networking purposes or shared upon request from a prospective employer or reference writer who may want an overview of your accomplishments, rather than a full-length resume.

MARGINS AND FONTS

Identify the suggested margins and fonts sizes.

margins

▼ Left and right margins of this measurement are appropriate. You can adjust your margins to balance how your document looks on the page.

HELVETICA OR GARAMOND

font styles

▼ Use a font style that is simple, clear and commonplace. Recent research by Bloomberg Business suggests fonts such as these.

font sizes

▼ These font sizes are generally in the ballpark of looking appropriate. Keep in mind that different font styles in the same point size are not the same size.

NOTES

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#ASPGRANDCHAPTER





CAREER PREP

FOR JUNIORS & SENIORS



RESUME DOS & DON'TS

Check the dos and don'ts of resume writing.

do don't

- Consider a bulleted style to make your resume as reader friendly as possible.
- Get overly stressed about the old "one-page resume rule."
- Go beyond two pages with your resume.
- Consider a resume design that doesn't look like everyone else's.
- Use justified text blocks.
- Lie or fabricate items on your resume.
- Include as much contact information as possible for ways to reach you during business hours.
- Discount the possibility of a functional format for your resume.
- Use personal pronouns such as I, my, or me in your resume.
- Pay close attention to the verb tenses used.
- a List your job information in order of importance to the reader (Title, name of employer, city/state, dates of employment).
- Leave out the locations of past jobs.
- List your jobs in reverse chronological order.
- Mix noun and verb phrases when describing your jobs.
- Avoid the use of the word "work."
- Think in terms of accomplishments when preparing your resume. Awards stand out to an employer.
- Use expressions like "duties included," "responsibilities included," or "responsible for."
- Emphasize transferrable skills, especially if you don't have much work experience or seek to change careers.
- Quantify whenever possible. For example, use numbers to tell employers how many people you supervised.
- List too much experience on your resume. "Too much experience" may translate to employers as "too expensive."
- Emphasize skills and job activities you don't want to do in the future, even if they represent great strengths for you.
- b Remember that education also follows the principle about presenting information in the order of importance to the reader.
- List the high school from which you graduated or any high school experiences unless they are exceptional.
- Include your height, weight, age, date of birth, place of birth, marital status, sex, or ethnicity/race on your resume.
- Include your personal hobbies on your resume.
- List sports you've been involved with in college. Employers look for competitiveness and drive.
- List reference with the rest of your resume.
- Realize that the phrase "references available upon request" is highly optional.
- Proofread carefully.

a This format can be strategic for career changers, students, those who may lack experience, those with gaps in their employment, as well as those re-entering the workforce. A functional resume is organized around functional skills clusters. After listing three or four skills clusters, you provide a bare-bones work history near the bottom of your resume.

b Preferred order: Name of degree (spelled out: Bachelor of _____), name of university, city/state of university, graduation year, followed by peripheral information such as minor and GPA. If you haven't graduated yet, list your expected graduation date.





CAREER PREP
FOR JUNIORS & SENIORS

PEER REVIEW

Answer the following questions.

What format did your partner choose?

Do they use verbs to begin each bullet? Do they use a variety of verbs?

Have they included quantifiable examples in appropriate bullets?

What advice would you offer to improve your partner's resume?

How will you improve your resume based on your partner's advice?

COVER LETTERS

Discuss these aspects of a cover letter.

Explain why you are sending a resume

Tell specifically how you learned about the position or the organization

Convince the reader to look at your resume

Call attention to elements of your background

Reflect your attitude

Provide or refer to any information specifically requested

Provide a call to action

Indicate what you will do to follow-up

In a letter of application

In a letter of inquiry



interview strategy

WORK ATTIRE OVERVIEW

Match the correct work attire with the description.

word bank

BUSINESS CASUAL

BUSINESS PROFESSIONAL

FRIDAY CASUAL

Ready for a client visit at any time of the day. Think tie and have a sport coat at the ready.

A little more relaxed. Lose the coat and tie. Open-collared dress shirt, or maybe a clean, non-descript polo.

Jeans, collared shirts, possibly an appropriate t-shirt, shorts, etc. Jeans should be clean and presentable. Ask your supervisor about company policy.

NOTES

WORK ETIQUETTE

Document the two biggest complaints from companies hiring college graduates.

What are the two biggest complaints from companies?

1

2

Guideline rule for business, personal emails, blogs, social media: If you don't want to hear about it on the 6 o'clock news or have your mother reading it on the front page, don't post it! Any time you press SEND/ENTER, it can haunt you 20,30,40 or 50 years later!

#ASPGRANDCHAPTER



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BUSINESS NETWORKING 101

Fill in the blanks and take notes on Business Networking.

word bank

BUSINESS NETWORK

BUSINESS NETWORKING

_____ is a socioeconomic activity by which groups of like-minded business people recognize, create, or act upon business opportunities.

A _____ is a type of social network whose reason for existing is business activity. There are several prominent business networking organizations that create models of networking activity, which, when followed, allow the business person to build new business relationships and generate business opportunities.

NOTES

What might be ways you could use networking to search for a job?

1

2

3





CAREER PREP

FOR JUNIORS & SENIORS



NETWORKING FAQs

Provided are Frequently Asked Questions for networking. Answer each question.

What are Chamber of Commerce After Hour Mixers?

What is the 3 Foot Rule?

How do I start a conversation?

How do I overcome the age differential with alumni, potential employers, etc.?

What are the topics I should stay away from in a conversation when networking?

JOB SEARCHING THROUGH INTERNET NETWORKING

- LinkedIn
- Indeed.com
- Facebook: Alpha Sigma Phi Career Connections

#ASPGRANDCHAPTER



25

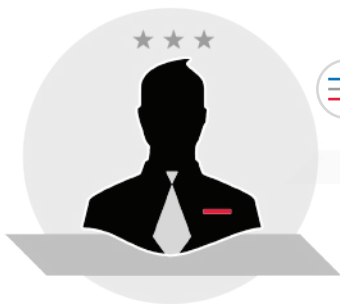


INTERVIEW DOS & DON'TS

Check the dos and don'ts of interviewing and set up.

- | do | don't | |
|-----------------------|-----------------------|-------------------------------------------------------------------------------------------------------------------------|
| <input type="radio"/> | <input type="radio"/> | Take a practice run to the location where you are having the interview. |
| <input type="radio"/> | <input type="radio"/> | Research and know the type of job interview you will be encountering. Prepare and practice for the interview. |
| <input type="radio"/> | <input type="radio"/> | Memorize or over-rehearse your answers. |
| <input type="radio"/> | <input type="radio"/> | Dress the part for the job, the company, and the industry. Err on the side of conservatism. |
| <input type="radio"/> | <input type="radio"/> | Plan to arrive about 10 minutes early. |
| <input type="radio"/> | <input type="radio"/> | Greet the receptionist or assistant with courtesy and respect. |
| <input type="radio"/> | <input type="radio"/> | Fill out the job application neatly, completely, and accurately. |
| <input type="radio"/> | <input type="radio"/> | Bring extra resumes with you to the interview. |
| <input type="radio"/> | <input type="radio"/> | Rely on your application or resume to do the selling for you. |
| <input type="radio"/> | <input type="radio"/> | Greet the interviewer(s) by title (Ms., Mr., Dr.) and last name. |
| <input type="radio"/> | <input type="radio"/> | Shake hands firmly, quite the opposite of a limp or clammy handshake. |
| <input type="radio"/> | <input type="radio"/> | Wait until you are offered a chair before sitting. Remember body language and posture. Don't slouch! |
| <input type="radio"/> | <input type="radio"/> | Tell funny jokes during the interview. |
| <input type="radio"/> | <input type="radio"/> | Make good eye contact with your interviewer(s). |
| <input type="radio"/> | <input type="radio"/> | Show enthusiasm for the position and the company. |
| <input type="radio"/> | <input type="radio"/> | Avoid using poor language, slang, and pause/filler words (um, like, uh). |
| <input type="radio"/> | <input type="radio"/> | Have a high confidence level and energy level, without being overly aggressive. |
| <input type="radio"/> | <input type="radio"/> | Act as though you would take any job or are desperate for employment. |
| <input type="radio"/> | <input type="radio"/> | Avoid controversial topics. |
| <input type="radio"/> | <input type="radio"/> | Speak negatively about former colleagues, supervisors, or employers. |
| <input type="radio"/> | <input type="radio"/> | Make sure that your good points come across to the interviewer in a factual, sincere manner. |
| <input type="radio"/> | <input type="radio"/> | Bring a portfolio and pen with you to take notes. |
| <input type="radio"/> | <input type="radio"/> | Stress your achievements, offering no negative information about yourself. |
| <input type="radio"/> | <input type="radio"/> | Answer questions with a simple yes or no. |
| <input type="radio"/> | <input type="radio"/> | Show off the research you have done on the company and industry when responding to questions. |
| <input type="radio"/> | <input type="radio"/> | Bring up or discuss personal issues or family problems. |
| <input type="radio"/> | <input type="radio"/> | Remember that the interview is also an important time for you to evaluate the interviewer and the company. |
| <input type="radio"/> | <input type="radio"/> | Respond to an unexpected question with an extended pause or by saying something repetitive. |
| <input type="radio"/> | <input type="radio"/> | Always conduct yourself as if you are determined to get the job you are discussing. |
| <input type="radio"/> | <input type="radio"/> | Text or use social media during the interview. |
| <input type="radio"/> | <input type="radio"/> | Look at your phone when checking the time. |
| <input type="radio"/> | <input type="radio"/> | Show what you can do for the company rather than what the company can do for you. |
| <input type="radio"/> | <input type="radio"/> | Inquire about salary, vacations, bonuses, retirement, or other benefits unless they specifically offer the information. |
| <input type="radio"/> | <input type="radio"/> | Ask intelligent questions about the job, company, or industry. |
| <input type="radio"/> | <input type="radio"/> | Prepare questions for interviewer(s) in advance. |
| <input type="radio"/> | <input type="radio"/> | Close the interview by telling the interviewer(s) that you want the job, asking about the next step in the process. |
| <input type="radio"/> | <input type="radio"/> | Try and get business cards from everyone with whom you interview. |
| <input type="radio"/> | <input type="radio"/> | Immediately take down notes about the interview after it concludes, noting all critical details. |
| <input type="radio"/> | <input type="radio"/> | Write thank you letters or emails within 24 hours to each person who interviewed you. |





CAREER PREP

FOR FRESHMEN & SOPHOMORES



welcome

TRACK DESCRIPTION

Already thinking about how to prepare to join the workforce? Then it's time to perfect your resume. Participants in this track will have the chance to work on their resume and receive feedback from real-world hiring managers.

LEARNING OUTCOMES

- Members will be able to articulate their work and leadership experience as transferrable skills for a future position.
- Members will be able to set goals for obtaining future employment.
- Members will be able to identify the five types of resumes: Chronological, Functional, Combination, Targeted, and Mini.
- Members will be able to discuss the dos and don'ts of resume development.
- Members will be able to recognize the purpose of a cover letter.

GROUND RULES

- Brothers will arrive on time to each session.
- Brothers will bring the appropriate materials for each session.
- Brothers will be prepared to actively participate in each session.
- Brothers will be respectful of their facilitators, guest presenters, and one another.
- Brothers will refrain from utilizing cell phones during sessions.

LEADERSHIP BEHAVIORS

Take notes on the discussion about leadership behaviors.

NOTES





CAREER PREP

FOR FRESHMEN & SOPHOMORES

Select the set of pictures that is most like you and place **4** in the top right corner. A **3** should be placed on the set of pictures that is next most like you. Place a **2** on set of pictures that is third most like you. Place a **1** on the set of pictures that is the least like you.

P
I
C
T
U
R
E
S

Orange

Green

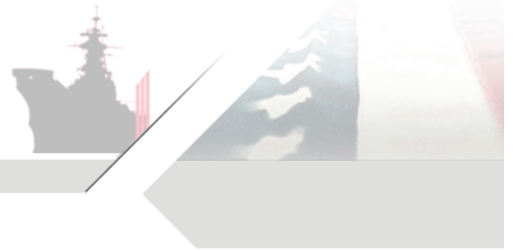
Gold

Blue



CAREER PREP

FOR FRESHMEN & SOPHOMORES



Orange

Some words that describe me are: immediate, generous, witty, spontaneous, competitor, performer, trouble-shooter, optimistic, eager, charming, courageous, independent, willing, reactive, fearless, excitable, enthusiastic, adaptable, easy-going, mechanical, compromising, persuasive, wild, fun, and crazy.

I am fun-loving by nature. I have ample energy to try new and exciting things. I am comfortable performing in front of others and love the opportunity to show what I can do. I am talented and skillful.

I am easily bored and grow restless with routine and structured jobs or activities. I need the freedom to go and do what I want. I love to use tools that make my job easier. I have a hard time following rules and regulations or respecting authority. Neatness and tidiness are not my greatest strengths.

I love relationships where I can enjoy my favorite activities and interests and where we can explore new things together. I am bold and seek physical contact and competition. Physical relationships are very important to me. I love to surprise those who I care about with extravagant, off-the-wall things. I especially love to be spontaneous and do things on a moments notice.

I learn by and through my experiences. I would rather figure it out myself than ask for help. I constantly look for excitement and I love to be in places where there are lots of exciting people. I see life as a big game or party and I want to make sure that I can take in as much excitement as possible.

Green

Some words that describe me are: complex, curious, abstract, exacting, independent, ingenious, intellectual, research-oriented, inventive, logical, scientific, cool, calm, collected, theoretical, and analytical.

I am non-conforming by nature. I think in abstract terms and I am always curious. I take time to analyze things. I ponder and struggle over decisions to be certain I don't make a mistake. I am inventive and like to explore new ways to do things.

I am independent and because of this people often think that I am impersonal. The truth is that I am more comfortable with things than people. I do not like to talk about feelings. I strive to keep my head in charge of my heart. When my emotions begin to control me, I become uneasy. Relationships are important, but once they are established and feelings are expressed, it is time to move on to the more important business of life.

I love to work as long as I am constantly challenged. I'm often referred to as a workaholic. When I have developed a concept or an idea into a working model, I prefer to move on to new challenges and leave the maintenance duties to someone else.

I question authority and have to respect someone before I value their advice. I am impatient with routines. I can get hooked on acquiring and storing knowledge. When I look at problems I don't see black and white answers, only endless possibilities.

Select the description that is most like you and place **4** in the top right corner. A **3** should be placed on the description that is next most like you. Place a **2** on the description that is third most like you. Place a **1** on the description that is the least like you.

D
E
S
C
R
I
P
T
I
O
N
S

Gold

Some words that describe me are: sensible, practical, organized, provider, parental, stable, thorough, punctual, dependable, painstaking, conservative, detailed, solid, hard-working, consistent, structured, positive, predictable and reliable.

I am stable and dependable by nature. I can stick to detailed tasks and see them through. Because of this, I am the person others come to when they need a job done. I am highly responsible and believe that work comes before play. I am neat, orderly and well organized.

I follow rules and procedures and have deep respect for regulations and authority. I am not comfortable in unstructured situations. I am serious-minded and have a traditional and conservative view of love and marriage. I show my love for others through the security I provide and practical things that I do. I am dedicated and hard working. I have a definite sense of what is right and wrong and I like things to be done the right way.

It is important to me to be punctual. I am uncomfortable with change. I am often motivated by feelings of guilt or what "should be." I am loyal and faithful in my relationships.

Blue

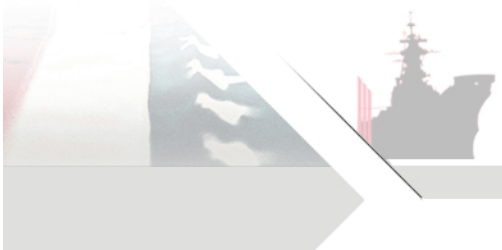
Some words that describe me are: peaceful, sincere, spiritual, subjective, sympathetic, insightful, caring, compassionate, personal, empathetic, romantic, humane, nice, poetic, sensitive, accepting, patient, giving, and true.

I am nurturing by nature. I have a vivid imagination and love to talk with others about the way they feel and to learn about their feelings. I will do almost anything to avoid conflict or a confrontation. I am drawn to helping professions where I feel I can have a greater influence on others and help them discover ways to live more significant lives.

I am a true romantic. I tend to follow my heart rather than my head. I believe in true love and living happily ever after. People are the most important things to me. I enjoy sending and receiving symbols of love, caring or concern, such as flowers, poetry, and thoughtful notes. I look for the true meaning or real significance of life.

I respond well to encouragement and seek opportunities where everyone can be successful—where there are no losers. I'm not highly competitive. Spiritual things are very important to me. I have great motivational skills, but I am best known as a communicator. I am deeply devoted and committed friend. I seek sincere people and value unity and integrity in my relationships.





CAREER PREP

FOR FRESHMEN & SOPHOMORES

DEFINING TRUE COLORS

Below, there are 10 incomplete sentences that describe people. Each sentence has four possible endings. Give 4 points to the phrase that is “most like you,” 3 points to the phrase that is “next most like you,” 2 points to the next phrase, and 1 point to the phrase that is “least like you.”

orange

green

gold

blue

1. I like to:

- a. Make quick decisions and impact people around me
- b. Think about questions people usually don't ask and develop solutions
- c. Show empathy for the needs of others
- d. Have others depend on me

6. When I look at things around me I seek:

- a. Excitement
- b. The reason why/explanations
- c. Peace and harmony
- d. Order and structure

2. The best way for someone to show me they love me is:

- a. To surprise me with something
- b. To allow me to be myself
- c. To spend time with me, talking, listening, and sharing
- d. To do things I've asked them to do

7: People who know me best would say I am:

- a. Zealous and competitive
- b. Reserved and methodical
- c. Emotional and sensitive to feelings
- d. Dedicated and traditional

3. In a relationship, I like to provide:

- a. Excitement and variety
- b. Objectivity and independence
- c. Love and compassion
- d. Stability and security

8. I have a great need (desire) to be:

- a. Free and spontaneous
- b. Competent and logical
- c. Accepted and appreciated by others
- d. In control of my surroundings

4. I like to:

- a. Be impulsive and act freely
- b. Provide competent/intelligent input
- c. Help maintain a sense of harmony and togetherness
- d. Be responsible and dependable

9. When I am feeling discouraged, I most often:

- a. Become defiant and rude
- b. Withdraw or become sarcastic
- c. Cry and feel sad
- d. Feel a lot of self-pity

5. The quality or strength I can be counted on to display is:

- a. Courage
- b. Intelligence
- c. Understanding
- d. Responsibility

10. In a social situation with friends or colleagues, I:

- a. Have fun and enjoy it
- b. Talk quietly with one or two people
- c. Make sure others are happy and having a good time
- d. Pitch in, doing what is needed to ensure a successful event

NOTES

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#ASPGRANDCHAPTER









CAREER PREP

FOR FRESHMEN & SOPHOMORES

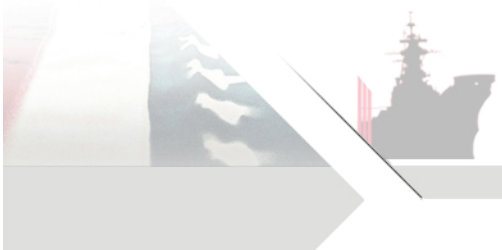


DEFINING THE TRUE COLORS

	orange	green	gold	blue
ESTEEMED FOR	BEING FUN; RISK TAKER	DISCOVERING NEW INSIGHTS	BEING DEPENDABLE	BEING A GOOD LISTENER
STRESSED BY	RESTRICTIONS	FEELING INADEQUATE	LACK OF ORDER	FEELING ARTIFICIAL
HIGHEST VIRTUE	COURAGE	OBJECTIVITY	RESPONSIBILITY	LOYALTY
KEY CHARACTERISTICS	TALENT & SKILL	INGENUITY	BEING PREPARED	AUTHENTICITY
ON THE JOB	ENERGIZER	PRAGMATIST	ORGANIZER	PEACEMAKER
PERCEPTION	EXCITEMENT	ABSTRACT	STRUCTURE	CONCERN
PRIMARY NEEDS	TO BE FREE & SPONTANEOUS	TO BE COMPETENT & RATIONAL	PROVIDE STABILITY; TO BE IN CONTROL	TO BE TRUE/CARE FOR OTHERS
SEEK FOR	FREEDOM	INSIGHT & KNOWLEDGE	SECURITY	LOVE & ACCEPTANCE
STRIVE TO FOSTER	FUN & RECREATION	THOUGHTFUL CONSIDERATION	TRADITIONAL VALUES	HARMONY
TAKE PRIDE IN	IMPACT	COMPETENCE	DEPENDABILITY	EMPATHY
SPECIALITY	ENTREPRENEURSHIP	RESEARCH & CONCEPTS	ACCOMPLISHMENTS & RESULTS	PEOPLE
VALIDATED BY	ACHIEVING VISIBLE RESULTS	AFFIRMING THEIR WISDOM	BEING APPRECIATED	ACCEPTANCE OF OTHERS
TRUST	IMPULSES	FACTS & LOGIC	AUTHORITY & TRADITION	INTUITION & FEELINGS

	CARDS - PICTURES	CARDS - TEXT	COLOR SURVEY	TOTAL
orange 	<input type="text"/>	<input type="text"/>	<input type="text"/> A	<input type="text"/>
green 	<input type="text"/>	<input type="text"/>	<input type="text"/> B	<input type="text"/>
gold 	<input type="text"/>	<input type="text"/>	<input type="text"/> D	<input type="text"/>
blue 	<input type="text"/>	<input type="text"/>	<input type="text"/> C	<input type="text"/>





 **CAREER PREP**
FOR FRESHMEN & SOPHOMORES

goal setting

OPPORTUNITIES

Answer the following questions about opportunities.

What type of leadership positions could you seek out that relate to your major and future career path? At minimum, list the skills you need to develop.



Who is already well-known on your campus (student leader, faculty, staff member) who could serve as a mentor to you?



Which organizations do the most successful students join (outside of the Fraternity)? Which of these opportunities interest you?



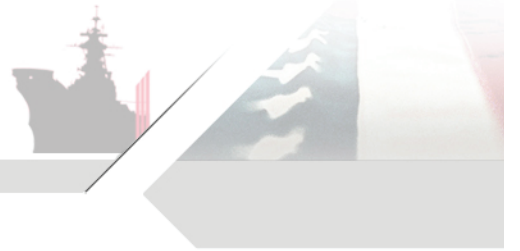
What jobs/internships - on or off campus - do you know of? Where can you go to find additional opportunities?





CAREER PREP

FOR FRESHMEN & SOPHOMORES



Set three goals covering the next two-to-three years of your collegiate experience.
Think about what skills you need to acquire to be a marketable and prepared graduate.

Ex. To participate in a study abroad program in London, England. **SPECIFIC**

S

GOAL 1
GOAL 2
GOAL 3

Ex. Complete the scholarship application by October 1, 2016. **MEASURABLE**

M

GOAL 1
GOAL 2
GOAL 3

ALMOST IMPOSSIBLE
1% likely to achieve

AGGRESSIVE
35% likely to achieve

ATTAINABLE
80% likely to achieve

A

GOAL 1		
GOAL 2		
GOAL 3		

Ex. Studying abroad will increase my cultural competence, making me a more desirable hire. **RELEVANT**

R

GOAL 1
GOAL 2
GOAL 3

Ex. This will be completed by my expected graduation date. **TIME-BOUND**

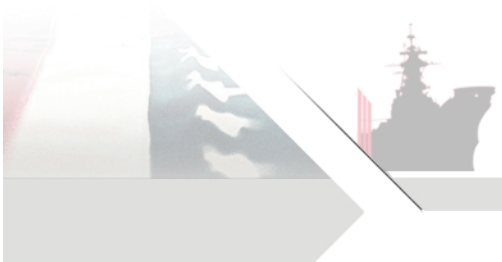
T

GOAL 1
GOAL 2
GOAL 3

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#ASPGRANDCHAPTER





resume development

RESUME WRITING 101

Take notes on how to write an effective resume.

NOTES



What are some questions your resume should answer?



1

2

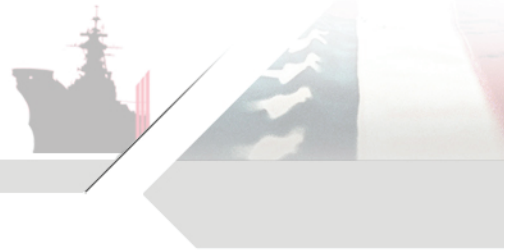
3





CAREER PREP

FOR FRESHMEN & SOPHOMORES



TYPES OF RESUMES

Match the five types of resumes per their description.

word bank

CHRONOLOGICAL	COMBINATION	FUNCTIONAL	MINI	TARGETED
---------------	-------------	------------	------	----------

Starts by listing your work history, with the most recent position first. Employers typically prefer this type of resume, because it's easy to see what jobs you have held and when you have worked at them. This type of resume works well for job seekers with a strong and solid work history.

Focuses on your skills and experience, rather than your chronological work history. It is used most often by people who are changing careers or who have gaps in their employment history.

Lists your skills and experience first. Your employment history is listed next. With this type of resume, you can highlight the skills you have that are relevant to the job you are applying for, and also provide the chronological work history that employers prefer.

A resume that specifically highlights experiences and skills you have that are relevant to the job for which you are applying. It definitely takes more work to write this resume. However, it's well worth the effort, especially when applying for jobs that are a perfect match for your qualifications and experience.

Contains a brief summary of your career highlights and qualifications. It can be used for networking purposes or shared upon request from a prospective employer or reference writer who may want an overview of your accomplishments, rather than a full-length resume.

MARGINS AND FONTS

Identify the suggested margins and fonts sizes.

margins

Left and right margins of this measurement are appropriate. You can adjust your margins to balance how your document looks on the page.

HELVETICA OR GARAMOND

font styles

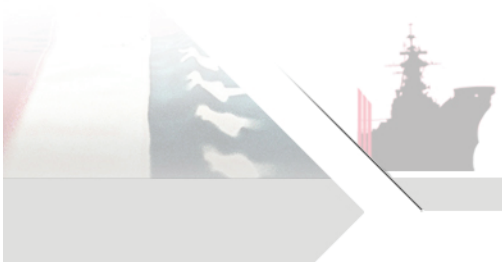
Use a font style that is simple, clear and commonplace. Recent research by Bloomberg Business suggests fonts such as these.

font sizes

These font sizes are generally in the ballpark of looking appropriate. Keep in mind that different font styles in the same point size are not the same size.

NOTES





CAREER PREP

FOR FRESHMEN & SOPHOMORES

RESUME DOS & DON'TS

Check the dos and don'ts of resume writing.

- do don't
- Consider a bulleted style to make your resume as reader friendly as possible.
 - Get overly stressed about the old "one-page resume rule."
 - Go beyond two pages with your resume.
 - Consider a resume design that doesn't look like everyone else's.
 - Use justified text blocks.
 - Lie or fabricate items on your resume.
 - Include as much contact information as possible for ways to reach you during business hours.
 - Discount the possibility of a functional format for your resume.
 - Use personal pronouns such as I, my, or me in your resume.
 - Pay close attention to the verb tenses used.
 - a List your job information in order of importance to the reader (Title, name of employer, city/state, dates of employment).
 - Leave out the locations of past jobs.
 - List your jobs in reverse chronological order.
 - Mix noun and verb phrases when describing your jobs.
 - Avoid the use of the word "work."
 - Think in terms of accomplishments when preparing your resume. Awards stand out to an employer.
 - Use expressions like "duties included," "responsibilities included," or "responsible for."
 - Emphasize transferrable skills, especially if you don't have much work experience or seek to change careers.
 - Quantify whenever possible. For example, use numbers to tell employers how many people you supervised.
 - List too much experience on your resume. "Too much experience" may translate to employers as "too expensive."
 - Emphasize skills and job activities you don't want to do in the future, even if they represent great strengths for you.
 - Remember that education also follows the principle about presenting information in the order of importance to the reader.
 - b List the high school from which you graduated or any high school experiences unless they are exceptional.
 - Include your height, weight, age, date of birth, place of birth, marital status, or sex, ethnicity/race on your resume.
 - Include your personal hobbies on your resume.
 - List sports you've been involved with in college. Employers look for competitiveness and drive.
 - List reference with the rest of your resume.
 - Realize that the phrase "references available upon request" is highly optional.
 - Proofread carefully.

a This format can be strategic for career changers, students, those who may lack experience, those with gaps in their employment, as well as those re-entering the workforce. A functional resume is organized around functional skills clusters. After listing three or four skills clusters, you provide a bare-bones work history near the bottom of your resume.

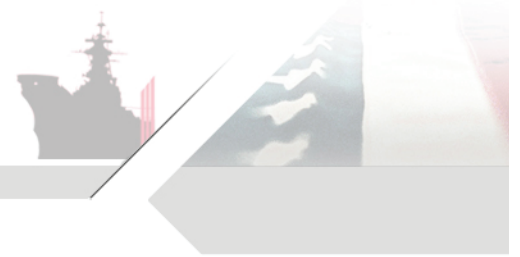
b Preferred order: Name of degree (spelled out: Bachelor of _____), name of university, city/state of university, graduation year, followed by peripheral information such as minor and GPA. If you haven't graduated yet, list your expected graduation date.





CAREER PREP

FOR FRESHMEN & SOPHOMORES



PEER REVIEW

Answer the following questions with a partner.

What format did your partner choose?



Do they use verbs to begin each bullet? Do they use a variety of verbs?



Have you included quantifiable examples in appropriate bullets?

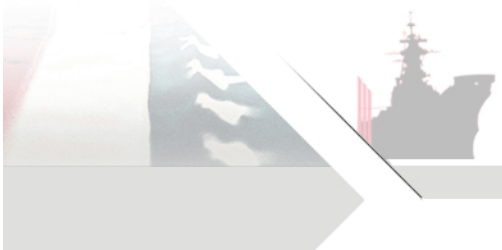


What advice would you offer to improve your partner's resume? What can they build upon?



How will you improve your resume based on this conversation with your partner?





COVER LETTERS

Discuss these aspects of a cover letter and take notes.

<p>Explain why you are sending a resume</p> <hr/>
<p>Tell specifically how you learned about the position or the organization</p> <hr/>
<p>Convince the reader to look at your resume</p> <hr/>
<p>Call attention to elements of your background</p> <hr/>
<p>Reflect your attitude</p> <hr/>
<p>Provide or refer to any information specifically requested</p> <hr/>
<p>Provide a call to action</p> <hr/>
<p>Indicate what you will do to follow-up</p> <hr/>
<p><i>In a letter of application</i></p>
<p><i>In a letter of inquiry</i></p>

NOTES







CAREER PREP

FOR FRESHMEN & SOPHOMORES



COVER LETTER PARAGRAPH

Write one of your cover letter's body paragraphs.

NOTES



THIS CONCLUDES THE CAREER PREP TRACK. PLEASE TURN TO PAGES 74 AND 75 TO DOCUMENT YOUR BIGGEST TAKEAWAYS FROM THE WEEKEND!

#ASPGRANDCHAPTER



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HEALTH & WELLNESS



welcome

TRACK DESCRIPTION

Participants in this track will create a personal wellness plan that focuses on diet, exercise, and lifestyle. We will cover strategies for maximizing opportunities to lead a better, balanced life. You'll even get out of the hotel to practice some of your new habits!

LEARNING OUTCOMES

- Members will be able to recognize the five well-being elements as defined by the Gallup organization.
- Members will be able to demonstrate positive behaviors related to the five elements of well-being.
- Members will be able to identify personal areas of improvement related to the five elements of well-being.
- Members will be able to create a personal wellness plan.

GROUND RULES

- Brothers will arrive on time to each session.
- Brothers will bring the appropriate materials for each session.
- Brothers will be prepared to actively participate in each session.
- Brothers will be respectful of their facilitators, guest presenters, and one another.
- Brothers will refrain from utilizing cell phones during sessions.

PURITY & WELLNESS

“He consistently strives for purity of **mind, body, and soul**. The man who is pure of **thought, word, and deed** does not shrink from adversity of lofty goals. There is no **self-pity, rationalizations, or apologies**. He is **moral** and a **gentleman** in the finest sense of the word.”

NOTES





HEALTH & WELLNESS



GUIDED REFLECTION

Answer the questions about why you are here.

Why did you choose to give up a few days of your summer to attend Grand Chapter?



What interests you about the topic of Health & Wellness?



How does purity of mind, body, and soul relate to health and wellness in your life?



When is the last time you demonstrated purity in your life?

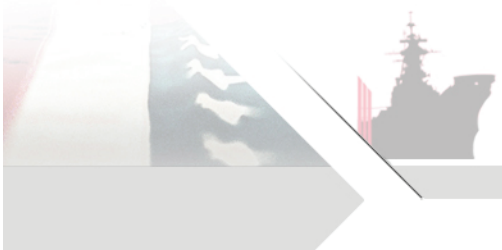


#ASPGRANDCHAPTER



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HEALTH & WELLNESS

WELL-BEING

Indicate the five types of well being and take notes for each.

word bank

COMMUNITY	FINANCIAL	PHYSICAL	PURPOSE	SOCIAL
-----------	-----------	----------	---------	--------

_____ ▶

NOTES

_____ ▶

NOTES

_____ ▶

NOTES

_____ ▶

NOTES

_____ ▶

NOTES





HEALTH & WELLNESS



my wellness plan

Ex. To run the 20th Air Force Marathon on September 17, 2016 in Dayton, Ohio. **SPECIFIC**

S

Ex. Registration is online at usafmarathon.com. The fee is \$110 in total for the event. **MEASURABLE**

M

ALMOST IMPOSSIBLE
1% likely to achieve

AGGRESSIVE
35% likely to achieve

ATTAINABLE
80% likely to achieve

--	--	--

A

Ex. This is a relevant method of improving my physical and mental health. **RELEVANT**

R

Ex. The goal will be achieved by September 17. **TIME-BOUND**

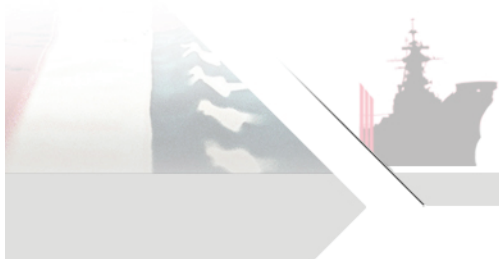
T

THIS CONCLUDES THE HEALTH & WELLNESS TRACK. PLEASE TURN TO PAGES 74 AND 75 TO DOCUMENT YOUR BIGGEST TAKEAWAYS FROM THE WEEKEND!

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#ASPGRANDCHAPTER





RECRUITMENT



welcome

TRACK DESCRIPTION

Do you want to see a higher quantity of higher quality men in your chapter/colony? This track is designed to provide you the knowledge you need to implement recruitment teams, create a summer recruitment plan, and how to best engage your current members in a continuous recruitment process.

LEARNING OUTCOMES

- Members will be able to define their role in recruitment.
- Members will be able to recognize the role others play in recruitment.
- Members will be able to list the seven steps to recruit a potential new member.
- Members will be able to practice the seven steps of recruitment.
- Members will be able to identify their chapter/colony's membership needs in preparation for recruitment.
- Members will be able to create standards of membership for potential new member selection.
- Members will be able to set a goal for contributing to their chapter/colony's recruitment plan.

GROUND RULES

- Brothers will arrive on time to each session.
- Brothers will bring the appropriate materials for each session.
- Brothers will be prepared to actively participate in each session.
- Brothers will be respectful of their facilitators, guest presenters, and one another.
- Brothers will refrain from utilizing cell phones during sessions.

GOALS

Identify your goals for the weekend.

What are your goals for the weekend?





RECRUITMENT



THE THREE P'S

Fill in the blanks with the correct words.

word bank

PEOPLE

PLAN

PURPOSE

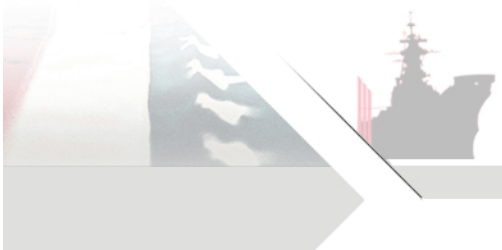
Recruitment is all about _____. It's about you; it's about potential new members; it's about members of your chapter.

This fraternity has a greater _____ we can use to guide our decisions during recruitment.

To ensure steady success, a _____ must be thought out and implemented.

NOTES





RECRUITMENT

people - my role in recruitment

ROLES IN RECRUITMENT

Define your role in your chapter/colony's recruitment efforts.

CHOOSE YOUR ROLE

RECRUITMENT DIRECTOR

RECRUITMENT TEAM CAPTAIN

OTHER H OFFICERS

OTHER OFFICERS

PRESIDENT

GENERAL MEMBER 1

GENERAL MEMBER 2

GENERAL MEMBER 3

SENIORS

My Role:

Large empty text area for defining the individual's role, with a red triangle icon on the left and red slashes on the right.

My Group's Role:

Large empty text area for defining the group's role, with a red triangle icon on the left and red slashes on the right.

Why My Group is Vital:

Large empty text area for explaining why the group is vital, with a red triangle icon on the left and red slashes on the right.





RECRUITMENT



people - building relationships with potential new members

MEET HIM

List common facts and fictions about recruiting potential new members.

FACTS



FICTIONS



THE SEVEN-STEP PROCESS

MEET HIM



MAKE HIM YOUR FRIEND



INTRODUCE HIM TO YOUR FRIENDS



INTRODUCE HIM TO YOUR FRATERNITY



EVALUATE HIM AGAINST STANDARDS



ASK HIM TO JOIN



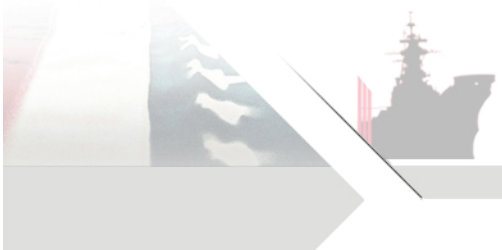
REPEAT THE PROCESS



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#ASPGRANDCHAPTER





RECRUITMENT

MAKE HIM YOUR FRIEND

Notice the emphasis on body language below. Then, take notes on conversing with a potential new member.

smile

shake hands

make eye contact

avoid crossing arms

Let him talk; Listen.

Empty rectangular box for notes under the heading "Let him talk; Listen."

1 MEET HIM

2 MAKE HIM YOUR FRIEND

Ask open-ended questions. Refer to page 41

Empty rectangular box for notes under the heading "Ask open-ended questions. Refer to page 41"

3 INTRODUCE HIM TO YOUR FRIENDS

4 INTRODUCE HIM TO YOUR FRATERNITY

5 EVALUATE HIM AGAINST STANDARDS

Use the five F's.

Empty rectangular box for notes under the heading "Use the five F's."

6 ASK HIM TO JOIN

7 REPEAT THE PROCESS

Get to know him!

Empty rectangular box for notes under the heading "Get to know him!"



RECRUITMENT

100 OPEN-ENDED QUESTIONS

CONVERSATION STARTERS

1. What's your story?
2. How's your day been so far?
3. This is great, don't you think?
4. Am I in the right place?
5. Do you understand this stuff?
6. Can I help you with that?
7. Do we know each other?
8. Are you as excited about this as I am?
9. Did you see that show last night?
10. What's the deal with that?
11. Would you mind if I borrowed that for a second?
12. Do you have any recommendations for fun things to do around here?
13. Do you mind if I sit here?
14. Is it really this time of year already?
15. Where is the nearest bathroom?
16. Could you help me with something really quick?
17. Could I get your opinion?
18. Doesn't he/she look great tonight?
19. Where did you get that _____ [physical item/accessory]?
20. Do you mind if I wait here next to you?
21. Would you help me and my friend settle a bet?
22. Do you know what time the game is tomorrow?
23. Is this your first time here?
24. Do you know what time it is?
25. What's going on tonight around here?
26. How do you know _____ [host's name]?
27. What's your name?
28. How far is _____ from here?
29. Where would we know each other from?
30. Did you see the news this morning?
31. How did you get here?
32. Are you in charge of this?
33. Would you mind if I joined you?

FUN ZONE QUESTIONS

34. If you could marry a cartoon character who would it be?
35. What do you think are the three best musical acts of all time?
36. What celebrity do you most want to punch in the face?
37. If you could spend a night out with any celebrity who would it be?
38. Which one country would you relocate to if you had the opportunity?
39. How often do you go over the speed limit?
40. What's your favorite dance move?
41. Do you like to sing in the shower? What do you sing?
42. What do you do when (you think) no one is looking?
43. If you could be any athlete, who would you be?
44. What did you get in trouble for when you were a kid?
45. What was the most embarrassing thing that ever happened to you?
46. What really gives you the creeps?
47. Who was your favorite superhero when you were a kid? How about now?
48. Do you have any embarrassing guilty pleasures?
49. When was the last time you laughed so hard your stomach hurt?
50. Do you have a signature catch-phrase? If not, what would it be if you had one?
51. Who was your favorite musical group when you were in middle school?
52. You start your own restaurant; what would it be called? What would you serve?
53. Did you go through an awkward stage as a kid? Any good stories from back then?
54. Which household object would you turn yourself into if you had to pick one?
55. What did you do for your most memorable birthday and what age was it?
56. Where did you go/would you go for your honeymoon?
57. If you won the lottery what would you change about your life?
58. If your life was a TV show what would the main story line be? What would be the supporting roles? Leading actor/actress?

Below is a list of open-ended questions you could ask a potential new member.

59. If you were debating soaps/bodywashes, would you choose by color or scent?
60. What is your favorite board game?
61. What was your worst date like?
62. If you had to only eat three things for the rest of your life, day in and day out, what would they be?
63. Do you prefer a stormy night with cuddling or a romantic dinner at a nice restaurant with ambiance?
64. What was your first job? Worst job?
65. What was your favorite toy as a child?
66. What is your #1 public restroom pet peeve?

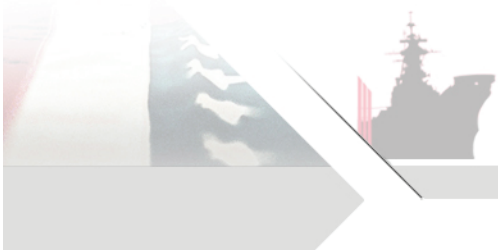
DEEP ZONE QUESTIONS

67. What do you bring most to a friendship?
68. Who is the first person that you think about when wake up?
69. When, if ever, do you think it is okay to tell a lie?
70. If you were going to be stuck on a deserted island, which 3 books/movies/people/foods would you take along?
71. What was the happiest moment of your life? The saddest?
72. Who is the most important person in your life? Would you tell me about him or her?
73. Who has been the biggest influence on your life? What lessons did they teach you?
74. Who has been the kindest to you in your life?
75. What are you really about?
76. How has your life been different than what you'd imagined?
77. Do you have any regrets?
78. What's just below your surface that you never let escape?
79. How do you think you'll matter to this world when it's all said and done?
80. How would you describe me? How would you describe yourself?
81. What does the "best version of you" really look like?
82. What in your life fulfills you?
83. What is one vivid memory from your childhood?
84. What is the most important quality you look for in a life partner?
85. If you were forced or decided to go one year without phone calls (receiving OR making), who would be the last two people you'd call?
86. If you had to verbalize a slogan for your life (something you live by) what would it be?
87. What are your best memories of grade school/high school/college/graduate school? Worst memories?
88. What lessons have you learned from your relationships?
89. What traditions have been passed down in your family?
90. What is the most beautiful image, place, thing you have ever seen? Why?
91. The world is going to end in one hour. How are you going to spend that hour?
92. Have you ever caved in to peer pressure? If so, what was it and how would you have changed it if you could go back?
93. If you could tell your best friend one thing that you can't stand about him/her what would it be? How would they react?
94. What's the nicest thing that anyone has ever said to you?
95. What is your most prized possession?
96. What is your crowning achievement at this point in life?
97. What's the best gift you've ever given someone?
98. What is the last movie that made you cry?
99. Has money played a role in shaping who you've become?
100. If most people agreed with you politically, how would the country/world be different?

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#ASPGRANDCHAPTER





RECRUITMENT

people - pnms and your brothers

INTRODUCE HIM TO YOUR FRIENDS & YOUR FRATERNITY

Notice the keys to Steps 3 and 4 of the Seven-Step Process. Take notes.

be strategic

preparation

make clear
introductions

try to find
commonalities

NOTES

- 1 MEET HIM
- 2 MAKE HIM YOUR FRIEND
- 3 **INTRODUCE HIM TO YOUR FRIENDS**
- 4 **INTRODUCE HIM TO YOUR FRATERNITY**
- 5 EVALUATE HIM AGAINST STANDARDS
- 6 ASK HIM TO JOIN
- 7 REPEAT THE PROCESS

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#ASPGRANDCHAPTER





RECRUITMENT



INTRODUCE HIM TO YOUR FRIENDS & YOUR FRATERNITY

For each category, document ways you could introduce a potential new member to your friends and your fraternity.

Academic Activities

Empty box for notes on Academic Activities.

Leadership Activities

Empty box for notes on Leadership Activities.

Brotherhood Activities

Empty box for notes on Brotherhood Activities.

Service/Philanthropic Activities

Empty box for notes on Service/Philanthropic Activities.

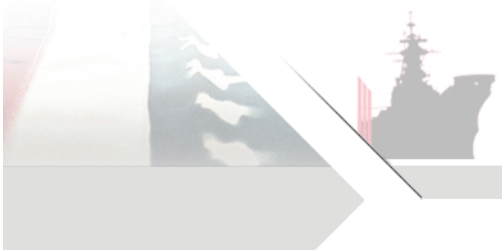
Sporting Activities

Empty box for notes on Sporting Activities.

Other Activities

Empty box for notes on Other Activities.








RECRUITMENT


SELF-ASSESSMENT

Answer the following questions about how you plan to communicate the expectations of membership.

What are five lies your chapter/colony is likely to tell during recruitment? 

What are your chapter/colony's greatest accomplishments? 

What are you chapter/colony's recruitment goals this year? 

What are the greatest obstacles your chapter/colony faces when it comes to communicating expectations of membership to potential new members? 





RECRUITMENT



purpose - who are we?

CAUSA LATET VIS NOTISSIMA

Answer the following questions and be ready to discuss.

What well-known results (positive or negative) does your chapter/colony produce?

Empty text box for answer with a red triangle on the left and red slashes on the right.

How is your chapter/colony known on campus?

Empty text box for answer with a red triangle on the left and red slashes on the right.

How does your chapter/colony's well-known results and image align with the ideals of the Fraternity?

Empty text box for answer with a red triangle on the left and red slashes on the right.


What would you like to change about your chapter/colony's image?

Empty text box for answer with a red triangle on the left and red slashes on the right.

Who do you want your chapter/colony to be?

Empty text box for answer with a red triangle on the left and red slashes on the right.

MEET HIM  1


MAKE HIM YOUR FRIEND  2

INTRODUCE HIM TO YOUR FRIENDS  3

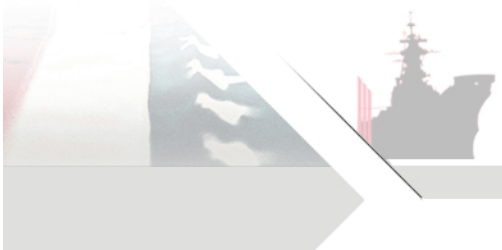
INTRODUCE HIM TO YOUR FRATERNITY  4

EVALUATE HIM AGAINST STANDARDS  5

ASK HIM TO JOIN  6

REPEAT THE PROCESS  7





RECRUITMENT

defining the needs of your chapter/colony

WHERE DO YOU FIT?

Take notes on the different aspects of a successful fraternity.

1

SCHOLARSHIP

2

RECRUITMENT

3

LEADERSHIP

4

SERVICE/PHIL.

5

SOCIAL

6

BROTHERHOOD

NOTES

1

MEET HIM

2

MAKE HIM
YOUR FRIEND

3

INTRODUCE HIM
TO YOUR FRIENDS

4

INTRODUCE HIM
TO YOUR FRATERNITY

5

EVALUATE HIM
AGAINST STANDARDS

6

ASK HIM
TO JOIN

7

REPEAT THE
PROCESS

54



#ASPGRANDCHAPTER





RECRUITMENT



purpose - standards of membership

WHAT DOES IT TAKE?

Answer the following questions about what type of people you are looking to recruit into your chapter/colony.

What type of men do you usually recruit?

Empty text box for answer with a red triangle icon at the top left and red dashed lines at the top right.

How would you describe what is expected of members in your chapter/colony?

Empty text box for answer with a red triangle icon at the top left and red dashed lines at the top right.

What does it take to be a member of Alpha Sigma Phi?

Empty text box for answer with a red triangle icon at the top left and red dashed lines at the top right.

How does what you're looking for in a member relate to who we are as a Fraternity?

Empty text box for answer with a red triangle icon at the top left and red dashed lines at the top right.

plan

PERSONAL GOAL

As the session closes, please answer the following questions about your goals moving forward.

What is your personal goal for being involved in your chapter/colony's recruitment?

Empty text box for answer with a red triangle icon at the top left and red dashed lines at the top right.

What is the biggest obstacle you will face and how will you overcome it?

Empty text box for answer with a red triangle icon at the top left and red dashed lines at the top right.

When and how will you share this knowledge and commitment with your chapter/colony?

Empty text box for answer with a red triangle icon at the top left and red dashed lines at the top right.

THIS CONCLUDES THE RECRUITMENT TRACK. PLEASE TURN TO PAGES 74 AND 75 TO DOCUMENT YOUR BIGGEST TAKEAWAYS FROM THE WEEKEND!

#ASPGRANDCHAPTER



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SERVICE & PHILANTHROPY



welcome

TRACK DESCRIPTION

Alpha Sigma Phi is one of the only international fraternities to enjoy a values-focused philanthropic model. Now, it's time to get into the streets and give back to our partners and local community! This track will have programming about each of our five philanthropic partners and tasks us outside the hotel do service projects in Norfolk, Virginia.

LEARNING OUTCOMES

- Members will be able to define service.
- Members will be able to define philanthropy.
- Members will be able to analyze the five philanthropic beneficiaries of the fraternity.
- Members will be able to discuss the impact of completing an off-site service project in Norfolk, Virginia.

GROUND RULES

- Brothers will arrive on time to each session.
- Brothers will bring the appropriate materials for each session.
- Brothers will be prepared to actively participate in each session.
- Brothers will be respectful of their facilitators, guest presenters, and one another.
- Brothers will refrain from utilizing cell phones during sessions.

SILENCE RAINN



Founded in 1994, RAINN is the national's largest anti-sexual violence organization. RAINN created and operates the National Sexual Assault Hotline and frequently reaches millions with important information on sexual violence prevention.

CHARITY AWARE AWAKE ALIVE



Aware Awake Alive prevents loss of life to alcohol poisoning by educating teens, young adults and parents on the dangers and symptoms of alcohol overdose. AAA generates awareness and dialogue around amnesty-based policy and legislation.

PURITY LOCAL HUMANE SOCIETIES



The Humane Society of the United States, based in Washington, D.C., is the largest animal advocacy organization in the world. It counts more than 11 million Americans among its members and supporters.

HONOR BIG BROTHERS BIG SISTERS



Founded in 1904, Big Brothers Big Sisters is the nation's premiere volunteer-supported youth mentoring organization. BBBSA makes meaningful, monitored matches between adult volunteers and children in communities across the country.

PATRIOTISM HOMES FOR OUR TROOPS



Founded in 2004, Homes for our Troops assists severely injured Veterans and their families by raising money and coordinating the process of building a home that provides maximum freedom of movement and the ability to live more independently.

our five philanthropic partners





SERVICE & PHILANTHROPY



NOTES



THIS CONCLUDES THE SERVICE & PHILANTHROPY TRACK. PLEASE TURN TO PAGES 74 AND 75 TO DOCUMENT YOUR BIGGEST TAKEAWAYS FROM THE WEEKEND!

#ASPGRANDCHAPTER



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SHARK TANK



welcome

TRACK DESCRIPTION

Do you want to grow up to be your own boss? Have an idea for a business but don't know what's next? Participants in this track will learn tips for creating a business plan, for showing proof of concept, and for raising capital to get started. The experience culminates in a Shark Tank-like presentation where the winner takes all.

LEARNING OUTCOMES

- Members will be able to define the mindset of an entrepreneur.
- Members will be able to analyze a business plan format.
- Members will be able to identify methods of raising capital.
- Members will be able to create a business plan for presentation.

GROUND RULES

- Brothers will arrive on time to each session.
- Brothers will bring the appropriate materials for each session.
- Brothers will be prepared to actively participate in each session.
- Brothers will be respectful of their facilitators, guest presenters, and one another.
- Brothers will refrain from utilizing cell phones during sessions.

MINDSET OF AN ENTREPRENEUR

Take notes on what it takes to be an entrepreneur.

NOTES





SHARK TANK



MINDSET OF AN ENTREPRENEUR

Answer the following questions with your group.

Who is your entrepreneur?



Describe their business venture.



What obstacles did they face?



How did they make it big?



What piece of advice do you think they'd give to aspiring entrepreneurs?



What lessons can we learn from their experiences?



NOTES

Large empty rectangular box for taking notes.



the business plan

3 BUSINESS LESSONS

Below are three lessons in business you don't want to learn the hard way. Take notes for each.

1

IT'S NOT ALL ABOUT THE MONEY

Around 2004, I bought a franchise called Bevinco. At the time, I was looking to make an "investment" in another business, as I was rather bored with the business I had. Bevinco has a noble business model; they help restaurants and bars inventory their liquor, beer, and wine. The company can pinpoint people who are over pouring, giving away drinks to friends, and even outright stealing.

Personally, I have very little interest in alcohol other than having a margarita from time to time, but as an entrepreneur, I could see the benefit of this service. What business owner wouldn't want to make their bar more profitable and stop waste and theft? I could almost taste the profits flowing my way. So with little interest in the industry and even the business in general, I decided it would be best to spend \$55,000 dollars spread across three zero-percent-interest Discover cards (you have to love the age of cheap and easy money) and buy this franchise solely based on the notion that I would make loads of money.

Two days into my two weeks of training, I realized I had made a MASSIVE mistake and that this business wasn't for me. I struggled daily to perform the minimum functions required to keep the business running, and after six months of doing something I hated, I put the company up for sale. Shortly thereafter, I just barely got my investment back out of the business – which was nothing short of a financial miracle at the time. In the end, I learned a valuable lesson; when starting a business, it can NOT be solely about the money. Few people can be successful when that is the sole motivation.

2

TO GET BIG, YOU MUST BE A GOOD POINTER

My company, The Newsletter Pro, is in a hyper growth stage right now. As an entrepreneur, I want to be involved in everything that goes on in the business, but at our size, that simply isn't possible. Although it has taken longer than many on my team would have liked, I have finally gotten comfortable with – and even good at – simply pointing, giving simple instructions and letting my talented staff take over from there. If you want massive growth, you CANNOT micromanage everything.

The idea of delegating (pointing) is not new of course, but I had such a hard time doing it in the beginning. In retrospect, one of the main reasons it was so difficult is that I haven't always employed only "A" players. In the past, when I have employed "B" players, they often let me down. So I felt and even said from time to time, "No one can do it as good as I can do it." I know that thought process is common for many entrepreneurs. I continued to feel that way right up until the point when I got an "A" player or two, and then I quickly realized not only can the "A" players do "it" as good as I can, they are actually better than me. At the end of the day, I enjoy doing and I'm very good at a few things; when I focus on those few things I both enjoy and I'm good at, and then delegate the rest, we, as a company, are more successful.

3

RETENTION MAKES EVERYTHING EASIER

Most businesses focus only on getting new customers. Nearly all of their marketing money and efforts are firmly placed in the getting-new-customers bucket – which leaves just over ZERO dollars to focus on retention. Since my second full-time business, I have been heavily focused on customer retention as I quickly realized it is easier to grow your business, and grow it quickly, when you don't have customers jumping ship all of the time. Plus, study after study has shown that repeat customers spend more money, more often, and are easier to sell additional products and services to.

The above lessons are not rocket science. But they are lessons I had to learn the hard way, and working with as many entrepreneurs as I do, I see others still making these same mistakes. I hope that you can learn from my experience and save yourself some time and heartache.

THIS ARTICLE
WAS WRITTEN BY
SHAUN BUCK OF
ENTREPRENEUR.COM
ON MARCH 10, 2016.

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#ASPGRANDCHAPTER

SHARK TANK

ALPHA SIGMA PHI'S BUSINESS PLAN

Below is an example of Alpha Sigma Phi's business plan. Use this example to start your own on Page 62.

1 VISION

▶ to Better the World through Better Men.

2 MISSION

▶ to be the co-curricular and continuing organization of choice.

3 OBJECTIVES

- ▶ 1. Expand Fraternity membership through increasing the number of chapters and colonies on college and university campuses.
- ▶ 2. Expand Fraternity membership through the number of individual chapter and colony members.
- ▶ 3. Augment the number of alumni who are engaged with local chapters by enhancing volunteer opportunities and engage/maintain strong and sustainable connections with local Alpha Sigma Phi chapters.

4 STRATEGIES

- ▶ 1. 200 chapters and colonies by December 6, 2020.
- ▶ 2. 10,000 undergraduate members by December 6, 2020.
- ▶ 3. 95 percent of chapters and colonies will have a recognized Chapter Council by December 6, 2020.
- ▶ 4. 75 percent of all chapters open for more than four years consecutively will have a recognized Alumni Association by the year 2020.

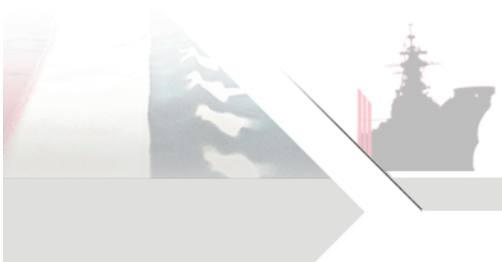
5 ACTION PLAN

- ▶ 1. Delegate a portion of budget toward expansion staff members who will travel to new campuses to recruit men to begin new colonies.
- ▶ 2. Delegate a portion of budget toward chapter and colony development staff members to ensure chapters and colonies are in good standing and set up for recruitment success.
- ▶ 3. Develop resources to aid potential volunteers, while providing the necessary opportunities such as program facilitation and local chapter/colony counseling.

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#ASPGRANDCHAPTER





SHARK TANK

MY BUSINESS PLAN

Use the space below to develop your business plan. Be ready to discuss.

1 VISION

2 MISSION

3 OBJECTIVES

4 STRATEGIES

5 ACTION PLAN

62



#ASPGRANDCHAPTER





SHARK TANK



RAISING CAPITAL

To the right are the Top 5 ways to raise capital, according to Forbes. Use the space below to take notes.

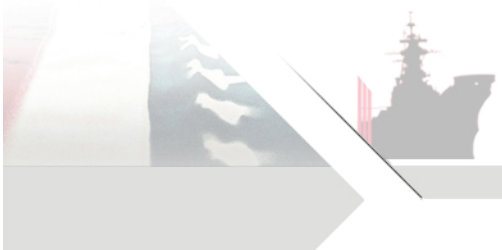
NOTES



5 ways to raise **CAPITAL**

1. YOURSELF
2. FAMILY & FRIENDS
3. BANKS & LENDERS
4. CROWD SOURCING
5. INVESTORS





SHARK TANK

pitch preparation

WORK TIME

Use the space below to solidify the business plan you began outlining on Page 62. You may use additional space on Page 65.

1

VISION

2

MISSION

3

OBJECTIVES

4

STRATEGIES

5

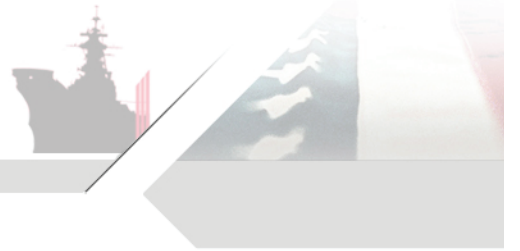
ACTION PLAN

NOTES





SHARK TANK



NOTES



UPON THE COMPLETION OF YOUR PRESENTATION, THIS CONCLUDES THE SHARK TANK TRACK. PLEASE TURN TO PAGES 74 AND 75 TO DOCUMENT YOUR BIGGEST TAKEAWAYS FROM THE WEEKEND!

65

#ASPGRANDCHAPTER





welcome

TRACK DESCRIPTION

Do you have a message, but just can't seem to deliver it? Does public speaking terrify you? In this track, you will have the opportunity to practice delivering your message to the world. You will walk away with the confidence to wow your audience! This interactive track will draw inspiration from the personal experience of the speaker, as well as the best-selling book, *Talk Like TED*.

LEARNING OUTCOMES

- Members will be able to define three components of inspirational public speaking: Emotional, Novel, and Memorable.
- Members will be able to develop a speech for future use.
- Members will be able to identify a topic about which they are passionate.
- Members will be able to practice telling stories.
- Members will be able to identify personal stories to include in a speech.
- Members will be able to incorporate techniques to make their presentation memorable.
- Members will be able to define authenticity.
- Members will be able to build their confidence related to public speaking.

GROUND RULES

- Brothers will arrive on time to each session.
- Brothers will bring the appropriate materials for each session.
- Brothers will be prepared to actively participate in each session.
- Brothers will be respectful of their facilitators, guests presenters, and one another.
- Brothers will refrain from utilizing cell phones during sessions.

THE THREE COMPONENTS

Match the components listed below with the correct definition.

A(n) _____ presentation touches the heart. With personal stories and details, this presentation allows you to feel the passion of the presenter. It breaks away from the mold of a robotic delivery. It is conversational.

memorable

_____ presentations teach us something new. They grab our attention by approaching something from in a new and creative way; they have a certain 'wow' factor and spark our curiosity. They make us laugh.

emotional

_____ presentations are unforgettable. The length, the visuals, and the authenticity of the presentation are all contributing factors to making the presentation one to remember.

novel



emotional component - passion

GUIDED REFLECTION

Answer the questions about the emotional component of passion.

Describe a time when you were at your best.



What do you look forward to?



When are you the happiest?



Describe your fondest memory.



The world would be better if:



Name three problems you want to solve.



1

2

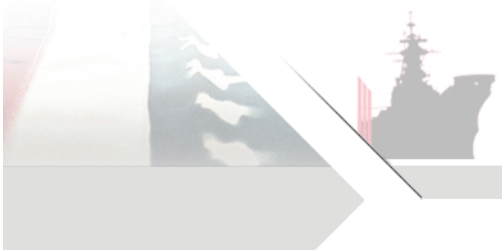
3

What are you passionate about?



NOTES





emotional component - stories

STORY BOARD

Produce a list of story ideas that can be included in a presentation related to your passion.

IDEA #1

IDEA #2

IDEA #3

IDEA #4

IDEA #5

NOTES





TOASTMASTERS LITE

PROFESSIONAL SPEAKING



WHICH STORY IDEA ON PAGE 68 WOULD YOU LIKE TO FURTHER DEVELOP?

idea #

subject

Where does the story begin?

Large empty rectangular box for writing the beginning of the story. Includes a red triangle icon at the top left and red dashed lines at the top right.

What is the climax of the story?

Large empty rectangular box for writing the climax of the story. Includes a red triangle icon at the top left and red dashed lines at the top right.

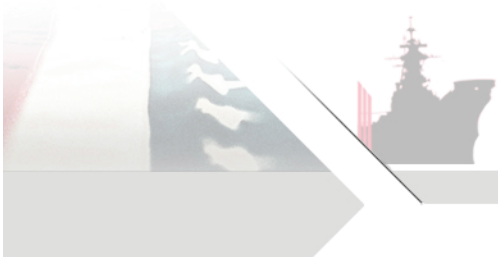
What is the story's moral?

Large empty rectangular box for writing the moral of the story. Includes a red triangle icon at the top left and red dashed lines at the top right.

How does the story relate to you passion?

Large empty rectangular box for writing how the story relates to passion. Includes a red triangle icon at the top left and red dashed lines at the top right.





memorable component

MEMORABLE

Identify the three sub-components of a memorable presentation. Take notes on these sub-components and why they are important.

NOTES

TIMING

Take notes on the importance of timing to a memorable presentation.

NOTES

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#ASPGRANDCHAPTER





TOASTMASTERS LITE

PROFESSIONAL SPEAKING



SOCIAL MEDIA

Compose a tweet about your presentation. Include only the most pertinent information, as you only have 140 characters.



1. my tweet

2. my hashtags



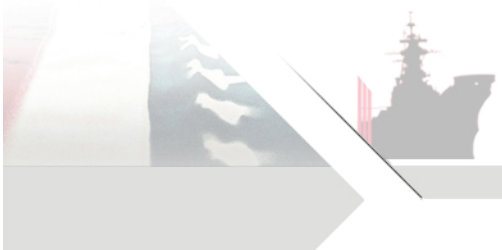
3. my facebook post

THE FIVE SENSES

Take notes on the five senses and how they relate to a memorable presentation.

NOTES





TOASTMASTERS LITE

PROFESSIONAL SPEAKING

AUTHENTICITY

Answer the following questions about authenticity as it pertains to your presentation.

How would you rate your partner's authenticity on a scale of 1-10 (1 lowest - 10 highest)?



- 1
- 2
- 3
- 4
- 5
- 6
- 7
- 8
- 9
- 10

Provide your partner with feedback on how they can be more authentic in their presentation.

What feedback did you receive?

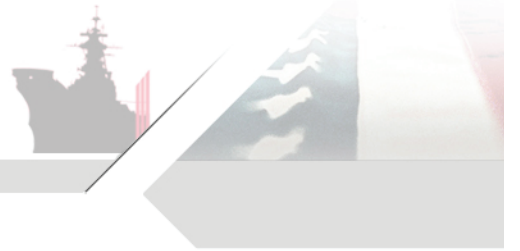


What is your personal definition of authenticity?



NOTES





the final project

THE FINAL PROJECT

Use the space below to brainstorm for your two-minute presentation.

THIS CONCLUDES THE TOASTMASTERS LITE TRACK. PLEASE TURN TO PAGES 74 AND 75 TO DOCUMENT YOUR BIGGEST TAKEAWAYS FROM THE WEEKEND!



#ASPGRANDCHAPTER    



THANK YOU

what track did you attend?

who was your facilitator?

my biggest takeaways

1.

2.

3.

NOTES



FOR COMING!

what track did you attend?

who was your facilitator?

my biggest takeaways

1.

2.

3.

NOTES





2016

GRAND CHAPTER

