DOTTED LINES...

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National Professional Fraternity In Marketing • Sales • Management
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PSE NEF National Convention Highlights

Speaker
Jack Phillips

Speaker
David Knox
Pi Sigma Epsilon Leadership

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Lewis F. Gordon Top Chapter
Miami University

Lewis F. Gordon Top Chapter
1st Runner Up
University of NC-Wilmington

Lewis F. Gordon Top Chapter
2nd Runner Up
Louisiana State University

William H. Harris Top Chapter
Winner
Appalachian State University

William H. Harris Top Chapter
1st Runner Up
University of Missouri

Lloyd L. Antle Top Chapter
Winner
University of WI-Whitewater

Lloyd L. Antle Top Chapter
1st Runner Up
Virginia Tech
2012 National Awards Recipients

Top New Chapter
Kennesaw State University

Most Improved Chapter
California State University-Fullerton

The President’s Award for Special Merit
Widener University

Whan Challenger Award
Presented by the Whan Fund
Margaret Byrne (right)
Miami University

Pro-Am Sell-a-Thon®-1st Place
Presented by Vector Marketing, Tom James Company, Miller Heiman, Northwestern Mutual
Jenny Green (right)
College of New Jersey

Pro-Am Sell-a-Thon®-2nd Place
Abbey Vanderwoude (right)
Northern Illinois University

Pro-Am Sell-a-Thon®-3rd Place
Stewart Allen (right)
Louisiana State University

Pro-Am Sell-a-Thon®-4th Place
Kevin Smith (right)
University of NC-Wilmington

Pro-Am Sell-a-Thon®-5th Place
Nicholas Otis (right)
Central Michigan University
2012 National Awards Recipients

Pro-Am Sell-a-Thon®
Salesperson of the Day
Brittany Bodi (right)
University of Toledo

Top PSE Salesperson Award
Winner
Presented by Northwestern Mutual
Jon Corbin (right)
Kennesaw State University

Top Salesperson Award
1st Runner Up
Presented by Northwestern Mutual
Jordan Jeremias (right)
University of NC-Wilmington

Top Management Team Award
Winner
Northern Illinois University

Top Management Team Award
1st Runner Up
Miami University

Top Project Manager - Winner
Presented by Enterprise Rent-A-Car
Tom Johnson
The Ohio State University

Top Project Manager
1st Runner Up
Presented by Enterprise Rent-A-Car
Kate Schumacher (left)
Christine Demane (right)
Miami University

Top Sales Project Award
Winner
University of Akron

Top Sales Project Award
1st Runner Up
University of NC-Wilmington
2012 National Awards Recipients

Top Marketing Research Project Award
Winner
Miami University

Top Marketing Award
Winner
Presented by Vector Marketing
Miami University

Top Marketing Award
1st Runner Up
Presented by Vector Marketing
University of Northern Iowa

Top Service Project Award
Winner
Miami University

Top Service Project Award
1st Runner Up
University of NC-Wilmington

BOSS Games - Pool 1
Presented by Northwestern Mutual
University of WI-Whitewater
Beta Gamma Team

BOSS Games - Pool 2
Presented by Northwestern Mutual
University of Missouri
Mizzou Team 2

BOSS Games - Pool 3
Presented by Northwestern Mutual
Widener University
Team DFD
2012 National Awards Recipients

BOSS Games - Pool 4
Presented by Northwestern Mutual
University of Northern Iowa
Team Gold

Top Public Relations Strategy
Winner
University of Akron

Top Public Relations Strategy
1st Runner Up
University of NC-Wilmington

Faculty Advisor of the Year
Presented by Vector Marketing
Ken Cherry (left)
Central Michigan University

Case Study Competition
Winner
Presented by GEICO
Louisiana State University

Case Study Competition
1st Runner Up
Presented by GEICO
The Ohio State University

Case Study Competition
2nd Runner Up
Presented by GEICO
University of Akron

Recruitment Challenge
Winner
Kennesaw State University

Recruitment Challenge
1st Runner Up
University of Akron
“Being involved with such a great organization and seeing it come to life with all the other chapters makes the national convention an experience I will never forget! I recommend anyone who wants to grow individually and with their chapter should attend, be involved and see that PSE really is your business advantage for life!”

Brittany Bodi, Univ. of Toledo

Arno Kleimenhagen Sustained Excellence Award

This award recognizes those chapters that have attained a gold level of achievement for three consecutive years. The 2012 recipients of the Arno Kleimenhagen Sustained Excellence Award at the 2012 PSE NEF National Convention were University of North Carolina-Wilmington, Louisiana State University, Miami University of Ohio, University of Northern Iowa and Northern Illinois University. Presented by Tim Hyland, Past PSE National President and Past PSE NEF Chairman, who sponsors this Award.

The National Awards and Scholarship Programs are presented by the companies listed and the Pi Sigma Epsilon National Educational Foundation.
2012 National Scholarships

Anchor Plastics Scholarship
Courtney Ou
University of Akron

Anchor Plastics Scholarship
Katey Kimpel
University of Akron

Anchor Plastics Scholarship
Jaclyn Healy
University of NC-Wilmington

Past PSE Presidents Scholarship
Charleen Bogner (right)
Northern Illinois University

ADP Scholarship
Jenny Green (left)
College of New Jersey

Manufacturer’s Rep. Educational Research Foundation Scholarship
Nicholas Otis (right)
Central Michigan University

Heartland Payment Systems Scholarship
Kelly Shields (right)
Virginia Tech

University Directories Scholarship
Carly Cecil (left)
Ball State University

Miller Heiman Scholarship
Phillip Musson (right)
University of Northern Iowa
2012 National Scholarships

Vector Marketing Scholarship
Joseph Camacho (left)
Widener University

GEICO Scholarship
Ryanna Bockenstedt (right)
University of Northern Iowa

Roche Diagnostics Scholarship
Alyssa Istvanek (right)
Northern Illinois University

Send Out Cards Scholarship
Kyle Tippy (left)
University of Toledo

Tom James Company Scholarship
Jaclyn Roman (center)
Kent State University

Enterprise Rent-A-Car Scholarship
Kate Schumacher (right)
Miami University

Federated Insurance Scholarship
Matthew Rose (right)
The Ohio State University

Mu Kappa Tau Scholarship
Jamie Harthoorn (right)
University of Northern Iowa

Northwestern Mutual Scholarship
Tyler Reames (left)
Louisiana State University
Congratulations to the 2012 Future Leaders Team
Presented by the PSE National Educational Foundation

The Future Leaders Team was established to recognize Freshman and Sophomore members of PSE who display the potential to become great Future Leaders of their chapters and of PSE. Applicants received a prize package that included a complimentary registration package to the PSE National Convention, guaranteed participation in the CCO Program, a Certificate of Recognition, an invitation to the private Leadership/Networking Reception with Corporate Partners and Fraternity leaders, recognition at the Scholarship Presentations and a $100 travel reimbursement.

(Pictured Left to Right)
Ryan Boes - Miami University
Morgan Evans - University of NC-Wilmington
Megan Wandtke - Ohio State University
Megan Heemstra - University of No Iowa
Kayla Foreman - University of So Dakota
Courtney Ou - University of Akron
Julie Sweitzer - Kent State University
Bradley Stefanski - University of WI-Whitewater
(Not pictured)
Chelsey O’Brien - Northern Illinois University

Mach 1 Global Services Scholarship
Philip Toups (left)  
Louisiana State University

Marv D. Loos Scholarship
Kevin Smith (right)  
University of NC-Wilmington

Trenton Haack Memorial Scholarship
Nicole Onorato (right)  
Miami University

Debbie Khalil Memorial Scholarship
Richard Schramm (right)  
University of Akron

Whan Memorial Scholarship
Samantha Kueny (right)  
University of Northern Iowa

William H. Harris Memorial Scholarship
Abbey Vanderwoude (right)  
Northern Illinois University

Philip Toups (left)  
Louisiana State University

Kevin Smith (right)  
University of NC-Wilmington

Nicole Onorato (right)  
Miami University
National Convention

The Pi Sigma Epsilon National Educational Foundation National Awards and Scholarship Programs recognize the outstanding achievement and performance by chapters and individuals. These programs were created to provide professional exposure and experience to collegiate members prior to their entry into the business environment. Pi Sigma Epsilon realizes that these competitions would not be possible without the dedicated volunteers who generously donate their time and unwavering support to our fraternity and the companies who present the awards. Thanks to all the alumni, judges, coaches, and partners that make Pi Sigma Epsilon a premier organization.

To donate to the Scholarship Fund, go to http://pse.org/financial-aid/donation-to-nef

Past PSE Presidents in Attendance at the National Convention

Mark Your Calendar Now!
The PSE National Convention will be held in San Diego, CA at the Town and Country Resort, the week of April 2 - 7, 2013. More information is available at www.pse.org, mouse over "Key Info" on the top toolbar, then click National Convention. Also, more in our next edition of Dotted Lines, due out in September 2012. If you are interested in judging at the 2013 PSE National Convention, send an email to awards@pse.org. A special convention package rate will be available to you. Confirmed speakers on right.

2013 PSE National Convention

Comment from a student who heard Jeffrey Hayzlett speak at the 2010 PSE Convention.

“He was without a doubt the best speaker I’ve ever heard. He was inspirational, entertaining, passionate, and a joy to listen to.”

Comment from a student who heard Catherine Monson speak at the 2011 PSE Convention.

“She was incredibly inspiring and very educational.”

Jeffrey Hayzlett
Global Business Celebrity and Former Fortune 100 C-Suite Executive

Catherine Monson
Chief Executive Officer
FASTSIGNS®
Thank You To Our Partners

W.W. Grainger

W.W. Grainger, Inc., with 2011 sales of $8.1 billion, is North America’s leading broad-line supplier of maintenance, repair and operating (MRO) products, with an expanding global presence. Grainger is a business-to-business distributor of products used to maintain, repair or operate a facility. Millions of customers from multiple industries worldwide rely on Grainger for pumps, motors, hand tools, janitorial supplies and much more. These customers represent diverse segments including healthcare, manufacturing, government and hospitality. We serve them efficiently through multiple integrated channels — via local branches, sellers, online, and over the phone. By providing customers quick access to over 1 million products, delivered when and where needed, we help them take cost out of their business.

Grainger has also been recognized as a great place to work. We provide our team members with competitive pay and benefits as well as rich opportunities to learn and grow; We are also committed to making a difference in our local communities. For more on how you can make a difference at Grainger, go to www.experiencedone.com and email resume to Susan Cansler at Susan.Cansler@grainger.com. Put Pi Sigma Epsilon in the subject line.

Welcome to Our Newest Corporate Partners
The Most Efficient and Effective Way to Learn Excel

ExcelNow! is a unique way to rapidly learn how to use all the many features of Excel. When you install ExcelNow!, it simply becomes an additional tab on Excel’s menu bar. To display all the lessons and guidance on any feature, just click on the ExcelNow! tab. You have a choice of 128 topics and it’s extremely easy to navigate and find what you’re looking for.

When you select a topic, you see a clear and concise explanation and you are presented with some data so you can practice what is covered. If you prefer to learn via audio and/or visual instruction, you can click on the video link associated with each topic. All videos have optional closed captions. In addition, ExcelNow! has over 100 Quick Tips to swiftly and painlessly advance your knowledge of Excel even further.

ExcelNow! makes it easy to learn anything you need to know because all the information is in one place within Excel itself. You can find answers to your questions without having to minimize or close your spreadsheet. There is no need to bounce back and forth looking at books, DVDs, the Internet etc.

Using ExcelNow!, you will quickly become a competent and confident Excel user! In addition, they are looking for chapters to sell ExcelNow!

Contact: Dipesh Desai
ExcelNow!
Phone: 713-240-7404
Email: sales@excelnowtutorial.com
Website: www.excelnowtutorial.com

TEKsystems
The Leading Technology Staffing and Services Company

Ranked #1 in the industry by IT Services Business Report for ten consecutive years, TEKsystems is a flagship company of Allegis Group, a $5.6 billion enterprise with positive annual growth since its founding.

In a single year, TEKsystems provides over 70,000 technical professionals to support critical IT engagements at more than 5,500 client sites, including 82% of the Fortune 500. With 90 offices and over 2,200 recruiters throughout North America and Europe, our reach grants us access to 81% of the technical professional workforce. It also enables us to speak with over 10,000 technical professionals a week and meet with more than 2,600 of them face to face when recruiting top talent.

By taking the time to understand your skills, goals, and interests, we strive to match you with relevant and desirable IT jobs. Since we have direct access to decision-making IT managers in over 5,500 customer locations, we also have the ability to keep you consistently employed to advance your IT career.

BookSquad.com

BookSquad.com is a price comparison website, similar to Kayak, for college textbooks. Our search engine allows you to save 30-50% off the price of your books vs. the campus bookstore and is the best search engine out there for finding the books you need, at the right price.

We’re looking to hire chapters to help us get the word out. Your responsibilities will be to pass out the flyers and other media that we ship over (bookmarks, stickers, etc.) as well as to heavily promote the website by word of mouth and in your social circles. We also encourage the use of Facebook and Twitter to get the word out.

We pay a base salary of $50 per school campaign for your team (paid upon campaign completion) and a commission of $0.25 per Qualified Hit to the website. We are offering PSE the exclusive opportunity to be the only ambassadors at your school, so you will get credit for every hit that comes through the campus area, maximizing your earnings potential.

In addition to your outstanding bonus structure, we’re offering a few additional incentives as top prizes and to smaller schools with the highest penetration rate of your enrolled student base.

1st prize: A 55” Samsung HD-LED TV courtesy of BookSquad, or $1,500 cash.
2nd prize: An iPad with one year of service, or $500 cash.

Want to make even more money? We pay a $50 referral bonus for every rep that you refer to us that completes a campaign promotion. We’re always on the lookout for more college reps so send your friends our way and we’ll take care of you even more!

Go to http://ambassador.booksquad.com and fill out the application. As a member of PSE you have been pre-approved and will be accepted after submitting your information. For more information email, reps@booksquad.com.
The honorary life membership award is Pi Sigma Epsilon's most prestigious and highest award. It is intended to distinguish those PSE members who have consistently made an outstanding contribution to the fraternity, the profession of sales and marketing, and to the welfare of their community. Since 1952, only 26 people have received this award. We honored an outstanding member as our 27th recipient, Dr. Don Norris. His family was in attendance to see him receive his honor in Indianapolis.

Dr. Donald Norris, or Dr. Don as he is known, is an associate professor of marketing at Miami University in Oxford, OH. He has served as the faculty advisor of the Gamma Gamma chapter on that campus since his induction into PSE on April 1, 1989.

Dr. Don earned his undergraduate degree in marketing and economics from the University of Delaware, his M.B.A. from the University of Rhode Island and his Ph.D. from the University of California at Berkeley. Before joining the faculty at Miami University in 1986, Dr. Don taught marketing at the University of Rhode Island and American University.

In the past 23 years, Dr. Don has attended nearly every national convention, enthusiastically supporting the students in the Miami University chapter that he advised for that length of time. Dr. Don has also served the national organization as a National Council member and on PSE’s governing board, including two years as PSE National President. He currently is an officer on the Mu Kappa Tau Executive Committee and a Trustee on the PSE National Educational Foundation. Dr. Don, among many accolades, has been recognized as the PSE Faculty Advisor of the year three times.

His passion for PSE, his counsel and advice, his advocacy of PSE and his commitment to excellence, has made Dr. Don an invaluable national board member and leader of this fraternity.

Dr. Don’s vision for the future of the fraternity has always been at the forefront of his service to Pi Sigma Epsilon. Among his recommendations and contributions are the addition of a research stipend to the top faculty advisor award presented by Vector Maketing, unwavering support of the introduction of the case study competition to the PSE National Awards Program, and a friendship with the founder of the Journal of Personal Selling and Sales Management.

In his professional career, Dr. Don is an admired faculty member on campus with a proven ability to execute and provide leadership for organizational change. In writing about Dr. Don’s contributions to the chapter in their application for him to be recognized as PSE faculty advisor of the year, Gamma Gamma members say, “Dr. Donald Norris is without hesitation the cornerstone to the consistent and continually developing success of the Gamma Gamma chapter within the Farmer School of Business at Miami. His knowledge, support, and encouragement is unmatched by any other faculty advisor at this university.”

This sentiment is echoed through the many students Dr. Don has mentored throughout his involvement with Pi Sigma Epsilon.

The honorary life membership award for Dr. Don Norris is a fitting tribute for all his hard work, leadership, and especially his steadfast dedication. Congratulations to Dr. Don and thanks for all he has done for PSE.
This year marks the 6th Annual Presidents' Retreat. The retreat will be taking place from August 10-12, 2012. All current PSE chapter presidents are invited to Milwaukee, WI for a weekend of networking, learning and FUN! Presidents will learn new things to expect from PSE in the upcoming year, practice motivational techniques, discuss project planning and implementation and gain a better understanding of membership recruitment and engagement. The retreat will also provide guest speakers and roundtable discussions. It is a great opportunity for the presidents to communicate and learn from each other.

Presidents will be arriving on Friday and will have time to explore the city before a night full of fun ice breaker activities. Saturday will feature professional programming hosted at the Northwestern Mutual Headquarters. The day will conclude with dinner at a fabulous Milwaukee restaurant.

Watch your email for an invitation and more details. Please be sure that your summer contact information is current on www.pse.org.

New PSE Discount Programs

Exclusive Pi Sigma Epsilon Worldwide Hotel Discount Program

PSE members, friends and family now have access to a worldwide inventory of hotels at exclusive discounted rates. Whether travelling for work or pleasure, individually or in a group, domestically or abroad, you can take advantage of savings that may exceed 50% and average 10-20% below best available rates. Any hotel, anywhere, anytime.

To access the program at http://bit.ly/J8yurq Use the username PSE (all caps) and use the password PSE (all caps). You can click "Remember Me" to bypass login next time. In addition you can call 800-892-2136, using code “PSE”.

Cash Back Program for Online Shopping and Add to PSE’s Alumni Scholarship Fund

PSE is participating in an exciting new program. PSE now has its own website featuring thousands of partner stores like Walmart, Sears, Kohl’s, GAP, Best Buy and many more. When you make a purchase on www.psediscounts.org, you can earn up to 35% cash back on qualified purchases, plus PSE receives royalties that will be added to the PSE NEF Alumni Scholarship Fund. You also earn 0.5% cash back on the purchases of everyone you refer to our website. Now you can take advantage of the ease and convenience of Internet shopping to buy the products and services you want, while saving money and helping PSE NEF provide more scholarships. To get started, just follow these instructions.

2. Register as a Preferred Customer. Click “Sign In” in the upper right hand corner and select the “No I am a new customer” option. Follow the prompts, then you are eligible to earn up to 35% on qualified purchases.
3. Use the search box at the top of the screen to find exactly what you are looking for. Use “Shop Partners” to find a specific store. Use “Shop All Departments” to shop via category. Use “Hot Deals” to find special deals and coupons. Look for the cashback logo to find out how much cash back you will earn from your purchases.

PSE President's Retreat

Join PSE HQ and put your business skills to the ultimate test. The BOSS Games, presented by Northwestern Mutual, is an interactive computer business simulation allowing PSE teams to compete directly against each other across the country.

Teams work during the fall to successfully prove that they have what it takes to be the best. The Business Oriented Strategy Simulation places team members in the position of Chief Marketing Officer. Teams then create and implement new and improved marketing strategies and re-branding techniques. Each week, teams make new decisions and adjustments to the original plans in an effort to make it to number ONE! Trophies and cash prizes will be presented at the PSE National Convention in San Diego, CA.

Each chapter gets one free team. Additional teams per chapter are $40 per team. Deadline to form teams is Monday September 10, 2012. Team Names, Team Captain and Team Members must be sent to Lynnette at lynnette.hahn@pse.org no later than 11:59 p.m. Central time on September 10, 2012.

Watch your email later this summer for more detailed information about this year’s simulation and start date.

For more information about The BOSS Games contact us at 414-328-1952 or email lynnette.hahn@pse.org.
Regional Conferences offer the opportunity to connect with other chapters, meet new people, and exchange ideas. Over the two-day schedule, you can also compete in the PSE Pro-Am Sell-a-Thon®, network with PSE’s corporate partners at a career fair, present a speech at the National Speakers Competition, learn from each other at chapter roundtable discussions, and complete the third segment of your CCO training.

The two-day schedule begins with registration on Thursday, from 5 p.m. to 9 p.m. Friday will be a full day of events, beginning with Pro-Am training at 8:30 a.m., with Pro-Am coaching starting at 10:00 a.m. Lunch and a mini career fair will begin at 12:00 p.m., with the Pro-Am competition launching at 1:30 p.m. For those not competing in the Pro-Am, activities on that Friday will include lunch and the mini career fair, with chapter roundtable discussions and the Speakers’ Competition in the afternoon. Starting at 6:30 p.m., a dinner and social event will round out the evening.

Saturday will be another full day of exciting events! A welcome and keynote speaker will begin the day at 9:30 a.m. From 10:30 a.m. until 12:30 p.m. we will have concurrent events of the CCO Training and Chapter Roundtables or a Workshop. Lunch will follow at 12:30 p.m. At 1:30 p.m. the Inter-Chapter Marketing Activity Competition begins, with two hours for planning and preparation by each team. Then from 3:30 p.m. to 5:00 p.m. the teams will share their presentations. The day’s events will end with dinner and the Awards’ Presentations beginning at 6:30 p.m.

Northeast
Host: University at Buffalo
Where: Buffalo, NY
When: October 12-14, 2012

$99.00/night room rate. Room reservations include free internet service. Hotel room reservation deadline date is 9/20/12. Conference registration deadline is 9/23/12.

Midwest
Host: University of WI-Eau Claire
Where: Eau Claire, WI
When: October 18-21, 2012

Hotel: Metropolis Resort
5150 Fairview Drive
Eau Claire, WI 54701
888-861-6001

$109.00/night. Room reservations include waterpark passes and breakfast each morning. Hotel room reservation deadline is 9/18/12. Conference registration deadline is 9/27/12.

Atlantic
Host: Virginia Tech
Where: Blacksburg, VA
When: October 25-28, 2012

Hotel: Holiday Inn University
900 Prices Fork Road
Blacksburg, VA 24060
540-552-7001

$100.00/night room rate. Breakfast available at a special rate. Hotel room reservation deadline date is 9/12/12. Conference registration deadline is 9/27/12.

North Central
Host: Central Michigan University
Where: Mt. Pleasant, MI
When: November 1-4, 2012

Hotel: Super 8
2323 South Mission
Mt. Pleasant, MI 48858
989-773-5252

$72.00/night room rate. Room reservations includes breakfast each morning. Hotel room reservation deadline date is 10/22/12. Conference registration deadline is 10/4/12.

South/West
Host: University of Georgia
Where: Athens, GA
When: November 8-11, 2012

Hotel: Holiday Inn Athens
197 E Broad Street
Athens, GA 30601
706-549-4433

$99.00/night room rate, use the group code SMERF to reserve rooms. Room reservations include breakfast buffet each morning. Hotel room reservation deadline date is 10/18/12. Conference registration deadline is 10/11/12.

Watch the PSE website, your email, and future newsletters for more information about the 2012 regional conferences.
The year was 2003 and the recent graduate of University of Wisconsin-Madison started working at Pi Sigma Epsilon. She graduated in December 2002 with a bachelor’s degree in journalism with an emphasis in strategic communication and was eager to begin her professional life. Without being a member of PSE in college, she had a lot to learn about the organization, and did so very easily. Anjuli’s role was to manage and to grow our collegiate chapters established across the United States. Under her leadership, our chapters not only became larger and more productive, but in those first two years, we increased the number of chapters by 15%.

Being a fan of travel and adventure, in 2005 Anjuli moved to Minneapolis and left her position at PSE. However, from 2005-2007 she took on the role of PSE National Awards Program Co-Chair. In this role along side Lee Melancon, she was instrumental in overhauling the National Awards Program, increasing participation in each of its 24 awards categories each year.

After her two years as the Awards Co-Chair, PSE HQ and Anjuli realized how much they missed working together. She began working for headquarters again from her home in Minnesota until her travels returned her to Milwaukee. She continued to be contributory in expanding the number of chapters for PSE and in managing Mu Kappa Tau. In addition, she used her knowledge and expertise to create all of our public relations materials, including writing several articles for Dotted Lines.

Once again Anjuli has decided to follow her passion for adventure and she has accepted a new position in Boston, MA. We thank her for all her contributions to PSE and wish her every success with her new adventures.

With the departure of Anjuli, not only has it left a hole in our hearts, but it has left us short staffed. With some excellent referrals and reorganization of responsibilities, we have two new people. Susie Blomquist has joined us on a part-time basis and will be responsible for the management of Mu Kappa Tau. Taking on the responsibility of new chapter development, COG administration and other chapter support will belong to Glenn Altstadt. Join us in welcoming both to PSE HQ.

Susie is a Midwest girl, born and raised. She was born in Iowa, grew up in Wisconsin and is raising her family here. She has been happily married for 25 years this fall and has 2 great kids, Ethan 17 and Abigail 15. She started working while a Senior in high school for an Insurance/Investment Agent. Following graduation, she started working at GE Medical Systems for a temporary agency and eventually secured a permanent position as a Secretary and worked her way up to an Administrative Assistant to the manager of Finance. After the birth of her first child, she has worked part-time in order to spend time with her kids. As a family they are active in their congregation, are very close to their extended family, and she and her children are runners. They are currently training for a 10K. Just a few of the strengths she brings to this position are that she is an organized, motivated, and a social person. Working in the area of Academia is a new and exciting experience for her. She looks forward to meeting and working with each of you.

Glenn is a May 2010 graduate from the University of Wisconsin-La Crosse, where he received a Bachelor of Science in Political Science and Public Administration. As both an intern for a United States Congressman and a member of the Political Science and Public Administration Association, Glenn worked with various local organizations and businesses to help coordinate events which benefited his community. In his free time, he enjoys getting outdoors as much as possible; specifically playing tennis and disc golfing. He also enjoys following the Milwaukee Brewers and Green Bay Packers, discovering new music, and attending concerts.
People Watching

New Life Members - Since January 2012

**Alpha Omega**
- Brandon Cooney
- Erin Holst
- Stephanie Santiago
- Mike Zenzola

**Beta Gamma**
- Rob Boostrom

**Delta Chi**
- Dorene Ciletti

**Delta Tau**
- Amanda Andersen

**Delta Xi**
- Tachiana Pitts

**Eta Omega**
- Jack J. Phillips
- Charlie Catino
- Alex Herman
- Connor Kohlenberg

**Gamma Gamma**
- Evan Hughes
- Connor Kohlenberg

**Delta Xi**
- Alex Malebranche

**Robert Minicucci**
- Alex Olivo
- Rebecca Peets
- Josef Plecha
- Carley Powell
- Sydney Powell
- Eric Tortorella
- John Whitaker
- Blake Wilson
- Paul Zach

Member News

**Births**

Joseph Hernandez, alumni California State University-Fresno, and his wife Liz, welcomed Jose Julian in January 2012.

Josh Taylor, alumni University of Toledo, and wife Toni welcomed a baby girl, Brooke Margaret on March 30, 2012.

**Engagements**

Matt Candir, alumni Illinois State University, became engaged to Natalie Hoy in December 2011.

Becky Amundson, alumna University of South Dakota, became engaged to Keith Nelson in January 2012.

Andrew Baer and Celeste Landry, alumni Louisiana State University, became engaged in February 2012.

Matt Benson, University of Nebraska, became engaged to Alexa High in February 2012.

Seth Hall, alumni Appalachian State University, became engaged to Stefanie Eizenga in March 2012.

**Marriages**

Jon Corbin and Alicia Alls, Kennesaw State University, got married in November 2011.

Heather Chapman and Spencer Crawley, alumni Northern Arizona University, got married in November 2011.

Diane Pajak, alumna Arizona State University, married Blake Smith in March 2012.

Crystal Beauchemin, alumna University at Albany married Theodore Howard on March 26, 2012.

John Barnes, alumni Miami University will marry Kelli Burkhart on June 2, 2012.

**Career Moves**

Dave Zastrow, Bryant University, accepted a position with Aldi.

Sarah (Rivers) Grogger, alumna Arizona State University, accepted the position as the Teams Manager at the National Multiple Sclerosis Society – Arizona Chapter.

Matt Rose, alumni The Ohio State University accepted a marketing representative job from Federated Insurance in Owatonna, MN.

Kevin Smith, alumni University of NC-Wilmington, accepted a sales job with Edward Jones as a financial advisor.

Josh Barnes, alumni of Miami University, now works as a Direct Response Marketing Strategist/Manager at Gannett.

Brent Fogelman, alumni University of NC-Wilmington, opened his first restaurant, 85 Pies in Jonesboro, GA bringing a taste of NY Pizza and Philly Cheesesteaks to Georgia.

If you would like a copy of any picture in this issue contact tracy.mccarthy@pse.org