

Pi Sigma Epsilon



YOUR BUSINESS ADVANTAGE
FOR LIFE

MEMBER HANDBOOK

Ninth Edition

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Dear Member:

It is a sincere pleasure to welcome you into Pi Sigma Epsilon. The sound concepts and fundamental Principles on which PSE was founded are the basis for Pi Sigma Epsilon's recognition as a dynamic organization of professionals who share a commitment to the attainment of sales and marketing skills.

With the growing importance of sales and marketing in the world's economy, Pi Sigma Epsilon serves as a rallying point and direction of movement in today's academic and business worlds. Dedicated to the building and strengthening of sales, marketing and related professions, Pi Sigma Epsilon fills the need for a professional fraternal organization composed of students, educators and professionals who share a common interest and dedication to the continued growth of America's free-enterprise system.

As a member of Pi Sigma Epsilon, you are part of a vital organization recognized as an excellent source of talented candidates for recruitment, training, and eventual service as the business leaders of tomorrow. We encourage you to take advantage of and capitalize on the solid opportunities that are offered through your membership in Pi Sigma Epsilon.

This handbook will assist you in understanding the history of PSE and how your membership will help you develop skills that are a vital part of everyday life. In addition, we hope that you will begin to understand the sales and marketing process, learn new skills, and develop creative ideas. The process of learning is lifelong, and we hope that your PSE experience will help you today and tomorrow.

Fraternally,

The Pi Sigma Epsilon National Council

Pi Sigma Epsilon

Pi Sigma Epsilon is the only national, professional, coeducational fraternity in marketing, sales and management. Founded in 1952, by Sales & Marketing Executives International, PSE strives to develop the practical sales and marketing skills of its members through active involvement in sales and marketing projects and competitions, marketing research, professional programs (speakers, seminars, etc.), community service, social events, general chapter operation, and much more. The skills that can be learned in PSE can provide you with the abilities to be more successful in all aspects of your life and work.

PSE has grown to more than 48,000 fraternal members, representing 146 chartered collegiate chapters on campuses in the continental United States and Hawaii. Individuals representing one of five membership categories (collegiate, educator, alumni, professional, and associate) and showing an interest in developing sales and marketing skills, come together in PSE to enhance their academic, professional and personal experience.

The national network of PSE members represents a variety of experiences, opportunities and knowledge about what it takes to succeed in our dynamic global economy. Through participation in PSE programs and activities, members are provided the maximum benefit possible from the synergy created when a variety of individuals share a common goal. This organization is constantly growing and experiencing new success.

Throughout your membership, remember that you belong to an organization steeped in history and ideals. You are participating in a program that has challenged those before you. They have met the challenge and accepted the PSE concepts and Principles. Now the opportunity is yours. This Member Handbook has been created to assist you in gaining a thorough understanding of the ideals and structure upon which this organization is based.

Whether you are a collegiate, alumni, professional, educator, or associate member, we encourage you to refer to this handbook periodically and reflect upon the meaning of being a member of Pi Sigma Epsilon.

**Welcome to the only national professional
fraternity in marketing, sales
and management in the nation today!**

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Chapter 1

The History of Fraternities

Since the inception of Greek letter organizations in the historic year of 1776, collegiate fraternities have pioneered the way for change and growth. From the progressive literary societies of the 1800's to today's emphasis on professional development and social education, fraternities throughout history have made a significant impact on how we function within society today.

The English word *fraternity* is derived from the Latin word *frater*, meaning brother. Brotherhood or comradeship and a desire to share similar interests and goals within an environment of mutual respect is the basis of fraternity. Throughout history, groups of young men and women have bonded together for common purposes and have maintained those friendships throughout the years.

Over time, four categories of college fraternities have developed:

Social Fraternity: Social fraternities are organized primarily for social purposes, however, many are involved in various philanthropic activities which add another dimension to the educational experience.

Professional Fraternity: Professional fraternities specialize in a specific field of interest to promote the competency and achievement of that field. Professional fraternities typically offer a social aspect in addition to professional programming and development. Pi Sigma Epsilon is a professional fraternity and a member of the Professional Fraternity Association.

Honor Society: Honor societies exist to encourage and recognize scholastic and leadership achievement. Membership is based on strict eligibility requirements. Mu Kappa Tau is the National Marketing Honor Society. (For more information on Mu Kappa Tau, refer to Chapter 6 of this book.)

Recognition Society: Recognition societies offer membership to students based on interest and field of study. Usually membership requirements are more liberal than those of honor societies.



Professional Fraternity Association

Just as individuals banded together into fraternities on the basis of common interests and goals, groups of fraternities joined together into interfraternity organizations to promote the benefits of the system as a whole.



The **Professional Fraternity Association**, formed in 1977, exists to encourage excellence in scholarship, advancement of professional and interfraternity ethics, and cooperation among member fraternities. PFA also advises member fraternities of social, political, and economic legislation which could affect their operations. Pi Sigma Epsilon is an active member of the Professional Fraternity Association.



Chapter 2

History of Pi Sigma Epsilon *Beginning with the End in Mind*

As with most visionary companies, leaders know where they want to go and how to get there. The Founders of Pi Sigma Epsilon are great examples of visionary leaders. They showed a strong dedication and desire to establish a collegiate organization to assist members in developing sales and marketing skills through lifetime opportunities. In order to accomplish this, they began with small but necessary steps such as forging a strong relationship with Sales and Marketing Executives International. Without this forethought, Pi Sigma Epsilon would not be where it is today.

The Vision Becomes Reality

In 1951, Lloyd L. Antle, an Ohio University graduate and professor of Marketing at Georgia State University (formerly Georgia State College), conceived the idea that the sales profession should have a professional fraternity of its own. After all, he reasoned, accountants had a fraternity, the general business majors had a fraternity, why not a fraternity for sales and marketing?

Mr. Antle spoke to two other professors - Dr. William H. Harris and Dr. Henry O. Baker - who agreed that in the ensuing years sales and marketing would become a vital force in the economy. These three men, Lloyd Antle, Dr. William Harris and Dr. Henry Baker, approached Mr. Lewis F. Gordon for his ideas. In addition to being a charismatic and energetic marketing executive, Mr. Gordon had helped to found the Sales and Marketing Executives International association of Atlanta and was a natural choice to help design the first collegiate fraternity in marketing, sales management, and selling.

All four men were members of SMEI Atlanta. They approached other members, gained their support, set up organizational meetings, and worked diligently to develop plans. After an entire year of planning, with all involved contributing considerable time, effort and finances, the foundation for this new organization was laid. With input from students, professionals and our founders, five essential aspects of Pi Sigma Epsilon were developed: the Statement of Purpose, Constitution and Bylaws, Creed, Key and Ritual of Initiation. The Greek letters of Pi Sigma Epsilon were carefully chosen to represent members of the fraternity:

- **Prospective Sales Executives (collegiate)**
- **Preparers of Sales Executives (educators)**
- **Professional Sales Executives (professionals and alumni)**

The Fraternity was incorporated under the Georgia Laws of Incorporation on May 14, 1952, and its first chapter, Alpha, was installed at Georgia State University (formerly Georgia State College).

Executive Director Appointed

Since the Founders each had career obligations, it was necessary to operate on a “when we can find time” basis; therefore, from 1952 until 1958 only six chapters were installed.

It became apparent that if the Fraternity were to grow to the stature originally envisioned, it was vital to find someone to operate Pi Sigma Epsilon on a full-time basis. Mr. Gordon retired from his career in 1958, and became the first full-time Executive Director of PSE. Mr. Gordon contributed an enormous amount of energy to the growth of the fraternity and generated support of business leaders throughout the nation. PSE became the fastest growing professional fraternity in history. In late 1958, he approached Sales and Marketing Executives International and proposed that SMEI become actively involved with PSE since PSE is a youth-oriented organization dedicated to the same fundamental principles. SMEI allocated financial resources to develop and distribute PSE promotional literature, and Sales & Marketing Executives International affiliates began to sponsor chapters of PSE on college campuses nationwide.

PSE Years 1958 -1974

From 1958 to 1968, Pi Sigma Epsilon grew from six to forty-seven chapters. Many members went on to become business and industry leaders and continued to remain active in PSE. In 1968 when Lew Gordon retired from PSE, it was obvious that the fraternity could not function without a full-time Executive Director. Due to the close working relationship between Sales & Marketing Executives affiliates and the PSE chapters, PSE National Headquarters was moved from Atlanta to the International Offices of SMEI in New York City. Additional office personnel were needed and in 1968, the first Manager of Operations was hired. In 1969, the first Field Services Representative began conducting chapter visits to assist in the development, organization and operation of existing PSE chapters. This position was later combined with additional Headquarter operations and became known as the Chapter Consultant.

For the first twenty-three years of its existence, Pi Sigma Epsilon was an all-male organization. Thus, the organization was created as a fraternity. In 1974, the National Constitution was amended to include women in the Fraternity. Today, PSE's membership, leadership and staff include women who play key roles and make major contributions to the growth, health, and progress of this organization.

PSE Today

Over the next ten years, PSE's size and status dramatically fluctuated, and it became necessary for the Fraternity to establish its own National Headquarters office to better serve its membership. Strong alumni and SMEI support in Milwaukee, WI made this area a practical location for PSE National Headquarters.

Currently, PSE has grown to 146 chartered chapters representing a variety of colleges and universities. We are continuing to forge new paths to success through membership growth and innovative new programs. With increased attendance and programming at PSE conventions and a strong relationship with corporate executives, PSE will continue to aggressively move forward. **While striving to achieve higher levels of excellence, your Fraternity is changing the way people think about sales and marketing professionalism and service.**



PSE History Time Line

- 1951 The idea of a fraternity in sales and marketing was conceived.
- 1952 Pi Sigma Epsilon was incorporated under Georgia Laws of Incorporation on May 14.
- 1952 The first chapter, Alpha, was chartered at Georgia State University (formerly Georgia State College).
- 1957 The first PSE National Convention was held in Atlanta, Georgia. Delegates represented 5 chapters.
- 1959 The first Life Memberships were offered.
- 1960 The first National Awards Program was presented to chapters.
- 1966 Mu Kappa Tau, the National Marketing Honor Society, was formed by members of Pi Sigma Epsilon.
- 1967 The Pi Sigma Epsilon National Educational Foundation was created to assist PSE members in achieving their educational pursuits.
- 1968 PSE National Headquarters moved from Atlanta to New York.
- 1969 The first Field Services Representative was hired to conduct Chapter Visits.
- 1970 The Chapter Efficiency Index was created.
- 1971 The Computer Marketing Games Competition was offered to chapters. (Now BOSS Games sponsored by Northwestern Mutual Financial Network)
- 1974 Women were admitted into PSE membership.
- 1980 The first issue of the Journal of Personal Selling & Sales Management was published by Pi Sigma Epsilon.
- 1981 The first PSE Career Fair was held at the PSE National Convention.
- 1984 PSE National Headquarters moved from New York to Wisconsin.
- 1984 Dr. D.A. Barsellotti became the first female National President of Pi Sigma Epsilon.
- 1986 The 100th chapter of PSE was chartered.
- 1992 The Pro-Am Sell-A-Thon sales competition was introduced.
- 1994 The Certified Chapter Officer Program was introduced.
- 2002 Pi Sigma Epsilon celebrated its 50th Anniversary.
- 2003 With the general support of Vector Marketing, the PSE Pro-Am Sell-A-Thon took place at the 5 regional conferences, in addition to the National Convention.
- 2006 Pi Sigma Epsilon celebrates 50 years of National Conventions.

Mission of Pi Sigma Epsilon

Pi Sigma Epsilon develops the sales and marketing skills of its members through lifelong opportunities.



Statement of Purpose

One of the first steps taken in the creation of Pi Sigma Epsilon was the development of the Statement of Purpose. The Fraternity adheres to these six purposes as they are the reasons for its existence.

- To create a collegiate organization of students who are interested in the advancement of marketing, sales and management as a career and a profession;
- To promote the study of marketing, sales and management in colleges and universities;
- To bring together academically qualified students who express a desire to enter the fields of professional marketing, sales and management;
- To encourage in colleges and universities the establishing of courses preparing students for careers in professional marketing, sales and management;
- To stimulate improved methods and techniques in the fields of marketing, sales and management;
- To instill in its members the highest possible ethical standards in selling.



Pi Sigma Epsilon Creed

The Creed of Pi Sigma Epsilon

I believe in the honor, value, and productivity of the Marketing and Selling Profession.

I will be honorable, sincere, and loyal in all relations with my Fraternity, my college, my business, and the people I serve.

I fully realize that my rewards, whatever they may be, evolve from my service to others under the guidance and help of God.

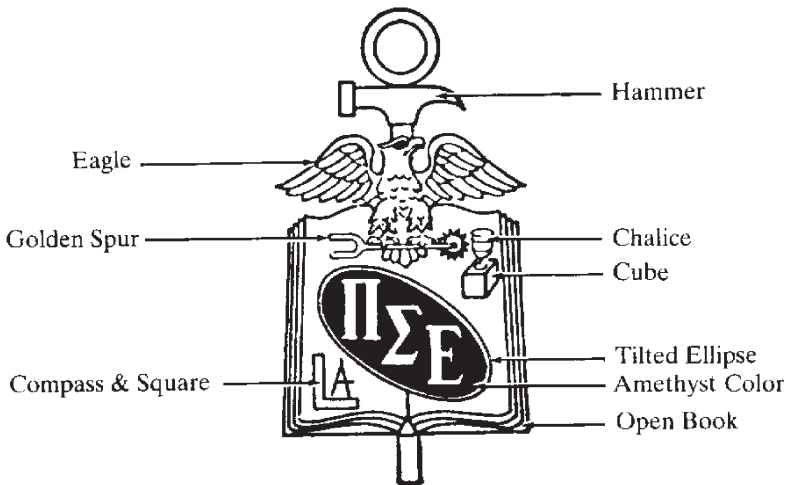
I say these words with sincerity:

- *that I will endeavor to live by the Principles of Pi Sigma Epsilon;*
- *that I value and revere the honor of our fellowship;*
- *that I will endeavor to so build myself and so conduct myself that I will bring honor to my Fraternity and to my profession.*



The Crest of Pi Sigma Epsilon

The PSE Crest displays in symbols the Principles of Pi Sigma Epsilon that have guided our organization to the success it experiences today. Members should endeavor to demonstrate all of the Principles since they work together to create a foundation for both our Fraternity and our members' personal success.



Symbols:

- Tilted Ellipse:
- Color Amethyst:
- Color Amethyst:
- Cube:
- Cube:
- Chalice:
- Chalice:
- Open Book:
- Hammer:
- Compass & Square:
- Eagle:
- Golden Spur:

Principles:

- COMPETITION
- SINCERITY
- BELIEF
- CHARACTER
- ETHICS
- CONFIDENCE
- FAITH
- KNOWLEDGE
- WORK
- SKILL
- WISDOM
- HONOR

Circle of Friendship: Although it is not formally a PSE Principle, the circle at the top of the crest is symbolic of the friendship and fellowship of our Fraternity.

Official Symbols

Displaying any of the official symbols of Pi Sigma Epsilon is to be done with pride and dignity and in an appropriate fashion.

Pi Sigma Epsilon Membership Pin



The official pin has an Open Book as a background, with a hammer serving as the back “post.” The Greek letters are set in the center of the Open Book in an amethyst oval surrounded by the gold band of the Ellipse. The Eagle is superimposed over the Open Book clutching the Golden Spur in its claws. The Compass, Square, Cube and Chalice are imprinted on the pages of the Open Book.

The pin is presented to members during the Initiation Ceremony, and is suggested to be worn on the upper right hand corner of the left pocket on business attire, the left lapel or simply on the left side over the heart.

The Pi Sigma Epsilon Colors

The official colors of the Fraternity are amethyst (Pantone 2617) and gold.

The Initiation Ceremony: Our Ritual

According to Robert Fulghum in [From Beginning to End, The Rituals of Our Lives](#), “Rituals are repeated patterns of meaningful acts.” Our Initiation Ceremony is the foundation of what Pi Sigma Epsilon stands for and believes. It shows us the values of the organization, and it shares with us the thoughts of our Founders when they established the Fraternity.

Our ritual, the Initiation Ceremony, is the highlight of the new member program. It is when members begin their professional journey by taking the Pi Sigma Epsilon oath, which holds lifelong meaning and inspiration for both professional and personal life. It contains a valuable message motivating new members with a challenge for the future and reminding all of their continued commitment. The ceremony is conducted with dignity as the PSE Principles take on newer and greater meaning. The [Manual of the Ritual](#) contains the detailed execution of the Initiation Ceremony which has remained virtually the same since it was written during the winter of 1952.

The ritual is a way of connecting us to those special days in Atlanta when the first PSE Chapter was formed. It is a way for our Founders to communicate their dreams to us, to show us what the ideal PSE member and chapter should be and how they should act in their daily lives, both personally and professionally. Fulghum states later that “Rituals are frames around the mirrors of the moment.” We should utilize our ritual to its fullest, not only to guide us in our chapter and individual activities, but to give us a connection with our beginnings.

As we prepare to move forward and grow, we must work hard as individuals, practicing, using and attempting to reach the ideals that have been laid before us. By doing so, we are bettering ourselves, our chapters, our campuses, and our communities.

Hazing Policy

The Pi Sigma Epsilon National Policy Manual, Executive Limitations Policy VI: Risk Management states the following: It is the policy of PSE that all hazing activities in any form be strictly forbidden and considered inconsistent with the mission and purpose of the fraternity. The Professional Fraternity Association (PFA) defines hazing as any action taken or situation created intentionally to produce mental or physical discomfort, embarrassment, harassment, or ridicule. At no time should you be made to feel humiliated or frightened during any portion of PSE membership. If you would like further clarification of hazing or if you feel that you have been involved in a hazing activity, please contact PSE National Headquarters.

National Alcohol and Drug Policy

Pi Sigma Epsilon and its chapters are dedicated to the promotion of professional competency and achievement within the marketing, sales and management profession. Substance abuse in any form, be it through the abuse of alcohol, the use of illegal substances, or the abuse of controlled substances, is an issue which plagues society. As such, it has an impact on Pi Sigma Epsilon and its chapters and cannot be condoned in any fashion. Such substance abuse is unconditionally and unequivocally condemned by Pi Sigma Epsilon. Pi Sigma Epsilon urges its chapters and members to abide by all federal, state, local and university laws and regulations regarding alcohol and drug use.



Chapter 3

Membership Advantages

What's In It For Me?

Pi Sigma Epsilon offers numerous opportunities for growth and development. We are confident that all members can find areas within PSE that are of interest and value to them. In addition, because PSE has open membership, we welcome members from many different disciplines and backgrounds, from which members are able to gain a multitude of skills. Listed below are our membership classifications, as well as an overview of some of the benefits which are available through membership in Pi Sigma Epsilon.



Membership Classifications

Pi Sigma Epsilon has initiated over 48,000 members since its inception in 1952. Because all members have experienced the same Initiation Ceremony, whenever you meet another PSE member there is automatically a common bond. Members from all classifications work together for the betterment of the Fraternity and act as resources for chapter operations and national affairs. These five main classifications are:

Collegiate Members - Individuals who join PSE while enrolled in a university/college which has a chapter of Pi Sigma Epsilon are collegiate members. Collegiate members stem from all backgrounds, majors, and ages and offer varying perspectives, insights and skills.

Alumni Members - The classification “alumni” is generally bestowed upon a member upon graduation from college or who was initiated as a collegiate member and is no longer in school. The people who have already experienced the benefits of Pi Sigma Epsilon as students often offer guidance, leadership and advice to chapters on projects, organizational structure, awards, recruiting and professional events. Alumni can discuss their experiences and how involvement in PSE helped them. Alumni are also excellent resources when searching for speakers, project ideas and job contacts.

Professional Members - These members have had at least five years of sales or marketing experience, who join a local chapter to offer professional advice and assistance. Professional members and advisors can facilitate the transition

between the university and the business world by providing guidance for projects and programming from a “business world” perspective. Working with professionals gives PSE members the opportunity to network and demonstrate professional skills gained through experiences in the Fraternity.

Educator Members - Educator members are typically faculty from universities/colleges at which chapters are located. Educators assist and advise project implementation and achievement of chapter objectives, as well as communicate the purpose, programs and activities of your chapter to the university administration and faculty.

Associate Members - Associate members are those who have an interest in sales and marketing but do not meet the criteria of the above membership categories.

Life Membership - Payment of the one-time Life Membership Fee is an opportunity for all members in good standing to renew their membership and support their fraternity. The Life Membership fee is placed in a fund of which only the interest is used to provide member services. The principal accrues to build for the future of the fraternity. Life Membership provides national recognition and these important benefits:

- A life subscription to Dotted Lines, the official newsletter of Pi Sigma Epsilon
- Exemption from payment of Annual National Dues
- Laminated membership card
- A framed Life Member Certificate
- Continuation of PSE Benefits
- Confidence in knowing you are supporting your professional Fraternity, helping the Fraternity plan for the future, and providing for your permanent membership in good standing.



PSE Member Benefits

SMEI Student Membership - Collegiate and Educator members of PSE receive a reduced cost membership to SMEI. Members receive access to SMEI’s mailings and web site containing over 10,000 marketing articles! Additionally, through the web-based SMEI exchange, members can connect with over 11,000 other members worldwide! To join, go to <http://www.pse.smei.org>

Free NASP membership - The National Association of Sales Professionals (NASP) has local chapters of Sales Professionals and thousands of online members. For more information on your free membership, contact PSE Headquarters.

Online Job Openings - An online job board is available to all members. Go to www.pse.org, click on **Job Openings/Resumes and then Job Board**.

Career Development Guide - An online resource full of excellent tips and ideas about how to develop your skills as a professional entering the workforce. Go to www.pse.org, click on **Job Openings/Resumes and then Career Development**.

National Database - All member records are kept in the National Computer Database for easy access by all PSE members. The database is a source of networking possibilities for PSE members. Please be sure to keep your contact information up-to-date. Go to www.pse.org and click on **“Edit Your Contact Info.”** To look up other members go to www.pse.org, log into your online account and click on **Member Directories**.

Chapter Presidents Meeting - One of the perks of being a chapter president is the opportunity to attend the annual president's retreat during the summer. The following is what a president should expect from the retreat:

- Roundtables, Workshops, and Discussions about chapter operations
- In depth workshop on the national awards and scholarship programs
- Discussion about how to help students understand how to use PSE to become more competitive in the job market and become a better employee once hired
- Workshop on recruiting and retention
- Leadership training from professional members of our National Council
- One on one contact with some of our corporate partners to gain insight on the national projects available to your chapter. These are great fund raisers and will provide great "real world" sales and marketing experience.
- Networking with other chapter presidents
- Intimate setting with plenty of time to talk to educators, professionals, and headquarters staff to get all your questions answered about anything related to PSE, school, and getting a job (and succeeding at it!)
- FUN!

PSE Online Networking - PSE Online Networking - Stay connected to PSE Headquarters, Collegian members, Alumni members and Corporate Partners. PSE Headquarters has a Blog, a page on Facebook, a group on LinkedIn and a page on Twitter.

PSE Blog - <http://pseblog.wordpress.com/>

Facebook - <http://www.facebook.com/pages/Pi-Sigma-Epsilon/19074104861>

LinkedIn - <http://www.linkedin.com/e/gis/134078/6F454872948F>

Twitter - <http://twitter.com/PiSigmaEpsilon>

PSE Member Discounts

Various discounts are available to PSE members. Links to online applications or reservations are available online here: <http://www.pse.org/pse-members.asp>.

Enterprise Rent-A-Car: Enterprise benefits for PSE members include: 10% off the posted car price at the airport, all underage surcharge fees waived, and unlimited miles. Just use this corporate ID code (44C0016, Company ID: pis). Call 1-800-261-7331 or visit www.enterprise.com to make reservations.

T-Mobile: PSE members will receive a 10% discount on all new and existing T-Mobile service rate plans, exclusive discounts on devices and a waiver of activation fees on new lines of service. For new service, please call 1-866-464-8662 and mention you are a Pi Sigma Epsilon member and receive special device pricing and discounts on service, or check out the benefits online.

GEICO: The GEICO Auto Insurance Program offers PSE members quality car insurance with complete 24-hour sales, policy, and claims service. As a PSE member, you may also qualify for an 8% to 33% Member Discount (depends on your state), in addition to GEICO's already low rates. The discount is available in most states. Call GEICO today for a free rate quote at 1-800-368-2734.

Unitrin: Unitrin has specialized exclusively in providing home and renters insurance to nationally recognized companies across the U.S. Now Unitrin offers exclusive discounts to PSE members in good standing. Rate quotes are available online.

Bank of America: PSE members can apply for a PSE Gold MasterCard with the benefit of having the first year's credit card fee waived. Also, enjoy Award Points for every purchase. Apply by phone Call: 1-800-551-0839. Please mention: Priority Code FAC5CI

Corporate Partner Projects

Send Out Cards

Pi Sigma Epsilon National Headquarters and SendOutCards have joined together to provide your chapter with an immediate fund-raising opportunity that can provide a long-term, stable source of income for future chapter operations. SendOutCards (SOC) is an on-line greeting card (and gift company) that sends out real cards. There are many avenues for PSE chapters to use SOC to raise money, limited only by the creativity of the members.

Student Media Group

SMG offers an exciting comprehensive project for chapters interested in getting real world experience in sales and marketing by promoting advertising space in the PLAN-IT student planner. This project is as close to the real thing as you can get... because it is the real thing! It has great money making potential and only takes 4 to 5 students to do.

Chapters and Tax Exemption

Pi Sigma Epsilon

- PSE is a 501(c)(7) organization and is exempt from paying Federal Income Tax and State Income Tax. These are taxes that the federal and state governments take from our income.
- PSE must still file an annual 990 Tax Return to the IRS, although it doesn't pay any tax.
- PSE is NOT exempt from State Sales Tax. State Sales Tax is the tax you pay when you purchase items in the state.
- Donors to PSE do NOT receive a tax deduction for their donation. Only donations to a 501(c)(3) entity can claim a tax deduction.

PSE National Educational Foundation (PSE NEF)

- The PSE NEF is a 501(c)(3) organization and is exempt from paying Federal Income Tax and State Income Tax. These are taxes that the federal and state governments take from our income.
- PSE NEF must still file an annual 990 Tax Return to the IRS, although it doesn't pay any tax.
- PSE NEF may be exempt from State Sales Tax. PSE NEF must apply to each state to receive that state's exemption.
- Donors to PSE NEF **do** receive a tax deduction for their donation because they are a 501(c)(3) entity.

PSE Chapters

- In the eyes of the IRS, every PSE chapter is its own entity and must file with the IRS, whether you make zero dollars or \$50,000 dollars.

Group Ruling Guidelines

All chapters that gross over \$25,000 in income are required to file an annual 990 with the IRS. All chapters that do not gross over \$25,000 in income from all sources, must still file an E-card online. Failure to do so annually will get you in trouble with the IRS. To avoid oversight on your chapter's part, become part of the PSE Headquarters Group Ruling. (An Exception - If you handle all of your financials through your university, your university will do this for you.)

As a participating chapter in Pi Sigma Epsilon National Headquarters' Group Ruling, a chapter is recognized as exempt from federal income tax and state income tax. Pi Sigma Epsilon National Headquarters will file the chapter's annual federal tax filings on the chapter's behalf. The chapter must have an assigned IRS Employer Identification Number (EIN) and must submit a Chapter Operating Statement by mid-July each year. PSE Headquarters will help you get your EIN.

1. What is Headquarters' Responsibility if we are part of the Group Ruling?

- a. National Headquarters will file a 990 Tax Return for you if your chapter makes more than \$25,000 in income for a given fiscal year.
- b. If your chapter does not make more than \$25,000 in a given fiscal year, you need to file an E-card, which PSE Headquarters will do for you.
- c. National Headquarters is responsible for your books in the eyes of the IRS.
- d. Both chapter consultants and the financial manager at National Headquarters would be happy to assist you in your financial bookkeeping if needed.

2. What is a Chapter's responsibility if it is participating in the Group Ruling?

a. Bank Account Responsibilities – VP of Finance

- i. Track your deposits and receipts in an accounting program or on the Income/Expense spreadsheet that National Headquarters can provide.
- ii. Never write a check and just leave the amount blank in your check-book. You can call a vendor to find out exactly what the check is written for. Never just give someone a check that doesn't have an amount or vendor name written in.
- iii. Every month when your bank statement(s) arrive, you will reconcile your checking account balance in your accounting program or your spreadsheet, so that the amount you show in your records for your bank balances with your bank statements. The books should be balanced by the 15th of the month (for the preceding month) at the latest.
- iv. The original bank statements should be filed in a file at your PSE office. If you want to keep a copy of your bank statements for your reference, then make a copy for yourself. We've had problems where the VP of Finance will keep the originals, and then when an Advisor or Chapter President wants to review the statement, they can't find them. Make sure that you have a file specifically for your Bank statements in your PSE Office. Make sure that your Advisor and the President and VP of Finance knows where those originals are being kept.
- v. When the Chapter Consultant from headquarters visits your chapter, she/he will want to see a copy of the bank statement for the preceding month and also see a copy of your Balance Sheet/Income Statement for that month. The Chapter Consultant will give those reports to the

Financial Manager for review. The bank statement balance should match the checking/savings account balance(s).

b. Bank Account Responsibilities – President

- i. Chapter Presidents and Chapter Advisors may ask the VP's of Finance at any time to see the checkbook to make sure that the books are in order.
- ii. Chapter Presidents should ask the VP of Finance to show them the reconciled bank statements every month around the 15th of the month. Books should definitely be reconciled by then. If they are not, the President needs to take responsibility and find out why. The President should make sure that Dues receipts, special projects receipts, etc. are all deposited and that the correct amount of dues were sent to headquarters. The President should know what the receipts and disbursements were during the previous month and should make sure that everything was recorded. It is standard procedure for the President of any organization to go over the books once a month after closing the month. That gives the President perspective of where their organization stands and if they are reaching their goals.

c. Call the Financial Manager at National Headquarters with any questions. We are always glad to help.



Liability Insurance Coverage

One of the services PSE National Headquarters offers is Liability Insurance Coverage for various chapter projects and activities. For each event you require a certificate of insurance, submit the certificate request at least three weeks prior to the date of the event. **To request a certificate online go to www.mjinsurance.com/sorority, click on Certificate of Insurance, then click on Certificate Request Form. Contact National Headquarters for more information.**



Chapter 4

PSE Corporate Partners

One of our biggest advantages

Introduction

It is with the corporate partners that PSE has some of our biggest advantages. Not only do our partners support students financially through national programming and scholarships, but they provide insight and updates on the latest trends in the industries and professional development on the local level. Best of all, they hire our members!!

National vs Local

- There are two types of Corporate Partners. National and Local.
- National corporate partners work with the entire national organization and with multiple chapters. These partners contribute financially to work with PSE and its chapters.
- Local corporate partners are those that work with only one chapter. There is no blanket fee for working with one chapter and all agreements for exchanges of money or services are between that one chapter and the local corporate partner.
- If a local partner wishes to work with more than one chapter they must contact the National Headquarters and become a national partner.

Rules of interaction with Corporate Partners

- Getting in touch with local offices - Headquarters can provide you with a list of the local contacts for all of the national corporate partners.
- Asking for money - A chapter should never ask a National Corporate Partner for money. They already give at the national level. However, local offices love getting involved and being in front of chapters. They can help you in many other ways. Any money donated at the local level is purely at the discretion of the local office and should not be solicited by chapters.
- Giving out other chapter information - Never give out other chapter contacts information to a local corporate partner. This is private information and should not be passed on without the person's consent.

Contracting

- For the protection of your chapter and PSE as a whole, all contracts should be reviewed by headquarters. The national headquarters has a lawyer on staff that can make sure all contracts are fair and safe for all parties.

Below are the PSE Corporate Partners. Each Partner offers help and assistance to chapters in different ways. They have discounts, job postings available on our website, project opportunities and career and internship availability. Take advantage of these Partners and the possibilities they offer to you!





Chapter 5

The Many Sides of PSE

A Synergistic Approach

Within PSE there are many separate components, that all have one goal in mind: to provide the best collegiate experience possible.

The Collegiate Chapter

Each chapter of Pi Sigma Epsilon is organized and operated as an independent small business. Members participate in sales, research, marketing and service projects in order to gain practical business experience. Other professional programs such as speakers, seminars, mock interviews, company tours, SMEI dinners and more are offered to enhance the success of your personal and professional life.

As in a business, there are numerous Executive Board positions that are filled by members. Positions such as President, Vice President of Marketing, Vice President of Public Relations, Vice President of Finance, Vice President of Administration, Vice President of Professional Development and Vice President of Human Resources cover a wide variety of interests and abilities. In addition to leadership positions, there are a number of committees and other activities in which to participate as a general member. Each chapter creates its own leadership and support positions.

Pi Sigma Epsilon membership consists of students from many different majors and backgrounds, as well as professionals, alumni and educators. This diversification brings a multitude of perspectives to chapter activity. The new insights gained will assist you throughout your life.

Each chapter's effectiveness is measured through a national point system called the Chapter Efficiency Index (CEI). The CEI covers all pertinent aspects of chapter operation: Chapter Programming and Chapter Administration. Alumni, Professional and Educator members should be used as a communication and planning tool for the chapter. Each individual member contributes to the chapter's ranking by participating in or creating chapter programs, activity in other developmental programs offered by the university or college and taking part in writing and submitting CEI reports. Each member's involvement is crucial to the effectiveness and success of the chapter.



Advisors

Advisors are the cornerstone of long-term chapter success. Each collegiate chapter of PSE is fortunate to have local Advisors who assist the chapter and individuals with group projects and individual programs such as interviewing skills and resume preparation. The three types of advisors are Educator, Alumni and Professional.



The National Organization

The National Council of Pi Sigma Epsilon serves as the governing or policy making body of the organization. Their role is to establish the future direction of the fraternity. The National Headquarters Staff then implements these policies, develops programs, and oversees the administration of the organization. The National Council and National Headquarters Staff work hand-in-hand to provide members with the opportunity to develop their sales and marketing skills through local and national programming.

PSE National Council

The volunteers on the National Council are all members of the Fraternity that represent different experiences and perspectives. Some have collegiate and alumni membership status and have proven their dedication to our Fraternity through hard work and diligent efforts. These elected officers serve on the National Council because they understand the intrinsic values found in membership in Pi Sigma Epsilon. Others have achieved a high degree of success in their careers and bring those attributes to benefit PSE.

The PSE National Council is made up of individuals like yourself. Representatives from each membership classification (collegiate, alumni, professional, and educator) serve as voting members of the National Council, each concerned with providing the maximum benefit for the membership. They are voted into office each year at the Annual Business Meeting held at the PSE National Convention. Two delegates from each collegiate chapter and alumni are granted voting privileges and are encouraged to vote in this election.

The officers on the National Council include the President, Past President, Executive Vice President, Collegiate Vice President(s), Alumni Vice President, Educator Vice President, Professional Vice President(s), National Secretary, Finance Vice President, and Chair of the PSE National Educational Foundation.

The National Council members may appoint voluntary Directors (Divisional and/or Regional) to aid in performance of duties and to fulfill the purposes of PSE.

For a list of the current National Council members, consult the PSE Website or contact PSE National Headquarters. If you would like to be considered for a National Council or Director position, please advise PSE National Headquarters in writing of your interest.

PSE National Headquarters

3747 S. Howell Avenue
Milwaukee, Wisconsin 53207
1-800-761-9350 or 414-328-1952
fax 414-328-1953
email: pse@pse.org website: <http://www.pse.org>

Pi Sigma Epsilon National Headquarters is an integral part of the successful functioning of PSE as an organization. The National Headquarters Staff is available to you and the members of your chapter year-round as a valuable source of information and ideas. These professionals are dedicated to ensuring your chapter's continued success. Their primary responsibilities focus on servicing PSE's national network of chapters, Alumni Associations, Professional Affiliates, and members. Some of the people at National Headquarters here to help you are:

PSE Executive Director - The Executive Director is responsible for the day to day operations of the National Headquarters, planning the National Convention, securing Corporate Partnerships and developing programs.

Chapter Consultants - The Chapter Consultants are responsible for keeping chapters in good standing with Headquarters. A consultant encourages chapters to do projects, network with professionals and to take an active role at the regional conferences and National Convention.

Each year collegiate chapters have the opportunity to meet PSE Headquarters Staff members. This qualified representative serves as a "small business consultant," offering information and guidance in all areas of chapter operations, based upon each chapter's particular needs. This individual possesses a national perspective on what makes a chapter succeed and has an understanding of overall chapter operations. The chapter consultation does not dictate the direction of your chapter, rather offers helpful suggestions to improve operations.

Director of Membership and Special Projects - The Director of Membership and Special Projects acts as the liaison between prospective schools and the PSE Headquarters office and takes the lead in starting new chapters. This individual also takes directives from the Executive Director and implements them and writes articles for the Dotted Lines newsletter.

PSE Financial Manager - The Financial Manager is responsible for the finances and reporting of Pi Sigma Epsilon, Pi Sigma Epsilon National Educational Foundation and Mu Kappa Tau.

PSE Media Manger - The Media Manger is responsible for keeping all the information on the PSE website current and updated, producing promotional videos, implementing social media resources and production of the Dotted Lines newsletter.

Mu Kappa Tau Manager - The Mu Kappa Tau Manager is responsible for overseeing the honor society for marketing students.



Chapter 6

Pi Sigma Epsilon Affiliate Organizations



PSE National Educational Foundation

The Pi Sigma Epsilon National Educational Foundation (PSENEF) is the non-profit, tax-exempt arm of Pi Sigma Epsilon. Established in 1967, its focus is on charitable and educational pursuits. Since its inception, the Foundation has been able to assist collegiate and non-collegiate members by providing scholarships and grants to further their education and assist in developing their sales and marketing skills. The Foundation is supported through the generous contributions of members and corporate sponsors as well as collegiate chapters. Each year the Foundation awards several scholarships to collegiate members who best exemplify the ideals of Pi Sigma Epsilon. For more information on the benefits of contributing to the PSE National Educational Foundation, please contact PSE National Headquarters.



Mu Kappa Tau: International Marketing Honor Society

The only international Marketing Honor Society recognized by the Association of Collegiate Honor Societies (ACHS). It was founded by members of Pi Sigma Epsilon in 1966 to recognize academic excellence and to encourage individuals seeking a lifelong commitment to an exceptional standard of ethics and achievement within the marketing discipline.

Students joining Mu Kappa Tau pay a one time fee and receive a membership certificate and pin as well as recognition through an Initiation Ceremony. Displaying strong academic leadership among marketing students, MKT members have the opportunity for scholarships and are welcome to attend the Annual National Sales and Marketing Convention each spring.

Membership in Mu Kappa Tau draws together dynamic students, educators and professionals who share high aspirations and a mutual interest and dedication to the Marketing field.

If you are interested in joining Mu Kappa Tau or starting a Mu Kappa Tau chapter on your campus, contact PSE National Headquarters for further information.



Journal of Personal Selling & Sales Management

The Journal of Personal Selling & Sales Management (JPSSM) is a quarterly academic journal owned and operated by Pi Sigma Epsilon. The JPSSM offers various perspectives on personal selling and keeps its readers abreast of new sales and sales management techniques and applications.

Included in every issue are new research findings, book reviews, abstracts of articles in other publications, microcomputer applications and information on leaders in the industry. It is a thorough source of information for research papers and dissertations.

The JPSSM is sent to subscribers worldwide, as well as to the Library of Congress. It can be found in libraries as a bound issue or on microfilm. If you would like additional information or a subscription to the Journal of Personal Selling & Sales Management, contact PSE National Headquarters.

Pi Sigma Epsilon Chapter Listing

National Professional Fraternity in Marketing, Sales and Management

Alpha	Georgia State University	1952	SME of Atlanta
Beta	University of Utah	1953	SME of Utah
Gamma *	University of Georgia	1954	SME of Atlanta
Delta	University of Southern Mississippi	1956	SME of Hattiesburg
Epsilon	Auburn University	1956	SME of Montgomery
Zeta *	University of Louisiana-Monroe	1957	SME of Shreveport
Eta	University of Florida	1958	SME of Jacksonville
Theta	Hofstra University	1958	SME of Long Island
Iota *	Arizona State University	1958	SME of Phoenix
Kappa *	Memphis State University	1958	SME of Memphis
Lambda	Adelphi University	1958	SME of Long Island
Mu	St. John's University	1959	SME of Long Island
Nu	City College of New York	1960	SME of New York
Xi	LaSalle College	1960	SME of Philadelphia
Omicron *	University at Buffalo	1960	SME of Buffalo
Pi	University of Detroit	1960	SME of Detroit
Rho	California State University-Long Beach	1960	SME of Long Beach
Sigma	New York University	1961	SEC of New York
Tau	University of Puerto Rico	1961	SME of San Juan
Upsilon *	University of Hawaii-Manoa	1961	SME of Hawaii
Phi	California State University-Los Angeles	1961	SME of Los Angeles
Chi	Pace College	1961	SME of New York
Psi *	University of Minnesota	1961	SME of Minneapolis
Omega	American University	1962	SME of Washington
Alpha Alpha	Detroit Institute of Technology	1962	SME of Detroit
Alpha Beta *	Southern Illinois University	1962	SME of St. Louis
Alpha Gamma	Georgia Institute of Technology	1962	SME of Atlanta
Alpha Delta	University of Texas-Arlington	1962	SME of Fort Worth
Alpha Epsilon	Marquette University	1962	SME of Milwaukee
Alpha Zeta	Villanova University	1963	SME of Philadelphia
Alpha Eta	Mississippi State University	1963	SME of Jackson
Alpha Theta	University of Mississippi	1963	SME of Jackson
Alpha Iota	University of Evansville	1963	SME of Evansville
Alpha Kappa	Virginia Commonwealth University	1964	SME of Richmond
Alpha Lambda	Northern Arizona University	1963	SME of Phoenix
Alpha Mu *	California State University-Fresno	1965	SME of Fresno
Alpha Nu	City College of New York	1964	SEC of New York
Alpha Xi	University of Wisconsin-Milwaukee	1965	SME of Milwaukee
Alpha Omicron	Western Kentucky University	1965	SME of Louisville
Alpha Pi *	Middle Tennessee State University	1965	SME of Nashville
Alpha Rho	University of South Carolina	1966	SME of Columbia
Alpha Sigma	Boston College	1966	SME of Boston
Alpha Tau	Seton Hall University	1966	SEC of Newark
Alpha Upsilon	Gannon College	1967	SME of Erie
Alpha Phi	University of Arkansas-Little Rock	1967	SME of Little Rock
Alpha Chi	Xavier University	1967	SME of Cincinnati
Alpha Psi *	Nicholls State University	1967	SME of New Orleans
Alpha Omega *	Carthage College	1968	SME of Kenosha
Beta Alpha	Roosevelt University	1968	SME of Chicago
Beta Beta	University of South Florida	1969	SME of Tampa
Beta Gamma *	University of Wisconsin-Whitewater	1969	SME of Madison
Beta Delta *	Texas A&M University-Commerce	1969	SME of Dallas
Beta Epsilon	Cleveland State University	1969	SME of Cleveland
Beta Zeta	University of Louisville	1970	SME of Louisville

Beta Eta	Seattle University	1970	SME of Seattle
Beta Theta	University of Wisconsin-Oshkosh	1970	SME of NE Wisconsin
Beta Iota	University of Southern California	1971	SME of Los Angeles
Beta Kappa	California Polytechnic University-Pomona	1971	SME of Los Angeles
Beta Lambda	University of New Haven	1971	SME of New Haven
Beta Mu	Boise State University	1971	SME of Boise
Beta Nu	Robert Morris College	1971	SME of Pittsburgh
Beta Xi *	Louisiana State Univ.-Baton Rouge	1971	SME of New Orleans
Beta Omicron	University of Tulsa	1971	SME of Tulsa
Beta Pi	University of Houston	1971	SME of Houston
Beta Rho	Linfield College	1972	SME of Portland
Beta Sigma	University of Missouri-St. Louis	1972	SME of St. Louis
Beta Tau	University of Tennessee-Chattanooga	1972	SME of Chattanooga
Beta Upsilon	Weber State College	1972	SME of Utah
Beta Phi *	University of Alabama	1972	SME of Birmingham
Beta Chi	Bowie State College	1972	SME of Washington
Beta Psi	Sam Houston State University	1973	SME of Houston
Beta Omega	Northern Kentucky State University	1972	SME of Cincinnati
Gamma Alpha	California State University-Fullerton	1974	SME of Orange Cty
Gamma Beta	University of Wisconsin-Parkside	1974	SME of Kenosha
Gamma Gamma *	Miami University-Ohio	1975	SME of Dayton
Gamma Delta	Oregon State University-Corvallis	1975	SME of Portland
Gamma Epsilon *	DePaul University	1975	SME of Chicago
Gamma Zeta *	Northern Illinois University	1975	SME of Rockford
Gamma Eta	Louisiana State University-Shreveport	1975	SME of Shreveport
Gamma Theta	Wichita State University	1978	SME of Wichita
Gamma Iota	Minnesota State University-Moorhead	1978	SME of Fargo
Gamma Kappa *	University of Akron	1978	SME of Akron
Gamma Lambda	Georgia Southern College	1978	SME of Atlanta
Gamma Mu	Louisiana Tech University	1979	SME of Shreveport
Gamma Nu *	Ohio State University	1980	SME of Columbus
Gamma Xi *	Appalachian State University	1980	SME of Charlotte
Gamma Omicron	University of North Carolina-Charlotte	1980	SME of Charlotte
Gamma Pi	Mississippi College	1981	SME of Jackson
Gamma Rho	Furman University	1981	SME of Greenville
Gamma Sigma	South Carolina State College	1982	
Gamma Tau *	University at Albany	1982	SME of Albany
Gamma Upsilon	Iowa State University	1983	SME of Des Moines
Gamma Phi *	Texas A&M University	1983	SME of Houston
Gamma Chi *	University of Louisiana-Lafayette	1983	SME of Baton Rouge
Gamma Psi	Tarleton State University	1983	SME of Fort Worth
Gamma Omega	Kansas State University	1984	SME of Topeka
Delta Alpha	University of Alabama-Birmingham	1985	SME of Birmingham
Delta Beta	University of St. Thomas	1985	SME of Minn./St. Paul
Delta Gamma	Kennesaw College	1986	SME of Atlanta
Delta Delta	University of Central Florida	1986	SME of Orlando
Delta Epsilon *	Virginia Polytechnic University	1986	SME of Roanoke
Delta Zeta	University of Iowa	1986	SME of Central Iowa
Delta Eta	University of NC-Greensboro	1986	SME of Greensboro
Delta Theta	Syracuse University	1987	SME of C. New York
Delta Iota	Temple University	1987	SME of Philadelphia
Delta Kappa *	Baylor University	1987	SME of Dallas
Delta Lambda	Florida State University-Tallahassee	1987	SME of Jacksonville
Delta Mu	University of South Dakota	1988	SME of Sioux Falls
Delta Nu	University of Tampa	1988	SME of Tampa
Delta Xi *	University of Tennessee-Martin	1989	SME of Nashville
Delta Omicron *	Alverno College	1989	SME of Milwaukee
Delta Pi	Bowling Green State University	1990	SME of Cleveland
Delta Rho *	James Madison University	1990	SME of Richmond
Delta Sigma	University of Minnesota-Duluth	1990	SME of Minn./St. Paul

Delta Tau *	University of NC-Wilmington	1991	SME of Cape Fear
Delta Upsilon	Valdosta State College	1991	SME of Jacksonville
Delta Phi	Harding University	1991	SME of Little Rock
Delta Chi	Duquesne University	1991	SME of Pittsburgh
Delta Psi	Catawba College	1991	SME of Salisbury
Delta Omega *	Illinois State University	1992	SME of Chicago
Epsilon Alpha	Old Dominion University	1993	SME of Tidewater
Epsilon Beta	Meredith College	1993	SME of Raleigh
Epsilon Gamma	University of North Texas	1993	SME of Fort Worth
Epsilon Delta *	University of Toledo	1994	SME of Detroit
Epsilon Epsilon *	Ball State University	1994	SME of Fort Wayne
Epsilon Zeta	California State University-East Bay	1995	SME of Bay Area
Epsilon Eta	Millersville University	1995	SME of Lancaster
Epsilon Theta *	University of Northern Iowa	1996	SME of Des Moines
Epsilon Iota	University of San Diego	1996	SME of Los Angeles
Epsilon Kappa	Belmont University	1996	SME of Nashville
Epsilon Lambda *	Purdue University	1998	SME of Fort Wayne
Epsilon Mu *	University of Cincinnati	1999	SME of Cincinnati
Epsilon Nu *	College of St. Catherine	2001	SME of Minn./St. Paul
Epsilon Xi	St. Bonaventure University	2004	SME of Buffalo/Ngra
Epsilon Omicron	Indiana University	2004	
Epsilon Pi	University of Central Arkansas	2004	SME of Little Rock
Epsilon Rho	Southern University A&M College	2005	SME of Baton Rouge
Epsilon Sigma *	William Paterson University	2005	SME of Eastern NY
Epsilon Tau *	Norfolk State University	2005	
Epsilon Upsilon	Wilkes University	2005	SME of Lancaster
Epsilon Phi *	Elon University	2005	
Epsilon Chi *	Tuskegee University	2007	
Epsilon Psi *	Florida A&M University	2005	SME of Tampa
Epsilon Omega *	University of Connecticut	2006	
Zeta Alpha *	Cornell University	2007	
Zeta Beta	Sacramento City College	2007	
Zeta Gamma *	CUNY-Baruch College	2008	
Zeta Delta *	Pennsylvania State University	2008	
Zeta Epsilon *	University of Wisconsin-Eau Claire	2008	
Zeta Zeta *	The College of New Jersey	2009	
Zeta Eta *	Widener University	2009	
SME of Philadelphia			

(* Active Chapters)

Past National Presidents of PSE

Year	PSE President
1951-52	*Lewis F. Gordon, Sr.
1952-53	*Dr. Henry Baker
1953-54	*W.C. Sugg
1954-55	*Lewis F. Gordon, Sr.
1955-57	*William H. Harris, Jr.
1957-59	*Lloyd L. Antle
1959-61	*Al N. Seares
1961-63	*Clifton W. Jacobs
1963-65	*J. A. McIlroy
1965-67	*Dr. Wayland A. Topping
1967-68	*Dr. Paul Hoffman; *Eugene Young
1968-69	*Eugene Young
1969-71	Dr. Henry W. Nash
1971-72	*James K. McGinley
1972-73	*Dr. Carl T. Eakin
1973-74	H. Lee Sisson
1974-75	*Dr. Carl T. Eakin
1975-76	Donald L. Hutson
1976-77	Charles W. Parker, Jr.
1977-78	Robert D. Johannsen
1978-80	Dr. William R. Thomas
1980-81	Robert D. Johannsen
1981-82	J. Smith Harrison, Jr.
1982-83	Dr. Arno Kleimenhagen
1983-84	Edwin W. Taylor, III
1984-85	Dr. D. A. Barsellotti
1985-87	Barbara A. Mathews
1987-88	Dr. Jerry M. DeHay; Thomas E. Nate
1988-90	Thomas E. Nate
1990-92	Mark E. Khalil
1992-93	Marvin D. Loos
1993-94	Timothy J. Hyland
1994-96	David C. Ferguson
1996-98	Larry W. Bonds
1998-99	Amber G. Wooten
1999-2002	David F. Keeling
2002-2004	Dr. Michael F d'Amico
2004-2005	Paul R. Schneider
2005-2007	Dr. Donald G. Norris
2007-2009	Dr. Lois J. Smith
2009-2010	Lee Melancon

*Deceased