



For Business Students, Educators and Professionals

## The Member Connection

### Spotlight on Success - John J. Mulherin



John J. Mulherin, CEO  
The Ziegler Company, Inc.

John J. Mulherin was inducted into the Eta Chapter while attending DePaul University in 1985. He went on to pursue a career in financial services, including executive responsibilities at Fidelity

Investments, First Chicago and Continental Illinois Bank. John currently serves as the chief executive officer for The Ziegler Company, Inc.

Throughout his career, John has always applied the “pay back” philosophy. Having received his undergraduate degree from Loras College, John currently sits on their Board of Regents and chairs their Planning and Strategy Committee. He is also a member of DePaul’s Graduate Business School Advisory Board. “Don’t forget where you came from,” John stated, “Your school can represent a tremendous resource of talent.”

He recently served as a case commentator for Harvard Business Review, and has lectured on the subject of “Service Quality” at the graduate school level. John is a board member of the Erickson School of Aging Studies at the University of Maryland. He is also a member of the Foundation for Investor Education, a securities industry committee.

John feels that Delta Mu Delta represents a motivational and

educational standard of excellence that represents respect and real appreciation of achievement. “The Society expresses the value and importance of intellectual integrity and achievement, stressing the value of education, the importance of knowledge in one’s life, and is both empowering and enriching.”

Throughout his professional life, John has utilized the resources presented to him. John has seized the opportunities to participate in DMD activities knowing that keeping the connection with former professors and fellow students is key in creating membership synergies - connections that result in relationships that have helped him in other parts of his career and his life.

#### The Connections

Back when B. C. Ziegler and Company first announced its appointment of John J. Mulherin to be its Chief Executive Officer, a sharp-eyed member of Eta Chapter, DePaul University, thought the name sounded familiar. He asked Central Office if that person was a DMD member and the answer came back, “Yes, he was inducted into Eta Chapter in 1985 as an MBA student.”

After a little research, the facts tied together and a long-time chapter member wrote a letter to John, inviting him to be the guest speaker at the 50th Induction Banquet for the Eta Chapter. John responded with enthusiasm, expressing particular delight when he found out that

several of his favorite professors would be present.

Besides the fact that the chapter received an outstanding presentation from its guest speaker, John did, indeed, meet with the two professors that he regarded as mentors during his MBA program. In the succeeding years he invited two of the DePaul faculty whom he regards as the finest in the business academic world to assist his company. One is serving on B. C. Ziegler’s Board of Directors as Chairman of their Audit Committee. The other is a strategy advisor to the Ziegler Senior Leadership team.

John is a firm believer of pay-back to the community and DMD provided that magical opportunity to reconnect with faculty and resources from his college days. A win-win if ever there was one!

*Do you have a Member Connection? Let us know by e-mailing us at [DMD@DMD-NTL.ORG](mailto:DMD@DMD-NTL.ORG)!*

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## Delta Mu Delta International Honor Society



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## Message from the President



**Janis Petronis**  
DMD National President  
Tarleton State University

Why join Delta Mu Delta? Why maintain contact with Delta Mu Delta? The answers to both questions are the same: Recognition and Benefits.

The purpose of Delta Mu Delta is to recognize academic excellence in business, both while you are in college, and beyond. While in the academic setting, DMD membership signifies to you, your faculty, family, and peers that you have achieved the status of being in the top 20 percent or higher of your class. In some institutions, this measure of success becomes part of the students' academic records and opens the door for recognition by future employers or graduate programs.

DMD takes great pride in recognizing and thanking those who support the Forever Dollars Program (see page 7) to assist in increasing the DMD Scholarship Program. With this issue of the Vision, we are beginning a new recognition tradition by spotlighting those Delta Mu Delta alumni who have made a significant contribution to excellence in their careers. For some, such as John Mulherin, that contribution has been the creation of innovative ideas and significant financial support, while the contributions of others, such as Gale Richardson, have been more local and directed toward excellence in growing family companies, or even in furthering their academic careers as with Kevin Pemberton. Whatever the situation, we want you to know what other DMD alumni are doing and bring recognition for their continued search for, and achievement of, business excellence.

The other reason for DMD membership is *benefits, lifetime benefits*. As a student you may have been one of the 39 who annually receive a DMD scholarship, which in 2006 will be a minimum of \$1,000. By joining DMD you earned the right to wear the key and proudly don DMD honor cords or stole at your graduation. However, most DMD benefits available to you as a student are there after you graduate as well. These include displaying the DMD logo on a number of items from the E-Store, taking part in the DMD Triennial Conference, showing your allegiance by using the DMD charge card, receiving the Vision national newsletter semi-annually, accessing insurance and investment programs through AFI, and not the least, networking with the best and brightest business people in the world.

Your Delta Mu Delta Board of Directors is constantly working to enhance the importance of your membership in the Society by finding new and better methods of recognizing your achievements and creating additional lifetime benefits for our members. If you have ideas for recognition or benefits you feel would be appropriate for DMD, please let us know!

*P.S. As we were preparing this issue of the DMD Vision, we learned of the death of a dear friend of Delta Mu Delta, Dr. Walter Rohrs. Walter personified the purposes and goals of DMD, and no one loved this organization more than he. His absence leaves a tremendous void, but his legacy of service to students and DMD, as well as his determination to see the society more involved with the business community. Walter has set the bar high for those left behind. (For more on Dr. Rohrs, turn to page 5)*

## DMD Regional Representatives

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Connecticut, Maine, Massachusetts,  
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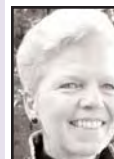


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## www.dmd-ntl.org -- Your One-Stop

To better serve our membership and advisers, Delta Mu Delta is pleased to unveil our newly redesigned website. Some of the new features include:

### *Which Society?*

For prospective members, it is important to know how DMD fits with other societies. Historical information as well as an explanation of the services DMD provides gives potential members the perspective they may need to determine whether or not to join.

### *Member Resources*

Scholarship applications and FAQ sections detail how current students can take advantage of member benefits. DMD member benefits do not stop after graduation - membership benefits continue to expand and the website is the best place to find out how you can take advantage of your membership.

Looking for a gift for a special classmate or want to order a replacement certificate? The E-Store is a great place to find DMD logo'd items and has something for everyone.

### *Chapter Officers & Faculty Advisers*

New in your official role? Don't worry, the website has a variety of forms and publications for your use. Here you will find ideas on how to recruit new members to your Chapter as well as examples of best demonstrated practices on events and activities.

### *One of Many*

Each Chapter represents one of many across the country and the website can connect you with Chapters from everywhere. Click on the DMD CHAPTERS button on the DMD homepage to see a map of the United States. Click on the appropriate state and see all of the Chapters active in that state. Soon the website will also give regional information - letting visitors know what other Chapters are active in surrounding states.

### *Stay Connected - Stay Informed*

Information on national activities such as Triennial are posted on the website - everything from registration information to event photos.

Making a donation to the Forever Dollars Scholarship Program is easy with our on-line Donation Page. You can also find out more about the Scholarship Program and view the current Scholarship recipients. For more information on Forever Dollars, turn to page 7.

### *Coming Soon*

Additional upgrades to the website include a Job Bank (DMD's very own workforce resource pool) and additional benefits listings. Have an idea about something that should be on the website? Contact us at [DMD@DMD-NTL.ORG](mailto:DMD@DMD-NTL.ORG) - we would love to hear from you!



## DMD Networking

For many, completing their business degree, or any degree for that matter, is the first of many steps on life's path. While some are already a part of the workforce, others have decided to continue the journey that began as an undergraduate. This academic experience can provide a wealth of knowledge as well as a great resource of business contacts.

Having classmates from diverse backgrounds makes for interesting class discussions as well as insights into real life experiences. The students that make up study groups become contacts for future personal and professional endeavors. As members in Delta Mu Delta Chapters, all of us become valuable resources for one another.

In this issue of Vision, we introduce you to fellow DMD members who have utilized their resources and how a common interest, such as DMD, creates a synergy that we describe as 'the member connection.' We highlight members who believe their educational journey and membership in DMD have helped them reach their goals.

No matter where you are on your life's path, there are resources available to you - through your professional contacts, your personal relationships, your memberships and associations. Cultivate these resources and take advantage of what they can offer - they may just lead you down another exciting new path.



## DMD's Very Own Job Bank

Delta Mu Delta is pleased to announce plans for an online Job Bank as part of the expanded services. Much like many of the online job placement and recruiting websites, the Job Bank will offer benefits for both employers and applicants. DMD's service will take the benefits further by offering the following:

- \* In addition to viewing a variety of positions available, members will have the ability to post their resumes online anonymously.
- \* Employers are encouraged to use the services free of charge until a chosen posting has responded to their inquiry.
- \* Employers will benefit by having a pool of top business applicants, which means each resume posted represents a potential interview and qualified hire.
- \* DMD applicants are geographically and culturally diverse, offering businesses a choice of a great fit.

Look for more details on this program in the next Vision and for the Job Bank on the DMD website soon.

## Catching up with Delta Mu Delta Members

*The Vision sometimes focuses more on members that are still actively pursuing their education - but becomes disconnected from those members out in the world putting their education to use. So it was decided to contact some of our members and find out what they have been doing and how their membership in DMD has assisted them in reaching their goals.*

**Mildred D. Owens** graduated from the College of Notre Dame of Maryland in 1997 with a B.A. in Business Finance. She is a Program Analyst for the Social Security Administration and believes that her education is the reason she has succeeded in her professional career. Mildred also believes that being a member of Delta Mu Delta has enhanced her resume and has earned her respect - "my resume looks like something from a *Who's Who* magazine."



**Cindy S. Reed**, District Public Education Information Management System Coordinator for Maypearl ISD, achieved her B.A. in Management and her MBA from Tarleton State University. She believes that her education has given her a strong foundation for business ethics and principles - it has helped her in dealing with people from diversified backgrounds and appreciation of the resources and networking opportunities that Delta Mu Delta has provided.



As Director of Current Operations for the Navy Reserve, **Lt. Commander Douglas P. Howell** oversees the transition of 3,000 reservists per week from drilling status to active duty service. He prepares weekly presentations for Navy leadership in Washington D.C. on the operations support provided to the Navy by its Reserve. As one of the Navy's action officers, he is preparing the new

Human Capital Strategy which will redefine the manpower of the service, including how Sailors and Civilians are recruited, trained mentored, promoted and compensated. Doug is currently enrolled in the MBA program at Southern New Hampshire and says his membership in Delta Mu Delta keeps him current on business education and global economics.

"My education has enabled me to become a successful learner and strive to achieve the goals I have set forth for myself," states **Shane Lindsay**. Shane graduated from Ashland University in 1995 with a B.A. in Business Administration and Spanish. "I have had successful career ventures in retail management and have discovered my love for pharmacy." Shane is continuing to achieve his PharmD from University of Cincinnati College of Pharmacy.



Currently enrolled in the MBA program at Hawaii Pacific University, **Kevin Larwrence Pemberton** states that his education has contributed to his success by making him realize the value of constant learning. Kevin received his B.S. from Keene State College in 2003 and plans to achieve his MBA by December 2007. He believes that his membership in DMD helps him stand out to employers, "it was that factor in the application and interview process that helped me get my first full time job out of college."

**Gale Richardson** received her Bachelor's Degree in Business Administration and Management with a minor in Economics from Indiana University East. She is a Loan Specialist for the U.S. Department of Agriculture, Rural Housing Service, National Office in Washington D.C. Gale stated that her DMD membership was one of the few affiliations that could be recognized on her federal resume and believes that being a member of DMD has given her an extra edge over non-honor students.



*The Walter Rohrs/Delta Mu Delta connection began many years ago -*



In 1938 Walter Rohrs was inducted into DMD as a business student at Bucknell University. He gained his experience by running the family wholesale business which was sold shortly after his father's death. After serving in the U.S.

Army, 1943-45, Walter embarked on a second career as a college professor and in 1965 was hired by Wagner College with no teaching experience, but with plenty of practical business experience.

Tony Jablonsky, then DMD National President, and Mildred (Ruth) Marion, then Executive Secretary, flew to New York City, and then took the famous Staten Island Ferry to Wagner College on Staten Island in 1970 to install the Alpha Beta Chapter at Wagner College. During the prior two years' accreditation process, they met Professor Walter Rohrs and were so impressed by his drive and character that in 1971 he became National Vice President and

served for the next six years. During this tenure he received his Doctorate in Business Administration from New York University.

Walter served as the Adviser and Co-Adviser at Wagner over the next 35 years and touched the lives of many thousands of students and DMD members as he taught successful trade secrets as an accomplished business man. Having lived in every New York City borough, attending Bucknell, the University of Pennsylvania and New York University, Walter cultivated hundreds of contacts in the business community. He served the student population as a mentor and conduit for their careers through the plethora of internship he established.

Of international renown, Dr. Rohrs held many professional memberships and authored or co-authored a half-dozen marketing and business-related books. He enjoyed writing about every day observations and had recently contributed to the DMD Vision.

He enjoyed traveling with Helen, his wife of nearly sixty years, until her death five years ago. Together they toured

Greenland, Iceland, Scandinavia, Thailand, Alaska, Japan, the Panama Canal and most of Europe. They enjoyed swapping stories with Tony and Pat Jablonsky about several of the favorite places they shared, particularly the Swiss town of Zermatt.

Walter served DMD as Chair or Co-Chair of the National Advisory Board for 28 years and attended nearly all of the Board meetings until his health interfered a few years ago. Even then he kept in touch with phone calls to many Board members to stay aware of DMD issues and to offer his counsel.

The significance of Walter Rohr's contribution to our Society can never be fully appreciated. He was thought to be our oldest living member and certainly among a very select group who served our Society for many decades. Our connection was broken by his passing on September 28, 2005. He will be missed, but not forgotten.

*For a well-written obituary from the Staten Island Advance newspaper, please see*

[WWW.DMD-NTL.ORG/WALTER\\_ROHRS.PDF](http://WWW.DMD-NTL.ORG/WALTER_ROHRS.PDF)

## Chapter Activities

### Western International University's Zeta Iota Chapter A.J. Jablonsky Award Receipt!

The A.J. Jablonsky Award is presented each year to the chapter that not only exceeds national standards, but has developed outstanding programs to provide additional service to members and has developed creative ways to further chapter growth, development, and visibility. As a result of their efforts, the Zeta Iota Chapter was awarded the A.J. Jablonsky Award as Outstanding Chapter of the Year.

The Zeta Iota Chapter of DMD at Western International University runs like a well-oiled machine. Through Chapter member communications such as e-mails and their website, members are able to access information on benefits, requirements and resources. They also receive updates on Chapter activities and learn about upcoming events.



DMD National President Janis Petronis awards the A.J. Jablonsky Award to Faculty Advisor Carol Farabee and Professor Michael J. Seiden of Western International University.

Installed in October 1992, the Chapter is also a member of the Phoenix Chamber of Commerce giving members the opportunity to take advantage of the Chamber benefits such as workshops and networking events.

*Congratulations to the Zeta Iota Chapter and keep up the great work!*

### Spring Hill Installation



Pictured from left to right are Dr. Nancy K. Gautier, DMD Faculty Adviser; Mrs. Lisa Norris, Secretary; Ms. Caitlin Smith, President; Mr. Spencer Larche, Vice President; and Ms. Raechelle Munna, Treasurer.

The 2004-2005 officers of the Kappa Gamma Chapter at Spring Hill College in Mobile, Alabama led the Induction Ceremony on April 19, 2005.

As part of the ceremony, fourteen new chapter members were inducted. In addition, Dr. Rita Durant and Dr. James Larriviere were inducted as Honorary Members.

## Update on ASU's Alpha Iota Chapter

*submitted by: Dr. Brenda Harper, Faculty Adviser*

Athens State University's Alpha Iota Chapter continues the tradition of being one of the most recognized, exciting, active societies on campus. We are anticipating a huge turnout for our first annual Athens State University American Idol contest! Each contestant is donating money to go to the Hurricane Katrina victims. We will also be awarding a grand prize of \$100 and a trophy, along with several alternative prizes. Can't wait to report the results back to everyone!

We are busy submitting and receiving DMD applications for fall. We hope to match last year's 100% acceptance rate. Additionally, we are excited about our other upcoming events! In October we will be participating in the 39th Annual

Tennessee Valley Fiddlers Convention, where we will be hosting a coke booth serving pinto beans and cornbread. We also support the annual ASU Halloween Carnival where we play the game Trivial Pursuit. Then we will celebrate our Thanksgiving holiday with our 11th Annual Alabama vs. Auburn Canned Food Drive! Not to mention our end of the year Salvation Army Christmas Tree Angel project.

We are diligently bringing forth awareness of "Through Knowledge, Power" the power to manage for social and economic good. We hope through our duties and responsibilities that we are benefiting each and every person we serve.

## Mississippi University for Women Installation Ceremony



A very happy charter member, Tennille Barksdale, holding her certificate.

The Kappa Lambda Chapter of DMD at Mississippi University for Women held their installation on May 6, 2005.

Professor Cindi Bearden, DMD National Regional Representative was on hand to present the installation Charter.



On the right, DMD Regional Representative Cindi Bearden presents the installation charter to Chapter Co-Adviser, Dr. Janie Gregg.

As part of the ceremony, Dr. Mitzi Green and Dr. O. Wendell Smith were inducted as Honorary Members.

## Kappa Nu Chapter Receives Charter



(from left) Professor Rita Tolliver, Faculty Adviser; Dr. Melanie Hatch, DMD Regional Representative; Professor Marie Gould, Faculty Adviser and Pat Rucker, Chief Academic Officer.

On December 10, 2004, Peirce College's Kappa Nu Chapter officially received its charter in a ceremony and approximately 50 students were inducted as the first group of members.

Ten students were inducted in online services, and as a result, Peirce is being recognized as a pioneer in online activities for Delta Mu Delta as the first Chapter to host a virtual induction ceremony.

The chapter met several times over the year, elected officers and developed bylaws.

## DMD Continues to Grow with New Chapters

### DeSales University's Installation Kappa XI Chapter



(L to R) Faculty Advisers Bill Dwyer & Amy Scott along with DMD National Regional Representative Melanie Hatch, Department Chair Joe Lewis and Faculty Adviser Dorothy Botzum after the ceremony.

On April 24, 2005, DeSales University held their first Installation Ceremony of their DMD Kappa XI Chapter. "We are very pleased to be able to establish a Chapter of Delta Mu Delta here at DeSales," stated Co-Faculty Adviser Dorothy Botzum. "Personally, I am especially pleased to offer this to our adult learners and graduate students who are so often left out of student organizations."

### Chadron State's Kappa Kappa Chapter

Thirty-five students were inducted to Chadron State's Kappa Kappa Chapter during a ceremony at Chadron State's Sandoz Center on November 16, 2004.

The Chapter's Faculty Advisers are Dr. Barbara Limbach and Dr. Wendy Waugh.



(Front row, from left) Aleyse Schultz, Megan Green, Ashley Pullen, Katie Reynolds, Sara Hatzenbuhler, Lariann Smith. Middle row: Carl Fanning, Lacey Umble, Chris Ross, Sara Hoover, Jody Cerney, Elizabeth Matthews, Cari Cerney, JoAnna Tatman, Kelly Kuzel, Janette Davidson, Maria Weiser, Mike Kochis, Lyndsay Wall, Jacob Weldon, Shannon, Balzly, Cassie Sinner. (Back Row) Kyle Bottorff, Aaron Beyer, Tebarek Teketel, Wade Meier, Jason Seaman, and Brandon Dorenbach.

## So, you ask - "Why is Answer Financial considered a member benefit?"

The key to real comparison shopping is in the details. There are a number of insurance companies out there vying for your business that you can readily find on the web. Some even boast about how they will shop and compare other companies for you. But if you really want to get serious about finding the best deal, here's where your access to Answer Financial can make a big difference.

Here are the details:

- \* More choices than any other shopping service. More opportunities to find your best deal. And a better chance of finding the right plan for you.
- \* Another choice - online or by phone. If you prefer using the web for exploring and shopping, go online anytime for fast and easy quotes. If you would rather speak to a licensed professional, call and talk to an agent who isn't tied to any particular insurance company but will be focused on finding the best deal for you and your particular needs.
- \* National access. That means you'll be able to search for your best deal just about anywhere in the U.S. And you'll only see plans from companies in your area.
- \* Tools, information and helpful hints to make you a smarter shopper - including information on how to lower your auto insurance premiums.

Remember - when you call, your group ID is DMD and the service is free - no matter how many times you use it. And, you don't have to buy to benefit!

## Matching Grant Program

If you are considering a donation, please check with your company - through Matching Grants your donation will assist more students! Recent Matching Grants were received from:

*First Tennessee/First Horizon  
ING Foundation  
Microsoft Corporation  
Pfizer Foundation  
Saint-Gobain Corporation  
Verizon Communications, Inc.*

## Scholarship Honoring Gemma Micheline Welsch

A DePaul University associate professor in the School of Accountancy, Gemma Micheline Welsch was a vibrant, energetic woman. She was the first woman to earn a Ph.D. in Accounting and Information Systems at Northwestern University in 1980. Always drawn to cutting-edge business practices, Dr. Welsch focused her teaching on electronic commerce, management accounting for decision making, decision support, expert systems and MIS. She cared about her work and her students. Dr. Welsch passed earlier this year after a courageous battle with cancer.

To honor her memory, Anthony Jablonsky established the Gemma Welsch, ETA Chapter, DePaul University Scholarship. The application with instructions for the \$1,000 Scholarship is available at the Delta Mu Delta website: [www.dmd-ntl.org/scholarships](http://www.dmd-ntl.org/scholarships).

Thanks to Tony for honoring Gemma by awarding students a scholarship in her name.

## Forever Dollars \$\$\$

Readers of this Vision newsletter are well acquainted with the phrase "Forever Dollars" since we've been using it in every issue for the past twelve years. Each issue devotes part of a column to invite our alumni to send donations to the Forever Dollars Scholarship Program.

*But, what exactly does that phrase really mean?*

Many other non-profits solicit your monies but few, if any, pledge to preserve them in perpetuity. Typically, you send them a check for \$10 or \$50 toward their cause - and they say "Thank you" - and then spend it! This leaves them immediately needing another donation from you to replace it for next time around.

However, when you make a similar donation to our Forever Dollars Scholarship Fund, it stipulates right on the Donor Card that your money will be added to the principal of the Fund and only the earnings will be used to support outstanding students for generations to come.

Where else can a modest donation be used to create a "trust fund" with your monies carefully nurtured by our Finance Committee and only the earnings used to provide as many as thirty-eight scholarships each year?

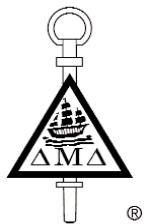
*A legacy! For only a few dollars. Where else?*

## Special Thanks

There are many ways to support the Forever Dollars Scholarship Fund. We would like to thank the following people who have donated to the Fund for that special reason:

**Patricia M. Damon**

*- In Memory of husband, Jim Damon  
ACBSP Region 4  
- Proceeds from their silent auction*



**\$100 and over**

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