

There have been three periods in the history of the Xi Deuteron Chapter of Phi Sigma Kappa:

THE FIRST PERIOD 1921-1945

The first period from 1921, when Omega Beta Sigma was first conceived, formed, and developed with the help of Brother John R. Sanford. To the end of WWII Brother Sanford was also the guiding genius who planned and did most of the work leading to our charter as the Xi Deuteron Chapter of Phi Sigma Kappa, to the end of WWII.

Brother Thomas N. Johnston recently retired superintendent of the Knoxville City School System, was a charter member, and President of the Chapter in 1926. So far as I know, he was also the first Chapter Advisor, serving from 1926 until 1942 when he went into the armed forces. Brother Johnston probably did more to keep this chapter on the University of Tennessee during those critical years than any one else. History records that the late 1920's was the largest boom of false economy ever recorded in this great nation of ours. Florida Land Booms competed with Wall Street, and everyone was a potential millionaire who had only to invest in the stock market or buy Florida real estate to strike it rich.

It was during these years that the chapter conceived and built what was so far as I have been able to learn, was the first fraternity house ever constructed on this campus. It was built at 1816 W. Cumberland Avenue, financed by deficit-financing. That is, it had both a first and second mortgage, and none of the fraternity's money was involved because this young chapter had none.

Shortly after the house was completed came the great Stock Market Crash of 1929 followed by the collapse of the Florida Land Boom and The Great Depression of the 1930's. One who has not lived through those grim years can never visualize what they were like. Suicide in those days was the popular past time as financial failure followed financial failure.

Young men desiring an education, with courage and optimism, hitch-hiked and rode the rails to get to Knoxville, often arriving with barely sufficient money to pay their tuition. Practically every man in the chapter had 2 part-time jobs, working as bus boy at the store, and at Millers for their meals. College graduates sold apples on street corners, lined up in public soup lines, and worked at manual labor on Work Progress Administration Projects.

The young Chapter struggled on until the Spring of 1936 when both mortgages on the new house were finally foreclosed. The Chapter then leased a house at 945 Temple Avenue. The rent was only \$90.00 a month, but the chapter often had trouble raising that. Brother Tommy Johnston, one of the few who had jobs, was an easy touch during those days. The Chapter borrowed from him to pay interest on mortgages on which none of the principal payments could be met, and later to pay rent at 945 Temple Avenue. One of his last acts, prior to entering the Army in 1941, was to lend the Chapter \$200.00, probably realized from the sale of his car. Chapter minutes during those years recorded quite a few loans from brother Johnston, but I have never seen any record of any loan repayment.

The Chapter, however, won many honors, held many high offices, and won many intermural and other campus events. In the fall quarter of 1942, the Chapter started with 45 members after rush season, a sizeable Chapter in those Pre-War days. By December, only 21 men remained and by March, 1943, only seven Phi Sigs were left on the campus as the brothers went into military service.

The University agreed to take over our lease at 945 Temple, and converted the house into a girl's dormitory. The seven remaining brothers moved into the Delta Sigma Phi House which was formerly located at the corner of 17th Street and Rose Avenue. With the end of the Spring Quarter, only one active member of Phi Sigma Kappa remained on the campus. Before he left for the war, Brother Billy Bob Carter, chapter president during 1941-43, with the help of the local alumni, initiated the one remaining pledge so that one Phi Sig would be left on the Campus.

There was always one or more Phi Sigs on the campus during those war-torn years, and a Phi Sig newsletter followed the brothers in the armed services to all far corners of the world giving them news of each other. Often a brother reading his newly arrived newsletter would note that a brother Phi Sig was stationed only a few miles away, and there would be a joyous reunion. Phi Sigs, many from other chapters, continually wrote in asking to be put on the mailing list for this newsletter.

With the ending of the war, thoughts turned to reestablishing the chapter on the campus. During the fall quarter of 1945, there were 12 Phi Sigs on the campus, and we held our meeting in Ayres Hall or in good weather, at the base of the flag pole in the rear of Ayers Hall.

Plans to re-form the Chapter were discussed. Unfortunately, the chapter had no physical assets. Brother J. Bryant Kirkland, now Dean of Education at North Carolina State; Brother Joe Elliot, Editor of The Progressive Farmer

Magazine; and Brother Jim Anderson who was later to serve as administrative assistant to Dr. Brehm during his years as president, were on the faculty at UT , and served as a member of the Alumni Advisory Committee when the chapter closed down in 1943 and during the war years. Our old furniture was sold, after the university took over our lease at 945 Temple, to a junk dealer for \$300.00 , which was used to pay of the chapter's indebtedness, as far as it would go, at the rate of ten cents on the dollar.

PERIOD II 1945-1966

With the ending of WWII, Phi Sigs began to return to the campus. We had no house, no furniture, no money, and nothing to return to except a bond of brotherhood cemented by memories of Pre-War fraternity life. This bond was strengthened by the newsletters which during those four war years, continues this brotherhood.

There were no houses were for rent in those days. The establishment of Oak Ridge and the growth of TVA had developed Knoxville into one of the nation's critical housing shortages. Nevertheless, we looked for a house to rent for many weeks. Several times during those days, we passed the corner at Laurel Avenue and 13TH Street, and the house at 1301 Laurel Avenue always caught our eye. We finally decided to buy the house at 1301 Laurel Avenue.

A brother in Law School checked the title of this property and discovered it was owned by Maryville College. One of the brothers hitch-hiked to Maryville to talk to the president of the College who advised him that the house was not for sale. He was referred to the chairman of the Maryville College Finance Committee.

With the help of Brother Kirkland and Brother L.B. Bolt, who was then an attorney for the TVA, a formal bid for \$14,000 was drafted and submitted.

After several weeks, we were advised that there were other bidders, but that if we would raise our bid to \$18,500, Maryville College preferred to sell to us. Again, we met with Brothers Kirkland and Bolt and our bid was formally revised to \$18,500 which was accepted.

The men in the chapter dug into their pockets and \$900.00 earnest money was borrowed from the following active members:

- Brother P.B Conley Jr.
- Brother M.G. Miller Jr.
- Brother L.C. House
- Brother Jack Black
- Brother W.O Schaad Jr.
- Brother Henry H. Herbert

Brother Earl Schoening was Secretary-Treasurer of the Grand Chapter (which had almost gone broke during the War). We persuaded the endowment trustees to agree to lend us one dollar for each dollar we raised locally, either from loans or donations from their dwindled endowment fund.

Very little money was raised, but from within the chapter again, mostly from Brothers Herbert and Schaad, additional funds were raised to total \$2,600. Although the Grand Chapter had agreed to and was agreeable to matching this, complications developed which prevented our taking advantage of the Grand Chapter's offer.

Another chapter meeting was held, attended by Brother's Kirkland and Bolt. This time it was in our new house at 1301 Laurel Avenue, a house bare of furniture, in August of 1946. Again brother's Schaad and Herbert were called on, and again, they responded. Each agreed to increase his total loan to \$3,000. This gave us a total of \$7,800 raised from loans within the chapter and from Brothers Bolt and Kirkland, at a time when past history made a loan almost the equivalent of a donation because of the great uncertainty that the loan would ever be repaid. No one was more aware of that than the men in the chapter and especially the brothers who made the loans.

Fortunately, with the assistance of Brothers Bolt and Kirkland, sound financial plans were made by a chapter determined not to repeat the Pre-War mistakes where unpaid member's bills almost bankrupted the fraternity and even during 1942-43, creditors sat in our living room waiting the treasurer's return from class. All financial control was vested in the Xi Deuteron Alumni Association to be exercised through a finance committee composed of the five active brothers who had made the loans, myself, and brothers Kirkland and Bolt. The chapter itself would have no voice in chapter finances until these loans were repaid. I resigned as president, to be succeeded by brother L.C. House, and was hired as the first Post-War Treasurer in charge of all chapter business activities, actually serving as treasurer, house manager, steward, and responsible only to this finance committee.

When rush week began in the fall quarter of 1946, we had 14 actives and five pledges, and a house with no furniture. We rented a truck and visited brother's Bolt, Kirkland, and other Knoxville Brothers, and borrow choice pieces of furniture from their houses. Fortunately our new furniture arrived during the second day of rush, and by the end of rush week, the Phi Sigs were back on campus with 112 actives and pledges, all but two of whom were veterans of WWII. Their ages ran from eighteen to thirty-one, and ex military ranks went from Private to Lt. Colonel, with an average age of about 25.

Yet, starting from scratch with only fourteen members, no house, no furniture and no money, within a year, the Phi Sigs became the most powerful fraternity on the campus.

Our first act, after rush week, was to have Nayaihli intermission parties during which we wine and dined over 400 of the campus big shots on two different nights. Our own grizzled veterans donned white coats and aprons, acted as waiters, bar tenders, and chauffeurs. Brother Tommy Johnston furnished a V.A. photographer who took pictures of each couple, and the whole campus knew that the Phi Sigs were back.

In the winter quarter, Brothers Gordon Sams and Joe Rogoski took control of a political party which hadn't won an office in nine years. They made political deals which enabled our party to sweep every elective office during the spring elections.

For the next fourteen years, a Phi Sig headed this political party, and we have never again been in a losing election. During these fourteen years, four Phi Sigs served as president of the student body, and we held many other offices. In the Fall Quarter of 1954, twenty three Phi Sigs headed campus organizations as President, Editor, etc.

During those years, the Xi Deuteron Chapter influence was also extended to our National Conventions. The question was always, "What does Tennessee say about that". Brother Bolt who served as Grand Chapter Vice President for many years, and later brother Harold Pierce, who succeeded him to become the youngest Grand Chapter Vice President in history, (and later the youngest Grand President) and our delegates, for many years, have been in the thick of Grand Chapter political activities.

Our financial planning during those early Post-War years also had paid off. Until 1956, the Alumni Association controlled the Chapter Finances. They hired the Treasurer who was responsible only to the Alumni, and set fees and dues, controlled expenditures, and made financial policy through its Alumni Board of Directors.

As each brother who had loaned the chapter money graduated, his loan was repaid. In one brief period after these loans were repaid and after many of the veterans had graduated, financial control once again lapsed into the chapter. Financial disaster followed, and within the short space of one year in the late 40's the chapter went \$11,000 in the red. The Alumni Association once again resumed control and once again hired an active member to act as treasurer. During those years from 1946 to 1956. The treasurer was appointed by the Alumni Association, and the

chapter had no voice in his appointment. He functioned as a paid business manager and exercised those functions now exercised by the treasurer, steward, and house manager, with two assistants who were trained to succeed him, swapping off the jobs of accountant and steward. Except for that one year, Brother W.O. Schaad or I, as alumni financial advisors, signed every check written for chapter expenditures from 1946 until 1964 then Brother Coleman McDuffey, who served three years as treasurer, became Alumni Financial Advisor, to be followed by Brother Bob Witt in 1966 when Brother McDuffey moved to Louisville.

Naturally, many times the chapter was unhappy with Alumni Decisions and with our choice of treasurer, but the chapter grew financially stronger. Within ten years, (by 1956), we were able to pay off our 20-year \$14,800 mortgage on the house. The house was refinanced prior to the Fall Quarter of 1956 and \$12,000 went into improvements. The front porch was rebuilt, a new kitchen built, the downstairs floors which had been sanded to the nails, was tiled. Among other improvements, the old war surplus bunks and mattresses were discarded for new interspring mattresses and bunks.

From 1946 to 1956, all men who lived in the house were charged for three meals a day. Out-of-Town men who did not live in the house were charged for daily lunch and dinner, Knoxville men for lunch, and all bills were payable monthly in advance, no pay, no eat and move out of the house. We didn't have draft lists in those years. The 14 men who planned the chapter development in 1946 looked for a house which would sleep 40 men and feed 60 people at one time. During 1946-51 men lived in the house, and men waited to move in at the first vacancy.

In recent years, when the capacity was 32, I have been asked where we kept 51 men. The Hole and Roost were barracks style. Fourteen men lived in the Hole and twelve men on the Roost. Four men to each of the front four rooms on the second floor, three in the room at the head of the back stairs, and four in the back room. Brother Rogoski and I shared a room in which we awakened to find rats playing with our hair. Every time we entered, we could hear a scamper of scurrying feet and see the rats dash for the holes leading out into the garage. We kept quiet about the rats, however, and rented the room out to brothers with dates during the winter months.

Our chapter strength was maintained at 125 men almost continuously. No preferential treatment was given to married men, seniors, or graduate students either as rewards, finances, or activities. Neither were there any suspensions. A man was either in or out, and out meant expulsion. There were no called meetings. Every one was expected to attend every function, including work parties.

We had very little trouble, despite the harsh sound of this, for this was the accustomed way of life to the WWII veterans, and it carried over after they graduated. There were very few fines, and very little special assessment. The chapter was allowed one dollar per man per month for social activities. There were no rush fees or work fees. Each year, the chapter's profits were poured into the Alumni Sinking Fund, so the chapter could start out anew financially each fall. There were practically no uncollectible accounts.

The brothers worked in county and city elections in 1947 and raised \$700 which was used to build the Carnation Room and install the driveway by the side of the house. All of the work was done by the men in the chapter. That included complete rewiring of the house, plumbing work, carpenter work, installing the terrace, etc.

In 1956, after the \$12,000 refinancing, the chapter was allowed to once again elect the treasurer and run their own finances. There were, however, several restrictions:

- 1) Each member was to make a \$50 deposit at the start of the fall quarter to secure his bill.
- 2) The alumni advisor was still to sign all checks and supervise finances. (In 1962, the chapter treasurer started, at alumni request, to co-sign checks with the alumni financial advisor)
- 3) The chapter was to pay the Alumni Association \$400 monthly rent for eight months of the school year.
- 4) Any time the chapter couldn't pay their bills, there was to be a special assessment sufficient to pay all bills.

These rules are still in effect except that the rent is now \$500 monthly, and men living in the new house pay their room rent directly to the University.

Unfortunately, after 1956, the financial operations deteriorated to a very inefficient operation. Special assessments have steadily increased due mainly to little or no food control in the kitchen. Cost controls have been abandoned. Several thousand dollars have been lost by men leaving school and not paying their fraternity bills.

As the chapter finances deteriorated, the chapter also deteriorated. In 1958, the Phi Sigs won both softball and basketball and had a strong chapter, but by 1961, the chapter was down to under 50 men and only pledged 17 new men

during rush. Morale was low, and leadership almost nonexistent. Special assessments amounted to \$45 per active member in the Spring Quarter of 1961.

During these three years from 1958 to 1961, there was very little alumni supervision. Brother Bolt had stepped down as Chapter Advisor in 1958 after serving in that capacity since 1946 when brother Kirkland moved to North Carolina. We still signed the checks and collected our \$500 monthly rent, and made sure that the bills were paid. We paid off the \$12,000 refinancing and owned the house free and clear. Yet, even with the house all paid for and with 700 men going through rush, only 17 men were pledged in the fall of 1961.

I was asked by the alumni to become Chapter Advisor in 1961, and was appointed shortly after rush week that fall quarter. At the first meeting, I had to suspend the meeting because there wasn't even a quorum of the active chapter present at a regular chapter meeting. I told those present that if the others were not interested and the chapter wanted to expel, not suspend, but expel those who were no longer interested. I would go along with them. I also told them that if their officers weren't carrying out their duties and they wanted to elect new officers it wouldn't be the first time it had happened. The next Monday night, every active member was present.

The Chapter didn't really begin to come to life until the fall quarter in 1962. This was after Brother Bolt and I had taken mild disciplinary action against the chapter in the preceding summer quarter, particularly against two acting officers.

Moral was very poor at the start of the fall quarter. During work week, brothers Bolt, Rogoski, Sams, Harry Jones (a former two time president of the chapter who had also served as president of the student body) and I, called a meeting and delivered an ultimatum. Only twelve men were living in the house. If they weren't interested in having a fraternity house, we would close it up. If they didn't want a fraternity, we would surrender the charter to the Grand Chapter until we could find men who were willing to work to put the chapter back on top where it belonged. We couldn't go on the way we were going. We wanted the house filled, and we wanted at least 50 new pledges in the coming rush week, otherwise we would take it for granted that they didn't want a fraternity.

They didn't pledge 50 new men, but they did pledge 34 new men, twice as many as the previous year. After the pledge banquet I had a little talk with Brother Ken Reel, the chapter president, about poor organization, rush, and

so-so effort getting so-so results. Also as to why he had permitted dirty songs and dirty jokes at the pledge banquet.

Sunday morning, the chapter had a meeting and before the day was over, the chapter had pledged seventeen additional men. They went over the lists in the Sunday morning paper, made a list of Rushees they were interested in and hadn't pledged a fraternity. The brothers split up and went after them. They had the 50 pledges the alumni had asked for.

The chapter had come alive. At the first post rush-week meeting, morale was sky high. The chapter had learned that work and organization did pay off and that 100% effort got 100% results. Brother Reel, the president, and Brother Ray Henry, pledge captain, had spent considerable time on their plans for that meeting. It was probably one of the best organized meetings ever held at 1301 Laurel Avenue. Everything for the coming quarter was well planned, including plans for getting back to #1.

The chapter worked hard that year and made progress. In the Fall Quarter of 1963, 65 men were pledged. In the fall quarter of 1964 the chapter was turning away men who wanted to pledge Phi Sigma Kappa. Men were calling the house wanting to know what they had to do to pledge. The chapter finally had to quit pledging after they had pledged 82 men. The top 82 men going through rush. For days after that alumni were stopping me on the street and calling me to ask how on earth we pledged this boy or that boy for he was supposed to go SAE or Sigma Chi, etc. There was no question but that the Phi Sigs got the boys the other fraternities wanted. 1965 was also a very successful rush week, and 1966 saw the Phi Sigs again leading all other fraternities in rush.

Too much credit can not be given to Brothers Ken Reel, Ray Henry, Roger Jenne, and the other presidents and officers who served during the time the chapter started back in the Fall Quarter of 1961 and during the quarters which have followed. Nor can too much credit be given to the chapters of 1961-1966 and the brothers within. These were the brothers who paid the price to put the Phi Sigs back on top where they belonged. These were the brothers who worked and sacrificed to get the chapter ready to take on the obligations of a new \$300,000 fraternity house, even though they knew they would never live in this house themselves. These were the brothers who worked to learn, who planned and organized their effort, and who trained and taught the new brothers to capitalize on their success and avoid their mistakes. Did they succeed?

In the school year 1965-66, the Phi Sigs won the Volley-Ball Championship and spirit of the Hill Trophy in

the Fall Quarter. They won All-Sing and were runner-ups in basketball in the winter quarter. They were Carnicus finalists and won the softball championship in the spring quarter. No other fraternity could match those achievements.

Nor can too much credit be given to Brother Frank Hendrix who became chapter advisor in May, 1964. He worked with the chapter during these past two years while Carl Wampler and I worked on the plans and construction of our new house. And to Coleman McDuffee and Bob Witt, who have worked with the chapter as alumni financial advisors during this period.

I have written this brief history to acquaint our undergraduate brothers with the problems and mistakes through our years from beginning to present. These problems forever remain the same and chapter minutes taken in 1965 read almost verbatim to those of 1926-money, manpower, parties, events, etc, I also wrote this to acquaint them with one proper solution to these problems.

During our second historic period, alumni twice relaxed their vigilance, and twice disaster struck, in 1948 and again in 1959-61. I would also like to call attention to the fact that this experience suffered in 1959-61 was not unique to our chapter. All Chapters on campus suffered the same experience. Those without alumni assistance suffered much more than those with alumni assistance. One fraternity went inactive and has never returned. One fraternity got down to seven men, and their national fraternity transferred members from other colleges to UT to help them rush. Several fraternities had less than 20 members and were pledging twelve or fourteen men. These chapters are in the process of recovering even today, but no fraternity on this campus, or perhaps any campus, has accomplished the results by the men of Xi Deuteron or accomplished financially what we have accomplished within the past twenty years.

During my work with alumni representatives of other fraternities, and with university personnel, it was very apparent that we had solved the problems still plaguing the other fraternities. Many times university officials told me that, except for scholarship, Phi Sigma Kappa was one of the top fraternities at UT, and that we had the best financial record of any fraternity on this campus, and I might add that this is also true as pertains to our standing within our National Grand Chapter.

Yet, with our house all paid for and over 800 freshmen going through our house at the beginning of rush week, it took us from the fall quarter of 1961 to the fall quarter of 1964. Three years with considerable alumni assistance to accomplish what we accomplished back in 1946, in just one

year, starting with no money, no house or furniture, only 14 men and very little alumni guidance. Why was that?

The difference was that in 1946, our chapter was composed of mature men. The average age of the brothers who graduated with me was 27, my exact age at that time. Two were thirty-three years of age and the youngest was twenty-four. Our entire chapter, even after rush week swelled our ranks to 112 members and pledges was composed of WWII Veterans who were accustomed to planning, organization, and concentrated 100% to this effort. This was all lamented by a bond of fraternal correspondence, via the Phi Sig Newsletter, between the returning members, the fourteen men, who were the leaders in the fraternity, with announced plans for making the fraternity the best on this campus.

That is why we selected the house at 1301 Laurel Avenue. It had an imposing appearance and could feed sixty men at one time, and we planned for a chapter of in excess of 100 men. We rejected several houses because they would only sleep 24 men and had limited dining space- all of this where we had less than \$140, and we didn't know where the money was coming from to pay for it, yet we were sure of our ability to raise the necessary funds. Our rushing slogan that year, when the SAE's, ATO's, Sigma Chi's, Kappa Sigs, and Phi Gams, who had not closed their houses during the war, with a years start on us and much more to work with already had chapters of up to 150 men before rush week even started, was "we are going to be the top fraternity on the campus, and you can help us. Join those other fraternities, and you will be lost in the crowd. Join us, and you can move to the top". Many of the men we pledged were not rushed by any other fraternities. We were not interested in social background, scholarship background, or anything except manpower to pay our financial obligations.

During the war , you didn't select the men in your outfit. You took what you were given and made soldiers out of them, and we knew that we could take any ex-G.I. and make a top fraternity man of him, and we did. Despite our membership which soon grew to 125 men, we had a close fraternity. With 51 men living in the house, fraternity activities centered in the house. We partied together and waked together.

This is no longer true. Our pledges are 17 or 18 years old with practically no experience in planning or organization, and accustomed to much more adult guidance than we were accustomed to at that age. They have to be taught and trained, and that is why it took three years to accomplish in the early 60's and only one year with far fewer physical assets in 1946. I doubt if any other fraternity ever had, or ever will have the assets that the

men of 1946 had because those assets far exceeded any mere physical assets.

We still have the same problems, but now our older undergraduate brothers have assumed their training, and they, in turn teach the newer men each year. In 1961 and 1962, we taught our men that all officers had three jobs:

- 1) to do his job better than anyone else could do it.
- 2) To learn the job of the man up over him so that when he moved up, he could do a better job than the man he replaced,
- 3) To train the man under him so that when this man replaced him, he could do a better job than he had done.

We also instilled in these men two desires:

- 1) If a job is worth doing at all, it is worth doing to the best of your ability
- 2) If you belong to an outfit, have enough pride in yourself to want to belong to the best, and work to make it the best.

How well did this training take? How well did the men in 1961-1966 learn the above lessons? Our record from 1964 to 1966 speaks for the excellent work done by the brothers of 1961-1966 Chapter for the brothers who follow:

- 1) Winner of Spirit of the Hill Trophy-Fall Quarter
- 2) Intramural Volleyball Champions-Fall Quarter
- 3) Winner of All-Sing, Winter Quarter
- 4) Runner-ups, Intramural Basketball Championship, Winter
- 5) Finalists, in Carnicus, Spring Quarter
- 6) Intramural Softball Champions, Spring Quarter.

There were other accomplishments, but these were the major ones. Yet in 1962, the Chapter won one trophy two inches high, by Coleman McDuffee in the President's Tricycle Race, he was the only president small enough to sit in the tricycle. In 1961 we pledged only seventeen men during rush, yet by 1964 we were turning them away and getting the best men going through rush.

This is why close rapport between the alumni and the chapter is important. The fraternities with close alumni cooperation and guidance are the top fraternities on this campus consistently. That is why it is important that the

officers and older brothers take their positions of leadership seriously and accept the responsibility as well as the position.

Already in this 1966 Fall Quarter, the Phi Sigs have led all other fraternities in rushing and again repeated as volleyball champions. At the football games, even the new freshmen are accustomed to hearing the Phi Sigs "orange and white cannon boom" when Tennessee scores. The Phi Sigs are off to another top year. Let's keep it that way.

The chapter by now has learned how to accomplish their objectives. In addition to continuing the good work done by the 1965-66 chapter, the chapter must improve on their record, and the chapter each succeeding year must improve on the record of the previous year.

Two major unsolved problems face our Chapter:

- 1) To install and perfect budgeting control over our financial operation.
- 2) To materially improve our scholastic standing to where we will consistently be in the top three.

Too many people take a negative attitude and say the Sigma Chi's, for example, always finish in the top three scholastically because they pledge only men with top high school grades. Bunk!! That is pure rationalization, or in the business world, it is known as a "weak excuse".

Positive thinking is the answer. I have seen high school honor students in our chapter flunk out. And I have seen Phi Sigs with average high school grades become honor students.

The power of positive thinking together with a desire to make good grades is essential. Then intelligent scheduling of time, and determined applications of good study habits from every man in the chapter will put us in the top three. But again, the brothers who have learned how will have to train the others and guide them until they have also learned how and can, in turn, train others. We may not achieve our goal this year, but the work you do this year will be reflected in the Chapter's standing next year and in the following years, just as the success you are enjoying reflects the work of the brothers from 1961 to 1966.