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**Difference-makers** | Changing lives with their time, talent and treasure

## Sigma Phi Epsilon mourns the loss of Bill Schreyer



### WILLIAM A. SCHREYER

Pennsylvania State '48; Chairman Emeritus Sigma Phi Epsilon Educational Foundation; Board of Governors member; Member of the Hall of Honor giving level, Donor since 1976

By **CHUCK WHITE**, Western Michigan '62, Retired Executive Director, Sigma Phi Epsilon Educational Foundation

I will always remember Bill, his smile, our quiet conversations, and his optimism; his great love for Sigma Phi Epsilon where he spent some of his most formative years with people he never lost contact with; and his unconditional confidence in the undergraduate SigEps.

In 1978, after 30 years away from active contact with his Fraternity, Bill Schreyer re-engaged. The impetus was the Fraternity being made aware of what he had accomplished building his career at Merrill Lynch & Company. He was on the fast track to become Merrill's President and was nominated to be a recipient of the Sigma Phi Epsilon Citation for Career Achievement. He accepted his nomination and attended the 1979 Conclave in Cincinnati. At Merrill Lynch he saw the possibilities in the global market place and successfully took it there as head of its capital markets division in the early 80s. In 1982 he became Merrill's President and in 1985 Chairman and CEO.

I was serving as Executive Director of the Fraternity and the Foundation at that time and therefore, I was responsible for his arrangements in Cincinnati. Bill was easy to work with, very humble and interested in all that was going on at the Conclave. As a result, he came away impressed with SigEp undergraduates and Sigma Phi Epsilon's progress.

Following the Cincinnati Conclave Bill joined the Sigma Phi Epsilon Educational Foundation Board of Trustees and immediately developed a friendship with Curt Carlson. In 1981, at the same time he was becoming Merrill's leader, he agreed to be Chairman of the Sigma Phi Epsilon Foundation, but only if Curt Carlson would be his Vice Chairman. Curt agreed and they served together as the Foundation's leaders for 14 years.

Their close relationship continued until Curt's death. Over the years they jointly hosted the Board of Governors' dinners at Conclaves and created a comedy routine that everyone looked forward to. They also formed a fund raising team which resulted in a successful Campaign for the Heart that raised \$7 million between 1991 and 1993.

I was fortunate to be President of the Educational Foundation at the time of Bill and Curt's leadership. During our Campaign for the Heart, I spent many days in Bill's office cultivating donors and arranging a meeting for me with

our alumni like Bob Stempel, Chairman of General Motors and Red Poling, Chairman of Ford Motors. People responded to a call from Bill Schreyer.

Most personally rewarding to me was the quiet time we would have after work, at Conclaves and special events we attended together. Bill always liked to reflect on what took place and what we had learned. I always looked forward to him saying, "Chuck let's get a Smirnoff and talk." That was not always a certain sign we were going to have a nice quiet time. I remember clearly once in Dallas as we were leaving a Board meeting to review progress on the Campaign for the Heart he said he wanted to talk. His message that day was the concern of the Board with the Campaign's progress. He conveyed that message with great clarity and then he added his own thoughts. He told me that he was not disappointed because he knew how hard it was to raise money and he had complete faith that working together we would be successful. His optimism and his always keeping the big picture in view prevailed and we ended up having the most successful campaign of any Fraternity to that point in time.

What I learned from Bill was to live in the big picture and always work with the possibilities. He had a unique leadership style that increased enthusiasm and brought his team with him to great success. He knew that pessimists are correct at a given point in time but never over the long term.

## Welcome!

The Sigma Phi Epsilon Educational Foundation would like to welcome the newest members of our donor family. Your investment in SigEp is greatly appreciated.

To view a list of these donors, please go to [www.sigepfoundation.org](http://www.sigepfoundation.org) and click on "Donor Family."

# Providing chapter scholarships has never been more important!

At the heart of the Educational Foundation's commitment to academic excellence, we provide scholarships that enable and encourage students to pursue their diploma and worthy endeavors on campus and in the community.

Now, imagine if all our chapters awarded \$25,000 in scholarships each year.

Instead of being

just an outstanding fraternity, SigEp would become a premier student organization better able to attract and retain the best and brightest on campuses across the country.

\$25,000 per year is generated by 4.5% of an endowment of \$556,000. And if every chapter had an endowment that size, our combined scholarship resources would be \$139 million. We would truly be a valued partner in

higher education. \$556,000 won't fall out of the sky, but it might rain one drop at a time.

Every chapter already has at least one fund for their own purposes.

Your chapter can get there in five years with 100 donors. First, you need three lead

donors to each give \$7,500 for five years. Then, if donors give \$77 per month for five years, you're there. Some will give more and some will give less, but it will average out.

Year one will provide \$5,000 in scholarships, building to \$25,000 after year five.

**You're five years from providing undeniable proof that SigEp is committed to higher education on your campus. Let's find your 100! Call the Foundation at 804-421-GPA1 (4721).**

## CHAPTER SCHOLARSHIP FUNDS ARE:

- a great recruiting tool to be able to say that your chapter gives a scholarship to deserving recipients
- an excellent way for an alumnus to contribute to the leadership of his own chapter
- an opportunity to create a scholarship or fellowship to encourage undergraduate or graduate study in a specified discipline (medicine, science, humanities, law, etc.)
- a means to recognize outstanding leaders permanently (by naming a fund for a founder or an outstanding alumnus, for example)



### KENT HICKMAN

University of Colorado '61; Board of Governors member; Member of the Chairman's Circle; Donor since 1969

The Foundation has greatly facilitated my tax deductible SigEp donations by permitting the establishment of funds that benefit individual chapters. I began using targeted giving at my home chapter, Colorado Alpha, when it was re-chartered after a few

years of dormant status. **The chapter identified a need for leadership training so I established a fund at the Foundation that gives small grants to help Brothers attend Leadership Continuum events.** The grant program was so successful that I established it at two brand new chapters at DC Delta and DC Gamma.

Later, I found that the two new chapters in DC had no endowments for Balanced Man Scholarships and very small alumni rosters from which to pull in contributions. So I was able to use targeted giving to jump-start their BMS endowments at the Foundation while requesting that the chapters attempt to match my contributions.

I try to balance my targeted giving by making additional unrestricted donations through the Board of Governors.



### BRYAN KAMINSKI

Johns Hopkins University '06; Board of Governors member; Member of Bailey's Brothers; Donor since 2007

Giving is personal. We all have our own reasons to make a contribution to an organization. I give to the organizations that have made an impact on me, and try to give both specifically and broadly. I like to give broadly to things like the annual

fund in order to provide flexibility to where funding is most needed. At the same time, giving specifically, on a local level, is important to me as it allows me to see an immediate impact of a gift going to benefit an undergraduate or a program, initiative or scholarship. It helps that my employer matches nearly 100% of my giving to non-profits like SigEp.

**Since not all undergraduates will have a chance to benefit from SigEp's leadership and scholarship programs, giving to chapter-specific funds through the Educational Foundation is a great way reinforce SigEp's mission at the local level.** It makes funds available to chapters for programming and individual undergraduates through scholarships creating an enhanced undergraduate experience, and hopefully building a foundation for future giving when members graduate.

*We would like to welcome the following new donors to the Board of Governors:*

**Zach Bryson**  
Cincinnati '09

**Dave Burgstahler**  
Kansas '90

**Gene Cheval**  
Rutgers '10

**Steve Fingerman**  
Cincinnati '05

**Kevin Fleming**  
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Minnesota '98

**Dan Kraninger**  
Villanova '93

**Jon Kucera**  
Virginia '69

**Joe Lavoie**  
Massachusetts '08

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Oregon State '75

**Kirby Noel**  
Tufts '91

**Matt Parrish**  
Georgia '08

**Geoff Rehnert**  
Duke '79

**Walter Scott**  
Colorado State '53

**Darron Trobetsky**  
Indiana University of Pennsylvania '94

**Rick Ward**  
Alaska-Anchorage '03

**Gerald Whitt**  
Duke '72

**Scott Zajac**  
Truman State '83

### Lifetime Giving Levels

**Hall of Honor**  
\$5,000,000 and higher

**Sigma Circle**  
\$2,500,000-4,999,999

**Phi Circle**  
\$1,000,000-2,499,999

**Epsilon Circle**  
\$500,000-999,999

**The Sigma Senate**  
\$250,000-499,999

**Chairman's Circle**  
\$100,000-249,999

**Red Door Trust**  
\$50,000-99,999

**Brothers of the Heart**  
\$25,000-49,999

**Bailey's Brothers**  
\$10,000-24,999

**Zollinger Associates**  
\$5,000-9,999

**Ryland Hall Society**  
\$2,500-4,999

**Medallion Club**  
\$1,000-2,499

**Phillips Society**  
\$500-999

**Excelsior Club**  
\$250-499

**Trustees Honor Society**  
\$100-249

**Corinthian Society**  
\$25-99

**Founder's Circle**  
\$1-24



## IN SYMPATHY

*The Educational Foundation would like to offer our heartfelt sympathy to the families of:*

**Alfred L. Davenport** (University of Southern California '43), a donor since 1971, was a member of the Medallion Club giving level.

**Thomas F. Dudley** (University of Oklahoma '52), a donor since 1975, was a member of the Phillips Society giving level.

**James W. Ellwanger** (New York University '42), a donor since 1969, was a member of the Phillips Society giving level.

**Nick A. Megas** (University of Florida '48), a donor since 1976, was a member of Ryland Hall Society giving level.

**Joseph B. Middleton** (North Carolina State University '62), a donor since 1976, was a member of Medallion Club giving level.

**G. Burl Rainwater** (University of Tennessee '58), **Order of the Golden Heart**, and a donor since 1979, was a member of Medallion Club giving level.

**Willard M. Robinson** (University of Richmond '57), a donor since 1984, was a member of Ryland Hall Society giving level.

**Wayne L. Roelof** (Utah State University '51), a donor since 1969, was a member of Medallion Club giving level.

**Jerry L. Stroud** (Indiana State University '60), **Order of the Golden Heart**, Board of Governors member, and a donor since 1967, was a member of Chairman's Circle giving level.

**Newton H. Webb** (University of Michigan '49), a donor since 1975, was a member of Medallion Club giving level.