



Alpha Beta Gamma

National Business Honor Society of Community, Junior, and Technical Colleges

Registration Now Open for Leadership Conference 2019

Date: Thursday, April 4 – Sunday, April 7

Place: Omni Jacksonville Hotel

245 Water Street, Jacksonville, FL 32202

Cost: Conference Registration Fee of \$200.00 per person.

The 2019 Annual Leadership Conference is quickly approaching! We are excited to announce that this year's conference will be held at the Omni Jacksonville Hotel in Jacksonville, Florida. It will begin Thursday April 4, 2019 and runs through Sunday April 7th.

Included in Conference Fee: Thursday evening Meet & Greet with snacks; Friday morning breakfast and lunch; Saturday morning breakfast; Saturday evening Awards Banquet. (Advisers dinner with CEO is on Friday evening.)

All annual reports, chapter award nominations, and essays should be emailed to webmaster@abg.org. THE DEADLINE TO SUBMIT ANNUAL REPORT, CHAPTER AWARDS AND ESSAYS IS **FRIDAY MARCH 8, 2019**. THIS IS A FIRM DEADLINE DATE, NO LATE SUBMISSIONS WILL BE ACCEPTED. Please visit www.ABG.org for registration and information and submission forms.

Send registration form with payment to Marc Zagara before **March 1**. We also now accept PayPal! Instructions for sending payment via PayPal can be found at the bottom of the registration form.

Accommodation reservations must be made directly with hotel. Please call (888) 444-6664 to make reservations. Room Rates are \$139.00 plus tax, single or double occupancy, Deluxe King or Double/Double. \$10.00 for each additional guest over 4 in a room. Reservations at this rate must be made before 3/4/19. The Jacksonville Airport is 20 minutes away.

We are looking forward to seeing you at the Omni Jacksonville Hotel in Jacksonville, Florida!

Conference Timeline

Check-In: 3pm Thursday, April 4

Meet & Greet: 7 - 9pm, Thursday, April 4

Workshop Presentations: Friday and Saturday mornings

Awards Banquet: Saturday evening

Check-Out: 12 noon Sunday, April 7

ABG National

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THE HONORS JOURNAL
of Alpha Beta Gamma

Editor
Danielle Lovely

Chief Executive Officer
John D. Christesen

Send articles to
webmaster@abg.org

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2019 Leadership Conference

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Letter from the Editor



Welcome to the Fall 2018 edition of The Honors Journal! This edition highlights the upcoming annual Leadership Conference, to be held in Jacksonville, Florida. In addition to registration information and event timeline details on page 1, throughout this edition you will find a full listing of all chapter awards as well as individual awards and essay competitions that students and alumni may be eligible to win. The March 8 deadline will be here before you know it, so start submitting those annual reports, award nominations, and essays! All winners are announced at the conference awards banquet. I've also added a short list of Things to See & Do in Jacksonville (page 9). I hope you will find the information helpful and fun!

Regular readers will note that our Chapter Spotlight feature is a bit different this edition; we are focused on the 2018 National Student Officers! As you flip through the following pages, please take the time to read each of the articles written by our National Student Officers. Submitting an article to The Honors Journal is a great way to showcase your writing and I hope to encourage others to submit articles in the future.

I am always looking for content, and especially would love to hear chapter news. What's happening in your schools, in your towns, and in your lives? Let me know how you are getting involved so I can share it with the ABG community in a future edition of The Honors Journal!

Let's make 2019 a great year for ABG!

Sincerely,
Danielle

LEADERSHIP CONFERENCE 2019

The following Chapter Awards will be presented at the 2019 Leadership Conference based on the Annual Reports submitted by each chapter (use Annual Report form, available from www.ABG.org). Chapters may request to be considered for any of the awards and may attach ancillary materials to the Annual Report.

The Brooks College Golden Key Award – to the chapter that displays overall excellence and serves as a model chapter for others to emulate. Chapters submit information on the Annual Report forms and may add supplemental information. The Scholarship Committee selects recipient. No special submission form required although nominations from other chapters are acceptable. A framed certificate is awarded to the winning chapter. This award is funded by a generous contribution from Brooks College’s Omega Chapter, thanks to Professor and Adviser Emeritus Dixie Towers.

Excellence in Financial Management – to the chapter that displays excellence in fundraising and cash flow management. The ability to finance special projects and events is important in this category. Chapters submit information on the Annual Report form. The Scholarship Committee selects recipient. No special submission form required, additional material can be attached to the Annual Report. A framed certificate is awarded to the winning chapter.

Excellence in Recruitment – to the chapter with excellence in recruiting by means of materials and marketing programs. Materials that can be shared with other chapters are most valuable. Chapters submit information on the Annual Report form. The Scholarship Committee selects the recipient. No special submission form required, additional material can be attached to the Annual Report. A framed certificate is awarded to the winning chapter.

Excellence in Campus Service – to the chapter that best serves the host college. Chapters providing ancillary learning experi-

ences in the business division are encouraged to document their activities in their Annual Reports. The Scholarship Committee selects the recipient. No special submission form required. A framed certificate is awarded to the winning chapter.

The Professor Donald Bertram Community Service Award – to the chapter that displays innovation in service to the community. Chapters submit information on the Annual Report Form. The Scholarship Committee selects recipient. No special submission form required. This award salutes Professor Donald Bertram, Faculty Adviser Emeritus. His chapter led the society in community service over many years. A framed certificate is awarded to the winning chapter.

Best Website – Winning chapter receives a framed certificate and \$300.00 stipend towards attending the following year’s conference.

Best Poster – Winning chapter receives a \$300.00 stipend and a framed certificate.



LEADERSHIP CONFERENCE 2019

The Individual Awards listed below require nomination forms or letters of recommendation for consideration. Please visit www.ABG.org/chapter-awards/ and click on the title of each award to download the nomination form. Complete the form and submit via e-mail to webmaster@abg.org by the deadline for award consideration.

Alpha Beta Gamma College President of the Year– Awarded to a college president who has demonstrated, over an extended period of time, inordinate support for the mission of Alpha Beta Gamma. Nominations from Chapter Advisers accompanied by Curriculum Vitae and photo are sent to the Scholarship Committee, which selects recipients for this award. Recipients will be awarded a framed certificate.

The Hausman Siegel Distinguished Chapter President Award– This award is presented to outstanding Chapter Presidents. Nominations can be made by the Chapter Adviser or officers of the chapter. The nominee should be an exemplary president whose tenure would serve as a model for all Alpha Beta Gamma officers to emulate. A letter of nomination which delineates the nominee's worthiness to receive this award must be attached to the submission form.

This award is funded by the Hausman Siegel Restricted Fund. Mr. Robert Hausman, former Chairman and CEO of the Board of Loews Hotels and Mr. Jerome Siegel, for Chairman and CEO of the Board of Titan Industrial Steel Corporation are the sponsors of this award.

A stipend of \$300.00 and a framed certificate are provided to the recipient.

The Professor Steve Graham Memorial Award– Awarded to a student who is nominated by a faculty adviser. Both must be in attendance at the Annual Leadership Meeting. Letter of nomination from chapter adviser is required. A stipend of \$300.00 and a framed certificate are awarded to the recipient.

The Joseph Perry Creativity Award–

Awarded to either an adviser or student who makes a significant editorial contribution to the Honors Journal. This award is funded by the Prof. Joseph Perry Creativity Fund. Recommendations for this award are made by the Editor in Chief of the Honors Journal and the Chief Executive Officer of the Society. A stipend of \$300.00 and a framed certificate accompany this award.

The Prof. C. George Alvey Distinguished Fellowship–

Awarded by the Scholarship Committee to the chapter adviser who emulates the significant contribution made to Alpha Beta Gamma by Adviser Emeritus, C. George Alvey of the Rho Chapter. A stipend that accompanies this award is funded by the C. George Alvey fund of Alpha Beta Gamma. Recipients become Fellows in the Society of Alpha Beta Gamma. A \$300.00 stipend and framed certificate accompany this award. Nominations by letter for this award should be sent to the Chief Executive Officer.

The Eva Bobrow Memorial Medallion of Excellence Award–

Each chapter adviser may annually recommend one outstanding Alpha Beta Gamman who in serving as an officer of the chapter has contributed in an outstanding fashion and achieved excellent results for the chapter. Use the Eva Bobrow Medallion of Excellence Nomination form.

The Papps Award– Award presented to an Alpha Beta Gamman who transferred to the Wharton School at the University of Pennsylvania. Awarded by the Scholarship Committee. Bruce Papps alumnus of the Delta Chapter and President of

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LEADERSHIP CONFERENCE 2019

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Papps Capital, contributed to the restricted fund which provides this award. The faculty adviser must submit the Papps Award Form. A stipend of \$300.00 and a framed certificate will be awarded.

Bruce Papps, alumnus of the Delta Chapter and President of Papps Capital, contributed to the restricted fund which provides this award.

Bruce Papps and Henry Kissinger.

The Cerrone Award– Awarded to a Chapter President who has done an outstanding job rejuvenating a chapter. The Cerrone Fund was created by Ray Cerrone, past President of the Delta Chapter. A letter of nomination from the faculty adviser should be sent to the Scholarship Committee prior to the Annual Leadership Conference. A \$300.00 stipend and a framed certificate accompany this award.

The Zagara Competitors Award– This award is named to recognize the significant contribution that Chapter Adviser Marc Zagara has made to Alpha Beta Gamma over many years and is presented to an athlete who is also an Alpha Beta Gamman. Nominations are sent to Professor Zagara who in turn advises the Scholarship Committee of the recipient. A stipend of \$300.00 and framed certificate are offered to the awardee.

The Ginny Fastje Best Student Presentation– Award will be determined by a vote of all students attending the Annual Conference. A \$300.00 stipend and framed certificate will be conferred upon the winner/winning team at the Awards Dinner.

Harold E. Tepool Award– In memory of Violet E. Tepool, mother of adviser Harold Tepool, will be given to the chapter with the best promotional material from chapter activities. In addition to submitting their annual report, chapters should detail all areas of the report in printed format and

saved on disk. Electronic media and desktop publishing should be used to create a stand-alone document on chapter activities, including photos, narratives and supporting material. A \$300.00 stipend and framed certificate will be awarded to the winning chapter.

The Pamela Donahue Award– Presented to the Best Faculty Presenter at the Annual Meeting. A stipend of \$300.00 and a framed certificate will be presented to the recipient selected by the Program Committee. Professor Donahue served as the first Chair of the Scholarship Committee.

Excellence in Administration Award– Outstanding college administrators from colleges which have Alpha Beta Gamma Chapters can be nominated for the Excellence Award by Faculty or chapter officers. The Scholarship makes recommendations to the Chief Executive Officer and awards are announced at the annual leadership conference. Recipients of the award receive a framed certificate. College Presidents cannot be nominated for this award since there is a separate award for Outstanding College Presidents. The certificate will be sent to the chapter adviser for an on-campus presentation.

Gaye Andersen Award of Excellence– Each year there is someone whose unique contribution does not fit into one of the society's existing awards. The Gaye Andersen Award of Excellence has been created to honor adviser Gaye Andersen whose unique contribution to the society over many years inspired all. The Chief Executive Officer of Alpha Beta Gamma shall select the recipient of this award with nominations coming from advisers and student officers or the executive committee. A \$300.00 stipend and framed certificate accompany this award.

Should Managers be Leaders?

By Heather Pfefferle

The comparison between managers and leaders is something we hear about often in the business world. While this is a well-debated issue and there has been an abundance of literature published on the topic, there is currently no single accepted theory that confirms whether all managers should be leaders, or if some managers should simply be managers. However, throughout the existing literature there are recurring ideas that appear again and again which indicate that leadership and management are not in fact the same thing. Leaders and managers have different skill sets that are rarely found in the same person, and organizations need both types of people to succeed. Often the terms “leadership” and “management” are used interchangeably, which shows that many don’t see the crucial difference between the two and the vital functions each role plays.

Management is often described as a function that produces order and consistency, and which is subdivided into the more specific tasks of planning and budgeting, organizing and staffing, and controlling and problem solving. This view of management has been derived from a methodology known as scientific management, which was developed during the late 19th century.

These managerial functions are still widely accepted in the workplace today and taught in business schools. Management then, is ultimately a set of well-known processes.

Conversely, in what many consider to be a ground-breaking article by Abraham Zaleznik, he states that “there are no known ways to train ‘great’ leaders.” This would indicate that leadership is something altogether different from management. Indeed, the characteristics of managers and the characteristics of leaders are inherently different. Leaders are considered as visionary, and are able to influence and motivate others. Managers are often considered bureau-

crats whose function is to plan, budget, control, and organize. These differing traits of leaders and managers can be compared to the theories of transactional and transformational leadership that surfaced during the 1980s and 1990s. Transactional leadership became known as the leadership style practiced by the manager, since it is based upon task completion and predictability, while the transformational leader is a person with a vision who is capable of motivating subordinates solely on the basis of persuasion and moral influence.

Leadership is associated with taking an organization into the future, finding and exploiting opportunities, and producing change. Change is required for an organization to move forward, and often there is risk involved. Therefore, leaders are often risk-takers who are creative and aggressive when it comes to facilitating change and securing the buy-in of stakeholders.

These qualities cannot be taught in the same way the processes and practices of management can. While there is usually a concrete path to becoming a manager, the traits that make a leader are more elusive.

While both management and leadership are crucial to an organization’s success, we should not expect to find both within the same person, as these are two very different roles. Managers are needed to maintain consistency, plan, budget, and handle the details of day-to-day operations, which are all essential to ensuring the accomplishment of an organization’s goals. Leaders are needed to look at the big picture and align the entire organization with the company’s mission and goals, and they need to have the power of persuasion. Some leaders may have the skills to make effective managers for a time, but these individuals tend to pass through management on their way to leadership, and will never reach their true potential or contribute all they can offer to an organization as a manager. Leaders need

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SPOTLIGHT: 2018 National Student Officers

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to know where the organization is going so they can develop policy and strategy, while managers should know the results of the operational actions and their areas for improvement. An organization will operate best with management's eye on the present and leadership's eye on the future.

Resources

Kaplan, R.S. and Norton, D. P. (1992). The Balanced Scorecard: Measures that Drive Performance. *Harvard Business Review*, January/February 1992. Retrieved from <https://hbr.org/1992/01/the-balanced-scorecard-measures-that-drive-performance-2>

Kotter, John P. (2013). Management Is (Still) Not Leadership. *Harvard Business Review*, January 2013. Retrieved from <https://hbr.org/2013/01/management-is-still-not-leadership>

Lopez, Raquel. (2014). The Relationship between Leadership and Management: Instructional Approaches and its Connections to Organizational Growth. *Journal of Business Studies Quarterly*, Volume 6. Retrieved from http://jbsq.org/wp-content/uploads/2014/09/September_2014_7.pdf

Zaleznik, Abraham. (2004). Managers and Leaders: Are They Different? *Harvard Business Review*, January 2004. Retrieved from <https://hbr.org/2004/01/managers-and-leaders-are-they-different>



There are two types of people who will tell you that you cannot make a difference in this world: those who are afraid to try and those who are afraid you will succeed.

— Ray Goforth

Successful people do what unsuccessful people are not willing to do. Don't wish it were easier; wish you were better.

— Jim Rohn

Try not to become a man of success. Rather become a man of value.

— Albert Einstein

Never give in except to convictions of honor and good sense.

— Winston Churchill

Stop chasing the money and start chasing the passion.

— Tony Hsieh

Success is walking from failure to failure with no loss of enthusiasm.

— Winston Churchill

I owe my success to having listened respectfully to the very best advice, and then going away and doing the exact opposite.

— G. K. Chesterton

Would you like me to give you a formula for success? It's quite simple, really: Double your rate of failure. You are thinking of failure as the enemy of success. But it isn't at all. You can be discouraged by failure or you can learn from it, so go ahead and make mistakes. Make all you can. Because remember that's where you will find success.

— Thomas J. Watson

Things to See and Do in Jacksonville

Riverside Arts Market features more than 100 juried artists that showcase Jacksonville's creative side, from handmade pottery, paintings and jewelry, to silk-screened shirts and unique accessories. The farmers market features local produce, artisan breads, gourmet spreads, fresh cheeses, and more. Three stages present live entertainment, such as regional bands, barbershop quartets, bellydancers, magicians, fire-eaters and jugglers.

When: 10 a.m. - 3 p.m. every Saturday

Where: At the end of the Northbank Riverwalk, under the Fuller Warren Bridge on Riverside Avenue in Jacksonville

Additional Information: <http://ram.riversideavondale.org/>

The **Springing The Blues Festival** is one of the world's finest blues music events, located at the Seawalk Pavilion in downtown Jacksonville Beach. This year it will be held on April 5th, 6th & 7th, 2019, for three great days of blues on the beach!

The All About Events Springing the Blues Festival Presented by Sawgrass Asset Management is a free, outdoor blues music festival that celebrates America's indigenous musical form. The three-day oceanfront event features national, regional and local blues artists on two stages. Its energetic lineup, incomparable venue, food court, artisan marketplace and kids area attracts an estimated 125,000 fans each year.

Visit <https://www.springingtheblues.com/> for artist lineup and more information!

Tree Hill Nature Center promotes environmental stewardship to the community through quality, hands-on educational programs and low-cost access to natural areas. Located in the center of Jacksonville, Florida, Tree Hill is the perfect place in the community to benefit from important environmental programs and experience family fun in a natural environment. Tree Hill is home to more than 50 acres of trails, a Florida Natural History Museum, butterfly and hummingbird gardens and native animals.

Open to the public Monday - Saturday from

8:00 a.m. - 4:30 p.m.

Additional information about events and attractions available from <http://www.tree-hill.org>



Cityscape of Jacksonville, Florida

The **Ritz Theatre and Museum** was constructed in 1999 on the site of the 1929 Ritz Theater, it is the premiere African American arts facility in the historical La

Villa area of downtown Jacksonville.

The museum's mission is to preserve the material and artistic culture of Northeast Florida and the African diaspora in an educational and entertaining manner, whereas the theatre is home to jazz, R&B, a contemporary concert series, a monthly spoken word event and a widely popular amateur night. If you want to see a show or be a part of one—the Ritz is the place to be. Visit <http://www.ritzjacksonville.com/> for event details, tickets, and more!

The Importance of Followership

By Jennifer Martinez

We have all heard that being a leader is important. One thing we do not hear is why it is important to be a follower. Think for just a moment, if we do not have followers do we even have leaders. Leadership is the action of leading a group of people or an organization.

Followership is the action of supporting the leader of a group of people or an organization. Now you might be asking yourself if followership is a real thing. The concept tends to be overlooked.

Leadership and followership go hand in hand. They depend on one another. Effective followers can shape productive leadership behavior just as effective leaders develop employees into good followers. In the discussion of leadership followership is important for many reasons. If an organization is to succeed there must be those that are willing to follow just as much as there are those willing to lead. Remember, everyone is a follower, even a leader, at some point or another. One should be able and willing to switch between both roles accordingly. You will come across situations where you find yourself needing to let someone else lead you. There is nothing wrong with being a follower. Followers are those that help get the leader's visions and goals achieved. Our concept about leadership is that it is primarily an influencing role. This means that in a position of authority, an individual influences others and is influenced by the actions and the attitudes of followers. In fact, one leadership theory is based on how managers adjust their behavior to fit situations, especially their followers. Thus, the nature of leader-follower relationships involves reciprocity, the mutual exchange of influence. The followers' influence upon a leader can enhance the leader or accentuate the leader's shortcomings.

According to Robert Kelley, followers are distinguished in terms of their behavior and

personality attributes. There are two different styles of followership. The first style assesses the level at which the follower thinks both critically and independently. The second style is the level of engagement in the organization in matters of passive or active. The following is a basic assessment of each follower type according to Kelley:

1. The sheep are passive in their thinking and engagement and are motivated by their leader rather than themselves.

2. The yes-people also allow their leader to do most of the thinking and acting for them but are generally positive and always on the leader's side.

3. In contrast, the alienated are predominantly negative but think more independently. They think for themselves but do not contribute to the positive direction of the organization.

4. The pragmatic exhibits a minimal level of independent thinking and engagement as they are more willing to exert energy and get involved when they see where the direction of the situation is headed. The pragmatics lack in demonstrating critical thinking and are motivated by maintaining the status quo.

5. Finally, the star followers think for themselves, have positive energy, and are actively engaged. They agree with and challenge their leaders.

Effective followership is not easy. It takes courage especially in a role of a subordinate. Finding yourself in a position where you are not the leader is not a negative. Embrace the role you have been provided. Do your best to succeed. Figure out what type of follower you are or can be and remember it takes a follower to become a better leader.



LEADERSHIP CONFERENCE 2019

The following essay competitions are open to students who have not yet graduated with Associate degrees (see LaValley award for alumni). Entries for the following essay competitions **MUST** be received before the deadline and must be accompanied by a submission form. Please visit <http://www.abg.org/essay-competitions/> and click the title of each essay competition to download the submission form. E-mail completed forms and essays to webmaster@abg.org.

Selections are made by the ABG Scholarship Committee and announced at the Annual Leadership Meeting. A framed certificate and a \$300.00 stipend will accompany each award. Winning essays will be published in a future edition of *The Honors Journal*.

Deadline to submit entries for Essays Competitions is Friday, March 8, 2019.

NOTE: Students will be eligible for only ONE essay award each year.

The Don Christesen Memorial Essay Award-- This award was established to honor the entrepreneurial talent of Don Christesen. This essay will consider the topic “Work for Yourself—Don’t Have a Boss”. Don Christesen, after earning his MBA at the Stern School of Business NYU, left a promising position at General Foods to establish his own firm. The winner of the best essay will be selected by the scholarship committee of Alpha Beta Gamma.

The Paul V. Cunningham Essay Competition--This essay honors Paul V. Cunningham, CFO of Alpha Beta Gamma for more than two decades. He is Director of Construction Finance Management at the Metropolitan Museum of Art, NYC. The Executive Board created this essay to recognize his Contribution to the society. **THEME OF THE ESSAY –** As a member of Alpha Beta Gamma Honor Society and as a contributor to our global existence, any area of interest is available for you to think and write about. Specifically, how will you, through your work in the future, ensure that your efforts have a positive contribution to our world and could be used as building blocks for others to make significant positive contributions to humankind. 500 – 1000 words (word count required).

The Marc Napolitano Memorial Award-- Celebrating the life of Marc Napolitano, friends of the family have established the Marc Napolitano Memorial Essay Competition. Each year the award will honor the most outstanding essay which ponders this theme: The Use of Film and the Media to Foster Corporate Growth.

The Keith Ulich Memorial Essay Competition--This essay competition which involves writing about the concept of Living Life to Its Fullest honors the life and practices of Keith Ulich, A.S., B.S., M.B.A, former vice president of the Delta chapter of Alpha Beta Gamma at Westchester Community College, and a member of the Board of Advisers of the Alpha Beta Gamma National Finance Committee. The essay should detail the concept of Living Life to Its Fullest, outline the elements of this concept, explore factors which might affect its implementation and conclude with the benefits towards one’s life that implementing such a practice would generate. Our Society believes that only after one conducts intensive thinking about this topic, might one understand the beauty of Keith’s incredible life. He will continue to inspire us to emulate his philosophy of well-being.

The Dr. Mary Bone Competitive Essay-- Awarded to the writer of the best essay titled, “What Alpha Beta Gamma Means to Me”. This award recognizes the outstanding contribu-

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tion that Dr. Mary Bone, Adviser Emeritus at Pensacola Community College has made to her chapter and to the national organization. A special restricted fund provides the stipend that is awarded to the winning recipient. Less than 500 words in length (word count required at end of essay).

The Francis Cunningham, Esq. Memorial Essay--Applicants must submit an essay on the subject "Ethics in Business." 500-750 word limit.

The Peter J. Gleason Essay--Applicants must submit an essay on the subject "Business and the Environment, Today and in Ten Years." 500-750 word limit.

The Nathan Ancell Memorial Essay--Awarded annually to the student who writes the Best Business Plan for a new business. This award honors the memory of member Nathan Ancell, founder of Ethan Allen, the nation's leading furniture company.

The Steve Perri Memorial Essay-- This award funded by the family and friends of Steve Perri and the National Dean's List is awarded to the writer of an essay describing the Pros and Cons of Being an Entrepreneur. Steve Perri was a Chapter Vice President and President of a Roofing Company which he formed. An unfortunate work-related accident took Steve's life. 500-750 word limit.

The Ester Cross-Carter Memorial Essay--This competition honors a true supporter of the Eta Delta Chapter who took a very special interest in Alpha Beta Gammas by being their greatest cheerleader and supporter. The mother of adviser Nancy Rocky, Ester Cross-Carter attended chapter meetings and events and was proud of her affiliation with Alpha Beta Gamma.

She was the wind beneath the wings of the Eta Delta Chapter. An essay on the topic "Helping Others" is required; the submission must be no more than 500 words.

The Sophia Abeles Essay--When the National Dean's List provided funds for an award, Prof. John Christesen at Westchester Community College immediately wanted to name the new award for Sophia Abeles, a distinguished benefactress of community college education. This competitive essay award words should concentrate on the theme of "Learning." Mrs. Abeles truly believed that it is learning and education which advance society. The essay should concentrate on how learning has improved and changed one's life or future. 500-750 word limit.

The MBIA Competitive Essay--This essay competition centers on the theme of "The significance of municipal bonds in financing special projects in the USA". Students will study the financial mechanism of municipal bonds, discover a significant project which benefits society which was funded through municipal bonds and discuss the contribution to society. This essay competition is funded through a donation from MBIA Foundation arranged by Professor Nick Krzmienski, Adjunct Professor of Management at SUNY Westchester Community College. 500-750 word limit.

The David Pope Essay-- An essay describing the contribution that emigrants made and continue to make to our democracy is required for this essay competition. The Award was funded by a grant from the Pope Foundation. The essay should be no more than 750 words.

The David Bjorklund Memorial Essay--Alpha Beta Gamman David E. Bjorklund, former Vice President of the Delta Chapter died

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suddenly in an auto accident in March 2006. At 35 years old Dave already achieved an excellent career in finance working with Morgan Stanley. Fellow Alpha Beta Gammans who studied with Dave at Clarkson University established this essay fund. The theme of the essay is "Using Finance for Corporate Growth." The Taddeo Family Foundation was a major contributor to this fund. 500-750 word limit.

The Cornelia Blackwell Memorial Essay-- An essay competition entitled "The Importance of Teaching Business" was established by colleagues and friends of Cornelia Blackwell whose career in the Registrar's Office of Westchester Community College demonstrated incredible assistance to students and especially to Alpha Beta Gammans. 500-750 word range.

The following are special Essay Competitions open to faculty and alumni:

The John D. Christesen Essay (Faculty)-- Colleagues, family, former students and friends of Prof. John D. Christesen Raised funds for this award at a fundraising event in 2006. Additional Contributions to this can be made on line at www.abg.org.

This competitive essay should describe in approximately 3,000 words, the environment,

pedagogy or other atypical conditions under which the writer experienced a most significant teaching event. The essay should describe the process, technique or environment with which a truly exceptional teaching event occurred. Other faculty should be able to emulate the ideations. Members of the business and professional departments at colleges which have chapters of Alpha Beta Gamma are eligible to submit essays. In some cases, the recipient might be invited to present the paper at the annual meeting.

The LaValleyAward (Alumni)--This award was sponsored by Patrick LaValley who is an alumnus of Delta Chapter and is open to alumni only. An essay on the topic "THE CONTRIBUTION OF INVESTMENT BANKS TO THE ECONOMY" should be submitted. This essay requires research as to the contribution United States Investment Banks make to the US Economy. Your research should cover a 5 year period; graphs and charts are helpful in understanding the contribution. Winners are ineligible to compete again for 3 years.



For late-breaking news, time sensitive announcements, and all kinds of good stuff, check out our website

www.abg.org

The Need for Immigrants

By Victor Magana

At the 2017 ABG Leadership Conference, I gave a presentation examining the spirit that drives entrepreneurship in my parents' home country of Mexico. That same spirit is found in immigrant founders in this country that go on to start their own business, whether it be a convenience store in a small town or one of the fasted growing startups in silicon valley.

Many immigrants, such as my father, did not start a business but have gone on to pursue productive careers. Nonetheless there is a stigma attached to being an immigrant in this country - you are either viewed as lazy or you stole an American's job. It is hypocritical and could not be further from the truth.

Two years ago I had the opportunity to work at a local lemon processing plant as a shipping clerk. My job consisted of sitting in front of a computer all day answering any questions a truck may have about their order. I was tucked away in an office away from the hundred or so processing workers. All I knew was that people would walk inside in the morning and we'd get nicely packed lemons sent away on trucks throughout the day. That was the extent of my experience as an office employee.

This year I was offered a temporary position as an employee service representative. My position consisted of tracking and adjusting time cards, investigating tardy and absent employees, making sure employees had proper safety equipment, and voicing any concerns employees had to the human resources office. I was, in essence, the connection between the plant employees and human resources. I was the person they would go to first if they needed something or had a concern. Due to the nature of the position, I became well accustomed with many of the 200 employees at the plant.

The majority of the employees were Mexican immigrants or the children of immigrants. Most

people at the plant were working 8-12 hour shifts, six days a week, clocking in at 6 AM every morning. My day would workday would start later in the morning and would consist of me walking the plant, greeting the employees.

It never ceased to amaze me how welcoming and kind everyone was. I would always be approached with a smile and hello as I walked by, no matter how often I had been in and out of the packing house. One woman in particular, made it a point to show me around her department, introducing me to everyone and showing me what her job consisted of.

She was a quality control processor. For 12 hours a day, during the peak of the season, she would stand over a conveyor belt that pushing out hundreds of lemons every minute. Her job was to manually take out the lemons that were deformed, missized, or the wrong color. It was tiring and monotonous work, yet every morning I was greeted with a smile and hello, asking how I've been.

Her situation was not unique and it was rather difficult to find an employee who showed up to work with a negative attitude. A supervisor told me that it very much was due to the fact that most of the employees were immigrants. There was a sense of pride not found in most of the workers born in this country. He believed that most felt that it was a privilege to have a job and put their best foot forward in every task they worked towards, no matter how small.

He was finding it difficult to keep a constant number of employees as people retired and the younger generation of native born Americans show no interest in manual labor positions. Native born Americans were constantly hired throughout the seasons but most did not make it longer than a week. Increases in pay did not solve the issue.

This is a common problem for companies in labor intensive industries such as agriculture and construction. There simply aren't enough Ameri-

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cans willing to fill these positions, especially in such a strong economy. This puts companies in a complex predicament as immigration laws continually favor the wealthy and educated. With no one to sort our lemons, manual labor will quickly become automated and there will be no entry level positions left for neither immigrants nor native born citizens.

This country needs to recognized that immigrants play a vital role in our labor market, many times working the jobs deemed necessary but far from glamorous. These immigrants deserve respect for what they do, working hard to not only feed their family, but also contributing to their new home.



Success is not final; failure is not fatal: It is the courage to continue that counts.

-- Winston S. Churchill

It is better to fail in originality than to succeed in imitation.

-- Herman Melville

The road to success and the road to failure are almost exactly the same.

-- Colin R. Davis

Success usually comes to those who are too busy to be looking for it.

-- Henry David Thoreau

Opportunities don't happen. You create them.

-- Chris Grosser

Don't be afraid to give up the good to go for the great.

-- John D. Rockefeller

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