



CHAPTER CONSULTANT

The next step in your professional growth



WELCOME TO THE CONSULTANT PROGRAM

A Message From The Executive Vice President:



Justin A. Buck
(Southeast
Missouri State,
Epsilon Iota '96)

The opportunity to work for a dynamic service organization and to influence the lives of young men, as well as fine tuning personal skills in the process, is very rare. The chapter consultant position provides this and so much more.

The working environment of a facility which is one of the finest headquarters of any organization and the support of resident staff experts in fraternity operations makes this position the envy of all Greek organizations. Our staff is proud of our service and the team spirit we espouse.

Chapter consultants also build relationships with both student members and alumni throughout North America which often last a lifetime. The resulting friendships are invaluable.

Pi Kappa Alpha seeks a few high quality and impressive graduates each year to fill these positions. If you are interested and are fortunate to be among the ranks of chapter consultants, I can assure you it will be one of the most rewarding professional experiences you will ever have.

Best wishes to you in your endeavors, especially over the next few years.

Faternally,

Justin A. Buck
Executive Vice President



Pi Kappa Alpha Memorial Headquarters, Memphis, Tennessee

AS A CONSULTANT, YOU WILL:



- Have the opportunity to expand your networking with successful Pikes across North America
- Enhance your resume with real world experience for continuing your education in any graduate or law program
- Manage a portfolio of 18-25 chapters and assist the Fraternity in expanding to new campuses
- Represent an international organization of over 300,000 lifetime members
- Participate in an extensive corporate onboarding training program
- Influence and develop our constituents for successful operations and experiences
- Travel independently throughout North America
- Become experienced in financial, real estate, and operational management that is applicable to any field
- Refine your extemporaneous public speaking ability and other communication skills
- Present educational seminars and facilitate workshops



Many successful professionals have begun their careers as PIKE chapter consultants.

WHAT DO PAST CONSULTANTS SAY ABOUT THE JOB?



Working as a chapter consultant for our Fraternity is one of the best ways to develop a broad array of marketable life skills in a short period of time. You are in essence a management consultant, visiting a

new chapter and college every few days, charged with quickly assessing how the men there can best achieve their shared goals and elevate the chapter to new successes. You learn to adapt to almost any situation and to think quickly and strategically. You will develop excellent interpersonal skills, become an accomplished public speaker, and learn how to navigate new environments. On top of this, you get to personally experience a wide variety of colleges and universities, as well as explore areas of the country new to you. The lessons I learned working for our Fraternity played a significant role in my subsequent success as a litigation partner in a global law firm for 16 years, and later as a senior leader at the University of Virginia and Syracuse University. You also make lifelong friendships,

build connections with successful alumni, and learn a great deal about yourself. For me, Pi Kappa Alpha's professional staff was the ultimate "graduate school of leadership development" and a terrific incubator of young talent.

Allen W. Groves
(Stetson, Delta Upsilon '79)

Senior Vice President, Syracuse University



I cannot imagine a better job to have had immediately upon graduation from college. I worked for an organization that I love whose mission and goals I wholly believe in.

The lessons that I learned as a chapter consultant contribute to my success to this day. The Fraternity charged me with the responsibility of independently assessing the strengths and weaknesses of each chapter I visited. Having that responsibility early in my professional career taught me how to analyze problems and how to create solutions to benefit the Fraternity without alienating the chapter members,

CONSULTANTS HAVE GONE ON TO WORK WITH...

- American Heart Association
- Bernstein Global Wealth Management
- Booz Allen Hamilton
- BNY Mellon
- Celect.org
- Cerner Corporation
- Coca-Cola Enterprises
- CVS/Caremark
- Deloitte
- Department of Homeland Security
- Department Guide of America (DGA)
- Epic Systems Corporation
- Ernst & Young, LLP
- FedEx World Headquarters
- Fidelity Investments
- Galderma Pharmaceuticals
- General Electric
- General Motors
- Georgia Pacific
- Intel Corporation
- Internal Revenue Service
- J.P. Morgan Chase Bank
- Johnson & Johnson
- Johnson Controls
- K-Force, Inc.
- Koch Industries
- Land America One-Stop
- Merrill Lynch
- Morgan Stanley
- McKinsey & Co
- NASA
- Northwestern Mutual
- OmegaFi
- Proctor & Gamble
- PricewaterhouseCooper (PwC)
- Prudential Securities

BENEFITS YOU MAY NOT HAVE THOUGHT ABOUT...

the university or the community. Those skills benefit me every day in the practice of law whether working with clients, dealing with difficult opposing lawyers, or creating solutions to difficult issues.

The Fraternity is ultimately about friendship and serving as a chapter consultant has enabled me to gain many true and lasting friends. As a result of being a chapter consultant, I am friends with brothers who served as chapter consultants many years before me and many years after me. This brotherhood among the chapter consultants spans years and chapters in a way that no other experience in Pi Kappa Alpha can offer.

My time as a chapter consultant taught me how to create a vast network of friends beyond members of Pi Kappa Alpha. I repeatedly had to walk into a house I had never visited and establish relationships immediately with members of that chapter in order to be effective. Without my time as a chapter consultant, I would not have the same skill at meeting and building a great network and community. While the business skills I learned working for

the Fraternity have helped me professionally, the friendships I established have been the greatest gift

Mark Robertson
(Southern Methodist, Beta Eta '82)
Partner/Attorney
Norton Rose Fulbright US LLP
New York City



When I think back to my time as a consultant for Pi Kappa Alpha and attempt to list the benefits of having served the Fraternity in that capacity, I realize that they are too numerous to count. I am not talking about the fact that traveling the country for a year provided the opportunity to experience such things as hiking the Grand Canyon with an undergraduate brother after Convention, snowboarding in Lake Tahoe with a new initiate from the University of Nevada Reno, running San Francisco's Golden Gate Bridge with a chapter treasurer from

CONSULTANTS HAVE ACHIEVED HIGHER DEGREES AT...

Master of Business Administration:

- Rice University
- Brown University
- University of North Carolina
- University of Virginia
- University of Miami
- Southern Methodist University
- University of Arkansas
- University of Memphis
- University of Georgia
- Clemson University
- Virginia Tech

Juris Doctorate (Law):

- Stanford University
- Columbia University
- Loyola University-Chicago
- University of Virginia
- University of Florida
- University of Delaware

- Santa Clara University
- Wake Forrest University
- University of Minnesota
- Washington University
- University of Cincinnati
- Indiana University
- Southern Methodist University
- University of Memphis

Doctorate or Master of Education:

- Vanderbilt University
- University of California-Los Angeles
- University of Pittsburg
- The Ohio State University
- University of Richmond
- Virginia Commonwealth University
- Indiana University
- University of Nebraska

OPPORTUNITIES YOU MAY NOT HAVE EXPECTED...

Berkeley, exploring Carlsbad Caverns in New Mexico with a member of the Fraternity's expansion staff, tasting wine in Napa Valley with alumni from UC Davis or even witnessing the Bronx Bombers fall in defeat at their hallowed Yankee Stadium with a chapter advisor from Columbia. Yes, they were all very memorable and forever cherished events in a year of my life that I will never forget, however they are trivial when compared to the professional development and life-long friendships that working for the Fraternity afforded. As a consultant I was provided with opportunities to enhance a set of skills that I have employed daily in my career as an investment advisor to high net worth families and boards of foundations and endowments. During my 27 years at a leading global investment firm, I have been challenged to identify and hire talented individuals, motivate employees to reach their full potential, educate professional advisors on various investment topics in one-on-one and group settings, persuade nervous clients to adhere to long-term strategies during volatile capital markets and convince prospective clients that our organization could be helpful to them in reaching their long-term objectives. I am certain that my effectiveness in each of these areas was greatly enhanced by strikingly similar interactions with undergraduate brothers, local alumni, chapter advisors and university officials while consulting undergraduate chapters as a member of the Memorial Headquarters staff. I am extremely fortunate to have been offered the opportunity to work for Pi Kappa Alpha on a national level and am grateful for the many life-long friendships that grew from the experience.

Joseph P. Egan
(Central Florida, Eta Phi '89)
Principal
Bernstein Private Wealth Management
Los Angeles, California



"The professional experience I gained as a chapter consultant was the most influential in my success as an educator and quick ascension to prominent administrative positions within my school district.

Specifically, skills of leadership, analysis, and professional communication were developed and honed as I interacted with virtually thousands of people and prominent alumni, and reported directly to the Pi Kappa Alpha professional board and post-secondary administrators. No college course or internship could prepare any individual for a successful professional career like serving as a chapter consultant. Nor could those learning experiences provide the memories I have of my time on staff, which will last a lifetime."

Mark Dziatczak
(Wayne State, Delta Nu '91)
Assistant Superintendent for Teaching and
Learning at Utica Community Schools
Troy, Michigan



As an undergraduate, I knew that I wanted to be a chapter consultant. Meeting the Fraternity staff at PIKE University events and speaking to previous chapter consultants sealed the deal for me.

PIKE consultants have a level of confidence and drive that I had never seen. I wanted to be like that. Traveling to 14 states and conducting dozens of chapter visits in one year paved the way to building a solid foundation in time management, public speaking, and organization. My ability to successfully network now stems from being put into situations where I was constantly meeting with prominent PIKE alumni and regional volunteers. The lessons I was able to take away from those interactions as a young professional were invaluable. I wouldn't be the person I am today without the important life skills I learned from working for the Fraternity.

DEVELOP YOUR FUTURE THROUGH PI KAPPA ALPHA!

I've had the chance to hone those skills over the course of my career, and now I'm able to coach my team members to be the best versions of themselves.

Robert Montecinos
(California-Santa Barbara, Iota Kappa '95)
Head of Sales and Business Development
Wirestock



As I reflect upon my experiences as a professional staff member for the Fraternity, I am eternally grateful for the professional growth opportunities that were presented and the lasting friendships that were formed.

From a competitive advantage perspective, working at the Memorial Headquarters provided multiple "real-world" business experiences that have for me personally translated into a successful career in healthcare administration. The opportunity to present programming information or a proposal to chapters, colonies, and larger assemblies at Leadership Summits gave me the confidence in graduate school and my current role to speak in front any size audience. It allowed me to develop and refine the presentation skills that most of my competition in graduate school did not have. The challenges of meeting deadlines or having to make an impromptu speech at a chapter meeting on a subject matter that you might not be an expert on were equally as important with my professional development. However, most of our careers ultimately rely on successful interpersonal skills, and I cannot conjure a more embracing environment to interact with people of all ages (stu-

dents, school administration, alumni) and backgrounds than working for Pi Kappa Alpha. The opportunities to interact and exchange ideas with such a diverse population has contributed to my professional achievement in working with physician, allied health and patients with similarly diverse backgrounds.

James A. Yolch
(Minnesota, Beta Chi '93)
Administrator, Mayo Clinic
Rochester, Minnesota



The opportunity to serve as a chapter consultant for the Pi Kappa Alpha Fraternity allowed me to gain a professional edge over those with whom I compete in my business life.

Dealing with high powered alumni and top-ranking university officials on a daily basis helps grow your self-confidence and problem-solving skills. Traveling extensively and advising our undergraduate chapters your first year out of college ensures that you will be creative, self-sufficient and a self-starter. All these abilities are crucial as you start down your career path; these skill sets are in demand by employers, but few individuals have developed them. By the time I left Memphis, I had six friends who were joined in the bonds of an incredible experience. I was well prepared to begin the path to my current career."

Ashley S. Offermann
(Utah, Alpha Tau '97)
Senior Associate Athletic Director
for Development, Cal Poly State University

Reimagine Fraternity

THE JOB:

You have learned many skills during your time as an undergraduate, and may regard your association with the Fraternity as your most valuable experience. Through the Chapter Consultant Program, you have the opportunity to further enhance skills in demand in today's marketplace. Consultants advise chapter leaders on recruiting, operational management, public relations, liability issues, membership education, leadership development, and sound financial strategies.

Chapter Consultants are full-time employees representing the International Fraternity based out of Memphis, Tennessee, and will usually complete a one-year commitment. Opportunities to pursue a longer term of service with the Fraternity are also available to qualified candidates.

THE TRAINING:

- Leadership Development
- Professional Writing
- Presentations Skills/Public Speaking
- Real Estate Management
- Financial Management
- Recruitment Training
- Dressing for Success
- Project Management
- Business Relationship Building
- Strategic Planning

THE NEXT STEP:

We hire our consultants like other corporations hire new employees. Interested candidates submit an application during their year of graduation. A select few of our highly qualified and talented undergraduates are interviewed by the Fraternity staff located in Memphis, Tennessee.

The Director of Services or your current Chapter Consultant can provide you with information about the position and answer any specific questions you might have. Your visibility at PIKE *University* events may benefit your opportunity to interview.

If you are ready to take a year to work on yourself as a professional, this is your opportunity. Please call the Director of Services at Pi Kappa Alpha Memorial Headquarters at (901) 259-2731, or email us at services@pikes.org to request an application.

The Pi Kappa Alpha Fraternity
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