Are You Ready For Some Football?

Coverage from the tailgate to the sidelines.
Looking Back

After Hurricane Agnes caused flooding on Bucknell’s campus in 1972, Delta Phi Chapter held a Kappa vs. Tri Delta powderpuff football fundraiser. The funds helped restore the damaged Music and Arts Building. The final score was a tie, 0–0.
Fall
2014, Volume 131, No. 3

FEATURES

Are You Ready for Some Football?
20 From pre-game to the tailgate, we’ve got football covered.

On a Wing and a Prayer
BY DENISE HORTON
26 With student debt on the rise, is college worth the cost?

The Mother of Mayhem
BY KRISTIN SANGID
32 Meet Lisa Cochrane, the woman behind Allstate’s Mayhem campaign.

IN EVERY ISSUE

2 Feedback
3 Letter from the Editor
4 The Mix
Take a spin with Truckshop: Cincinnati’s first mobile boutique.

Monogram madness! Jane Scott Hodges makes her mark on fine linens.

From the Archives:
Founder Martha Louisa Stevenson’s 1874 diploma

38 Through the Keyhole
Working her way up—Molly Maid CEO dishes on rising to the top.

41 Make a Note
42 In Brief
44 Key Achievements
47 In Memoriam
48 Remix

Of course it’s not life or death … Football is more important than that.
—Melinda Rainey Thompson
HUMORIST AND AUTHOR
Feedback

Bea’s Poison Ring

What a great memory—and such a surprise. There on Page 19, Summer 2014 issue, was the poison ring. I am well acquainted with that ring.

I was initiated in February 1958—Phi, Boston University. We Kappas had Bea Woodman! She had an apartment on Commonwealth Ave., and we frequently met at Bea’s place. She was our amazing, generous, wonderful woman—our chief adviser for sure. She had been awarded the French Medal of Honor for her work helping others during World War II. She did much to bond all of us to Kappa—we rarely used our room in the sorority building, much preferring to go to Bea’s place.

And of course, there was the ring. We all not only saw it but put it on—we laughed and learned so many stories, including Minerva. We all adored her. She was the very essence of Kappa.

She told us she never used it and would smile. She did love that old ring—and it truly was special and beautiful. I’m glad to know it is with Kappa. To see the photo takes me back to my earliest years as a Kappa.

My mother, Frances Wild, and sister, Gabriella Dreher, both Northwestern, were also Kappas.

—Angela Dreher, Boston

I felt a need to comment on the first “Ask Clara” question in the summer 2014 issue. I too become annoyed with repeated game invitations from friends. But there is a way to choose to block all game invitations from a particular person or to block all future invitations to a particular game. By blocking all future invitations to a particular game, I will still get invitations from friends to games I haven’t seen before (and perhaps might be interested in) but can stop invitations to games, like Candy Crush, in which I have no interest.

—Nancy Dennis Campbell, Florida State
Editor's Letter

The Parents of Facebook

A Back-to-School Post

Have you noticed that K-12 schools seem to start sooner, from early August and even July? What happened to sneaking off for a late summer vacation? My sources at the beauty shop (in rural South Georgia it’s not a salon or spa) say this desultory and early start date is so that teachers get more days off during the year. With three kids in college, I don’t have a dog in the fight. Far more important is the last day to pay college tuition before classes are canceled.

This past August, I knew exactly when K-12 schools started in many places. On Facebook, kids are shown with a new outfit and book bag. The girls are wearing dresses! In my kindergarten and first grade in the ’70s, we were required to wear dresses to school. Women’s lib hadn’t made it to Bluegrass Elementary in the suburbs of Knoxville, Tenn. I loathed dresses (itchy! can’t run!) and bellbottoms were in style (cool, man). In second grade, we were allowed to wear pants, but not jeans. By third grade, we were allowed to wear jeans to school. My mother wouldn’t have it, so she purchased five pairs of the same double-knit pants in coordinating colors to go with five matching tops. My sister and I have pinky sworn to never buy the same shirt in multiple colors. In daily P.E. class (I’m sure teachers today would gladly harken back the daily gym class if budgets allowed), I slid on the gym floor until holes appeared at the knees. Soon my mother purchased “durable” jeans. I admitted this scheme recently and she professed surprise. She’d never send me to school in holey pants, so I realize I am fortunate.

Today, kids smile for pics as if they enjoy this annual chore. I recall dodging photos or giving the camera an impatient stare. Of course, we were almost late for the bus. Facebook photos are for family who can’t be there (or let’s be honest, bragging rights), not just for mom’s scrapbook.

Modern moms or dads use a smart phone or DSLR and there is definitely thought put into it—chalk board signs or children holding posters—one friend’s child weighs 37 pounds. I recall waiting for my mom to find new batteries because the camera was used so infrequently.

Am I a weensy bit jealous? Yes, because my children are too grown up for this ritual. But, I have enjoyed the creativity of the Parents of Facebook.

Have a thought about how times have changed? Send it to thekey@kkg.org.

—Kristin Sangid, Editor

Lost & Found

On July 19, 2014, Allie Fox, West Virginia, received her grandmother’s badge from the Kappa archives, where it had been kept since 2011.

Growing up, Allie loved hearing tales of Kappa from her grandmother, Joan Rodgers Shields, Maryland. Allie felt a sense of belonging from the moment she tripped up the stairs to the Beta Upsilon house during Recruitment. Seventy-two years separate their initiation dates, but now they share the key that binds.
“I spend a great deal of time at markets because I really want to offer the best curated selection of items, which take time to find. I won’t buy something for the boutique unless I personally love it.”

—Ashley Volbrecht
OWNER OF TRUCKSHOP MOBILE BOUTIQUE
Keep on Truckin’

A young entrepreneur takes hip, accessible fashion for a spin around the block.

Mix a passion for fashion and entrepreneurship with a go-getter attitude and you’ll find the woman responsible for Truckshop, a mobile boutique that has shoppers in Cincinnati, Ohio, flocking to its stops around the city.
“Feminine. Colorful and inexpensive,” said Ashley Volbrecht, Indiana, when asked to describe her boutique, which she runs out of a redesigned delivery truck. "It has a Kate Spade aesthetic, pieces you can’t find anywhere else and low price points.” Despite a lack of experience in retail, Ashley could not get the idea for the boutique-on-wheels out of her head. But Ashley, who has worked for a Fortune 500 company for the last six years, was not quite ready to walk away from her career.

“I am a big believer in calculated risk,” she says. “I wanted to pursue my passion but not end up resenting it if it didn’t work out.” Eventually, Ashley realized she just had to do it. Realizing there will never be a perfect time to start a business, she decided that not having any regrets outweighed having a perfect plan. But, she also kept her day job and benefits. Her background in managing consumer product businesses at major retailers has allowed her to strategically build growth plans based on price, promotion, product and merchandising.

Ashley takes a strategic business approach when it comes to retail. “The idea with the truck is building a sense of now—you find something you like and buy it now, because we are here today, gone tomorrow.” For Ashley, the success of her business comes back to the lessons she learned while growing up in Highland, Ind. “My parents taught me that the harder I work, the luckier I will be,” she says. “Good luck comes from good planning.”

For more details and an upcoming schedule, visit www.shopthetruck.com.

—By Lucy First, DePauw

An old Keebler truck Ashley found on Craigslist and renovated became her mobile boutique, including a fitting room.

Feminine, colorful and inexpensive items move fast in the Truckshop mobile boutique.
The Invisibles

Helping the homeless is a complex issue that starts with a simple gesture.

They say the eyes have it all. Certainly eye contact can send emotional messages, warm or cold. But many New Yorkers made no eye contact as they walked past family members who had been dressed to appear homeless. An ad agency filmed the test to create footage for a video campaign, Make Them Visible.

While the film is more stunt than science, the statistics and stories behind it are sobering.

The U.S. Dept. of Housing and Urban Development reports that on some days the total homeless population in the U.S. reaches 600,000. Nearly 100,000 are homeless most of the time.

In Make Them Visible, a man walks by his wife but fails to recognize her. A woman unknowingly passes right by her sister. Every homeless person is someone’s mom, cousin, sister. And we hardly notice them.

A major difficulty is the social stigma surrounding homelessness. Limited access to grooming and personal hygiene makes the homeless appear aesthetically unappealing. The mental illness and substance abuse associated with homelessness contribute to neglect. Make Them Visible has had 4.8 million views on YouTube alone.

The causes of homelessness are lack of affordable housing (72 percent), unemployment (44 percent), and poverty (52 percent). A 2007 survey by Public Agenda found that 67 percent of New Yorkers felt that many people were homeless due to circumstances beyond their
control, and 37 percent said they worried about becoming homeless themselves.

A 2013 census in Los Angeles County found that nearly 40,000 people were sleeping on the streets or in homeless shelters, making Los Angeles the “homeless capital” of the nation. Between 3,000 and 6,000 homeless populate a 50-block area downtown known as “Skid Row,” one of the largest stable homeless populations in the U.S.

In the midst of this area sits the 35-year-old Downtown Women’s Shelter. Its mission is to provide “permanent supportive housing and a safe and healthy community fostering dignity, respect and personal stability” for women.

The 119-unit residence provides shelter night to night. The average length of stay is seven years, and the population comes from various backgrounds: Some have never held a job due to mental illness or having relied on a husband, while others have advanced degrees though misfortunes led to homelessness. Some are victims of domestic violence.

A drop-in day care center serves 200 women daily, providing meals, showers, use of laundry facilities, a rest in a day bed, use of computers and telephones, plus counseling.

The center has a staff of 60 but relies on 4,300 volunteers who cook and serve 140 meals a day—103,000 meals a year. Members of the Los Angeles Alumnae Association spent the day of April 12 making and serving meals to the residents.

Upon arriving, they were put to work preparing chicken pot pie, broccoli, snap pea slaw and watermelon salad. As they began serving the meals, the Kappa volunteers got to know some of the residents, finding they came from all walks of life, including university-educated sorority women.

Following a tour of the facility, which included a shop where goods made by the residents help support the center, one Kappa saw how her mother’s fabric could be donated and put to good use.

Many people volunteer for a day, a week or even more in homeless shelters or food kitchens. But a simple act of kindness is eye contact.

—By Ann Graham Schnaedter, Missouri

Michelle Field, Cal State Northridge, and Leti Light, Cornell, both from the Los Angeles Alumnae Association, helped prepare and serve 140 meals at the Downtown Women’s Shelter on Skid Row along with other LA Kappas in April.

Books

Children’s Choice Book Awards

The only national book awards program in which the winners are selected by kids and teens, the Children’s Choice Book Awards celebrate young readers by recognizing their favorite reads.

Here are four of their favorites.

—Compiled by Kristen Desmond LeFevre, Indiana

Allegiant

BY VERONICA ROTH

Completing the Divergent trilogy, this dystopian story set in a ruined Chicago explains the origins of the factions that divide society.

Bugs in My Hair!

BY DAVID SHANNON

This funny and fact-filled story reveals the truth behind the battle with lice, and removes the shame of this unfortunate infestation.

National Geographic Kids Myths Busted!

BY EMILY KRIEGER

Brimming with photos, this book helps kids think critically and separate fact from fiction.

The Day the Crayons Quit

BY DREW DAYWALT

Crayons have feelings, too, in this funny back-to-school story that brings your box of Crayolas to life.
“I believe that by incorporating behavioral research into development economics to better understand incentives the poor respond to, we can take poverty alleviation to the next level.”

— Ginny Graves, Knox

By the Numbers

Daring to Dream

With support from alumnae and friends, Kappa continues to open doors for collegians seeking higher education and leadership opportunities.

$3,000

APPLICATIONS FOR ALL KAPPA FOUNDATION SCHOLARSHIPS 400+

“How should societies prepare to deal with dangerous and unpredictable natural hazards?”

— Bonnie Magnuson, Idaho, plans to find out in her studies in the M.A./Ph.D. geography program at UC Davis, with help from a Foundation scholarship.

159

KAPPA FOUNDATION SCHOLARSHIPS AWARDED THIS YEAR

I cannot thank you enough for helping me to become a neonatal nurse, like my mother.”

— Natalie Fischer, Missouri

courtesy natalie fischer
“I dream of introducing a nurse practitioner program in my native Pakistan and other developing countries. I believe education is the key to empowering women.”
— Meher Makda, DePauw, graduate student at Yale

“You have helped me accomplish my goals. I hope one day I will be able to make a contribution like this one to someone who truly needs it, just like you have for me.”
— Shikha Walia, British Columbia

“Film is a universal language, something powerful that speaks to people around the globe. As a filmmaker, I want to make documentaries that encourage environmental preservation and wilderness conservation. This scholarship lightens the financial burden and puts me one step closer to my goals.”
— Ariel Blandford, USC (Calif.)
“We made the monograms less serious, less stuffy. I wanted to make them pop so you can swap formal white linen napkins for a more playful colorful version.”

Changing the Tablescape

Go on, air your linens in public. Thanks to Leontine, linens have never looked so chic.

Jane Scott Hodges, Tulane, never saw it coming. Since starting Leontine Linens in 1995 in the back bedroom of her cottage on Leontine Street in New Orleans, she has seen the company’s work featured in magazines from Martha Stewart Living to Elle Décor, and from Southern Living to Town & Country.

What began as Jane Scott’s mission to find fine linens like her great-grandmother’s has revived an industry that had almost disappeared in the U.S.

A Love Affair with Linens
It all began with falling in love—first with her husband-to-be, and then with heirloom quality monograms. “I came across a collection of beautiful, monogrammed linens that had belonged to my great-grandmother, including a treasure trove of JSO monograms—my maiden initials—and some with JSH, which was to be my new married monogram. I fell in love with these heirloom pieces, but I was also looking to buy new pieces for my trousseau as a married woman,” she explains. But she came up empty-handed.

During a visit to her parents’ home, she came across a line of products made by the Eleanor
Beard Studio—a company located in nearby Hardinsburg, Ky. “They were making these beautiful, handcrafted monogrammed linens—just what I’d been searching for,” she recalls.

When she received her first order from Eleanor Beard, she was smitten. “I knew I wanted to be a part of what they were doing,” she says. She asked if she could sell their products in New Orleans and they agreed. Leontine Linens was born.

“I went back to New Orleans and started a back-bedroom business,” Jane Scott says. “It grew organically—among friends, all word-of-mouth.” It wasn’t long before the popularity of the products spread, and Jane Scott was traveling to New York City and beyond. But just as Leontine Linens began to take off, the Eleanor Beard Studio fell on hard times and announced that it would be closing its doors soon.

Undaunted, Jane Scott sought a new manufacturer. “But I couldn’t even find people who could sew a one-inch band in a straight line, much less do the kind of sewing that Eleanor Beard Studio had been producing,” she recalls.

It was during a visit to say her final goodbyes to the Eleanor Beard Studio that fate intervened: the women running the studio asked if she would consider buying it. Unsure, Jane Scott talked it over with her now-husband Philip. Taking a risk, they purchased the business in 2002.

**The Mark of Monograms**

It was Leontine’s oversized, brightly colored monograms that differentiated the company. No longer were monograms relegated to a back corner. Jane Scott made them larger, put them in fun colors, less serious and not stuffy. “I wanted to make them pop so you can swap formal white linen napkins for...”
a more playful colorful version,” explains Jane Scott.

To Jane Scott’s eye, a monogram is an expression of who you are. “When you bring monogrammed items into your home or wardrobe, you put a personal stamp on them,” she says.

“Think of our KKG letters. While I was in college, I wouldn’t have put a JSO on my backpack. I had KKG there because it was something I was so proud of—to be affiliated with it. And so it is with your personal identity as a woman: you want your initials on things. Or, you’re making a life decision to get married and you want to display your new married monogram. It’s a reflection of what you’re proud of; it’s who you are at that time in your life.”

The Language of Bespoke

Even in today’s machine-made, digitally driven culture, Leontine Linens creates every item from scratch and by hand, with fabric cut from the bolt and then sewn and embellished to order. “People are looking for things that are made just for them and not mass produced,” Jane Scott says. The company eschews computerized techniques; instead, each monogram is hand drawn, transferred to fabric and stitched by artisans.

Although every stitch is sewn in the U.S., Leontine imports the high-quality cotton, linen, cashmere and silk it uses to produce its products. “Unfortunately, in this country we’ve lost most of our ability to mill,” she says. Using the finest fabrics is key to the longevity of the company’s products. “It’s important that the items be as sturdy as they are beautiful. Nearly all of our products are washer- and dryer-safe, with only a few cashmere pieces requiring special care.”

The 25 women who sew for Leontine—some of whom have worked for the company for over 50 years—have each acquired a specialty, ranging from cutting to hand-stitching to patternmaking. Many of the women who currently sew for Leontine have aunts or mothers who sewed for the studio in years past.

Using Linens Every Day

Diving into the world of fine textiles can be intimidating, but Leontine Linens are meant to be used.

“It’s not about the value of the piece—whether it’s a set of napkins you picked up at a flea market or your grandmother’s vintage tablecloth—it’s about the joy it brings to use it.”

The Leontine showroom in New Orleans

“This group. Those letters were so intertwined with our identity. And so it is with your personal identity as a woman: you want your initials on things. Or, you’re making a life decision to get married and you want to display your new married monogram. It’s a reflection of what you’re proud of; it’s who you are at that time in your life.”

The Language of Bespoke

Even in today’s machine-made, digitally driven culture, Leontine Linens creates every item from scratch and by hand, with fabric cut from the bolt and then sewn and embellished to order. “People are looking for things that are made just for them and not mass produced,” Jane Scott says. The company eschews computerized techniques; instead, each monogram is hand drawn, transferred to fabric and stitched by artisans.

Although every stitch is sewn in the U.S., Leontine imports the high-quality cotton, linen, cashmere and silk it uses to produce its products. “Unfortunately, in this country we’ve lost most of our ability to mill,” she says. Using the finest fabrics is key to the longevity of the company’s products. “It’s important that the items be as sturdy as they are beautiful. Nearly all of our products are washer- and dryer-safe, with only a few cashmere pieces requiring special care.”

The 25 women who sew for Leontine—some of whom have worked for the company for over 50 years—have each acquired a specialty, ranging from cutting to hand-stitching to patternmaking. Many of the women who currently sew for Leontine have aunts or mothers who sewed for the studio in years past.

Using Linens Every Day

Diving into the world of fine textiles can be intimidating, but Leontine Linens are meant to be used.

“It’s not about the value of the piece—whether it’s a set of napkins you picked up at a flea market or your grandmother’s vintage tablecloth—it’s about the joy it brings to use it.”

—By Kristen Desmond LeFevre, Indiana

Jane Scott Hodges is the author of the book: Linens: For Every Room and Occasion.
**Kappa Kandy**

**SWEET SELECTIONS FOR SISTERS EVERYWHERE**

**Monogrammed Bracelet Set**
Monogrammed accessories give your style a personalized touch, and their blue hues can be easily incorporated into any wardrobe. // Prices vary // Available at www.shopmemento.com

**Hanging Out**
Camp in style and get some shuteye with this blue ENO SingleNest hammock. // $59.95 // Available at www.eaglesnestoutfittersinc.com/product/SINGLENEST.html

**Kappa Cufflinks**
Fleur-de-lis cufflinks in two shades of blue make these the perfect gift. // $29.99 (use code KANDY for 20% off) // Available at www.cuffdaddy.com/blue-fleur-de-lis-cufflinks.html

**Monogrammed Bracelet Set**
Monogrammed accessories give your style a personalized touch, and their blue hues can be easily incorporated into any wardrobe. // Prices vary // Available at www.shopmemento.com

**Sorority Shoes**
Slip on these blue and blue striped ballet flats, with an optional KKG clip-on bow. // $58 and $18 // Available at www.lillybee.com, a Greek-licensed vendor
School Spirits

Everyone loves a ghost story, especially these Kappa chapters.

Most good Kappa ghost stories begin at Fraternity Headquarters, which in addition to being a historic landmark, appears on the list of most haunted places in Ohio and is a favorite stop on the Columbus Landmark Foundation's annual ghost tours. Meanwhile, chapters have a few ghost stories of their own, and all are in good fun.

821 West Hampton Drive is a historic residence best known for its red stairs with a cherry wood banister original to the home’s 1930 build. The chapter’s archives contain postcards addressed to the former Washington Street house, now a vacant lot due to the demolition of the entire Irvington Campus in 1930. More recently, the stand-out piece has become the fiberglass Butler bulldog, which proudly guards the front lawn. A gift from a parent in 2009, the bulldog was recently cemented to the ground to ward off kidnapping attempts. Mu Chapter members now hope their lawn guardian will protect them from the paranormal—several girls have reported ghost sightings and unexplained sounds in the night.

After an addition was built to Brooks Hall in 1905, Gamma Rho obtained its first meeting place, a suite on the fourth floor of the women’s dormitory. To this day, the Kappas continue to meet for chapter, sisterhood events and study hours in style, thanks to a 2013 renovation. Items from the chapter’s extensive archives are now on display in the suite. They recently donated hand-written minutes from early meetings to the Fraternity’s archives.

While rumors of hauntings in Brooks run rampant, a mainstay in the Gamma Rho story is the adventures of Mrs. Potter-Brown, a skeleton given to the chapter by the uncle of two 1889 initiates, Lillian Manett Morgan and Eula Manett Hill.
This residence, located blocks from the Ohio Wesleyan campus in Delaware, Ohio, served as a single-family home until 1949 when Rho Chapter moved into the home. Following a “Restore Rho” campaign in the 1990s, the home became the ideal location for board game nights, sisterhood meals and study tables. While the house does not boast any ghoulish residents, its significance landed it on the National Register of Historic Places. Members use it as a safe haven from the campus, which is rumored to be the most haunted university in the U.S. Local historian John Ciochetty penned two books on the matter: The Ghosts of Stuyvesant Hall and Beyond: Volumes 1 and 2.

Beta Omicron moved to 1033 Audubon St. in 1953. The original house was transformed into a lodge for the chapter, including Kappa-themed stained glass. While the house does not have any ghosts to call its own, members consider it a sanctuary from the rest of New Orleans. With above-ground crypts and tombs, voodoo shops and haunted plantations, New Orleans has a spooky history. Embracing the city’s reputation for the macabre, Beta Omicron members have fun visiting haunted houses and taking ghost tours.

Founded in 1901, Beta Mu Chapter quickly turned the tables for the 1914 General Convention, hosting at a resort rather than on campus, which had been the traditional location. This Convention was held at Hotel Stanley in Estes Park, Colo., which later became Stephen King’s inspiration for The Shining. Today, Beta Mu hosts an annual children’s Halloween House at 1134 University Avenue, built for the chapter in the early 1920s. Families come for trick-or-treating, games and crafts in the festively decorated chapter house. The event benefits Boulder-Reads!, a Boulder Public Library literacy program, and Reading Is Fundamental.
Dear Clara:
Some friends and I had our first Supper Club last month. The restaurant couldn’t create individual checks, so we played credit card roulette. My card was chosen and I was stuck with a bill for over $200! I was horrified, but I paid up. I don’t want this to become our norm. What is the best way to split the bill?

—Signed, Stuck with the Bill Blues

Dear Blues: Credit card roulette makes a winner of everyone except the person chosen. If your card is pulled from the pile of cards on the table, you’re paying up—regardless of how little you ate or drank. That said, if you aren’t willing to participate, don’t, regardless of what people say. You can always pay for your own meal with cash while the others split up the rest of the bill.

Consider a payment rotation to eliminate awkwardness when the check arrives. Or use an online service like SplitWise or BillPin. Just enter the bill, add your friends, set the split, and everything else is taken care of automatically—including sending payment reminders and notifications.

Dear Clara: A conflict with a co-worker got heated and we both said some harsh things.

I apologized but her response was “Okay.” She still hasn’t apologized and now our work relationship is suffering. I don’t mean to sound petty, but I want her apology. What should I do?

—Signed, Sorry Charlie

Dear Charlie: To resolve the inequity you feel, approach her with something like: “During our argument I said I was sorry. Were you sorry, too? It’s important for me to hear the actual words.” Focus on what you need rather than attacking her with statements like “Why can’t you just say you’re sorry?” She may feel differently about apologies and may not realize how important it is to you. But be aware—some people can’t or won’t offer a heartfelt apology even when one is deserved. If she refuses to apologize, try to move on.

Dear Clara: My 30-year reunion is coming up and I want to get back in touch with my best childhood friend. We remained close in college and graduate school, but somewhere after marriage and babies, we lost touch. How can I rekindle our relationship?

—Signed, Long Lost Friend

Dear Friend: It can be unnerving to contact a friend with whom you’ve lost touch. You wonder how she will react to a call or a note out of the blue. There is no special trick to getting back in touch. You just have to put yourself out there. If a phone call feels awkward, send her an email or a note. You could start with something like, “Long time, no talk,” or, “I saw something the other day that made me think of you.”
From the Archives

The Graduate

In 1874, four years after founding Kappa Kappa Gamma, Martha Louisa Stevenson received a Bachelor of Science from Monmouth College. Printed on sheepskin vellum in ink that looks nearly as clear as the day it was written, Monmouth College wrote her middle name as “Louise,” not “Louisa.” In a 1929 note to Della Lawrence Burt, Texas, Lou explained that as descendants of Robert Louis Stevenson, boys in her family received the middle name Louis and the girls had the middle name Louisa. Today, Lou’s diploma is displayed in the Morning Room at The Heritage Museum in Columbus, Ohio, a testament to the will and determination of Kappas in the pursuit of higher education.

—By Kylie Towers Smith, Simpson
It’s that time of year again: your favorite team jersey becomes your uniform, game day is the best day of the week, and the only real question is…

Are you ready for some FOOTBALL?

ILLUSTRATIONS BY MARIO ZUCCA
OF COURSE, IT’S NOT LIFE OR DEATH . . .
Football Is More Important Than That.

FOOTBALL. RELIGION. POLITICS. BARBECUE. In the South where I live, these are the four pillars that support our culture like giant Stonehenge rocks. Each of these topics is the source of never-ending debate that goes deep into the night and continues year after year and generation after generation.

Everyone has an opinion on these cultural touchstones, and few are averse to sharing them. Football fans are infamously vocal, and they often ratchet up the game-day intensity by applying body paint and donning team colors—with varying degrees of tastefulness. This can get out of hand. I once attended a funeral for an LSU fan who was buried, at his request, in an LSU jersey with matching Mardi Gras beads. His coffin was purple and gold.

Down here, football trash talk continues year-round and heats up in front of God and everybody. Church foyers, grocery store aisles, bars, restaurants, tornado shelters—anywhere people congregate, we talk. Lord, do we talk. We pass down our team prejudices and snobberies to our children along with overbites, bushy eyebrows and whatever ailments run in the family.

Football is the touchiest subject of all. No question about it. I’d much rather debate theology, barbecue joints or political parties with you. Normal people get over those dust-ups, but football is viewed as Armageddon. It inspires intense loyalties, fierce rivalries and lifelong feuds. Occasionally, one of our football fans actually loses his or her mind. Throw-downs ensue. Blood is spilled. Sportsmanlike conduct is conspicuously absent. It’s embarrassing.

I’d like to say that this bloodthirsty fanaticism is limited to humans with a Y chromosome, but that’s simply not true. I know plenty of women, renowned for their good manners and ladylike behavior, who come unglued during football season. I’ve seen these paragons of female virtue turn into ranting harpies when they suspect a little home cooking in a holding penalty that just happens to call back a touchdown for their beloved alma mater’s team.

We take football seriously. We plan weddings, heart surgeries and hair-coloring appointments around game-day kick-offs. When my youngest child was scheduled for delivery during the Iron Bowl, I panicked. What kind of loser would be on call in the hospital during the game? At best, it would be a young physician. I figured I’d be lucky if he or she had previous experience delivering puppies—much less a real, live baby. I could die alone in the delivery room if I went into labor in an overtime situation.

When I found out this issue of The Key was covering Ohio State fans cheer the Buckeyes to a 66-0 win against Kent State.
football, my first thought was: is it possible to write about football without being sued for libel or receiving death threats? Sure, I could write about religion. Politics, too, no problem. Barbecue—point me toward the pig for a taste-testing. But football is different. Writing about football is risky—like giving your spouse a gym membership for his or her birthday.

I can’t even explain why I love football. It’s a gene most of us are born with in the South—like knowing how to make good cheese straws and being gifted liars and storytellers. It’s all about tradition. Believe it or not, tailgating can even be elegant. You have to see The Grove at Ole Miss to believe it.

If you didn’t grow up steeped in a football culture like I did, my advice to you is this: tread lightly. You know how you can talk about your mama or your children, but other folks better not? Football fans all over the country feel exactly like that about their teams. Trust me on this. —By Melinda Rainey Thompson, Tulane, author and humorist

I once attended a funeral for an LSU fan who was buried, at his request, in an LSU jersey with matching Mardi Gras beads. 

GAMEDAY GAL
The Art of the Tailgate

Tailgating. It is the best combination of football, friends, family and food. It is the perfect time to welcome the incoming fall weather. It is what brings strangers together, and where fanatics become friends. It is every excuse to purchase that red Kate Spade purse and those Steve Madden wedges because they would look perfect in your social media collage (also, because Kate Spade is a Kappa, duh).

It makes waking up earlier on a Saturday to be at the stadium by 10:30 a.m. somewhat
acceptable. It is as serious to some as their job. In fact, I think some people could make you think tailgating was their actual job. It is the social event of all social events. It is a hobby, much like hunting or golfing. It involves planning and investing time, effort and financial resources.

It is parking lots full of tents, trucks and true fans. It is where spirit is rallied and pride is evident. It is where loyal fans from all corners of the state come together to support their team, regardless of the record. It is where you welcome those who have traveled to support the opposing team, even if you don’t really mean it. It is when you take countless pictures with your pledge sisters that will look awesome on the recruitment video next year. And if your tailgate is good enough, it is watching the game from outside the stadium instead of inside.

One of my favorite memories growing up was when my dad would put me on his shoulders and we would walk through the sea of people that had congregated in The Pit, which is prime tailgating real estate for Arkansas Razorbacks.

Football is a tradition with sisters Allison Waldrip Bragg, Katie Waldrip and Lauren Waldrip, all Gamma Nu, Arkansas.

"One of my favorite memories growing up was when my dad would put me on his shoulders and we would walk through the sea of people that had congregated in The Pit, which is prime tailgating real estate for Arkansas Razorbacks."

---

Katie’s Gameday Fixins

**Rice Salad**

Rice Salad is a great tailgating dish to go with whatever you have on the grill.

- 3 cups cooked rice, cooled
- 1/2 cup onion, finely chopped
- 1/2 cup sweet pickle, finely chopped
- 1 teaspoon salt
- 1/4 teaspoon ground black pepper
- 1 cup light Miracle Whip
- 1 teaspoon prepared mustard
- 1 jar (2 ounces) pimentos, diced
- 4 hard cooked egg whites, chopped

Mix all ingredients together thoroughly. Chill. If a creamier consistency is desired, add more Miracle Whip.

**Black Bean Salsa**

(from Kerri Spears in First Baptist Church’s cookbook, Marianna, Ark.)

- 1 can black beans, rinsed and drained
- 1 can shoepeg corn, drained
- 1 can Ro-Tel tomatoes
- 1/2 bottle Italian salad dressing
- 1/2 cup diced purple onion
- 1/2 cup chopped green pepper
- 1 avocado, diced

Mix together all ingredients. Chill at least two hours before serving. Serve with tortilla chips or on tacos.

---

“As they taught the traditions of their alma mater to their children. And you wouldn’t know it, the University of Arkansas is now my alma mater, too. And those same traditions my parents taught me while we tailgated are traditions I look forward to teaching to my future children. Tailgating combines a few of my favorite things: My dad, the man who held me on his shoulders in The Pit, was the same man who held me on his shoulders as we walked through the rice field just behind our back yard. This was where I learned about hard work. This was where I learned about sacrifice. This was where my interest in food and agriculture was discovered. And the rice in that field would soon be on my plate. Furthermore, the rice in my kitchen would soon be at the tailgate in that healthy new recipe I’ve been dying to try.

As a registered dietitian, obviously I have a love for food. In a pastime that is known for its not-so-nutritious fare, I enjoy introducing healthier alternatives to an audience of my friends and family who are genuinely interested to know what gluten actually is, or how genetically enhanced foods help us feed the world’s growing population.

Being raised on a row crop farm, I love supporting agriculture and educating my friends and family about it when I get the chance. From farm to table to tailgate, it is a win-win. Or perhaps it is a win-win-win?

—By Katie Waldrip, Arkansas
QUID PRO QUO
When athletics outpace academics, nobody wins.

I was at my son’s high school and noticed nothing had been done about a complaint—well, more of a concern—that I had shared with the principal in what I thought was a very nice and chatty email … a year ago.

The equally chatty, somewhat new principal had gotten right back to me after I wrote the email and, due to the quickness of his response, I figured action had been taken. Wrong.

Because as I was walking through the school, gigantic posters, really more like face flags (I’m telling you, the quality of the photography and the flag fabric is top-notch) of students holding balls or ball-hitting implements were staring at me.

I had no complaint with the lovely posters, flags—whatever—of student athletes. What I did have a concern about was the quid pro quo of it all. Because just around the corner, in a dimly lit hallway, are teeny tiny 5 x 7 photos—that look like they were the byproduct of a mediocre laser jet printer—of the National Merit Semifinalists and Commended Scholars. And this is why I wrote the principal last year. I figured I was the perfect person to spearhead this concern since, at that time, I was not the mother of an athlete or a scholar.

In my email I asked the principal why the National Merit kids couldn’t have posters 10 times the size of their heads? In a delightful phone call, he explained that the Parent Booster Club paid for the posters. I shared that I’m sure the National Merit kids’ parents would, with glee, shell out money for a face flag. Because he was so charming, I figured I had wooed him to my way of thinking.

I’m now more than a little angry, and adding fuel to my fury is that I recently heard the author of the new book, The Smartest Kids in the World And How They Got That Way, talking about how no other country in the world lets sports dominate their schools the way America does. (P.S. We’re currently ranked 36th in math.) Now before you get all upset, I do not want to see sports de-emphasized. I’m a Texas girl and I was raised on high school football, but I was wondering what’s stopping us from shining the same LED floodlight on academics.

For instance, why don’t we start recruiting math teachers with the same zeal we use for football coaches? Instead of win-loss records we could have teacher stats. As an example, “Mrs. Smith is currently leading the state in the number of students getting a 5 (highest score) on their Calculus Advanced Placement test and more than 63 percent of her former students have sought post-graduate degrees with an average income of well over six figures.”

Even better would be the pep rallies. I would suggest holding at least two—one in the fall when most students take their first SAT or ACT and one in late spring when the AP tests occur.

Think of the cheers … “Tangent, derivative, theorem, aren’t so hard. Because you’ve studied they’re your lucky charms.”

Or this one for AP Euro History: “French Revolution, Russian, too. Don’t forget to write an amazing FRQ!”

I can already see the marching band playing the theme song from the Big Bang Theory as a salute to the quantum theory portion of the AP Physics exam.

Imagine a world where instead of telling just athletes to be a-g-r-e-s-s-i-v-e we would instead use that same cheer on the brave, young souls about to embark on the biggest battle of their teen years—the SAT.

“Competitive colleges are okay but you’ve got highly selective wanting you after today!”

The best part of all is that it would be so easy to do. What’s a couple more pep rallies and huge face flags?

Adapted from Sherry Claypool Kuehl, Baylor, author of Snarky in the Suburbs

“I’m a Texas girl and I was raised on high school football, but I was wondering what’s stopping us from shining the same LED floodlight on academics.”
Drafting a fantasy team is not just a man’s turf

Like many games in life, fantasy football is all about numbers. Yards, touchdowns, receptions—each one required to earn points and claim victory in a weekly fantasy matchup. As team owners wait each week for their rosters to rack up points, we’re focused on one amazing stat: 6.4 million.

That’s the number of women who played fantasy football in 2013. Ask fantasy fanatics what they like best about the wildly popular game within a game, and you’ll likely get as many answers as there are opinions on who should be the top draft pick. Among those answers, one rises to the top: anyone can play, no matter if you’re a die-hard football fan or simply looking to learn more about the gridiron game. And as the season kicks into high gear, Kappas across the country are dominating weekly matchups in their own leagues.

While it’s too late to start a league of your own this season, it’s never too late to begin prepping for next year. To get you started on a quest for victory, we spoke with some of Kappa’s finest fantasy footballers. Here is their advice:

Step 1: Prepare
Do as much research as possible. “I look at multiple websites, including ESPN, Fantasy Sharks, and BrunoBoys,” says Megan Cowart Gaddis, Kansas. She serves as the commissioner (read: boss) of her current league, and loves the fun yet competitive
nature of fantasy football. Danielle Cantarella, NYU, recommends listening to podcasts and studying annual “Top 300” lists—resources that are written by experts and published on websites like ESPN and Sports Illustrated. Several outlets offer free podcasts, including CBS Sports. The trick? Find a source you like and trust... and stick to the ones that work for you.

Once you’ve done the research, Danielle recommends participating in a mock draft to prepare for various scenarios (your top pick being snagged by a league-mate, for example) before the big day.

Proof that Danielle’s strategy works: she won her league the very first year she played. “My best friend, an experienced player, was not amused!”

**Step 2: Pick**
The nuts and bolts of your draft depend entirely on the type of league (they vary from standard drafts to fake-money auctions). In spite of these differences, the biggest piece of advice remains the same: “Attend the draft,” advises Emily Barksdale, Furman. “If not, you risk snagging some unwanted players, even if you set your lineup.”

Though it may seem logical to draft a quarterback in the first round, remember that fantasy leagues are about individual player statistics. Instead, suggests Logan Krogh Tootell, UCLA, “Draft a running back or wide receiver in the first round.”

Here’s why: plenty of talented quarterbacks can help you rack up points from week to week, but top-notch running backs and wide receivers are limited. This is where that all-important pre-draft research kicks in. Knowing which running backs and wide receivers are most likely to get their hands on the ball (and therefore score you points), means more carries and receptions per player... and that means more points on your fantasy team’s scoreboard.

Be sure to snag some strong players in these positions early on to ensure your edge over the competition (and run a clearer route to victory each week).

As the draft progresses, remember that every team has a bye week where they won’t play at all. Make sure the players you’re picking have varying bye weeks, so you don’t end up with multiple benched players one week (bye weeks = zero points).

In the end, Danielle recommends having a backup plan or three for your draft, just in case things go awry.

**Step 3: Play**
Once the draft is complete, turn your attention to creating the best lineup each week. Most leagues make this easy by projecting how many points players will score and noting injuries and bye weeks.

“Set your lineup each week before the start of the first game on Thursday night,” says Emily. “On Sunday morning, check it again.”

Though you’ve drafted players already, switching is possible, and you may find yourself in a trade situation. But beware, especially if you’re in a league with experienced players. “If you’re not confident that a trade is a good idea, check with someone experienced (and not in your league) for advice before proceeding,” says Danielle.

**Step 4: Party!**
The best part of fantasy football is how fun it can be. Logan recommends finding that fun in your team’s name. Her pick? “I like Super Bowl bound!”

—By **Kait Smith**, Marist

---

**WHAT IS THAT THING?**

The first college to have a mascot was Yale in 1889, an English bulldog named Handsome Dan. But what’s in a name? Named after animals (Badgers), storms (Cyclones), mythical creatures (Griﬃn), and even vegetables (Pickles), here are a few of the most unusual college mascots.

**St. Louis University Billikens**
The Billiken, a chubby elf with pixie ears, cherubic cheeks and a wide grin, is a good-luck ﬁgure who represents “things as they ought to be.” Around 1910, a cartoonist drew a caricature of SLU coach John Bender as a Billiken, posting it in the window of a local drug store. Locals started calling the team Bender’s Billikens, and the name stuck.

**Virginia Tech Hokies**
Actually, a “hokie” is not anything. The term was coined by O.M. Stull, class of 1896, who used it in a spirit yell he wrote for a competition.

The Hokie Bird mascot is an evolved version of the school’s former turkey mascot, who was trained to gobble on command, up and down the sidelines.

**Stanford Cardinal**
Though Stanford does not have an ofﬁcial mascot, the nightmare-rendering, dancing tree seen on the sidelines is often confused for one. The tree is actually a member of the Stanford Band.

**UC Santa Cruz Banana Slugs**
Students take pride in Sammy the Slug and when the school attempted to change their name to the Sea Lions, the students continued to root for the Slugs even after a sea lion was painted in the middle of the basketball ﬂoor. In 1986, the banana slug was declared UCSC’s ofﬁcial mascot.

**Scottsdale Community College Fighting Artichokes**
Artie the Artichoke was born during a time of unrest on campus. Originally intended to be a source of embarrassment for SCC, Artie has been embraced by students as a beloved character. Who knew veggies are fighters?

—By **Ann Graham Schnaedter**, Missouri
The wage gap puts women under a higher burden when managing student debt, but research shows a college degree is worth the investment.

By Denise Hair Horton, *Arkansas*

*ILLUSTRATION BY MELINDA BECK*
Since graduating in 2005, Haley Kyles, North Texas, has become a part-owner and director of corporate development for an oil and gas company, negotiating deals in the $30–$40 million range. While Haley is hardly down on her luck, she has put a number of dreams on hold (and a whole lot of spending) as she concentrates on paying off nearly $60,000 in student loan debt.

“I still live at home and am paying double on my student loans, but it feels like I’m not making a dent,” she says, estimating that if she continues making double payments she will pay off her loans in five years.

Unlike many college students, Haley could have avoided the majority of her loans, with a full-ride golf scholarship to the University of Texas. Two weeks before classes began, she rejected the scholarship and transferred to UNT. “If I had realized how much I would owe, I think I would have taken the golf scholarship,” she says, ruefully noting that her decision was the result of youthful rebellion.

Roxy Lewis, Centre, also had lower-cost options than her alma mater in Danville, Ky. She could have attended the University of Louisville, a public institution located in her hometown, for far less. “I’m a first-generation college student; the only child of a single mom,” she says. “I’m also a little bit of an introvert. I knew I wanted to go to a smaller liberal arts college that wasn’t too far from home. I loved the campus and the people I met; they invested in me even as a visitor.”

Although Centre invested in Roxy, she also invested in it—to the tune of $34,000 annually in tuition alone. To pay for college, Roxy took out both personal loans and student loans. Her work-study experience in the student life office at Centre led her to return to Louisville after graduating to earn a master’s degree in education with an emphasis in college student personnel. Her assistantship in the university’s financial aid office led to a permanent position, where she spends her days awarding aid and scholarships to students. Roxy also counsels families and helps them file the Free Application for Federal Student Aid, known best by its acronym FAFSA, the form used to determine eligibility for a wide variety of loans, grants and need-based scholarships.

When it comes to paying off her loans, Roxy is using income-based repayment, a program that allows her to pay $300 per month on the loans rather than the full $500–$600 per month she would otherwise pay.

Neither Haley nor Roxy regret their choices of college or even taking out loans. “It was worth every penny,” Roxy says of her experiences at Centre. However, both say they wish they had known more about the options available and had better understood the long-term impact of their debt.

Student debt has become a fact of life for most college students. Since the early 1980s, tuition has risen about seven percent a year, causing two-thirds of students to borrow to complete their degrees, according to the National Association of Student Financial Aid Administrators. What’s more, an analysis of government data by Pew Research Center shows a dramatic effect on overall wealth when comparing those with student debt with similarly educated young adults who don’t have student debt.

“Households headed by a young, college-educated adult without any student debt obligations have about seven times the typical net worth ($64,700) of households headed by a young, college-educated adult with student debt ($8,700),” according to information provided by the research center. The report goes on to say that the difference in net worth can be attributed to those with student debt owing nearly twice as much on car loans and credit cards, in addition to student loans, compared with those who don’t have student debt.

And, there’s an added pressure for Haley and Roxy. They’re women.

Research by the American Association of University Women shows that although women and men tend to owe similar amounts of student debt, women must dedicate a higher proportion of their wages to repaying that debt and, compared to men, they tend to take longer to pay off student loans.

Why?

According to the AAUW’s 2013 report, “Graduating to a Pay Gap,” part of the reason lies in women’s choices of majors. Men tend to opt for degrees that result in higher salaries fresh out of college, while women tend to choose degrees with lower starting salaries.

As a financial aid counselor at the University of Louisville, Roxy sees these choices being made every day.

“We’re famous for our engineering programs, but those are predominantly male majors. Those majors are making $50,000–$60,000 right after graduation. Women tend to major in psychology and social work—none of that’s going to pay as much,” she says. Regardless, Roxy focuses on listening to students’ career goals and helping them search for scholarships and other sources of financial aid.

For those interested in careers that benefit society, such as teaching, nursing or counseling, Eileen Freiberger, a certified financial planner in California, suggests exploring the website ibrinfo.org, which provides information on three federal programs, including income-based repayment; “Pay as You Earn,” which also holds down the amount you have to pay and, after 20 years, forgives any remaining debt; and “Public Service Loan Forgiveness,” which forgives some student loans after you’ve worked in a public service job for at least 10 years.

“I think parents have to coach their kids to be smart about college debt,” Eileen says. “I don’t think we can tell them, ‘You can’t study this,’ or ‘You must study that,’ but if a child is going down a
1. Stick to a budget. Make a list of expenses and compare to the funds you have available. Use a budget app, like Toshl Finance or Left to Spend.

2. Don’t get carried away with dorm furnishings. Wait until you actually move in so you buy just what you need.


4. Use a bike or public transportation; you’ll go green while saving some green.

5. Apply for scholarships and financial aid. Set up an appointment with your university financial aid office to find the best options. Find scholarships specific to your school at meritaid.com.

6. Don’t take out more student loans than what you need for tuition and essential expenses. Resist the urge to splurge, and pay down your loans with whatever money you have remaining.

7. Maximize your meal plan. Take advantage of the meals in your plan instead of eating out. Adjust your meal plan if you find you are paying for meals you’re not eating.

8. Avoid bank fees. Pay your bills on time, don’t carry a balance on your credit card and see if your bank offers a mobile app to keep your finances at your fingertips.

9. Graduate on time or early. Keep apprised of what high school AP classes will transfer and be aware of course requirements to graduate. Don’t get stuck paying for an extra semester.

10. Consider alternative housing options. Living off campus with friends can be cheaper than room and board.

—By Sarah Schupp, Colorado, author of University Parent Guide to Supporting Your Student’s Freshman Year.
Meet the Mother of Mayhem

The visionary behind Allstate’s Mayhem campaign, Lisa Hosfield Cochrane, Missouri, shares her secret ingredient for success in business and in life.

By Kristin Sangid, Georgia Southern

PHOTO BY SAVERIO TRUGLIA
Lisa Hosfield Cochrane, Missouri, has some advice to stay dry when mayhem strikes. This past June, Lisa was named Woman of the Year by Advertising Women of New York. A classic have-your-pie-and-eat-it-too kind of executive, Lisa shares her secrets for success (and her blue-ribbon apple pie recipe).

The night before we spoke, Lisa had worked into the wee hours of the morning. She planned to drive home for a few hours of sleep before returning to the office, where she is senior vice president of marketing for Allstate Insurance Company. But as the sun came up at Allstate’s corporate headquarters in Northbrook, Ill., Lisa was experiencing what mind gurus call “flow,” so she skipped the sleep and tapped the idea well. After a quick trip home to refresh, Lisa headed back to the office.

“It’s Friday. I’ll crash on the weekend,” Lisa reassured me when I offered to reschedule the interview. Secretly, I was hoping for a postponement because I was operating on little sleep myself. But Lisa was game and pleasantly warned me: “I talk fast.”

Known for giving advice—which she gives freely and often—Lisa eagerly shared her mantra: trust your gut. “Which is not synonymous with ‘wing it,’” she says. An impeccable work ethic underlies Lisa’s ability to rely on the internal barometer that guides her decisions. She began developing her talents in elementary school. “I think I was born to sell,” she says, recounting how in the third grade she submitted an advertisement instead of a book report, and got an “A” on the project.

As the oldest of four siblings in the Hosfield family and the granddaughter and daughter of salesmen, Lisa developed her instincts for sales organically, beginning when she was just 6 years old. When her brothers weren’t home, she would take their comic books and set up a storefront at the entrance of her bedroom. When they came home, she would offer them promotions to buy back their books. Lisa’s ad pitch: “One comic book for a nickel or two for ten cents.” She’s either brilliant at math or not very good at math—you decide.

By the time Lisa reached journalism school at the University of Missouri, she thrived on working hard. In high school she had been voted most likely to succeed and was editor of Niles West High School’s student newspaper in Skokie, Ill. At Missouri, Lisa excelled. She was a teaching assistant for a class in advertising, a member of Mortar Board and song leader of Theta Chapter of Kappa Kappa Gamma. While living in the Kappa house with 125 sisters, Lisa developed the ability to see the good in everyone. “We had a sense of community and stood together no matter what,” she says of Theta Chapter. Though she graduated early, in only three years, Lisa formed bonds that would last, and they still meet for reunions at the Lake of the Ozarks.

“Do not take a job as a secretary,” Lisa thought. It was 1976, she had just graduated and moved back to Chicago. She spent her days combing the want ads. Having grown up during the tail end of the “Mad Men” era of advertising—when ads pictured women in subservient roles—Lisa did not want to begin in a secretarial position, lest she become typecast. She had high aspirations, but she still needed the proverbial foot in the door. “Finding any job in 1976 was difficult,” says Lisa.

And her first opportunity came as a foot in the door—in the shoe department at Marshall Field’s department store. While she was technically in the “Ad Training Program,” mostly she sold shoes all day and wrote ads at night. “Bad jobs are often the best jobs,” she says, “because they’re the ones that motivate you to go get the job you really want.” Meanwhile, Lisa learned customer service skills and ad writing while she looked for bigger opportunities.

In the Chicago Tribune, Lisa read that Ogilvy & Mather advertising agency was opening an office in the Standard Oil Building in Chicago. She wrote to Ogilvy & Mather and was soon hired, at the age of 21, to be an account management trainee at Ogilvy’s Chicago office. Once at Ogilvy, a serendipitous meeting would change the trajectory of her career.

When agency founder David Ogilvy came to visit the Chicago office and wandered into Lisa’s office, they got to talking, and Lisa asked if he’d ever really seen Chicago. He hadn’t and they set out on a three-hour tour of her hometown. Looking back, Lisa laughs, retelling how they returned to find the office aflutter, fearing Mr. Ogilvy was lost.

Volunteering to give David Ogilvy a tour turned out to be one of Lisa’s biggest breaks. On the L Train subway ride, over chocolate sodas at Marshall Field’s soda fountain and on a stroll, Lisa connected with Ogilvy, forging a professional bond that would last decades. Lisa believes that the best mentoring relationships develop when people find one another rather than in formal training. From Ogilvy, Lisa says she learned the value of strong company culture, good versus great writing, and most importantly, how to run a first-class business. Ogilvy is famously quoted, “Only first class business, and that in a first class way.” Lisa still follows her mentor’s words 35 years later.

The exacting standards that Lisa developed at Ogilvy & Mather would pay off over the course of her career. When she joined Allstate’s marketing team in 2000, Lisa discovered it was “the perfect company for me,” she says, “because we’re all about doing good.” As senior vice president of marketing, Lisa is entrusted with safekeeping the iconic “good hands” brand, a role she cherishes. It’s no small order: the tagline, “You’re in Good Hands,” has been the number one identified tagline in blind tests since the 1950s.

When Lisa joined Allstate, the brand was steadfast but quiet and conservative. In her marketing efforts, Lisa began to focus on people
Lisa is quick to credit others—her teams at Allstate, Leo Burnett and other agencies, as well as the talent they’ve employed as actors and spokespersons. Rich Stoddart, CEO of Leo Burnett North America, calls Lisa the “Mother of Mayhem.” Lisa demurs, “I am not. I am the ER doctor that saved Mayhem!”

Being the mother of mayhem isn’t always easy. The real test of Lisa’s character came upon the initial launch of the Mayhem campaign in 2010. Teaser ads opened with Winters menacing: “Mayhem is coming” in a darkly lit, movie-quality clip so realistic that some viewers found it frightening. The teaser campaign only told part of the story but Lisa was stalwart in trusting that people would respond well to the message once it was revealed. “People won’t get it,” she was told by worried Allstaters who called, asking Lisa what was going on with the new ad.

“I asked them to trust me—give me a couple of days,” Lisa recalls. “We needed a few days to finish edits to the commercials that revealed rather than on the corporation. “The consumer is smart; advertising can inform, and help people make choices,” Lisa says, “and in reading people, I trust my gut.”

An iconic Allstate commercial that appears every Thanksgiving is Dennis Haysbert’s “Trouble Never Takes a Holiday,” directed by the Oscar-winning Sam Mendes. In 2003 when the ad debuted, casting Haysbert was considered an innovative move. Standing in the driveway by a turkey fryer, Haysbert lightly warns the viewer of potential holiday accidents: “Last Thanksgiving about two million people tried to deep fat fry their turkey. Fifteen succeeded in setting their houses on fire.” He deadpans: “Are you in good hands?”

During the recession, Allstate was faced with new challenges: not only were consumers tightening their belts, but insurance had become available as a direct buy. Consumers can now get price quotes online at any time of day, with less focus on the agent-client relationship. “Competitive advertising was shouting ‘cheapest is best,’ commoditizing the insurance category when insurance really should be customized to peoples’ protection needs,” says Lisa. She challenged Leo Burnett, who manages Allstate’s creative efforts, to change the conversation. Enter Mayhem—also known as actor Dean Winters, whom the ad agency, under Lisa’s oversight, cast to warn consumers about the pitfalls of low-priced insurance. In quirky dramatic ads in which Winters plays a fictionalized character embodying all things Mayhem—from a raccoon destroying your attic to a teenage girl driving a pink SUV to a deer-in-the-headlights. With hundreds of thousands of YouTube views and 1.8 million Facebook fans, Mayhem ads are a sensation.

Known for giving advice which she gives freely and often, Lisa eagerly shared her mantra: trust your gut. “Which is not synonymous with ‘wing it.’”

Lisa is quick to credit others—her teams at Allstate, Leo Burnett and other agencies, as well as the talent they’ve employed as actors and spokespeople. Rich Stoddart, CEO of Leo Burnett North America, calls Lisa the “Mother of Mayhem.” Lisa demurs, “I am not. I am the ER doctor that saved Mayhem!”

Being the mother of mayhem isn’t always easy. The real test of Lisa’s character came upon the initial launch of the Mayhem campaign in 2010. Teaser ads opened with Winters menacing: “Mayhem is coming” in a darkly lit, movie-quality clip so realistic that some viewers found it frightening. The teaser campaign only told part of the story but Lisa was stalwart in trusting that people would respond well to the message once it was revealed. “People won’t get it,” she was told by worried Allstaters who called, asking Lisa what was going on with the new ad.

“I asked them to trust me—give me a couple of days,” Lisa recalls. “We needed a few days to finish edits to the commercials that revealed...
the whole Mayhem story.” The risk, and Lisa’s penchant for trusting her instincts, paid off. As the humorous side of Mayhem evolved, highlighting life’s calamities in a less serious way than the initial teasers, people got it—and loved it. Within one year, Mayhem was awarded Madison Avenue’s Advertising Icon of the Year and received five Cannes Lions Creative Awards. And consumers now know to ask questions about insurance coverage as a result of Mayhem’s simple vignettes. Lisa found great success in relying on her mentor’s advice to use advertising to teach people.

While slow to take credit and quick to recognize others, Lisa often finds herself giving advice. Not one to wing it but also not limited by consumer testing that often shows results for things that have already been done, Lisa loves innovation. “I have a natural curiosity and I enjoy people,” she says. Taking on new challenges and embracing change runs in her genes Lisa says, proudly explaining that her 82-year-old mother, Diane Hosfield, uses Twitter. “She was sitting in the audience tweeting as I was receiving the Woman of the Year Award,” Lisa says.

Lisa also finds inspiration in the little things. When she was raising her children, Christopher and Kate, now young adults and both working in the advertising world, she instructed them to “listen to the little voice,” which she admits can be challenging at times. Most often Lisa’s little voice is telling her, “Go out on a limb—that’s where the fruit is.” This framed quote—a gift from her husband Cary, who is an artist—sits on Lisa’s desk as a daily reminder. Lisa and Cary met when they both worked at Ogilvy. She says that her 32-year marriage to Cary is the best example of trusting your gut: they were married after dating for only three months!

Now to the tasty part, the apple pie. Lisa’s dad, Jim Hosfield, had always taught her to enjoy the small moments in life and Lisa does love to work in her garden, bake and entertain in her spare time. At the AWNY awards in June, when Lisa received the Woman of the Year Award, Lisa’s friend Martha Stewart had a little surprise of her own to share. On the awards stage was Martha, holding a slice of Lisa’s famous blue-ribbon-winning apple pie. Martha said that everyone needs a few secret ingredients in their life. Martha had arranged for the recipe to be prepared by the chef for the more than 400 guests at the award ceremony and printed it for sharing. Alongside the recipe are these words from Lisa: “Whether it’s baking a pie or making the right call in business, I trust my gut. And trusting your gut is easier when your gut is happy.”

Lisa Cochrane’s Blue-Ribbon Apple Pie Recipe

THE CRUST

2 CUPS FLOUR
(I prefer King Arthur)
BETWEEN ½ AND 1 CUP BUTTER-
FLAVORED CRISCO
NICE DUMP OF CONFECTIONER’S SUGAR (about ⅓ cup)*
REALLY COLD WATER

Put the flour, Crisco and confectioner’s sugar in a big bowl. Cut together with a pastry blender until an even, fine consistency. Stir a couple of times with a fork and then drizzle ice water into mixture while stirring with fork and then gently put into your pie dish. Help it settle down into the dish and then trim the overhanging edge of the pastry around the edges of the dish.

Now it’s filling time!

THE FILLING

I don’t ever measure—I like a full pie, so use eight or nine apples, and I prefer at least two different varieties mixed together; at least one variety should be tart. The amount of apples depends on the size of your pie dish.

6–8 CUPS PEELED AND SLICED APPLES
1 PEAR, PEELED AND SLICED*
4–6 TABLESPOONS FLOUR (depends on how juicy your apples are)
½ CUP GRANULATED SUGAR
1–2 TEASPOONS CINNAMON
4–5 TABLESPOONS BUTTER (if you need to keep your pie dairy-free, use a dairy-free margarine, but don’t skip this ingredient!)

Mix the flour, sugar and cinnamon and dump in the sliced apples and pear. Mix gently and turn the mixture into pastry-lined pie dish. Even out the slices with your fingers to fill in some of the open spaces. Dot the top of the apple pie filling with slices of the butter (or margarine).

Now roll out the second round of dough, fold in half and lift to place over filling and unfold. Trim the overhanging edge of pastry about 1–1 ¼” from rim of dish. Fold top edge around and under lower edge, pressing on rim to seal. Flute however you like; I usually just use fork tines because I’m in a hurry and this makes a nice seal.

Cut slits in the top crust so steam can escape—this is when I like to add a pretty design or even a name or an outline of an apple or kitty face if I want to please myself.

Bake in a 425-degree oven for 40 to 60 minutes or until crust is brown and juice bubbles through slits in crust. (It’s very important to wait for the juice to bubble through the slits—that heat will thicken the filling. If the edges start to get too brown, cover them with a strip of foil.)

*secret ingredient
Have you worked your blue-and-blue connections? We want to hear your story!
Email us at thekey@kkg.org

Kappa Connections
The Pink Glove Treatment

Molly Maid CEO Meg Roberts dishes on landing the top spot at Molly Maid and what it’s like to don the pink gloves.

—By Alexander Gelfand
photo by Peter Baker

It was 1998, and Meg Roberts, Michigan, was anxious.

Since 2012, Meg has been president of house-cleaning powerhouse Molly Maid, a company whose 275 franchises offer residential maid services coast-to-coast, generating annual revenues of roughly $200 million. But back then, Meg was fresh from a master’s program in advertising research at Michigan State University, and she had just landed an interview with BBDO Chicago, one of the most highly regarded ad agencies in the country. It was the kind of opportunity that she had dreamed of since childhood: when asked in middle school to create a brochure describing the sort of career she wanted, Meg had produced a tract about advertising and marketing. Later, as an undergraduate at the University of Michigan, she had taken multiple unpaid internships—at CBS-TV in Detroit, at a radio station in her native Ann Arbor—in preparation for a career in broadcast marketing.

Nonetheless, Meg didn’t really expect to land the Chicago job, especially since 10 other people were also waiting to talk to BBDO recruiter Stacie Boney, Northwestern. At the end of their session, however, Stacie noticed Meg’s Kappa Kappa Gamma membership at the bottom of her résumé, and the two suddenly had something to talk about. Meg was hired the next day. And while she feels she deserved it, she also suspects that simply having those three Greek letters on her résumé was enough to make her stand out from the competition. It was the first time that Meg’s fraternity affiliation had helped her forge a connection outside of her own Beta Delta Chapter, Michigan, and the first time that Kappa Kappa Gamma had helped open a door for her. But it wouldn’t be the last.

Meg enjoyed working as an account manager at BBDO, where she managed all aspects of advertising, from product packaging to online marketing, for major clients like Chicago-based gum giant Wrigley. But the position required her to travel a great deal—it wasn’t unusual for her to jet off to Los Angeles or Rio de Janeiro to produce television commercials—so, after giving birth
to her first son in 2003, she decided to take a break.

The transition from full-time advertising professional to full-time mom was tough: in addition to missing the sense of fulfillment that agency work had given her, Meg felt pressure to hold “a real job,” a concept that she now views as being excessively narrow in its definition. “You can be the CEO of your home, you can be the CEO of your company, you can be the CEO of both,” she says. “All of it’s difficult, and all of it’s challenging.”

Meg says that Molly Maid offers franchise owners and employees a more family-friendly lifestyle than they might find elsewhere. Many franchisees are former corporate executives who wanted to run their own businesses without having to work insane hours; the company offers its services between 8 a.m. and 5 p.m., Monday through Friday, often cleaning the homes of people who are themselves at the office. “Consequently,” says Meg, “you’re not going to be at work on Saturday night.” And the company’s bonded and insured residential maids—most of them women, many of them single working moms who lack college degrees—can count on a predictable hourly wage and the kind of regular workday that allows them to minimize their childcare expenses.

After moving back to Ann Arbor, Meg began working part-time at a small advertising agency, a job she continued to hold after she had her second son in 2006. It wasn’t long, however, before another Kappa Kappa Gamma connection landed her at Molly Maid.

In some ways, Meg seems fated to have joined the company. Her parents knew Bob Ufer, one of the founding partners of Service Brands International, which owns Molly Maid, and the outfit’s distinctive pink and navy cars are a common sight around Ann Arbor where the home office is located. One of her parents’ neighbors even started a Molly Maid franchise just down the street while Meg was in graduate school. “It was like the brand was beckoning me,” she says.

But it wasn’t until Meg returned to Ann Arbor that she became friendly with Bob’s daughter, Heidi (now Heidi Ufer Battier, wife of retired NBA superstar Shane Battier), Villanova, and began visiting the family’s summer cottage on nearby Bruin Lake. One day, while chatting with Bob about Molly Maid, Meg mentioned that the company’s website looked as if it could use some work. “Well, you should come in and talk to our chief marketing officer,” Bob responded, adding that the company did not yet have a marketing director. Six months later, Meg landed the job.

Going from the agency world, where she typically dealt with only a handful of clients, to a franchise operation where she had to answer to hundreds of business owners—many of whom had been with Molly Maid for years and had their own ideas about how things ought to be done—wasn’t easy for Meg. (Like all new hires, she also cleaned houses as part of her initial training, something she continues to do each year in order to better understand the work that most of her employees do.) Nonetheless, she lost no time in giving Molly Maid a thorough online makeover, revamping its website, introducing it to the world of blogs and social media, and convening Web-based focus groups—initiatives that increased leads for professional housecleaning by a whopping 345 percent and contributed to double-digit sales growth. In 2011, Meg was promoted to vice president of marketing for SBI. A year later, she was offered the job of president at Molly Maid.

It wasn’t really the role that Meg had envisioned for herself. When the company’s chief marketing officer had asked her during her 2007 interview where she wanted to be in seven years, she told him, “I want to be in your chair.” But she adapted quickly, switching her focus to growing the business by expanding into previously unexplored territory and improving operations through better use of technology. (Recent advances include using software to send automated appointment reminders to customers and to avoid potential scheduling conflicts.) “When they succeed, it’s very satisfying,” Meg says of the company’s franchisees. “And when they fail, you take it very personally.”

Meg also takes the work of the Ms. Molly Foundation, which was established in 1996 to raise awareness of domestic violence, very personally. “The foundation kind of represents the heart and soul of who we are as an organization,” she says, explaining that the company’s residential maids encounter victims of domestic violence in the course of their duties—and some are victims themselves. The foundation has raised more than $2 million and distributed mountains of customer-donated goods (toiletries, clothing, children’s toys) to shelters and safe houses across the country. Many franchisees donate ten cents from each cleaning carried out during Domestic Violence Awareness Month in October, and just last year the foundation initiated a program whereby every customer donation above $25 buys a teddy bear for a child in a shelter and the remaining proceeds go to the shelter.

Leading a residential cleaning franchise and combating domestic violence might seem a long way from Meg’s roots in advertising. But it also seems only fitting that a woman who now helps people keep their homes looking good has found a way to make their lives better as well.
**Book & Author Dinner**

**NOVEMBER 6**

Authors Rick Reilly, Lisa See and Mary Miley Theobald, William & Mary, will be featured at the Denver Alumnae Association’s 2014 Kappa Book & Author Dinner. Celebrating its 25th anniversary, the event benefits the Craig Hospital Scholarship Fund and the Kappa Kappa Gamma Foundation. For more information, email Barb Goettelman at cusekappa88@comcast.net.

**TED Talk**

**Listen Up!**

Simon Sinek explores how leaders can inspire cooperation, trust and change. His “golden circle” concept is worth a listen at www.ted.com.

---

**Chapter Anniversaries**

Happy one-year anniversary to Kappa’s newest chapters: Georgetown (Oct. 26), Wichita State (Nov. 16) and Elmhurst (Nov. 23)! Post congratulations to Eta Tau, Eta Upsilon and Eta Phi on their Facebook pages.

**Regional Meetings**

The provinces will meet in regions in 2015. Check the “Conferences” section at www.kappa.org for updates.

- **Region 1:** April 10–12
  Hartford, Conn. (Alpha, Rho)
- **Region 2:** Feb. 27–March 1
  Pittsburgh, Pa. (Beta, Gamma, Lambda)
- **Region 3:** Feb. 6–8
  Atlanta, Ga. (Mu, Nu, Xi)
- **Region 4:** Feb. 20–22
  Dallas, Texas (Theta)
- **Region 5:** April 17–19
  Schaumburg, Ill. (Delta, Epsilon, Zeta)
- **Region 6:** March 6–8
  Denver, Colo. (Eta, Iota)
- **Region 7:** April 24–26
  Fresno, Calif. (Kappa, Pi)

---

**Veterans Day**

**NOVEMBER 11**

In 1954, President Dwight D. Eisenhower signed a bill proclaiming Nov. 11 as Veterans Day. Join Kappa in honoring America’s veterans for their loyal and dedicated service. Did you know Kappa has a Stars and Stripes Alumnae Association? Visit http://associations.kappakappagamma.org/starsandstripes/ for more information.

---

**Convention Recap**

President’s Corner

Keep Us in the Loop

As the new 2014–2016 Fraternity Council begins work this biennium, you can expect to hear from us frequently. We’ll be sharing information about upcoming initiatives, proposed organizational changes and ideas to help move Kappa into the future. But, communication is a two-way street—so when you receive news from the Fraternity, it’s up to you to let us know what’s on your mind! We’ll be relying on you, our members, for feedback to help us keep Kappa relevant as we approach our 150th anniversary.

—By Beth Uphoff Black, Illinois Wesleyan

Elected in June, the new Fraternity Council looks forward to getting to know members and leading Kappa Kappa Gamma.

DUKE

World Cup Competitor

Sophomore Christina Gibbons, Duke, claims to have lived a “mostly normal life.” However, this 19-year-old soccer player’s life catapulted to extraordinary when she was chosen to play for the United States in the 2014 FIFA Under-20 Women’s World Cup in Edmonton, Montreal, Moncton and Toronto, Canada.

Christina trained with the U.S. U-20 Women’s National Team in February, April and May of 2014 and was selected in July by head coach Michelle French to be on the 21-member roster representing the U.S. Finding out she had made the team was “a little bit surreal,” says Christina.

Born in Ohio, Christina moved with her family to Raleigh, N.C., when she was 3 years old. She began playing soccer when she was just 4 or 5. Showing athletic talent at a young age, Christina played travel soccer with Capital Area Soccer League through high school, when she signed to play for Duke University her junior year. As a freshman, she started every game for the Blue Devils.

Despite her talent, Christina at times felt overlooked as a player, forcing her to work harder, be patient and put in the effort to stand out as a smart and technical defensive player. “You can’t control all the other elements,
but you can always control how hard you work,” says Christina. In addition to making up school work missed because of her training schedule, Christina makes time for Kappa. She says her Delta Beta Chapter provides an “outlet to get away from soccer for a little while,” as well as a whole new set of fans. “My sisters have been so supportive; I think it has a bigger impact on me than they even realize. They don’t realize what a big deal it is for me to have their support.”

NEW MEXICO

Caring for Children in Kabul

KABUL, Afghanistan. Three military vehicles rolled out of the International Security Assistance Forces (ISAF) compound packed with more than 800 pounds of clothing, toys and school supplies for Afghan children.

And stuffed in the pockets of several of the ISAF troops were lollipops for the children.

The humanitarian items were shared by Physiotherapy and Rehabilitation Services for Afghanistan (PARSA), an organization serving the disadvantaged in Afghanistan, and Shamsa Village, an orphanage housing 52 children in a residential setting.

At the PARSA camp in Western Kabul, residents, teenage Afghan Scouts, and a dozen ISAF members formed a bucket brigade, transferring goods from two SUVs to a storage shed, laughing as they pitched bulging bags down the line—a sack of stuffed animals, baby clothes, shoes, a box of notebooks, blankets—under the hot Afghan sun.

“I loved being able to help the most innocent victims of the long war here,” says Catherine Weaver Warner, New Mexico, Director of ISAF’s Telecommunications Advisory Team, who organized the delivery. “Living and working at ISAF, we are limited in how much we can personally help the Afghans, but if we make a difference to even a few children, it’s worth the effort. Additionally, today was my birthday, and this was the best birthday present ever—to be able to bring these needed items to the orphans and Afghan Scouts,” says Catherine.

The unloading complete, ISAF members passed out more candy, spoke with the scouts, played with four Labrador Retriever puppies and visited the Afghan Garden Kitchen, which is staffed by Afghan hospitality-industry trainees, another aspect of PARSA’s program, which seeks to help older orphans and impoverished adults transition into the workforce.

After an hour, it was time to head back. As the ISAF members prepared to leave, they shook hands with the older children, receiving a smile and hearty “thank you” from each child.

—By Lt. Col. James Bishop, ISAF Headquarters Public Affairs

Kappa Klassic golf tournament raises $44,500

Theta chapter’s annual event was a swinging success, raising $44,500, double the amount raised in prior years. The chapter auctioned off items, sold T-shirts and offered hole sponsorships. The proceeds will go to Cedar Creek Therapeutic Riding Center, Reading is Fundamental, the Kappa Kappa Gamma Foundation and local philanthropies.
Jane Brock-Wilson
PURDUE Jane has been named to the Dean’s Advisory Council at Purdue’s Krannert School of Management. Since 1994, she has served as managing director of Berkshire Partners, a private equity firm, and has been a director of several of Berkshire’s business services, consumer products and industrial management companies. After earning a bachelor’s degree in industrial management, Jane earned an MBA from Harvard. She then established the Brock Family Fellowship, a grant to help finance women’s education at the Harvard Business School.

Macy Koch
SIMPSON Macy is director of digital strategy at Brand Driven Digital. She has been recognized in Fast Company as a female entrepreneur who can “stand out in a sea of dudes” and has been called “the bees-knees” by Foursquare founder Dennis Crowley. Macy is a coach and event committee member for Girls on the Run of Des Moines and is the Public Relations Adviser at Omicron, Simpson, and Beta Zeta, Iowa. Previously, she was President of the Cedar Rapids Alumnae Association.

Gail Goundry Jarrow
DUKE A science and history writer, Gail has a new book, Red Madness: How a Medical Mystery Changed What We Eat. The disease pellagra spread across the American South in the early 20th century, killing thousands of people. Red Madness includes true stories about pellagra victims and accounts of the scientific investigations that eventually defeated this medical mystery. Illustrated with 100 archival photos, it is written for children ages 10–14.

Sue Smith Quigg
INDIANA Using a 100-year-old baseball that her grandmother used to throw the first pitch before a game during Wrigley Field’s first season in 1914, Sue threw the ceremonial first pitch at the ballpark to open the 2014 season ... and it was a strike! On the field, the teams wore replica jerseys from the 1914 Federal League as part of Wrigley’s 100th anniversary celebration. Sue, 77, was the great-grandniece of Charles Weeghman, who built the stadium in 1914 and bought the Chicago Cubs a few years later. Sue died unexpectedly on July 10.

Robin Jarvis
MONMOUTH Robin presents a pragmatic approach to clinical orientation in the book she co-wrote, Staff Educator’s Guide to Clinical Orientation. Robin’s book is designed as a quick-reference guide that equips training
managers with helpful tools to make the orientation process as easy and efficient as possible. Robin is principal of R. L. Jarvis & Associates and specializes in cross-cultural communication, accelerated learning, instructional design, leadership development and facilitation.

**Molly Wilkinson Chavers**

**DePauw** Molly is the executive director of IndyHub, a nonprofit organization focused on attracting and engaging twenty- and thirty-somethings in Indianapolis. Since joining in 2005, Molly has focused on fundraising and consulting with the business community to better engage talent. IndyHub links individuals with local groups that cater to their interests to keep young and talented people involved in the community. In 2008, she was named one of Indianapolis’ “Forty Under 40” by the *Indianapolis Business Journal*.

**Betsy Polk Joseph**

**Massachusetts** Betsy, along with business partner Maggie Chotas, wrote *Power Through Partnership: How Women Lead Better Together*, which addresses the myths and fears that keep women from succeeding as business partners and offers advice on how to make female partnerships thrive. Their book draws from Betsy and Maggie’s own 12-year relationship, as well as interviews with 125 women business teams across the world. Betsy is co-founder of Mulberry Partners and is a facilitator, mediator and board-certified coach.

**Lexi Marten**

**USC** Lexi is taking part in the Coro Fellowship in Public Affairs, a nine-month experiential leadership training program that prepares diverse and talented individuals for effective and ethical leadership in public affairs. Unconventional by traditional academic standards, the Fellows Program is an unparalleled opportunity for personal and professional growth. Sixty-four Fellows are chosen nationally each year through a highly competitive selection process.

**Grace Martini**

**William & Mary** As 2014 senior class president and class gift co-chairman, Grace asked her classmates to pay it forward with a donation of $16.93 in recognition of the date of the college’s founding charter. Two weeks before commencement, 1,015 seniors had contributed. Grace will eventually join Deloitte in Washington, D.C., after spending two years in Memphis with Teach for America.

**Hannah Heyworth**

**UC Santa Barbara**

Hannah received the 2014 Robin Babbini Community Achievement Award by The Ovarian Cancer Circle/Inspired By Robin Babbini. This annual award honors an outstanding Epsilon Psi member who is active in the community. The Ovarian Cancer Circle/Inspired By Robin Babbini was founded to honor a UCSB Kappa who was diagnosed with ovarian cancer at 17 and lost her life at the age of 20. Since 2007, The Circle has been educating women about ovarian cancer and helping the chapter host the annual Kappa Dash fundraiser.

**Debbie Millbern Powers**

**Indiana** Debbie drew on her experience playing college basketball in the early 1970s and coaching after the passage of Title IX to write her memoir, *Meeting Her Match*. Captain of the 1973 Indiana women’s basketball team that advanced to the Final Four, Debbie’s memoir chronicles gender inequities in sports prior to Title IX, such as the lack of scholarships and locker rooms or facilities equivalent to those in the men’s programs. Debbie is donating a portion of her book proceeds to Girls, Inc. Debbie is an assistant professor emerita at Ball State.

**Deb Wallace**

**Louisiana** Deb Wallace is currently working on her memoir, *To the Starlight*, which chronicles her journey to becoming the first Black woman in the Louisiana State Senate. Deb shares her story as a single mother who overcame adversity to become a legislator and advocate for education, women’s rights, and workplace diversity. Her memoir highlights the importance of representation and the impact of leadership at all levels.

**Chelon Pottenger Stanzel**

**Iowa State** Chelon has been opening her home to Delta Omicron Chapter for new member retreats and events for decades. With the help of the university, Chelon has created an endowment that will pay for three years of membership in Iowa State’s Alumni Association for every graduating Sigma.

**Lexi Marten**

**USC** Lexi is taking part in the Coro Fellowship in Public Affairs, a nine-month experiential leadership training program that prepares diverse and talented individuals for effective and ethical leadership in public affairs. Unconventional by traditional academic standards, the Fellows Program is an unparalleled opportunity for personal and professional growth. Sixty-four Fellows are chosen nationally each year through a highly competitive selection process.

**Grace Martini**

**William & Mary** As 2014 senior class president and class gift co-chairman, Grace asked her classmates to pay it forward with a donation of $16.93 in recognition of the date of the college’s founding charter. Two weeks before commencement, 1,015 seniors had contributed. Grace will eventually join Deloitte in Washington, D.C., after spending two years in Memphis with Teach For America.

**Hannah Heyworth**

**UC Santa Barbara**

Hannah received the 2014 Robin Babbini Community Achievement Award by The Ovarian Cancer Circle/Inspired By Robin Babbini. This annual award honors an outstanding Epsilon Psi member who is active in the community. The Ovarian Cancer Circle/Inspired By Robin Babbini was founded to honor a UCSB Kappa who was diagnosed with ovarian cancer at 17 and lost her life at the age of 20. Since 2007, The Circle has been educating women about ovarian cancer and helping the chapter host the annual Kappa Dash fundraiser.

**Debbie Millbern Powers**

**Indiana** Debbie drew on her experience playing college basketball in the early 1970s and coaching after the passage of Title IX to write her memoir, *Meeting Her Match*. Captain of the 1973 Indiana women’s basketball team that advanced to the Final Four, Debbie’s memoir chronicles gender inequities in sports prior to Title IX, such as the lack of scholarships and locker rooms or facilities equivalent to those in the men’s programs. Debbie is donating a portion of her book proceeds to Girls, Inc. Debbie is an assistant professor emerita at Ball State.
Hey Sisters!
eyebobs was founded by a woman who wears the golden key, knows the owl and the fleur de lis!

Kappa Kappa Gamma

One giant leap.

Did you know Mareta West, Oklahoma, mapped the moon landing site of Apollo 11? With your donation, help bring Mareta’s story, along with many others in The Key’s past issues, online!

www.kappa.org/idonate/digitize

KKG 2014 Fall ad R4.indd   1
8/19/14   2:06 PM

TO ORDER
visit www.HJGreek.com
or call 1-800-422-4348

A. Jeweled Blush Watch, #SUMMERTI...$50
B. Wynterice Watch, #WINTERIC...$40
C. Modern Silhouette Charm, #2394
   GP...$15, SS...$24, 10K...$97, 14K...$125
D. Modern Fleur-de-lis Charm, #2393
   GP...$19, SS...$26, 10K...$206, 14K...$278
E. Frost Bracelet, #076BR SP...$20
F. Pearl Drop Ring, #612013 SS...$57
G. Key Wrap Ring, #0894 10K...$211, 14K...$295
H. Pearl Drop Necklace, #682054 SS...$47
I. Wide Band Cuff, #38497 SS/GP...$155
J. Barrel Bead Starter Bracelet, #BJ7296 SP...$5
K. Barrel Bead Charm, #BEAD SS...$36
L. Snake Chain, #SNAKE GF...$29 SS...$18
M. Vertical Letter Lavalier, #2847 SS...$26, 10K...$56
N. Crest Necklace, 18”, #1024 SS...$44, 10K with gold-filled chain...$80
O. Blue Cushion Ring with Coat of Arms, #0452 SS...$122, 10K...$311
P. Key Ring, #2846 GP or SP...$35

K – karat gold
KW – karat white gold
SS – sterling silver
GF – gold-filled
GP – gold-plated
SP – silver-plated

celebrate sisterhood
Enacted in 1972, Title IX aims to prevent gender discrimination at schools receiving federal funds. **Debbie Millbern Powers**, Indiana, led her 1973 Indiana basketball team to the Final Four and coached girls’ basketball and volleyball before and after Title IX. **Chelsea Cutler**, DePauw, was an all-star on the DePauw field hockey team and a player of the year in 2014.

Chelsea and Debbie weigh in on how things have changed.

---

**Chelsea Cutler**  
**DePauw**  
**Class of 2014**

**Debbie Millbern Powers**  
**Indiana**  
**Class of 1973**

| When we were an unrecognized team that made it to the Final Four in the NCAA tournament. | Favorite experience? | Going to the women’s national basketball championship two years in a row—in 1973 we made it to the Final Four. It was the first time the team got to travel by airplane. |
| When I first arrived on campus, field hockey was being played on a poor grass field. New artificial turf was installed my last season. | Biggest challenge? | We were treated like intramural athletes. We were told to just play for fun, not to be competitive. |
| Once I decided I was going to DePauw and met the coach and team, I knew it was something I wanted to be a part of. | Why college sports? | It was my first real-life athletic opportunity. When I saw the sign-up sheet for tryouts, I was so excited. I even took up field hockey and softball! |
| It was pretty much the same. I know our coach worked hard to make sure we got what we needed, like practice space. | Did you receive equal treatment? | Not at all. We practiced in a dimly lit rec center—we even paid for our own uniforms. Everything still revolved around men’s sports. |
| Grad school—but I plan on working as a pharmacy assistant and traveling in Europe first. | Plans after college? | I became a physical education teacher and coach. After Title IX passed, I coached three high school sports and the cheerleaders. I published my memoir, *Meeting Her Match*. |
| Always welcome the challenge and be passionate about your endeavors. | Advice? | Take advantage and appreciate all the opportunities available today—enjoy them! |
LIVE WITH CONFIDENCE.

Our security team is with you 24/7 nationwide.

WE'RE WITH YOU.

Feeling unsettled? In an unsafe area? Simply launch the MyForce application and we're with you.

WE PINPOINT YOUR LOCATION.

In emergencies, we act. When an alert is sent, our 24/7 safety agents act instantly, pinpointing your exact location and tracking your whereabouts. There's no need to tell us where you are or what's happening, as we listen in and assess the details.

WE MONITOR THE NATION 24-7.

Our trained security agents are available 24/7, all year round. You're afforded constant security. And continual peace of mind.

SAFETY AND PEACE OF MIND ARE THIS SIMPLE:

1. Arm MyForce
   Jogging in the park, walking alone at night—or any other times you or your family feels unsafe—a simple touch of a button arms MyForce.

2. Send an alert
   A simple touch of a button sends an alert and a live MyForce security agent is immediately informed of your situation.

3. Live agents instantly start listening, recording and tracking
   A live MyForce agent notifies the appropriate authorities in your area to get you the help you need—when and where you need it.
Sisters by chance, family by choice.

When you chose Kappa on Bid Day, you began a lifelong membership with more than 250,000 strong, intelligent women. You can help continue the Kappa experience for future generations by paying your annual alumna dues today.

Pay your $22 alumna dues:
- Visit www.kappa.org/duesdirect
- Call 866-KKG-1870
- Join an alumnae association