

Mentoring Our Brothers:

What Every Chi Psi Gentleman Should Know

*Those who educate children well
Are to be honored like parents,
For one gave life, the other the art of living well.
-Aristotle*



WITH graduation almost around the corner, our seniors will be starting their careers or going on to graduate school. Most are sure to be anxious about their passage; after all, weren't we elders a bit anxious at that point too? It is hard to know what waits around that corner, and part of life is learning on the fly – adapting as you go. But, why reinvent every wheel for every generation?

One of our roles as Chi Psis is to serve as mentors to our younger Brothers. There is not an undergraduate who wishes he spent more time with his calculus professor learning the finer points of differential equations, but there are many who yearn for a mentor to help them sort out some of life's fringe details – the things you *may* learn at home, but certainly *do not* learn in school.

The Exercise – We e-mailed several hundred alumni, asking them to imagine the following scenario: Imagine bringing all graduating Chi Psis from all Alphas together in one place. Imagine that you have been asked to be part of an alumni discussion panel to share your wisdom and sage advice with our younger Brothers. The question for the panel is “What are the 100 Things Every Chi Psi Gentleman Should Know?”

We asked a few specific questions to get alumni started, and provided a possible outline of topics to consider, but we asked that respondents feel free to offer whatever

advice they felt was important to their younger Brothers.

Some responders tended toward short answers on specific questions; others ignored the suggested questions and were more lecturing and lengthy in style. As expected, not all of the advice would fit into a single issue of the *P&G*. What follows, then, is not a summary of responses so much as a representative sampling of collective wisdom.

As learning continues to speed up and knowledge compounds at higher rates, many details of life can be overlooked by parents, teachers, and administrators. On the proposition that Chi Psi has always offered something beyond the classroom experience, we offer the collective wisdom of some Chi Psi volunteers. Who knows, maybe some passed on piece of advice about white pants in winter will be just the sort of thing that saves a young man from embarrassment in the board room and move his career forward.

Are these really all of the most important things that a Chi Psi Gentleman should know? Of course not. But we hope it's somewhat illuminating and fun. Thanks to those alumni who shared their insight and wisdom (and humor). But this list shouldn't stop here. If you have other things you'd like to share with your younger Brothers, please send them to the Central Office or to p&g@chipsi.org.

So we'll start out with a few specific questions we asked, including great quotes.

– WSHJR

1. Words to Live By – Favorite Quotes

Favorite quotes that Brothers sent in that they considered inspirational or words to live by – from politicians, athletes, authors, and others.

- Don't give up. Don't ever give up. – JIMMY VALVANO
- Never give in. Never, never, never. – WINSTON SPENCER CHURCHILL
- Speak softly and carry a big stick. – THEODORE ROOSEVELT
- Everyone has talent. What is rare is the courage to follow the talent to the dark place where it leads. – ERICA JONG
- He was a man, take him for all in all. I shall not look upon his like again. – SHAKESPEARE'S HAMLET (*about his dead father*)
- Be so subtle that you are invisible
Be so mysterious that you are intangible
Then you will control your rival's fate. – SUN TZU
(*Sun Tzu was considered to be the first and one of the greatest military strategists of all time. He wrote "The Art of War" 2400 years ago. Much of his writing is applicable to aspects of life not related to warfare.*)
- An ounce of *keep your mouth shut* beats a ton of explanation.
- Even if you're on the right track, if you just sit there, you will get run over. – WILL ROGERS
- I love you not only for what you are, but for what I am when I am with you. I love you not only for what you have made of yourself, but for what you are making of me. I love you for the part of me that you bring out. – ELIZABETH BARRETT BROWNING
- Never pass up an opportunity. – ROSS HOJEM
- Life isn't a mountain that has a summit. Nor is it a game that has a final score. Life is an endless unfolding and – if we wish it to be – an endless process of self discovery, an endless and unpredictable dialogue between our own potentialities and the life situations in which we find ourselves. By potentialities I mean not just intellectual gifts but the full range of one's capacities for learning, sensing, wondering, understanding, loving, and aspiring. The Test is whether we have the strength of purpose, the guts, the conviction, the spiritual staying power to build a future worthy of our past. – JOHN W. GARDNER
- Ninety percent of life is just showing up. – WOODY ALLEN
- Life is too short to drink cheap wine. – #7 JACK JEFFREY, 0'54
- Follow your dreams and enjoy the trip. – GOLFER DAVIS LOVE
- The longer I live, the more I realize the impact of *attitude* on life. Attitude, to me, is more important than facts. It is more important than the past, than education, than money, than circumstances, than failures, than successes, than what other people think say or do. It is more important than appearance, giftedness, or skill. It will make or break a company... a church... a home. The remarkable thing is we have a choice every day regarding the attitude we will embrace for that day. We cannot change our past... we cannot change the fact that people will act in a certain way. We cannot change the inevitable. The only thing we can do is play on the one string we have, and that is our attitude... I am convinced that life is ten percent what happens to me and ninety percent how I react to it. And so it is with you... We are in charge of our own attitudes. – DR. CHARLES SWINDOLL
- You need two things in life: someone to have faith in, and someone to have faith in you. – UNC COACH ROY WILLIAMS



Winston Spencer Churchill

2. Quotes Every Guy Should Know

A very abbreviated list, but it includes some essentials for us all:

- Be good and you will be lonely. – MARK TWAIN
- A lie can travel halfway around the world while the truth is putting on its shoes.. – MARK TWAIN
- Kill the body and the head will die. – JOE FRAZIER
- A person should hear a little music, read a little poetry, and see a fine film every day in order that worldly cares do not obliterate the sense of the beautiful which God has implanted in the human soul. – GOETHE
- A pint of sweat will save a gallon of blood. – GEORGE PATTON
- Try everything once except incest and folk dancing. – SIR THOMAS BEECHAM
- Some night you'll catch a punch between the eyes and all of a sudden you'll see three guys in the ring against you. Pick out the one in the middle and hit him, because he's the one who hit you. – JACK DEMPSEY
- And so we beat on, boats against the current, borne back ceaselessly into the past. – F. SCOTT FITZGERALD
- You can get much farther with a kind word and a gun than with a kind word alone. – AL CAPONE
- You miss 100% of the shots you never take. – WAYNE GRETZKY
- I swing big, with everything I've got. I hit big or I miss big. I like to live as big as I can. – BABE RUTH



General George S. Patton

3. Best of the Movie Quotes

Being literate used to include the great books, plays, and poems. Today that also means knowing the great movies that shape our time. There are so many that a list of "essential" quotes could fill a magazine. We list our favorites received (although omitting many from Casablanca):

- Surely you can't be serious. / I am serious. And don't call me Shirley. – AIRPLANE
- I love the smell of napalm in the morning. – APOCALYPSE NOW
- You aren't too bright, are you? I like that in a man. – BODY HEAT
- 106 miles to Chicago, a full tank of gas, half a pack of cigarettes, it's dark out, and we're wearing sunglasses. – BLUES BROTHERS
- ...And I believe in long, slow, deep, soft, wet kisses that last three days. – BULL DURHAM
- Think ya used enough dynamite there, Butch? – BUTCH CASSIDY AND THE SUNDANCE KID
- Ah, but the strawberries! That's where I had them. – THE CAINE MUTINY
- Play it, Sam. Play "As Time Goes By." – CASABLANCA
- Of all the gin joints in all the towns in all the world, she walks into mine. – CASABLANCA
- Ilsa, I'm no good at being noble, but it doesn't take much to see that the problems of three little people don't amount to a hill of beans in this crazy world. – CASABLANCA
- We'll always have Paris. – CASABLANCA
- Here's looking at you, kid. – CASABLANCA
- I stick my neck out for nobody. – CASABLANCA
- Round up the usual suspects. – CASABLANCA
- What we've got here is failure to communicate. – COOL HAND LUKE



Humphrey Bogart and Ingrid Bergman in the greatest movie ever made: *Casablanca*

- The pellet with the poison's in the vessel with the pestle. The chalice from the palace has the brew that is true. – THE COURT JESTER
- Carpe diem. Seize the day, boys. Make your lives extraordinary. – DEAD POETS SOCIETY
- Forget about it. – DONNIE BRASCO
- Gentlemen, you can't fight in here! This is the War Room! – DR. STRANGELOVE
- Mr. President, I'm not saying we wouldn't get our hair mussed, but I do say no more than ten to twenty million killed, tops, that is, depending on the breaks. – DR. STRANGELOVE
- You can't handle the truth! – A FEW GOOD MEN
- If you build it, he will come. – FIELD OF DREAMS
- My mama always said, "Life is like a box of chocolates. You never know what you're gonna get." – FORREST GUMP
- We came. We saw. We kicked its ass. – GHOSTBUSTERS
- I'm going to make him an offer he can't refuse. – THE GODFATHER
- Leave the gun; take the canolis. – THE GODFATHER
- Keep your friends close but your enemies closer. – THE GODFATHER: PART II
- A martini. Shaken, not stirred. – GOLDFINGER
- I don't know nothin' 'bout birthin' babies. – GONE WITH THE WIND
- Frankly, my dear, I don't give a damn. – GONE WITH THE WIND
- Plastics. – THE GRADUATE
- Wherever there's a fight so hungry people can eat, I'll be there. – THE GRAPES OF WRATH
- Well, I've wrestled with reality for thirty-five years, Doctor, and I'm happy to state I finally won out over it. – HARVEY
- It's good to be the king! – HISTORY OF THE WORLD: PART I
- Look, Daddy. Teacher says, "Every time a bell rings an angel gets his wings." – IT'S A WONDERFUL LIFE
- You're gonna need a bigger boat. – JAWS
- Show me the money! – JERRY MAGUIRE
- You had me at hello. – JERRY MAGUIRE
- Et cetera, et cetera, et cetera. – THE KING AND I
- Tell 'em to go out there with all they got and win just one for the Gipper. – KNUTE ROCKNE ALL AMERICAN
- My precious. – THE LORD OF THE RINGS: THE TWO TOWERS
- Over? Did you say "over?" Nothing is over until we decide it is! Was it over when the Germans bombed Pearl Harbor?



Sean Connery as James Bond



Rod Steiger and Marlon Brando: *On the Waterfront*

- Hell, no! – NATIONAL LAMPOON'S ANIMAL HOUSE
- I'm as mad as hell, and I'm not going to take this anymore! – NETWORK
- You don't understand! I could've had class. I could've been a contender. I could've been somebody, instead of a bum, which is what I am. – ON THE WATERFRONT
- Now, I want you to remember that no bastard ever won a war by dying for his country. He won it by making the other poor dumb bastard die for his country. – PATTON
- Does your dog bite? – THE PINK PANTHER STRIKES AGAIN
- Hello. My name is Inigo Montoya. You killed my father. Prepare to die! – THE PRINCESS BRIDE
- Not many people know it, but the Führer was a terrific dancer. – THE PRODUCERS
- Here's Johnny! – THE SHINING

- Snakes! Why did it have to be snakes? – RAIDERS OF THE LOST ARK
- I do wish we could chat longer, but I'm having an old friend for dinner. – THE SILENCE OF THE LAMBS
- I see dead people. – THE SIXTH SENSE
- May the Force be with you. – STAR WARS
- I am your father. – STAR WARS V: THE EMPIRE STRIKES BACK
- Stella! Hey, Stella! – A STREETCAR NAMED DESIRE
- I have always depended on the kindness of strangers. – A STREETCAR NAMED DESIRE
- Go ahead, make my day. – SUDDEN IMPACT
- You talkin' to me? – TAXI DRIVER
- I'll be back. – THE TERMINATOR
- You know how to whistle, don't you, Steve? You just put your lips together and blow. – TO HAVE AND HAVE NOT
- Badges? We ain't got no badges! We don't need no badges! I don't have to show you any stinking badges! – THE TREASURE OF THE SIERRA MADRE
- I'll have what she's having. – WHEN HARRY MET SALLY
- Toto, I've got a feeling we're not in Kansas anymore. – THE WIZARD OF OZ
- What hump? – YOUNG FRANKENSTEIN
- What knockers! – YOUNG FRANKENSTEIN



Marty Feldman in *Young Frankenstein*

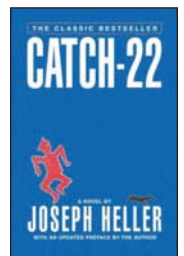
4. Classic Movies You Must See

(These were the top vote getters)

- Casablanca
- Dr. Strangelove
- Young Frankenstein
- Gone With the Wind
- The Graduate
- The African Queen
- Shawshank Redemption
- One Flew Over the Cuckoo's Nest
- Band of Brothers (HBO's WWII mini-series)
- Godfather, Parts I & II
- Lawrence of Arabia
- On the Waterfront
- Lawrence of Arabia
- Star Wars
- The Caine Mutiny
- Risky Business

5. Books You Must Read

- Catch 22
- Who Moved My Cheese
- Breakfast of Champions
- Into Thin Air
- Flag of Our Fathers
- Anything by Stephen Ambrose, I'57, or Mark Twain



6. Pet Peeves

The words and phrases that really drive us crazy:

- Etc. Don't pronounce it "Eck setera." The abbreviation "etc." is short for "et cetera." Pronounce it that way.
- Know the difference between Affect (to influence) and Effect (result).
- Organic or Frat.
- "On behalf of the whole flight crew, I'd like to welcome you to Nashville." or "I'd like to introduce John Doe." Damn it, if you'd like to do then just do it. "Welcome to Nashville." If you get paid by the word, then say, "I'm pleased to welcome you to Nashville."

7. Use the Proper Word/Phrase

- Never end a sentence with a preposition. “Where’s it at?” really grates on me. I hear that and you can head for the door. Use “Where is it?” instead.
- Proper use of Practical (which means useful) and Practicable (which means capable of being done/feasible)
- Know the difference between who and whom.
- The singular of alumni is alumnus. You are an alumnus of your institution. A woman is an alumna, and several women are alumnae (ends with “knee” sound).
- There / They’re / Their – Get it right!
- Tarheels is just wrong. Use Tar Heels.
- Match pronouns.
- When writing, don’t use two long sentences in a row.
- The correct use of affect & effect.
- Officious

8. How to Win More Coin Tosses

- Always call tails. On U.S. coins, the heads side, with its big, solid portrait, weighs infinitesimally more: In the course of 10,000 tosses, the lighter tails side will come up an extra 50 or so times.

9. How to Tie One On:

- Forget the 4-in-hand – too skinny and lopsided
- Forget the Windsor – Can look great if the tie isn’t too thick; It’s well-balanced, but may be too fat and may not fit the shirt collars very well.
- Go for the Half Windsor Knot – it is well balanced and looks good on any type of shirt collar.
- Bow ties are fun. Master the art of tying one. (And you’ll feel much more like you belong in your tux if you tie your own bow instead of using a clip-around pre-made bow.)

10. Dressing Right

- Never wear blue and black together. Never wear socks with sandals...this is never okay (not even with leather sandals, etc.). The belt should match the shoes (and avoid white).
- If in question, always dress more formally. Former #7 Temple Hoyne Buell, ZD’16, suggested, “You can never be overdressed,” but you should not dress better than your boss (unless you own half of Denver).
- When in doubt about what to wear, make sure you ASK.
- Don’t be the first on in the room to take your jacket off.
- If you weigh more than you like, stick with dark colors. Or hide behind objects even larger than you.
- Invest in at least one nice suit, and make it tropical wool: It’s warm but breathable, so you can wear it all year ’round.
- Never wear suspenders with a belt, unless you’re a clown.
- Don’t ever wear colors named for foods. Red, yes; cranberry, no. Pink, yes; salmon, no.

11. Places You Must Visit:

- The Great Wall of China
- The Statue of Liberty *and* the Golden Gate Bridge
- Chi Psi National Convention
- Monticello. Jefferson should have been a Chi Psi.
- A thriving rain forest or an active volcano.
- Red Square and Lenin’s Tomb
- Any truly impoverished place. Try Haiti. Or Ethiopia.
- Any truly decadent place. Newport, Rhode Island was memorable, but there may be better examples elsewhere in the world. Maybe it’s as simple as the advice to “Get a big suite at the Plaza or a Four Seasons once in a while”.
- Someplace devoid of all Western Culture. So maybe China is back on the list. Or Vietnam. I was ticked when I didn’t get to Hong Kong on time, although it can’t be said to be devoid of Western Culture.

Best Knots from Nautical to Neck

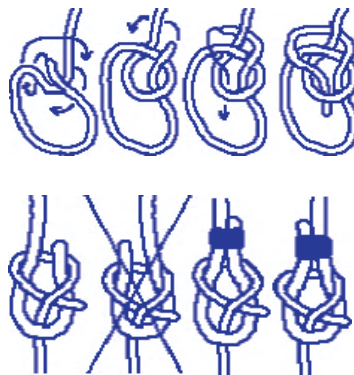
The Bowline has been called the king of knots. It will never slip or jam if properly made and, thus, is excellent for tying around a person in a rescue. Begin by formatting an overhand loop in the standing part.

Then take the free end up through the eye, around the standing part and back where it came from.

The Sheet Bend is used to join two lines of different diameters (useful when using a light heaving line to pass a heavier tow line to a boat or dock line to shore. (Philip Spencer would have known this knot.)

To tie a sheet bend: Begin with a loop in the heavier line. Pass the bitter end of the smaller line up through the loop of the heavier line, around the heavier loop, and

back through the loop in the small line. Tighten it up. Both bitter ends should be on the same side (as above). *Chi Psi adopted a stylized logo of this knot in 1969 (shown at left, created by Leo Sullivan, AΔ’71) for Chi Psi Community Programs, symbolizing the bringing together of distinct fraternal and community energies for a focused result.*



The Half Windsor – Start with wide end of the tie on your right and extending a foot below narrow end. Cross wide end over narrow and turn back underneath. Bring up and turn down through loop. Pass wide end around front from left to right. Then up through loop... And down through know in front. Tighten carefully and draw up to collar.

The Bow Tie – Adjust the tie so that one end is slightly longer than the other, crossing the long end over the short. Bring the long end through the center at the neck. Form an angle loop with the short end of the tie crossing left. Drop the long end at the neck over this horizontal loop. Form a similar angle loop with the loose long end of the tie and push this loop through the short loop. Tighten knot by adjusting the ends of both loops.



12. The Job Interview

Notes from an alumnus who interviews college graduates at his large corporation on a regular basis:

- First impressions. Most interviews are over in five minutes.
- Own a pressed, tailored suit, a pressed shirt and know how to tie a tie.
- Irregardless is not a word. The word is regardless. You can wear an irregular suit, but I would not recommend it at an interview.
- It's a moot point not a mute point.
- Chew with your mouth closed, don't talk when it's full of food, and learn how to use a knife and fork properly. Don't ask your parents because they are the same hillbillies that never taught you properly in the first place.
- Don't tell me about your piece-of-crap car, the traffic, parking, or being lost in an unfamiliar city, as I was once 22, had a piece-of-crap car, there was traffic and no parking, I was in a city I had never been to before and I still got to the appointment 30 minutes early. Do a drive-by the night before, stay in the hotel across the street, sleep in the lobby, I don't care, but be early for God's sake.
- Once I've decided you're not a dweeb, I'm looking for five key attributes. You need to have iron clad examples of each or work these into each response:
 - Initiative
 - Teamwork
 - Decision Making
 - Professional Knowledge/Functional Expertise/Institutional Reputation
 - Activities/Family/Pursuits

13. Rules for Making a Toast

- Toasts are tributes and a means of celebration. A toast need not be epic in length; a few well-thought-out words are more effective than an extended speech, and a toast should never last more than a minute.
- Toasts are celebratory occasions, so at least moderately formal glassware is needed. Beer steins excepted, one should not toast with anything resembling a coffee cup.
- The freshest toast is the first one offered. To make a toast more personal, include reminiscences and anecdotes so long as the entire audience understands them.
- Never embarrass or ridicule a friend or be so sentimental as to bring someone to tears. A toast is not a comedy act.
- Stand to deliver a toast except in a crowded restaurant, when leaning forward toward the others may be best.
- Before delivering a toast, wait until everyone has some liquid with which to toast.
- When delivering a toast, raise your glass toward the honoree and wait for others to lift their glasses before beginning. When finished, share the clinking of glasses with others near before taking a sip.
- After the toast, take a sip. Knowing other toasts may follow, do not drain your glass after the first tribute.
- A toast merely underscores the reason for the celebration, no matter how celebratory the circumstance, and is not the celebration itself.



14. How to Make Great Chili

Each of us should be really good at a few things in life. One of these ought to be chili. There are hundreds of great recipes out there; remember it's all about the beef.



Remember these three things:

- Marinate. This is not optional; it tenderizes the meat and brings out the best of its flavor. How long to marinate? All night is superb, but an hour will do just fine.
- Sear the meat. After you've chopped the beef into cubes, toss 'em around in a skillet over high heat until browned all over. This seals juices and flavor in little meat packages.
- Drop in a cinnamon stick, then remove before serving. Not cinnamon sugar or powdered eggnog-dusting stuff, but the real deal. It adds cool complexities that folks can't put their fingers on...and can't get enough of.

15. Escorting a Female Companion

- Where do you walk escorting a woman down the street?
 - Tradition, especially in the U.S., is that the man walks on the outside (street side) to prevent the woman from being splashed by mud from "carriages" from unpaved streets.
 - In parts of Europe, the man walks on inside and woman walks on curb side so the man is hit by the contents of the chamber pots emptied from upper windows of the buildings ... the streets were paved earlier there.

16. How to Interpret Equestrian Statues

It is a convention – though one oft refuted – that the stance of the horse clues you in to the fate of the rider: If the horse is rearing, its rider died in battle; if only one leg's in the air, he was wounded in battle; if all four hooves are on the ground, he died of other causes (usually syphilis).



17. How the Wint-o-green spark works

- The phenomenon of crunched Wintogreen Lifesavers sparking in the dark is called triboluminescence. Chewing on the sugar crystals momentarily releases electrons, giving the crystals a positive charge; nitrogen molecules in the air, their outer electrons attracted to the charge, stick



to the electron-free zones on the crystals. The electrons from the sugar crystals, returning, crash into the nitrogen molecules, releasing ultraviolet radiation. And methyl salicylate, the wintergreen flavoring used in Life Savers, glows blue when flooded by UV rays.

18. Gauging the Doneness of a Steak

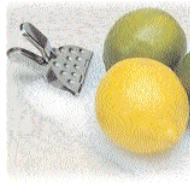
- Without cutting into it, determine when a steak has finished cooking – whether it's supposed to be rare, medium, or well-done – by giving it the finger. Press your forefinger into it lightly, as if picking up ink from a fingerprint pad, then touch your head and compare firmness. A well-done steak should feel as firm as your forehead; medium as firm as your chin; and rare as firm as the end of your nose.
- You flip a steak one time—and one time only.

19. A Few Points on Etiquette

- When to start eating: After everyone is served and after the guest of honor (if there is one) or the host/hostess has started to eat.
- Use the utensils from the outside in. They were arranged for you in the order of the courses planned.
- What to order at a company-sponsored luncheon: Not the 24oz prime rib. Soup is a bad idea (slurping). Go with something that won't be messy, and something that's easy to eat while carrying on a conversation.
- Also always offer your jacket (if you're wearing one) to her on a cool night – even in the dead of summer.
- Always send a thank you note. Buy a box of nice stationery.
- Consider using the knife and fork as Europeans do – it is more Worldly – don't put the knife down and switch the fork. This was an artificial invention by a Grand Dame of New York in the late 19th Century devised to separate what she considered people of distinction from immigrants. It identifies Americans world wide. However, the European style is difficult to use on peas unless you press them into your mashed potatoes or crush them into the fork.
- Always rise when a woman enters the room. Its a good idea to do so for older gentlemen as well. Never sit while a woman remains standing. Even if she refuses the offer of your seat, once you are up and she is still standing, you too should remain standing.

20. Is the Juice Worth the Squeeze?

- When facing a stressful assignment, interpersonal moment, etc. ask "Is the juice worth the squeeze?" In other words, should you really get so uptight or impassioned or press so hard on a given point or issue? – Only if the "juice is worth the squeeze." This question can be useful in analyzing challenges in one's professional and personal life. If the juice is not worth it, move on or lessen the priority or pressure on someone or something.



21. Home Remedies from Grandma

- Poison Ivy: Baking soda and water. Lather, rinse, repeat.
- Sore throat? Just mix 1/4 cup of vinegar with 1/4 cup of honey and take 1 tablespoon six times a day. The vinegar kills the bacteria.
- Splinter Remover: Pour a drop of Elmer's Glue-All over the splinter, let dry, and peel the dried glue off the skin. The splinter sticks to the dried glue.
- Headaches: Drinking two glasses of Gatorade can relieve headache pain almost immediately – without the unpleasant side effects caused by traditional "pain relievers."
- Flu Achy Muscles: Mix 1 tablespoon of horseradish in 1 cup of olive oil. Let mixture sit for 30 minutes, then apply it as a massage oil, for instant relief for aching muscles.
- Skin Blemishes: Cover the blemish with a dab of honey and place a bandage over it. Honey kills the bacteria, keeps the skin sterile, and speeds healing overnight.
- Rust Removal: Forget those expensive rust removers. Just saturate an abrasive sponge with Coca Cola and scrub the rust stain. (Or let rusty items sit in Coke for a while.) The

- phosphoric acid in the coke is what gets the job done.
- Bug Killer: If menacing bees, wasps, hornets, or yellow jackets get in and you can't find the insecticide, try spraying cleaning liquid (like Formula 409). Insects drop to the ground.
- Rainy Day Dog Odor: Next time your dog comes in from the rain, wipe down the animal with a dryer sheet (like Bounce), making your dog smell "springtime fresh."
- Oatmeal Pain Relief: It's not just for breakfast anymore! Mix 2 cups of oatmeal mix (like Quaker's) and 1 cup of water in a bowl and warm in the microwave for 1 minute, cool slightly, and apply the mixture to your hands for a soothing relief from arthritis pain, etc.
- Heal Bruises with Vinegar. Soak a cotton ball in white vinegar and apply it to the bruise for 1 hour. The vinegar reduces the blueness and speeds up the healing process.
- Burn Salve: Toothpaste (like Colgate) can make an excellent salve for burns.
- Hairspray will help take ballpoint pen ink out of clothing.
- Chocolate is a good antidote for diarrhea.

22. Real World of Business Dealings:

- Management – Focus on what is right, not who is right.
- Integrity is more important than IQ (Drucker).
- A thick skin is a gift from God.
- Definition of a Happy Man: non-defensive.
- Explain your plans with confident clarity.
- Most people make judgments about a professional based upon first impressions; they may or may not be accurate impressions, but they nonetheless form assumptions for future interaction. In order to ensure that very positive impression, consider the book "At Ease...Professionally: An Etiquette Guide for the Business Arena at Home and Abroad" by Hilka Klinkenberg.

23. The Logic Behind Mount Rushmore

- Washington: the nation's founding
- Jefferson: the nation's political philosophy
- Lincoln: the nation's preservation
- Roosevelt: the nation's expansion and conservation



24. How to Write the Date

- Follow the form that rest of the world (including *The P&G*) uses: Saturday 9 April 2005. As Strunk and White point out in *The Elements of Style*, that "form is an excellent way to write a date; the figures are separated by a word and are, for that reason, quickly grasped." Since no commas are used, this clearer method takes a smaller amount of space, too.

25. Overwhelm 'Em With Kindness

- I have but one thought to share with you. I assure you it will serve you well throughout your professional careers – and your personal life as well ... Overwhelm 'em with kindness! Throughout your professional careers, no matter what field of endeavor you chose, you will encounter people who are "difficult." These personalities may be found in management, among your co-workers, and as your careers progress, among your subordinates. They will also be found among

your customers and your vendors. When you come upon them, they will forever be an annoyance. Their motivations are many, but they are *never* personal. Their reasons are always self-serving but their behavior *never* serves them well. My advice to you is summed up by the heading above – to simply tolerate these folks rather than responding in kind.

26. Serving Wine

- What temperature to serve wine? Quality reds: 59°–65°F; lesser reds, rosés, complex whites: 50°–55°F; typical whites: 46°–50°F; sweet whites, champagne: 43°–46°F.
- How to let red wine breathe? Decant it into glasses; leaving it in the bottle doesn't do jack. Let old reds breathe for one hour; younger reds need two to three hours.



27. Money Matters

- Use a credit card as much as possible so long as you know you can repay it. Helps build a good credit history.
- Get a card with airline miles. Believe me, this pays off eventually.
- Buy a home, when you can afford to put down at least 20%.
- Invest in your retirement as soon as you start work and save at least 5% of your salary.
- If your company offers a 401(k), put as much as possible in there right away. Ideally, you want to max it out ASAP.
- While you're young, overweight your portfolio heavily in stocks.
- Buy insurance while you're young and healthy! It's cheaper, a relatively conservative return on cash and with a guaranteed insurability rider, a real comfort when one does get married and starts a family.

28. Remembering Poker Hierarchy

- The troublesome middle range of the hand hierarchy: A full house beats a flush beats a straight. How to remember this rule? Picture a house surrounding a flush toilet that has a straight piece of something floating in it.



29. Commencement Advice

- Recently I reread the commencement address I heard in 1955 at Michigan's Cranbrook School, given by The Right Reverend Richard S. M. Emrich, Bishop of Michigan. I was struck by the depth of wisdom Bishop Emrich displayed in advising young men about to go out into the world of work. As an extension of Bishop Emrich's point that "...the highest motive is the service of God and man and the proper use of the particular talents God gave you," I would like to share three points from that address:
 - If you live to be 70, you have about 25,000 days to live. You won't come this way again. Begin to think now about what God wants you to do, and what you will do with the only life God gives you."
 - Get as much education as you can, all your life long – not only college, but hard study and even classes after college, because education increases the possibility of

choice, and develops your talents.

- Choose your work, not on the basis of the highest pay, but on the basis of what your abilities are, and the need you see around you.

30. Things We Shouldn't Have to Tell You

- You can have long hair, you can have a mustache, and you can wear a pink shirt, but not all three at the same time.
- Eggs, corned-beef hash, and Tabasco sauce is the breakfast of the gods.
- The Godfather and The Godfather Part II were glorious and magnificent; The Godfather Part III reeked like a burning house made of chicken droppings and dead dogs.
- With the possible exception of an Ivy League football game during which people cheer, "boolah, boolah," it is never acceptable for a man to wear a fur coat – not raccoon, not fox, not mink.
- Visiting the pub will be cheaper in the long run if you tip the bartender regularly and more generously than needed.
- There is no such thing as a chocolate martini.
- There is no shame in club soda and cranberry juice.
- Never order frozen drinks in places that serve pickled eggs.

31. Basic Life Skills 101

- You're a grown man now. Make sure you know:
 - How to type.
 - How to sell.
 - How to speak another language.
 - How to speak in front of a group.
 - How to write clear prose that other people want to read.
 - How to handle big changes, with grace.
 - Pick one: how to paint, write a poem, compose a song or juggle really well.

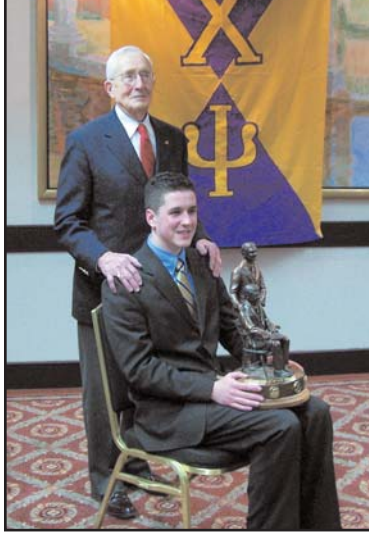
32. Final Words of Wisdom

- Clear up your unfinished pizza.
- Marines trim their nose hairs.
- Always, always, always, always tell the truth. Your personal integrity and credibility you only have once, after they are lost, it is almost impossible to get them back!!
- In disciplining kids: easy on feelings; tough on behavior.
- When traveling, never eat in a chain restaurant when a local landmark or Ma & Pa place is just as convenient.
- A gentleman carries a handkerchief, a pocketknife (but not onto airplanes), and a dollar's worth of change.
- Don't let your tie dip into the coffee cup or soup bowl. If that's a problem, then start wearing bow ties.
- Greatness is not in where we stand, but in what direction we are moving. We must sail sometimes with the wind and sometimes against it – but sail we must and not drift, nor lie at anchor. – Oliver Wendell Holmes, Jr.
- There's no reason you have to enter every emotional snit into which you're invited. – WSH



Other Items to Share?

- This list shouldn't stop here – this is just the beginning. If you have other things you'd like to share with your younger Brothers, please send them to the Central Office or to p&g@chipsi.org.



Mentoring Our Brothers:

What Every Chi Psi Gentleman Should Know – Part Two

*Those who educate children well
Are to be honored like parents,
For one gave life, the other the art of living well.*

–Aristotle

WE HAD hoped that the article in the last issue (about sharing a bit of mentoring advice with younger Brothers) would strike a chord with alumni and undergrads. It did (with more responses than our D-Day Anniversary story last year). Many of you wrote with new items that we had left off or about a published item that you suggested was just plain wrong.

One alumnus wrote about how he used a portion of the article as the basis for a late-night stand-up comic routine (impersonating voices while using the quotes section). Another writer “was shocked, SHOCKED, that there were no movie quotes from *Caddyshack*” and suggested three

1. Words to Live By – Favorite Quotes

- I think at least one quote from the Bible would be O.K. My favorite is: “LOVE bears all things, believes all things, hopes all things, endures all things so faith, hope, love abide, these three, but the greatest of these is LOVE.” – FIRST CORINTHIANS 13
- I arise in the morning torn between a desire to improve the world and a desire to enjoy the world. This makes it hard to plan the day. – E. B. WHITE
- I never saw a fat stick of dynamite. –J.C. CAROLINE, AN ALL-AMERICAN HALFBACK, WHEN HE WAS KIDDED ABOUT HIS THIN CALVES
- It’s not the size of the dog in the fight, its the size of the fight in the dog.” – MARK TWAIN AND MY OLD FOOTBALL COACH.
- You can sleep when you’re dead. Life is about results, not excuses. – DENNIS BOWER
- So it often is with the deeds that move the wheels of the world: small hands do them because they must. – GANDALF, J.R.R. TOLKIEN

3. Best of the Movie Quotes

- Looks like i picked the wrong week to stop smoking cigarettes/sniffing glue/etc. – AIRPLANE
- There it is. – AMADEUS
- Everyone gets everything he wants. I wanted a mission, and for my sins they gave me one. Brought it up to me like room service. It was a real choice mission, and when it was over, I’d never want another. CAPTAIN WILLARD IN APOCALYPSE NOW
- Houston, we have a problem. – APOLLO 13
- Have you ever danced with the Devil in the pale moonlight? – BATMAN
- I don’t think the heavy stuff’s goin to come down for quite a while. – CARL SPACKLER FROM CADDYSHACK

important quotes from that movie. (We include his submissions here just to be nice, although we’re just a bit baffled by his particular choices.)

The numbering scheme below makes no sense by itself, but so many used the first article’s numbers for new submissions, that we thought it best to list them that way again. (Sorry if you’ve lost your last issue for comparison.) Several lists of suggestions for life were provided (what some would call “fortune cookie”advice), throwing a variety of cheerful life attitude phrases into a single package.

Without apologies, then, here’s an addendum to the original on What Every Chi Psi Gentleman Ought to Know:

- ... And I say “Hey, Lama, hey, how bout a little somthin’, you know, for the effort you know.” And he says, “Ohh, ah, there won’t be any money – but when you die, on your deathbed, you will receive total consciousness.” So I got that going for me, which is nice. – CARL SPACKLER FROM CADDYSHACK
- This crowd has gone deadly silent, a Cinderella story outta nowhere. Former greenskeeper and now about to become the masters champion. It looks lie a mirac.. It’s in the hole! – CARL SPACKLER FROM CADDYSHACK
- Be afraid. Be very afraid. – THE FLY
- Good morning, Vietnam! – GOOD MORNING, VIETNAM
- You’re a better man than I am, Gunga Din. – GUNGA DIN
- Even the mightiest waterfall starts with a single drop of water. – THE POWER OF ONE
- Doc: You know, my donkey, Beethoven, once told me a remedy for curing sadness in little boys. Would you like to try it? [P.K nods]
Doc: Okay, stand up, on this brick wall, stand on one leg, good, now close your eyes, say three times “abosloodle”.
P.K: Absloodle, absloodle, absloodle.
Doc: Feel better? [P.K shakes his head]
Doc: No? I guess it proves one thing then.
P.K: What’s that?
Doc: Never take advice from a donkey. – THE POWER OF ONE
- We are the music makers; and we are the dreamer of dreams.” – WILLY WONKA

4. Classic Movies You Must See

- | | |
|--------------------------------|-----------------|
| → The Sting | → Caddyshack |
| → The Wind and the Lion | → Excalibur |
| → The Wizard of Oz | → Airplane |
| → The Bridge on the River Kwai | → Memphis Belle |
| → Singin’ In the Rain | → M*A*S*H* |

6. Pet Peeves

- Hopefully you will be joining volunteer service organizations such as The Jaycees, The Lions Club, Rotary, etc. At some point, you may be asked to organize a fund raiser for the club. Remember, there is no such thing as “First Annual.” It is “Inaugural” or “First.” Something cannot be annual unless it is held at least two times, one year apart.
- The singular of alumni is alumnus. You are an alumnus of your institution. A woman is an alumna, and several women are alumnae (ends with “knee” sound).

7. Use the Proper Word/Phrase

- Know the difference between “infer” and “imply” and be able to apply them correctly.
- Pronounce “often” as “off-en,” not “off-ten”
- It’s “a tough row to hoe” not “a tough road to hoe.”

10. Dressing Right

- Having spent my career in sales and executive sales positions, I always looked at a person’s footwear first. More time should be spent picking out the proper footwear and keeping the shoes clean and polished. The positive impression of being extremely well-dressed and groomed can be lost with an inferior and/or poorly kept pair of shoes.
- Pull up your pants. It can’t be comfortable to wear them below your butt and it certainly makes you look like a slob.

11. Places You Must Go:

- Life’s Journey: If you are from a big city, live and work in a small town (less than 50,000 people) for a few years at minimum. College towns, tourist/retirement towns, and towns less than an hour’s drive from a larger city don’t count. There are still places where everyone waves to each other as they pass on the road, people actually know their neighbors, and downtowns are thriving. They are disappearing quickly, however, so experience this part of America while you can. You will gain a whole new perspective.

19. A Few Points on Etiquette

- Never season your food before tasting it. (I learned this one at the Alpha when we invited a dean for dinner to lecture us on table manners). It is an insult to the chef or hostess.
- Gently swish the tea (or coffee) back and forth to stir up to three times, but no more. Never leave your spoon upright in the cup and do not sip your tea from the spoon. After stirring, return the spoon to the saucer, placing it quietly behind the cup, not in front. It should be on the right hand side of the saucer, behind the handle of the cup.
- Etiquette: I was taught this during pledge training. When a man is introduced to a woman, he should not extend his hand to shake unless she extends her hand first.

23. The Logic Behind...

- Days of the Week: There are seven days in the week because the ancients counted seven “wandering stars” in the heavens. These were sun (Sunday), the moon (Monday), and the five visible planets. Although the planets were all named for Roman gods – Mars, Mercury, Jupiter, Venus, and

Saturn – the names of our days (apart from Saturn’s day, Saturday) come to us from their Norse counterparts: Tiw’s day, Woden’s day, Thor’s day, and Freya’s day.

- Area-Code Numbers: The three-digit codes were assigned back in 1948, when all phones were rotary. To keep traffic lines clear, the quickly dialed low-digit codes were doled out to the most frequently called places: Manhattan got 212, L.A. 213, Chicago 312, etc. Today, push buttons have obliterated this concern, so Brooklyn’s 718 is no problem now.

30. Things We Shouldn’t Have to Tell You

- Right-y, tight-y; left-y, loose-y (applies mostly to plumbing).
- A career is not a substitute for a life plan.
- Shouting doesn’t help. Laughter does.
- It is inevitable that people you love will occasionally let you down.
- It is inevitable that you will occasionally let down the people you love.
- Health is the first wealth.
- It takes too much energy to hold a grudge.
- Amortize, ameliorate, or purge all regrets every five years.
- Flowers always help. So does “I’m sorry” and “Thanks.”
- Every Man Worth His Salt Should Know How To:
 - Sweep a woman off her feet
 - Keep a promise
 - Calm a fear
 - Tell a ghost story
 - Make a wish come true – for someone else
 - Motivate a peer
 - Write a love letter
 - Make a child giggle
 - Ask for directions

31. Basic Life Skills 101

- You’re a grown man (21±) now:
 1. Give people more than they expect and do it cheerfully.
 2. Marry a woman you love to talk to. As you get older, her conversational skills will be as important as any other.
 3. Don’t believe all you hear, spend all you have, or sleep all you want.
 4. When you say, “I love you,” mean it.
 5. When you say, “I’m sorry,” look the person in the eye.
 6. Be engaged at least six months before you get married.
 7. Believe in love at first sight.
 8. Never laugh at anyone’s dream. People who don’t have dreams don’t have much.
 9. Love deeply and passionately. You might get hurt but it’s the only way to live life completely.
 10. In disagreements, fight fairly. No name calling.
 11. Don’t judge people by their relatives.
 12. Talk slowly but think quickly.
 13. When someone asks you a question you don’t want to answer, smile and ask, “Why do you want to know?”
 14. Remember that great love and great achievements involve great risk.
 15. Say “bless you” when you hear someone sneeze.
 16. When you lose, don’t lose the lesson.
 17. Remember the three R’s: **R**espect for self; **R**espect for others; and **R**esponsibility for all your actions.
 18. Don’t let a little dispute injure a great friendship.
 19. When you realize you’ve made a mistake, take immediate steps to correct it.
 20. Smile when picking up the phone. The caller will hear it in your voice.
 21. Spend some time alone.