

Sigma Tau Gamma Fraternity, Inc.[®]
Board of Directors/President-Elect
Declaration Form

Name: Richard "Drew" Allen Chapter: Gamma Omega
Address: 11400 Hollister School: Baylor University
City/State/Zip: Austin, TX 78739 Class Year: 2006
Home Phone: 512-605-9107 Work: same Mobile: same
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Biographical Information

Candidate For (choose one or both)

Age: 30

Board of Directors

Profession of Business with Title: Sales and Marketing – Account Executive

Fraternity Information

Collegiate: (Include chapter offices held and years, national and regional meetings attended, IFC offices, campus organizations, awards)

Sig Tau Offices Held – Chapter President 2004, VP Programs 2003, Homecoming Float Chair 2005, IFC Representative 2006 (Jan-May)

Regional and National Meetings Attended – 40th Grand Chapter in Kansas City, Southern Regional Conclaves 2003, 2004, and 2006

Sig Tau Awards – Gamma Omega Man of the Year 2006

Other Student Organizations – Baylor Information Network (Founding Member and Founding President), Baylor Up 'til Dawn *benefiting St. Jude's Children's Hospital* (Founding Member)

Alumni: (Include national/regional offices held/years & meetings attended, alumni assoc & chapter actives, awards)

Offices Held – Gold Coast District Director 2007-2009 2011-2012 Regional Vice President 2012-current

Meetings Attended – Southern Regional Conclaves 2007, 2008, 2009, 2011, and 2012, 43rd Grand Chapter in St. Luis, 45th Grand Chapter Washington DC, Strategic Leadership Conferences 2007, 2009, 2011

Other Events – Auburn Provisional Chapter Installation 2013, Oklahoma State Provisional Chapter Installation 2013

Awards – 2008 Southern Regional Volunteer of the Year

Professional, Civic & Religious Information

Professional Information:

Paragon Healthcare ~ Account Executive (October 2009-currnet)

Responsible for the generation of new patient referrals and all new business inside marketing territories

Met and exceeded sales expectations for territories assigned

Managed training sessions on medical equipment and procedures for contracted home health agencies

Prepared and submitted detailed logs of marketing and sales calls preformed

Nova Actuarial Associates ~ (February 2008-October 2009)

Served as the primary client relationship contact for 60 client companies

Provided outsourced pension benefit human resource management

Responsible for the day to day operations of defined benefit and defined contribution retirement plans.

Helped standardize distribution forms for ease of use and reduction of customer service calls

Prepared valuation computations for defined benefit plan contributions

Prepared distribution paperwork for client's individual participants

Paragon Healthcare – Certified IV Pharmacy Technician (May 2006 – February 2008)

Board of Directors Declaration Form

Responsible for legal management and maintenance of paperwork regarding the adherence of federal and state laws pertaining to scheduled prescriptions.

Managed issues for pharmacy department to include on-call coverage and the delivery, set up and education of patients/caregivers on ordered intravenous therapies.

Managed and maintained a pharmacy inventory of over \$100,000

Serviced a weekly patient load of 100 or more lives

Prepared sterile patient specific admixtures in coordination with prescribed physician orders.

Religious:

Practicing Catholic and Parishioner at St. John Neumann Catholic Church

I certify that I have the time, means and interest to serve in the office indicated above, and if nominated and if elected I will accept the office and serve in the best interests of Sigma Tau Gamma Fraternity.

/s/ Drew Allen

Signed

January 31, 2014

Dated

Please use this space to answer the following questions. Your answers will be distributed with the Call of the Grand Chapter and will be available for review by all registered delegates.

1) *What is your principle reason for running for the Board/President?*

At the risk of sounding cliché, my principal reason for running for the Board of Directors is that I want my services to our Fraternity to be where my skill sets can be utilized for the greatest positive impact. I have dedicated a significant number of years of volunteer work to our Fraternity and that has given me a good insight to the needs of our organization. Additionally, I would bring a unique professional opinion to the Board of Directors that I believe would very valuable.

2) Sigma Tau Gamma, as a campus organization, competes in a crowded market for potential members; name two things Sigma Tau Gamma does well and two things we could do better?

Sigma Tau Gamma does several things well, but two things that we are particularly good are recruitment and leadership development. Our partnership with PhiredUp has spurred a massive increase in our organic growth. Though, PhiredUp only provides the tools and it has been up to our professional staff to put those tools to their best use. Our recent track record for recruiting "Talented Taus" on to our professional staff has been impressive. These new additions to our staff has been of great benefit to the Fraternity. If our Fraternity is to continue on its current trajectory then continuing to provide our Headquarters with the proper resources to find "Talented Taus" will be of the highest concern. The other item we do well is leadership development.

Our current endeavors in the arena of developing leaders has not only been a bright spot, but is also in line with what we claim in our Principles. Programing such as the Webb Academy, Strategic Leadership Conference, and Regional Conclave are the cornerstones of this endeavor. These conferences are a real deliverable we can provide to our members. There has been a recent push to update and modernize these conferences. The results have been very promising and we need to continue this trend.

Even with the great works that the Fraternity has been a part of there are still things we could do better. Namely, we need to improve our Fraternity's culture of giving and our alumni retention. All of the great endeavors that I mentioned above need to be funded. Our Fraternity relies too much on a small number of dedicated donors. If we are to continue to fund our future projects we need to increase the culture of giving in Sigma Tau Gamma. This will start at the chapter level and will expand into the alumni. We need to start with our

Board of Directors Declaration Form

newest members and work our way up.

Increasing our culture of giving actually flows into the second item Sigma Tau Gamma needs to work on and that is alumni retention. To many of our members drift away from Fraternity service once they graduate. We need to reverse this trend. I believe one of the best ways to do this is by increasing the opportunities and the advertisement of those opportunities to our younger alumni. Starting alumni into service from the moment they graduate keeps them involved and maintains their interest in the fraternity.

3) *What is the most important strategic priority for Sigma Tau Gamma Fraternity, Inc.?*

In my personal view the single most strategic priority for Sigma Tau Gamma is continued growth and expansion. In recent years our great Fraternity has experienced organic growth at a historic rate. The markets that we operate in are also open to new growth opportunities and we currently have the financial means and man power to compete in the market place. Market conditions such as this are likely terminable and will not last forever. The continued operational success of our Fraternity will hinge on maximizing our presence in our markets. This should be done in a two pronged approach.

First, we need focus our expansion efforts in on top tier universities and colleges. In recent years Sigma Tau Gamma has expanded its foot print to many of the largest institutions in America. We must continue this trend. We need to target universities and colleges that are in conferences that had carried the brand "BCS AQ." These are national recognizable institutions that can propel the name of Sigma Tau Gamma and ensure us a foothold when market conditions change.

Secondly, we need to focus our chapter development staff to increase our "same store sales." Meaning we need to service our existing chapters and provide for their growth and continued success. Chapter service will be the most important aspect of this endeavor. We have to approach our chapters with a combined effort from our professional staff and volunteer officers. Helping our members attract the highest quality men to Sigma Tau Gamma will solve problems for chapters. Successful members breed a successful chapter. Once high quality men are recruited then we need to focus on molding them and helping them realize their own potential. Continued funding and pushing of dynamic recruitment and the PhiredUp team will be critical. The tools that they have brought to our national recruitment have been outstanding. Increasing our touch points with the chapters and their members is crucial to the molding aspect of membership. We need to continue adapting and improving our Regional and National events to meet the needs of our men. Also continued funding for chapter development visits will be important.

4) *What personal and professional experience do you bring to the Board of Directors?*

Even though I would still consider myself a younger alumnus of our Fraternity, I bring considerable experience with the projects that the Fraternity is working on. I have been involved for several years as a Regional Officer of the Fraternity, and as such I have a very good perspective on the needs of our chapters and their members. Additionally, I have mentored our chapters on the individual initiatives of the ranging from recruitment, chapter management, and solvency.

Professionally I bring a good mix of analytical skills and intrapersonal skills. In my professional life as a marketer and salesman I must carefully balance the needs of my clients with the needs of my company. Ensuring that both the client receives the services they require and that my company maintains the profitability it requires. I am skilled at analyzing financial data and making decisions pertaining to client services and product mixes. More than just analytical skills, I have the high level intrapersonal skills necessary to promote my company. My job is directly related to increasing the market share my company has in my area. I have to be able to speak to and relate to a large variety of individuals from diverse backgrounds.