

Dear Sir and Ma'am,

My name is John Pritchard and I'm an alumnus of the Iowa State Chapter of Triangle Fraternity. I'm writing to you as I understand your son may be considering joining Triangle. If you're like many parents, the thought of your loved one joining a fraternity strikes fear in you! Hence the reason for my letter! I believe sharing honest information is the best way to 'sell' a great product and as a parent myself, I want to be as informed as possible when making a decision regarding the welfare of my children.

I graduated in 1986 with a degree in Aerospace Engineering. After college, I served in the Air Force, worked for two large technology companies, started my own company in 2001 and sold it in 2007 and retired. After my retirement, I was asked to join the Board of Directors of the Triangle Education Foundation. The foundation provides funding for educational programs and services to Triangle members. On many occasions, I've been asked to speak to Triangle undergraduate members at events such as National Convention, CEO Symposium, Scobie Leadership School, and at chapter houses. I'm also on the Board of Directors of the Iowa State Triangle Alumni Association, an amazing group of volunteers which works directly with the ISU Triangle undergraduates. I provide all of this information as a way to support the information I'm conveying in this letter. I'm not an 'old' alumni reminiscing about the glory days. I'm very engaged with the fraternity and interact directly with many of the students and national fraternity staff who support the students. The amazing things I see in what the fraternity provides the students combined with the incredibly sharp young men I encounter compels me to write this letter to parents who are looking for the best for their son.

Let me first dispel the primary issues most people have with fraternities. First, hazing. Triangle has an absolutely zero tolerance for hazing and it is in no way part of our processes nor daily atmosphere. All Greek organizations are monitored by an external organization on each campus called the Interfraternity Council (IFC). Anyone can anonymously report hazing and it is immediately addressed and could result in expulsion of the fraternity/sorority from the university. ISU Triangle Fraternity has a full time Leadership Specialist, Quinn Moran, who works closely with the chapter at large, Chapter President, Ben Johnson and Ben's Executive Team. Quinn evaluates and assists the Iowa State Triangle Chapter with Membership, Operations, the internal Triangle Leadership Programs and is always the adult in the room. Quinn is a graduate of Iowa State.

Second, constant wild partying. Alcohol is strictly forbidden in the Triangle chapter house and violation can result in eviction from the house. Triangle restricts its membership to STEM majors, i.e., strictly to engineers, architects, and scientists. This is unique in the Greek world and means that we seek out and attract a different kind of fraternity member. With the difficulty of the technical programs at ISU, one doesn't last long if one's priority is partying. On the contrary, we attract students who are serious about their education and want to be around others who are too. I can tell you from interacting with the current group of young men at ISU Triangle, that they all have the traits I like to see – as a parent. I am continually amazed to meet and interact with young men who are already looking forward and planning their careers. Men who are doing the extra things during their college career – things that will separate them from their peers when they enter the workforce.

Which brings me to the much more enjoyable part of the letter – talking about some of the positives of Triangle. Obviously there are a great number of intangibles like comradery and working and living alongside people with common goals and interests. But I'd like to focus on a few that will benefit your son, not just during college, but beyond. Things as a parent - and as a CEO – I think are significant.

Experience. Most importantly, Triangle Fraternity will provide your son invaluable experience which will directly contribute to personal development. Experience that can't be gained from living in the dorms or an apartment and experience that will differentiate him from his peers from the first day of his career. His Triangle experience will provide countless opportunities to learn and practice leadership, management, social interaction, conflict resolution, verbal communications, and entrepreneurship. All skills critical to excelling in one's career. I'm convinced my experiences in Triangle as an undergrad enabled me to quickly assume leadership positions ahead of my peers in my first job as an Air Force Officer and in my first civilian job at IBM. I already had more leadership and communications experience than all of my peers and most of the people who had been in the workforce for several years. As a CEO, I look for young engineers that have this experience because I know they will excel. And your son can gain this experience during his college career where there are no consequences to trying and failing versus trying to learn on the job. I also see far too many academically smart engineers who don't have mature social skills, who lack self-confidence, and can't communicate effectively. Regardless of the grade point average, I will not hire this type of person because I know he will have to interact with others in a team environment for my company to succeed. So I look for well-rounded engineers. Ones who did more with their college career than just study. I look for young men with the experience like one gets at Triangle.

Support. The transition from high school to college is difficult and this transition is further strained by the difficulty of ISU's engineering program. Many fail to successfully execute the transition either because they lose their way because of their new found 'freedom from home' or they don't know how to properly manage their time in this new, difficult environment. Triangle again provides invaluable help. All of the members have gone, or are going through, the same transition. They have taken the same classes, know the professors, and know what the tests are like so they can help with studying and test preparation. Furthermore, Triangle focuses on helping freshman make this transition by requiring that incoming freshmen room with an upperclassman. We've found that this increases both the odds of success and grade point average. The older student has been through the transition, knows how to manage his time, and sets an example for the new student on what it takes to be successful in ISU's engineering program. I'll bet you didn't think that any fraternity sets GPA as one of its most important goals. An extremely few do. Triangle does. There is a minimum GPA required to get activated (the process of becoming a full member). GPA is even factored into the room selection process – get better grades and get to pick the choicest room! We have strictly enforced quiet hours from 7:00pm to 7:00am Sunday through Thursday. No loud music or any other disturbances. And there are many more ways in which Triangle not only prioritizes being a successful student, but helps each member to achieve that aim.

Training & Education. Besides helping your son achieve classroom success, Triangle provides numerous opportunities to gain incredible training and education. This is new from when I was a student and as a CEO, I'm amazed by the programs and the level of information they provide these young men – and they are all things that will enable them to excel in their careers. Every other summer is the National Convention which includes educational program tracks just like at a business convention. And successful alumni attend to interact with the students. Every non-convention summer, Triangle presents the Scobie Leadership School. I have spoken at and been a mentor during this 4-day school and I was completely amazed by the level of leadership training – and hands on, fun exercises to reinforce it. This is knowledge and experience critical in the workplace – but it's definitely not taught in colleges. I've seen awkward, shy young men blossom into confident leaders at Triangle. So your son will augment his engineering degree with knowledge, skills and experience that will differentiate him from his peers from

his first day on the job. It's absolutely incredible. And to make it even more incredible, much if not all of the cost to participate in these programs is covered through grants from Triangle. You see, the Triangle Education Foundation I previously mentioned has created a very large endowment through donations from Triangle brothers to provide funding for educational programs. In fact, the foundation also provides scholarships to Triangle members so your son may be able to get some financial assistance. The ISU Alumni have further contributed to create an endowment that specifically benefits the Triangle men at ISU. Monies to improve study rooms (including computers or other technologies) or to fund attendance at Triangle educational events.

Networking. Since we are a fraternity of engineers, architects, and scientists, we have very common bonds. That not only benefits us during our undergraduate years, it continues to benefit us throughout our working career and beyond. We have thousands of Triangle alumni. When someone is looking for an internship or job upon graduation, we have a network that can be tapped to find a Triangle brother (not just from ISU) at that company that can help. We also have an incredible number of extremely successful alumni. CEOs and senior executives of Fortune 100 companies, admirals and generals, inventors, and entrepreneurs of some incredibly successful companies. These men not only donate their money to help the current Triangle students, but they donate their time to speak to and interact with the students at many different events. I've personally seen the power of this engagement as I've come to be a mentor to several young Triangles who I met at one of these functions.

Obviously, I'm passionate about Triangle and I could go on for several more pages – but this letter is long enough already! I thank you for taking the time to read it all. I'll close with a couple final thoughts. I consider myself extremely blessed to have found Triangle when I was an incoming freshman. ISU provided me the technical education, but Triangle provided me the foundation of what I truly believe enabled me to achieve a level of success in my career I never even dreamed of. And today's Triangle provides even more of those things. The other measure of my Triangle experience is that, with all of the people I've worked or socialized with throughout a full career, numerous social and philanthropic organizations, etc., my closest friends to this day are my Triangle fraternity brothers. The character and caliber of these guys is incredible. I spend a great deal of time with high school and college students because I'm passionate about helping them become the best version of themselves they can be. For engineering, architecture, and science students, I'm absolutely certain Triangle can be a major contributor to that goal. I've seen it significantly impact so many people. Triangle is not like other fraternities - and we pride ourselves on that.

And finally, a word about safety. The ISU Triangle house is the newest fraternity/sorority at Iowa State, built in 2015. It has an all new and modern internet/network, 3D printing facilities, living quarters and sprinkler system. Your sons are safe here!

I hope I provided some information to help you in your decision making process. Should your son choose Triangle, I hope that you'll support him. I know that this is a major decision, so if you have any questions or would like to talk about anything regarding Triangle, please feel free to call me or send an email and we set up a time. I won't mind at all – in fact, I'd enjoy knowing my letter helped. Thank you for considering Triangle Fraternity. And thank you for your time.

Best regards & God Bless,

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