

April 30, 2015

To the Nominating Committee and Whom It May Concern:

Please accept my application and credentials for review in my quest to become National Vice President for Communication and Recognition for Tau Beta Sigma during the 2015-17 biennium. I have accomplished many things as a member (most prominently in the areas of program development, fundraising, and event management) and would be honored to further my service as our next NVPCR.

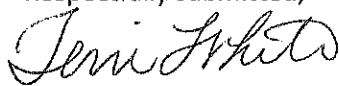
I created my campaign platform (*The I's Have It*) based on my observations both of the Sorority and of other organizations and companies across the country, noticing trends and innovations in both the profit and nonprofit sectors. Based on what I found, I am pledging to: **improve** chapter communication on the regional and national level; **implement** standards and guidelines for chapter social media outlets; **increase** the number of chapters eligible for Sorority awards and the number of awards presented by chapters to worthy community members and organizations; **innovate** ways for chapters to participate in the business of the Sorority and in support of the bands we serve; and **introduce** the beauty of the Sorority to programs and organizations not currently involved via recognition and celebration. I have many programs in mind that would accomplish these goals, and look forward to discussing them in person at National Convention during my candidate interview.

There is no question that Tau Beta Sigma is at a major turning point in our history. Technology, education, and the way people expect their affiliations to operate are all changing rapidly. We are soon to reach our Diamond Anniversary. Whomever your slated choice for the next VPCR is will have a major influence and role in defining what this once in a lifetime moment will be like. This person will need to collaborate with their peers to reach out to new schools and closed chapters, members, partners, sponsors and others in order to ensure our Sorority not only celebrates 75 years with a bang, but is positioned to thrive and grow in our modern society. A proven fundraiser with a track record of success in cultivating people and organizations would be the best candidate for this role, and I am that person.

I credit much of my professional and personal development to my membership in Tau Beta Sigma and Eta Delta Chapter and I, like all sisters, take my membership seriously. I believe my ideas will help push Tau Beta Sigma forward in this age of hyper-connectivity while still honoring our "history bold". I have long been encouraged to get involved at the National level because many of my ideas and goals were easily scaled to larger audiences and seemed to get other people excited about our mission. Despite this support, I held back. I was afraid I wasn't popular or seasoned enough to be taken seriously. I thought that maybe my ideas were too radical or non-traditional to be accepted. I have even been told that unless I follow "the path" of being a District Officer or Counselor or serve in a major TBSAA office or committee that I will never "win" office. This, however, is when I remind myself of our eighth Ideal. By not following "the path" I believe I bring a different perspective to the leadership team that runs our organization. By coming with out of the box ideas I hope that I am encouraging not just innovation on a National level, but on the District and chapter level as well. It's not about getting my way- it's about reigniting a flame in every member whenever possible. I see the NVPCR not as just as someone who writes minutes and distributes emails, but as the voice of the Sorority, guided by their fellow leaders and receptive to the desires (and frustrations) of our membership.

I am ready to be that voice, and humbly seek your selection to be slated as the next NVPCR.

Respectfully submitted,



Terri White

# Terri Lynn White

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Cell: 240-602-5693

Email: [terri.white@verizon.net](mailto:terri.white@verizon.net)

## **Education**

**George Mason University**, MA Arts Management

August 2011

**Howard University**, BA Telecommunications Management & Business Administration

December 2008

## **Professional Work Experience**

**Senator John Heinz History Center** - Senior Development Associate

*January 2013 - Present*

- Manager of the corporate membership program valued at more than \$2 million dollars, accounting for more than 28% of annual museum revenue
- Introduced non-traditional fundraising strategies including text-to-give programs, crowdfunding opportunities, and virtual donor recognition panels that coordinated with exhibition themes
- Coordinate the production, mailing, and results analytics for annual appeals and holiday solicitations
- Conduct research on prospective corporate, foundation, and individual donors.
- Process donations and prepare acknowledgement letters, tax receipts, and other correspondence
- Support the museum membership program and fundraising events as needed
- Serve as the Development Department's chief database manager
- Organized massive filing system reorganization and spearheaded massive archival and recycling process

**Smithsonian Institution National Air and Space Museum** - Visitor Services Coordinator

*July 2010 - January 2012*

- Recruited, trained, and managed more than 350 volunteers at two locations and edited their monthly newsletter
- Implemented a new student mentoring/internship program for students interested in careers in the museum or STEM fields
- Developed alternative accessibility options for visitors with low or no vision.
- Reorganized filing systems for better efficiency which improved museum membership promotion and application processing
- Received specialized training in grant writing and working with visitors with special needs including those persons on the Autism spectrum

**Smithsonian Institution Office of Sponsored Projects** - Intern

*July 2011 - September 2011*

- Completed a successful analytical study of funding database resources (namely SPIN, COS, and IRIS) that was influential in determining which resource the Smithsonian would use for the 2012 fiscal year
- Drafted new Institution-wide policy that formalized the internal procedures for applying for limited-submission funding opportunities
- Coordinated with other Smithsonian units (Office of Human Resources and the Office of Fellowships & Internships) to increase knowledge of OSP functions and capabilities among staff, fellows, and researchers
- Designed and developed new informational brochure about OSP for new Smithsonian employees
- Composed Smithsonian-wide announcements regarding funding opportunities
- Completed administrative projects in support of the incumbent Proposal Development Specialist



# *Terri Lynn White*

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Initiated Eta Delta Chapter, Howard University - March 25, 2003

Life Member Number 2658 - March 3, 2008

Active Member of the TBSAA

Current Member of the Tau Beta Sigma Capital Development Campaign (CDP) Committee

## **Active Membership Achievements**

- ♫ Attended National Convention 2003 (Norfolk, VA) where I co-created our chapter display with my co-initiate Krystal Oliver
- ♫ Participated in the presentation to Wava and other judges for the 2003 Grace and A. Frank Martin Chapter Leadership Award, which Eta Delta won
- ♫ Served as Second Vice President of Special Projects, where I coordinated and/or served as the leadership for all chapter programs and service projects during the 2003-04 school year.
- ♫ Chaired the Eta Delta 20th Anniversary Celebration Week in February 2004. Highlights included developing a health and fitness workshop called “Tau Bo”; writing, producing, and directing a musical for our chapter recital along with my co-initiate Thabi Moyo; and installing a permanent memorial on the chapter’s plot to commemorate the occasion
- ♫ Served as the Ritual & Regalia Chair for the 2004-05 school year, where I implemented mandatory ritual practice and educational workshops where the concepts discussed in our ceremonies were analyzed academically and sisterly; recorded the Hymn with a flute trio and Loyalty Song with a trumpet quartet for ceremony use; and revised our local “4th Degree” Ceremony that we use to say farewell to graduating seniors from the chapter
- ♫ Assisted as needed with the planning and implementation of the 2004 NED Southern Precinct Conference held on the campus of Howard University
- ♫ Participated in three of the four HU bands- 4 years of marching band, 3 years of pep band, and one year in concert band

## **Alumni Membership Achievements**

- ♫ Established the first-ever playing HU alumni marching bands in 2008 and 2009 which tripled alumni band participation and dues (revenue from dues goes to support the band programs)
- ♫ Participated in Showtime’s 2009 Inauguration Parade for President Barack Obama
- ♫ Coordinated the efforts for Eta Delta’s 25th Anniversary Celebration to (eventually) make three outstanding women of music honorary members- Dr. Velvet Brown, Ms. Roberta Flack, and Ms. Sheila E
- ♫ Spearheaded efforts to start the Eta Delta Alumni Association. Service initiatives will include awarding scholarships to DC bandswomen, developing and implementing fundraising programs to support the bands of Howard University, opening our membership to anyone who wants to support the collegiate bands of Washington, DC, and working with other DC Universities and the Sorority to colonize more TBS chapters
- ♫ Began to establish a partnership between NASA and Eta Delta in honor of our deceased sister Dr. Beth Brown (HA FA90) to find ways partner music and the sciences for high school students that want to be in band and major in a STEM field while in college
- ♫ Started a “Fab 4” club in Pittsburgh with members of Kappa Kappa Psi, Phi Mu Alpha, Sigma Alpha Iota, and other Tau Beta Sigma members to gather socially and support local ensembles
- ♫ Worked with Spring 2003 Initiates from around the country to raise funds to send ten Spring 2013 initiates to National Convention 2013 (Springfield, MA) via a Twitter contest in honor of our 10th Anniversary in the organizations
- ♫ Organized Eta Delta Actives and Alumni to raise more than \$3,000 purchase a bench in the Wava Memorial Garden and donate the extra funds to the active chapter



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College Park MD, 20740

Tau Beta Sigma  
P.O. Box 849  
Stillwater, OK 74076-0849

Nominations Committee:

I write this letter in support of Terri Lynn White, alumna of Eta Delta chapter as she desires to serve our Sorority in the capacity of National Vice President for Communication and Recognition.

Ms. White exceeds the requirements as outlined in the Sorority's National Constitution. She most certainly possesses outstanding business ability, including monumental time-management and task-prioritization skills. Ms. White completed two rigorous academic programs while maintaining full-time employment. Her educational background (Management) coupled with professional expertise in development (fundraising) provide a skill set that meets a demonstrated need in our Sorority.

Ms. White is a talented visionary, not only with ideas but concrete plans to improve the processes in which she's involved. Her inquisitive nature pushes conversations from "why does (doesn't) X happen" to "lets tackle this by doing ...". Ms. White leads by example and continually encourages members to find new ways to support our bands and the Sorority at large. For example, Ms. White was the catalyst for soliciting and administering a grass-roots effort to provide travel grants to our 2013 National Convention. Ms. White also has intriguing ideas to ensure the Sorority's platform is promulgated on the local and national level. Ms. White was instrumental in recognizing Grammy-award winning artist Sheila E., granting Honorary membership in the Sorority. She is sincerely dedicated to promoting the Sorority in the greater Arts community.

Ms. White would be an excellent representative of the Sorority in all circumstances. She has served in public-facing roles at our nation's finest cultural institutions. Ms. White is an excellent communicator, decisive, and solution-oriented. An asset to the professional, community and social organizations in which she participates, Ms. White's strengths are the ability to think critically, collaborate effectively, and act with compassion.

Thank you for the opportunity to discuss Ms. White's character, accomplishments, and desire to further serve Tau Beta Sigma. Ms. White's ideas, enthusiasm, and expertise make her an ideal candidate for the 2015-2017 NVPCR. I am honored to recommend Terri, without reservation, as she pursues this goal.

Yours in Service to Music,



Deena Smith  
Life Member, Epsilon Lambda Chapter  
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301-485-9601

# HOWARD UNIVERSITY

COLLEGE OF ARTS AND SCIENCES  
DIVISION OF FINE ARTS  
OFFICE OF CHOIRS & BANDS

March 26, 2015

Dr. Nicole Sanchez  
National President  
Tau Beta Sigma National Honorary Band Sorority  
PO Box 849  
Stillwater, OK 74076

To Dr. Sanchez and the National Council of Tau Beta Sigma:

I am extremely honored to write this letter of recommendation for one of my former students, Terri White, as she pursues the office of National Vice President for Communication and Recognition for Tau Beta Sigma National Honorary Band Sorority.

Terri was due to arrive at Howard University in fall 2001, and was registered to play clarinet in the "Showtime" Marching Band. Due to an administrative mistake, Terri was marked as deceased by the Admissions office. I had removed her from all of our rosters and paperwork when a very bubbly and energetic high school student from Pittsburgh called with a list of questions- Terri was quite alive and well! Once we straightened *everything out and the school year began, she became an integral part of the band program. She performed in three of the four University bands, and served as section leader in fall 2003. She was always around to assist with anything that the band directors needed and always gave her all at practices and performances. She was initiated into Eta Delta chapter of the Sorority in spring 2003, and held several roles including Vice President of Special Projects where she organized the 20<sup>th</sup> Anniversary Celebration Week for actives and alumni. She was an enthusiastic and reliable bandswoman and I am very proud to have had her in my program.*

After graduation, Terri continued her service to the Howard bands by being an active member of the Alumni Band Association. She was a key figure head in organizing the first playing alumni bands at homecoming in 2008 and 2009. It was a lot of responsibility as I personally held her accountable for alumni use of our extra instruments and auxiliary items, but she rose to the occasion and handled everything from scheduling rehearsals to distributing music and managing instrument inventory, perfectly. Even while in Pittsburgh, she still encourages local band students to apply and audition for her alma mater.

Terri has proven herself to be a loyal, creative, and competent leader when given the opportunity. I am more than confident she will serve the Sorority in the same dedicated fashion.

Respectfully,



John E. Newson  
Director of Bands  
Howard University  
Honorary Tau Beta Sigma National Honorary Band Sorority  
Honorary Kappa Kappa Psi National Honorary Band Fraternity





SENATOR JOHN HEINZ  
**HISTORY CENTER**  
IN ASSOCIATION WITH THE SMITHSONIAN INSTITUTION

1212 Smallman Street | Pittsburgh, PA 15222 | 412-454-6000 | [www.heinzhistorycenter.org](http://www.heinzhistorycenter.org)

March 25, 2015

Dr. Nicole Sanchez, President  
Tau Beta Sigma National Honorary Band Sorority  
PO Box 849  
Stillwater, OK 74076

To Dr. Sanchez and Whom It May Concern:

It is my pleasure to write this letter of recommendation for Terri White in her pursuit of the office of National Vice President of Communication and Recognition for Tau Beta Sigma Sorority. If her service to your organization will be anything like the work she completes on the job, I am confident you will be more than pleased with her efforts.

I have known Terri for more than two years as her direct supervisor at the Heinz History Center where she currently serves as our Senior Development Associate. I have been consistently impressed with Terri's attitude and productivity during the time that she has worked with our fundraising team. She has strong organization skills and prioritizes effectively. She is patient and very friendly with museum members and donors both over the phone and in person at our special events, and has learned to manage strong and conflicting personalities in the workplace. She is engaged in meetings and enjoys learning about other areas of the museum. She often has creative ideas or unique perspectives on topics that are helpful and useful in finding new ways to fund and fulfill our mission.

Terri is both bright and motivated. I am confident that she will devote herself to this position with your organization with a high degree of diligence. I recommend her without reservation. Please feel free to reach out to me if you have need for additional information.

Respectfully submitted,

Natalie G. Taylor  
Director of Development  
[ngtaylor@heinzhistorycenter.org](mailto:ngtaylor@heinzhistorycenter.org)