

# The Paul R. Wineman Freshman Scholarship

## Presented by Phi Kappa Psi Fraternity

### Application

*Please complete the following information. By applying for this scholarship, you are not committing yourself to membership in Phi Kappa Psi or any other organization. Applicant must be a freshman male student at The University of Washington beginning in the Fall of 2009. Selection will be based on the merits of the criteria requested below.*

*One \$1000.00 scholarship, and at least four \$250.00 scholarships, will be awarded in the summer of 2008, prior to the beginning to the Fall term at The University of Washington.*

First name	Middle name	Last name	High school	
Summer/Parents' Address		of _____	Class rank	GPA
ACT/SAT score		City	State	Zip
Orientation date (if known)		Date of Birth		
Phone Number		E-mail Address		
Parents' Names		Desired College Major		

**1** Honors, achievements, awards: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**2** Community service/leadership/athletics/extracurricular activities: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**3** Long-term goals: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

*•It is highly recommended that you attach separate sheets to address the above topics. Feel free to add any additional information you think is relevant to your application.*

\_\_\_\_\_  
*Applicant's signature* *Date*  
*My signature assures that all of the above information is factual and accurate to the best of my knowledge.*

Final Deadline: May 5, 2009  
 Submit to:  
 Paul R. Wineman Scholarship  
 Attn: Ken Katzaroff  
 7036 NE 137<sup>th</sup> St.  
 Kirkland, WA 98034

Questions? Contact Ken Katzaroff,, Alumni Corporation Board Vice-President, at [jkenkat1@aol.com](mailto:jkenkat1@aol.com).

## The Paul R. Wineman Scholarship – 2009

It is again our pleasure to present the annual Paul R. Wineman Scholarship. This is a fully endowed scholarship presented by The Endowment Fund of Phi Kappa Psi, a non-profit 501c3 organization. The money for this scholarship is interest income generated by donors from the Phi Kappa Psi fraternity chapter at the University of Washington in Seattle. The cash principal of the scholarship fund cannot be touched and will exist in perpetuity. Therefore, we are happy to be able to offer this scholarship year after year.

The total scholarship fund for this year is at least \$2000.00. One award of \$1000.00, and at least four awards of \$250.00, will be given. The scholarships are available to any male student who will be attending the University of Washington beginning in the fall of 2009. Although it is being presented by Phi Kappa Psi, membership or a commitment of membership in Phi Kappa Psi is *not* a requirement to win a scholarship. All young men who will be attending the U of W this fall are strongly encouraged to apply.

Last year's winners were selected from numerous applicants from around the state of Washington. The final selection was very difficult, and all of the winners were very deserving. The winners were as follows:

Khalid Rahman – North Thurston High School  
Eugene Kobiako – Shoreline High School  
Travis White – Kalama High School  
Anthony Mayer – Silverdale High School  
James McKee – Port Angeles High School  
Vincent Lucero-Bendawald – Kirkland High School

The scholarship is presented in the name of Paul R. Wineman, a Phi Psi who graduated from the University of Washington in 1959. Paul graduated with a BA degree in Communications, and shortly after graduation was commissioned as a 2<sup>nd</sup> Lieutenant in the United States Army. Paul was assigned as the Officer-in-Charge of the Armed Forces Radio and Television Station in Tehran, Iran after an assignment in the Pentagon in the Office of Chief of Information. In 1963, having attended the US Army Language School in Monterey, California, for a full year of Persian (Farsi) language instruction, as a Captain, he was again assigned to Iran as the US Army Airborne-Special Forces Advisor to the Imperial Iranian Army.

Paul left the US Army in 1965 in order to obtain a Masters Degree in Middle Eastern Studies from the American University of Beirut, Lebanon. In 1967 Paul returned to Tehran to become the General Manager of Television for Iran. In 1969 Paul was hired by AVCO Corporation of the United States as the Resident Representative, Middle East. In this capacity he was responsible for the company's initial marketing success in Saudi Arabia. In 1973 he became Regional Director, Middle East, United Aircraft International.

Returning to Los Angeles in 1977, Paul formed his own company to consult for American Defense and Aerospace Corporations on how to successfully market and win sales in the overall Middle East. Since then, Paul has done long-range marketing and negotiations for Systems Development Corporation, Vinnell, E-Systems, Cubic, Todd Shipyards, American Telecommunications, General Dynamics, and Anheiser Busch. Since 1981 Paul has been conducting seminars worldwide on "How to Win Sales, Negotiate, and Influence". As part of his involvement with Phi Kappa Psi, Paul frequently gives invaluable seminars to the undergraduate members on how to negotiate and save money in the real world, and recently published a detailed book for its members on the subject.

It is with great pride that we offer these scholarships in the name of such a giving and successful alumnus. We encourage as many young men to apply as possible.

Sincerely,

A handwritten signature in black ink, appearing to read 'Ken Kataroff', written over a light blue horizontal line.

Ken Kataroff  
Vice-President, Alumni Board of Trustees  
University of Washington Chapter of Phi Kappa Psi

If you would like an electronic version of the application form, please feel free to email me at [jkenkat1@aol.com](mailto:jkenkat1@aol.com) and I will gladly email one to you.