

By Charlee Beasor

Greek Life Services & Consulting delivers a number of offerings to fraternities and sororities, including accounting, catering and property management.



Greek Life Services & Consulting

OFFERING 'THE ALPHA TO THE OMEGA'

"In the end, we want their income to come in and the bills paid, as timely as possible, and keep everybody happy doing it. And we feed them and keep them happy too."

*Bill Humphrey
founder and owner
www.greeklivesvcs.com*

Quick facts

- Founded in 1997
- 13 employees
- Located in Zionsville for the last year and a half
- Company contracts only with fraternity and sorority alumni boards

Niche needing to be filled

Humphrey was transitioning away from working with a family business when someone in the banking world recommended that he start a Greek Life consulting and services firm.

"It was a need the bank saw actually; that's how it started. The primary need they saw (was) they had a lot of clients, undergraduate boards and fraternities, a lot are managed by undergraduates that transition into and out of a title in a very short amount of time. There were a lot of consistency problems there," he recalls. "Even if they were keeping bookwork, it was all on paper.

"Their alumni boards were collecting rent from their undergraduates and they weren't getting paid, and they weren't keeping good track of their money."

Paying the bills

Greek Life Services & Consulting is a professional services and consulting firm that works with fraternities and sororities, currently including Butler and Purdue universities.

Founder and owner Bill Humphrey notes that the company serves a niche industry and is unique in that it offers a three-pronged approach to Greek Life services: accounting, catering and property management.

Getting it all done

Humphrey handles the day-to-day accounting and sales of the business, but leaves the "heavy accounting" to a CPA firm in Kokomo that he used to work for; his employees do the catering and food preparation and housekeeping for the Greek Life organizations.

As a bonus, Humphrey has come to know many Hoosier banking professionals and is often contacted by those banks when Greek Life organizations seek construction loans, as one example.

Company employees handle food preparation, catering and housekeeping duties for fraternities and sororities.

