



Official Alumni Newsletter | June 2026

THE WAVE

Say Hello to the Latest Edition of the Salisbury University Alumni Association's Newsletter, "The Wave"

Alumni Spotlight



Franco Greco '12

Describe your career path:

Upon graduating from Salisbury University in 2012, I launched my professional career at NewDay USA, a prominent VA-mortgage lender, starting as an Account Executive in early 2013.

The company's leaders quickly recognized my leadership potential and promoted me to Assistant Vice President of the Training Division. In this role, I developed and implemented training programs to scale NewDay's sales force and embed best practices. By 2016, I advanced to Vice President of Sales, overseeing all sales operations and driving growth through scalable processes, talent development, and performance systems.

In 2017, I was elevated to Senior Vice President, taking charge of both Recruiting and Sales. I spearheaded a leadership development initiative and aligned recruitment with training and performance to optimize organizational effectiveness.

In 2020, I was appointed Chief Revenue Officer, responsible for all revenue-generating functions including sales, recruiting, and strategic growth. I led the expansion of our team by hiring over a thousand new employees, drove revenue to exceed \$300 million annually, implemented advanced CRM systems, and established strategic partnerships with universities to enhance our talent pipeline. In 2024, I was honored as Customer Service Executive of the Year by John DiJulius at the CXEA Customer Service Academy.

Throughout my tenure, I have focused on scaling operations while maintaining a customer-centric approach, building a replicable leadership model, and fostering a culture of accountability and growth. Under my leadership, NewDay USA has served over 100,000 veteran families nationwide and solidified its position as a leading VA mortgage provider.



SU Alumni Events



SU Athletic Training Reunion in Philly

In conjunction with the National Athletic Trainers' Association Clinical Symposia & AT Expo, we're having a reunion at Lucky Strike in Philly.

Join us on Tuesday, **June 30, 2026**, for a fun reunion. Your \$20 entry fee will cover heavy appetizers and a small gift to the Athletic Training Department.

[Register Now](#)



Commanders Game with SU Alumni

Join fellow SU Alumni for the first home game of the season! We're tailgating in **Gold Lot A** as the Washington Commanders take on the reigning Super Bowl Champs, the Seattle Seahawks. Stop by our table and look for the SU Alumni tent.

The game is on Sunday, **September 27**, at 1 p.m. Click the button below to view the 3 ticket options.

[Register Now](#)



SU Alumni Trip to London for the Commanders Game

Are you ready for the ultimate Commanders experience? Join SU Alumni in London to see the Commanders! October 2-5, 2026. The SU Alumni Association is partnering with Premier Sports Trips, owned by CJ (Franchetti) Mortimer '00, for this exclusive getaway experience. This package will include your ticket to the game PLUS a private tour of London!

The Commanders package also includes your stay at a DoubleTree by Hilton with a Salisbury University Alumni party with food and drinks! Don't miss out on this experience!

[Register Now](#)



Salisbury Women's Soccer Alumni Day

It's time for our Annual Women's Soccer Alumni Game! We hope you'll return to campus to celebrate your time spent donning the maroon and gold! Tell your teammates to register today!

The game is on Saturday, August 29, at 1 p.m. You can check in and pick up your t-shirt at noon. After the game, head over to the Maroon & Gold Parking Lot for a BBQ!

Cost: \$30 (includes a t-shirt, food, and a small donation to the women's soccer program.)

[Register Now](#)

SU Professional Network



Empower the next generation of Seagulls by joining the Professional Network in CareerGulls as a mentor.

This flexible opportunity helps students see that they can reach out to you for advice as they navigate their professional journey and learn from your industry experience. Simply create or update your CareerGulls profile today to join the directory for the SU Professional Network.



<https://salisbury-csm.symplcity.com/mentors/>

[Learn More](#)

News

University Dining Services Wins NACUFS Gold Award for SU Centennial Gala

Traditionally, diamonds are the gemstones representing 100th anniversaries. For Salisbury University Dining Services (UDS), however, SU's 100th anniversary was all about gold.

The National Association of College and University Food Services (NACUFS) recently announced SU as a Gold Award winner in the Catering Special Event of the Year category of the organization's 2026 Loyal E. Horton Dining Awards.

The prize recognized UDS for its excellence in catering last September's "SU Gala: A Century of SUccess." The Roaring '20s-themed event was part of kickoff festivities for the SU Centennial celebration, marking the 100th anniversary of the institution's opening in 1925.

[Read More](#)

'Wor-Wic to SU' Initiative to Help Ensure Smooth Transitions for Transfer Students

Two of the Eastern Shore's preeminent higher education institutions are partnering in a new way to provide more educational opportunities than ever for students in Wicomico, Worcester, and Somerset counties.

SU President Carolyn Ringer Lepre joined Wor-Wic President Deborah Casey in signing a memorandum of understanding (MOU) to create "Wor-Wic to SU," a wide-ranging program articulation agreement through the Maryland Transfer Intensive. Starting this fall, the initiative will help ensure a smooth transition for students transferring from the community college to the university in more than 20 academic areas.

[Read More](#)

Alumni Essentials

Alumni Quick Links

- Award Nominations
- Class Notes
- Update Info
- Giving Opportunities
- GOLD Alumni

Alumni Benefits

- SU Plates
- Alumni-Owned Businesses
- SU Teacher Recognition
- Proud Sea Gull Works Here
- Book Club

Just for Fun

- Legacy Gulls
- Coloring Book
- Garden Bricks



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A copy of the current financial statement of the Salisbury University Foundation, Inc. is available by writing 1308 Camden Avenue, Salisbury MD 21801 or on its website, salisbury.edu/foundation. Documents and information submitted under the Maryland Solicitations Act are also available, for the cost of postage and copies, from the Maryland Secretary of State, State House, Annapolis MD 21401, 410-974-5534.

SU is an Equal Opportunity/AA/Title IX university and provides reasonable accommodation given sufficient notice to the University office or staff sponsoring the event or program. For more information regarding SU's policies and procedures, please visit salisbury.edu/equity.

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