

Delta Sigma Pi Fraternity

Northeastern LEAD Provincial Conference & Council Meeting

Washington, DC - February 5-7, 2016

Draft: 1/29/2016

The sessions below focus on the following tracks:

CA – Career

CL – Chapter Leaders

FO – Fraternal Operations

LS – Life Skills

VL – Volunteer Leaders/Alumni

Nametags issued at check-in must be worn for admittance to sessions and meals.

Friday, February 5

5:00 p.m.-8:00 p.m.	Check-in/Registration with Delta Sigma Pi	Lobby
9:00 p.m.-1:00 a.m.	Game Night – join us for a friendly game of Family Feud-Deltasig style and assorted board games along with networking and DJ entertainment.	Grand Dominion IV-VI

Saturday, February 6

7:30 a.m.-8:30 a.m.	Check-in/Registration with Delta Sigma Pi <i>(if you checked in Friday, no need to check-in again)</i>	Washingtonian Foyer
7:45 a.m.-5:00 p.m.	Visit Leadership Foundation, Springleaf Financial, Fund for American Studies, GEICO, Mecca Specialties, Fraternal Composite Service, community service, professional development resume review, chapter sales and other exhibits.	Grand Dominion VI & Foyer
8:30 a.m.-9:30 a.m.	Welcome & Networking Bounce Forward, Not Back! The Power of Resiliency with <i>Jackie Mueckenheim, ERC</i>	Washingtonian
9:45 a.m.-10:45 a.m.	Breakout Sessions I <ul style="list-style-type: none"><input type="checkbox"/> IQ + EQ + TQ = LQ (The Leadership Quotient) (CA)<input type="checkbox"/> That Winning Application: How to Best Apply for Scholarships (LS)<input type="checkbox"/> Making the Most of the Deltasig Experience (VL)<input type="checkbox"/> Ritual-The Right Way (<i>Members Only</i>) (FO)<input type="checkbox"/> Chapter Officer Forum (CL)	Grand Dominion I Grand Dominion II Grand Dominion III Grand Dominion IV Grand Dominion V
11:00 a.m.-12:00 p.m.	Breakout Sessions II <ul style="list-style-type: none"><input type="checkbox"/> "Work for" or "Work with"? The Language of Leadership (LS)<input type="checkbox"/> How Hard Are You Knocking? Landing a Job in a Rebounding Economy (CA)<input type="checkbox"/> Chapter Financial Management (FO)<input type="checkbox"/> Alumni Forum (VL)<input type="checkbox"/> Recruitment Bootcamp (CL)	Grand Dominion I Grand Dominion II Grand Dominion III Grand Dominion IV Grand Dominion V
12:00 Noon	Lunch and Networking with Tim Augustine (Meal ticket required) <i>-Program will begin at 12:50 p.m.</i> Lunch sponsored in part by:  Springleaf Financial	Washingtonian
1:15 p.m.-1:35 p.m.	Provincial Council Delegate Orientation <i>Chapter delegates are required to attend this session to discuss logistics of the meeting, and review basic parliamentary procedure.</i>	Grand Dominion V
1:45 p.m.-2:45 p.m.	Breakout Sessions III <ul style="list-style-type: none"><input type="checkbox"/> Motivating Members To... (CL)<input type="checkbox"/> I Want to Start a Company (CA)<input type="checkbox"/> How to Start Your Chapter's New Business (VL)<input type="checkbox"/> Don't Do What That Guy Did! Learning From Other People's Mistakes (LS)<input type="checkbox"/> Recognizing Excellence (Deltasig Awards) (FO)	Grand Dominion I Grand Dominion II Grand Dominion III Grand Dominion IV Grand Dominion V



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#DSPLEAD

< Agenda continued on next page >

3:00 p.m.-4:00 p.m.	Breakout Sessions IV	
	<input type="checkbox"/> Your Path to Grad School (VL) <input type="checkbox"/> What's on Your Bucket List? (LS) <input type="checkbox"/> The Art of Business Chemistry (CA) <input type="checkbox"/> FUND Raising for Chapter Success (CL) <input type="checkbox"/> Risk Management - That Won't Happen to My Chapter (FO)	<i>Grand Dominion I</i> <i>Grand Dominion II</i> <i>Grand Dominion III</i> <i>Grand Dominion IV</i> <i>Grand Dominion V</i>
4:15 p.m.-5:00 p.m.	Regional Meetings and Chapter COY Recognition	
	<i>All attendees are requested to attend a regional meeting!</i>	
	Capital – Grand Dominion I Eastern – Grand Dominion II East Central – Grand Dominion III Empire – Grand Dominion IV New England – Grand Dominion V	Niagara – Washingtonian Steel Valley – Madison Mid-Atlantic – Monroe Other Regions – Washingtonian
7:00 p.m.-7:30 p.m.	Networking Reception with cash bar (Dinner seating opens at 7:15)	<i>Grand Dominion Foyer</i>
7:30 p.m.-1:00 a.m.	Dinner, Awards Program and Dancing (Meal ticket required) -Recognizing Regional and Provincial Collegians of the Year -Leadership Foundation Distinguished Service Recognition -Pearl & Ruby Badge Raffle -DJ Dance to follow program until 1:00 a.m.	<i>Grand Dominion</i>

Sunday, February 7

Early	Breakfast on your own	
8:00 a.m.-8:30 a.m.	Credentials: Provincial Council Delegates Check-in	<i>Grand Dominion Foyer</i>
8:30 a.m.-12:00 p.m.	Northeastern Provincial Council Meeting – All delegates should attend	<i>Grand Dominion</i>



Got 3 minutes?

Take the online survey to give us your feedback on the Northeastern LEAD Provincial. You'll receive an email from Survey Monkey early next week.

FEATURED SPEAKERS

JACKIE MUECKENHEIM, ERC

In our fast-paced, on-demand, and stress-filled environments (personal and professional), individuals who understand what it means to be “resilient” will achieve greater degrees of professional success and personal fulfillment. By understanding the opportunity in challenge and adversity, we all have the power to not only succeed personally, but to serve as models of resiliency to others. If you’re looking to shape your leadership potential, there’s no greater skill than resiliency!

Jackie Mueckenheim, Senior Trainer with ERC’s Learning and Development Team, has over 23 years experience in developing, designing, facilitating workshops and seminars, keynote addresses, executive retreats, and strategic planning initiatives for corporate, nonprofit, and academic groups. Her industry experience includes banking, finance, accounting, manufacturing, publishing, healthcare, education, lodging and hospitality, technology, and non-profit.

With an extensive background in professional communications, leadership and management development, workplace respect and diversity, talent management, customer service, and teambuilding. Jackie partners with clients to improve overall organizational performance by helping their staff members – executive teams, managers/supervisors, and individual contributors alike – to build and strengthen core leadership, communication, and interpersonal relationship skills.



“I teach what I have learned through experience” is central to Jackie’s learning and development career. Prior to working with ERC, Jackie spent over 17 years with The Thomson Corporation (now Thomson Reuters). Working her way through the ranks at Thomson, Jackie progressed from a part-time college intern into a full-time member of the Business and Industry Editorial Division, and eventually into three critical Thomson roles – Senior Editor, Project Leader, and Product Manager. During her Thomson tenure, Jackie managed a multimillion dollar-a-year product line, negotiated key data acquisition projects (including two with the United Nations! – ask her about **that** some time), drove partnerships across division lines for process improvement and streamlining initiatives, and spearheaded the business model of working in virtual, cross-functional teams. These invaluable real-world business and industry experiences have shaped the dynamic content Jackie designs and delivers for clients.

Jackie began building her training and development experience while part of the Thomson team, designing and delivering a wide variety of internal training programs for management and individual contributors. She spent six years as the Senior Training Consultant for North Coast IT Group, as well as four years as an adjunct instructor at Case Western Reserve University. In addition, Jackie spent over ten years with Cleveland State University’s Division of Continuing Education, designing and delivering three professional certificate programs (Professional Communications, Technical Writing, and Executive Assistant).

She is a certified DiSC facilitator, as well as a board-certified instructor with the Ohio Board of Nursing and for the Counselor, Social Worker, and Marriage and Family Therapist Board of the State of Ohio. She has completed the Employee Engagement and Retention program through Career Systems International, and the Business Continuity/Contingency Planning certificate program through Cleveland State University.

Jackie earned her B.A. in English from Wayne State in Detroit, MI and her M.A. in English from Case Western Reserve in Cleveland, OH. So, what does a double English major know about business and industry? Just attend one of Jackie’s sessions and find out!

Save the DATE!

Syracuse LEAD School
November 4-5, 2016



TIM AUGUSTINE

Tim Augustine, *Kent State*, is a business owner and corporate officer, entrepreneur, author and professional speaker. He has written three books, including his most recent, *How Hard Are You Knocking? Landing a Job in a Rebounding Economy*, recognized by *Career Magazine* as one of the, "Top 100 Best Career Books of All Time."

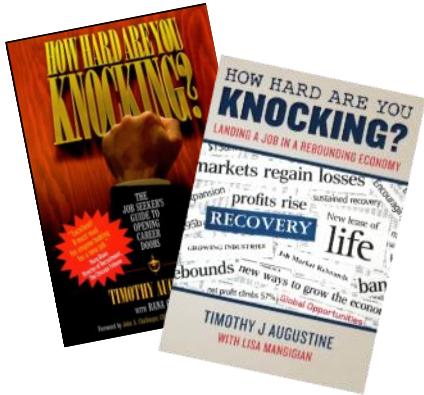
Tim is currently an officer and owner of Atwell, LLC, a 600-person consulting, engineering and construction management firm based in Southfield, MI with 17 offices throughout the US, Canada and Asia. He leads corporate operations including business strategy, merger and acquisition, business development, geographic expansion, strategic marketing, technology and human resources. He is also the co-founder of Succeed Faster, a dynamic career acceleration program, and co-founder of DSP Start-up, LLC, a venture capital firm specializing in early stage business strategy and funding.



Brother Augustine earned an MBA from the Kellogg School of Management at Northwestern University and B.A. in Marketing from Kent State University. He also served as an adjunct professor of strategic marketing at Illinois Institute of Technology's Stuart School of Management in Chicago.

His seminars and books have been featured nationally on *ABC*, *FOX* and *NBC* and reviewed in *USA Today*, *Wall Street Journal*, *LA Times*, and *The Chicago Tribune*. He has made numerous radio and television appearances and has presented to over 500 universities and organizations impacting over 180,000 people throughout the United States. He has been a contributing writer for *Inc. Magazine*, *Fast Company* and *Monster.com* on topics pertaining to the people strategies of successful organizations and professionals.

Based on the success of his books, Tim presents regularly to student and professional groups around the country. He addresses the entire job search process from building a job search strategy, leveraging social media and networking, uncovering internships and urgent industries, developing a result oriented resume, interviewing and negotiating a starting salary.



To learn more about his seminar series, please reference
www.howhardareyouknocking.com or call him directly at 248-447-2005.



*Delta Sigma Pi Leadership Foundation has SCHOLARSHIP opportunities for
YOU! Stop by the Leadership Foundation table today to learn more about
scholarships, Deltasig For Life Donor program and Bucks 4 Brotherhood!*



**BUCK\$ 4
BROTHERHOOD**

BREAKOUT SESSIONS I**9:45 a.m.-10:45 a.m.**

Chapter Officer Forum (CL) This session will be for current chapter officers and brothers interested in becoming chapter officers. Join us for an open forum and interactive discussion on: <ul style="list-style-type: none">• Roles & responsibilities• Best practices for success• Overall tips & insights	Grand Dominion V
IQ + EQ + TQ = LQ (The Leadership Quotient) (CA) It's no secret in leadership today that you have to have book smarts (IQ) to gain credibility, and you have to have people smarts (EQ) to gain respect. However, there's another dimension of excellent leadership that isn't so widely discussed – you have to believe in and value establishing real trust (TQ) with others if you want to follow. And remember...no one is a leader unless someone else follows.	Grand Dominion I
Making the Most of the Deltasig Experience One of the biggest ways to grow professionally and personally is through inter-chapter relations. Join us for a session focusing on the various ways inter-chapter relations can maximize what it means to be a Deltasig. This session includes opportunities to participate in a facilitated speed networking where brothers can meet one another and join right into creating new connections within the Fraternity.	Grand Dominion III
Ritual-The Right Way (Members Only) (FO) Participants will: <ul style="list-style-type: none">• Learn what you can do to make your chapter's initiation memorable for all the right reasons• Be reminded of what Delta Sigma Pi's Ritual is all about• Get answers to questions you have about the various Delta Sigma Pi ritual ceremonies	Grand Dominion IV
That Winning Application: How to Best Apply for Scholarships (LS) Participants will: <ul style="list-style-type: none">• Demonstrate an understanding of the "do's and don'ts" of completing scholarship applications• Effectively prioritize accomplishments to fit the purpose of the desired scholarship• Identify the most effective approach for letters of recommendation• Accurately and effectively complete a statement of financial need• Identify various sources for scholarship funding	Grand Dominion II



Check out GEICO career opportunities at dsp.org/GEICOcareers. To get a free quote on GEICO insurance, visit dsp.org/GEICO. GEICO offers brothers discounts on auto insurance and great rates on other insurance.



Springleaf Financial is the leading provider of responsible personal and auto loan products with nearly 830 branches in 26 states. They have career/internship opportunities at their local branch offices and regional operations centers throughout the U.S. and in their corporate office in Evansville, Indiana. Learn more at dsp.org/springleaf.

BREAKOUT SESSIONS II**11:00 a.m.-12:00 p.m.**

Alumni Forum: Retention and Engagement of Our Alumni (VL)	Grand Dominion IV
Retention and engagement of our alumni brothers (of all ages) is vital to our success of the Fraternity. At the Alumni Forum we will discuss the current state of our alumni retention, share our alumni chapter(s) and personal successes toward retention efforts, and work as a group to brainstorm ideas and programming to increase the retention and involvement of our alumni. Moderators from each of the LEAD Provincial Conferences will share a recap of their sessions with the National Alumni Development Committee for further development.	
How Hard Are You Knocking? Landing a Job in a Rebounding Economy (CA)	Grand Dominion II
This powerful interactive seminar is based on brother Tim Augustine's nationally acclaimed book "How Hard Are You Knocking" which was recently recognized in the "Top 100 Best Career Books of All Time" by Career Magazine. Tim will present proven strategies for differentiating yourself in a challenging job market and landing your dream job or internship. As a business owner and former executive recruiter, Tim offers an insider's perspective which will help you develop a successful job search strategy, research potential employers, interview like a rock star and negotiate your starting salary.	
Participants will:	
<ul style="list-style-type: none">• Developing your personal job search strategy• Leveraging your resources to uncover job opportunities• Differentiating yourself during the interview• Developing your unique targeted résumé• Leveraging the power of your network• How to successfully negotiate a great starting salary	
Chapter Financial Management (FO)	Grand Dominion III
Participants will:	
<ul style="list-style-type: none">• Learn to manage finances and spending• Prepare and plan useful budgets• Establish policies and procedures to optimize financial resources• Report finances to the chapter and Central Office	
Recruitment Bootcamp (CL)	Grand Dominion V
Participants will:	
<ul style="list-style-type: none">• Be introduced and reminded of long time successful recruiting techniques• Discuss the product you offer to recruits. Is it well-rounded?• Participate in group activities to generate new ideas so each participant leaves with five new ideas for recruiting	
"Work for" or "Work with"? The Language of Leadership (LS)	Grand Dominion I
Professionals who understand the power of their words and messages in communicating with others – whether colleagues or customers – understand that savvy communication practices are essential to shaping their leadership potential in business and industry. From making a contract, to partnering successfully in the workplace, to getting a new customer's business, those who learn and practice the "language of leadership" achieve greater gains, growth, and "glory" in their careers.	



Need Deltasig apparel or swag? Stop by Mecca's booth in Grand Dominion IV today!



As a Deltasig, exclusive scholarships are available to you for The Fund for American Studies Institute on Business and Government Affairs! The Institute is for students interested in a career in lobbying, trade associations or government affairs. In addition to earning course credit with your guaranteed internship, students will take a course in economics and have the option to take elective courses with George Mason University. Applications are due March 16, visit dsp.org/dcinternships for more information.

BREAKOUT SESSIONS III**1:45 p.m.-2:45 p.m.**

Don't Do What That Guy Did! Learning From Other People's Mistakes (LS) Join us as we share some stories and some laughs at some of the mistakes that people have made...so that you do not make those same mistakes. Topics covered include career stories, behavior at company functions, and personal finances.	Grand Dominion IV
How to Start Your Chapter's New Business (VL) Imagine if your chapter could generate over \$10,000 in profit yearly, learn real world strategies and practice the skills taught in colleges and universities all in one fundraiser. <i>How to Start Your Chapter's New Business</i> illustrates this in practice by giving the history of Delta Sigma Pi's longest running fundraiser: The Deltasig Café. Hear how the Deltasig Café has operated nearly 50 years and how your chapter may be able to spark something similar. This session is designed to help break barriers of doubt and assist chapters in starting businesses of their own.	Grand Dominion III
I Want to Start a Company (CA) You've thought about it, talked about it, agonized over it, and finally decided to start your own company. So, where do you go from here? Starting a new company requires a lot of thought and planning. Author, business owner and entrepreneur; Brother Tim Augustine, founder of DSP-Start-up, will explore the steps to bring your idea/concept to market and help you launch a new company. In this exciting seminar, Tim will explore the following: <ul style="list-style-type: none">• Elements of developing your startup strategy and business plan• Best practices to understanding your market• Cultivating your product or idea• Money and your customers• Developing your exit and retirement strategy!	Grand Dominion II
Motivating Members To... (CL) Participants will: <ul style="list-style-type: none">• Learn the ten most commonly asked "How do I get my chapter to..." questions and answers• Be introduced to new ideas to motivate members• Share ideas with other participants to provide motivation techniques proven for other chapters	Grand Dominion I
Recognizing Excellence (Deltasig Awards) (FO) Participants will: <ul style="list-style-type: none">• Learn about the online awards process and the various awards available from Delta Sigma Pi• Learn about the application requirements and criteria for each award with the online system• Learn helpful tips and winning traits from other award-winning applications Every collegiate and alumni chapter in Delta Sigma Pi should be applying for the various awards offered by the Fraternity, but surprisingly, very few chapters ever apply. This session will provide details about the submission process, the awards options available, how to apply, how to present an award-winning application and other helpful tips.	Grand Dominion V

Fraternal Composite Servicewww.fraternalcomposite.com

Fraternal Composite Service creates handcrafted composites for chapters. Deltasigs receive a 20% discount off any composite services.

As has been their tradition through three generations of family ownership, they continue to handcraft the composites using only the finest quality artist's mat boards, solid wood framing, and tempered museum glass to create a true work of art to preserve the heritage of your chapter! In addition to the large framed composite, each member of your chapter will receive an 11x14 print of your composite for themselves.

Please visit the Fraternal Composite Service in the foyer today to discuss this exciting offer and start the process of scheduling your photography session!

Visit our partners and learn how they support you and $\Delta\Sigma\Pi$!

BREAKOUT SESSIONS IV**3:00 p.m.-4:00 p.m.**

FUND Raising for Chapter Success (CL) Participants will: <ul style="list-style-type: none">• Understand what is required to plan and implement a successful fund raising event• Learn and use creative thinking techniques to generate new fund raising ideas• Learn how to successfully motivate members to participate• Create a plan of action for your own fund raising event(s)	Grand Dominion IV
Risk Management – That Won’t Happen to My Chapter (FO) Risk management is not an afterthought, it is a practice – a commitment to keeping yourself and those around you safe. As brothers we have a commitment to each other. As a brotherhood, our actions need to reflect a desire to protect the Fraternity and its existence. In this session we will look at a few real life examples of what can occur when risk management is not practiced. Sadly, examples such as those, provided occur every year and happen to those who never expect it. Perhaps this session will not eliminate the thought “That won’t happen to my chapter!,” but at least you will be better prepared to handle and address those difficult situations. Participants will: <ul style="list-style-type: none">• Define and discuss risk management and the components of Delta Sigma Pi’s Risk Management, Insurance and Conduct Policy• Review case studies and discuss the types of practices that keep you, your chapter, and the Fraternity safe• Have questions about risk management answered anonymously or in open forum	Grand Dominion V
The Art of Business Chemistry (CA) Ever had a difficult time relating to another person? Or getting a group to collaborate? If so the Mu Tau Chapter would like to invite you to come and participate in The Art of Business Chemistry. Business Chemistry is a personality test created by the Big Four Accounting firm and a team of scientists specializing in neuro-anthropology to not help you understand yourself but also provide you with insight into how to interact with others. Business Chemistry focuses on relevant behavioral cues and trends to help you identify which one of the four dominant personality patterns you and your colleagues fall under: Driver, Pioneer, Integrator, or Guardian. The purpose of this event is to help you gain valuable insight on identifying your personality pattern, detect behavioral cues to identify the personality patterns in other people, and utilize your Business Chemistry knowledge to successfully interact with them and succeed in business.	Grand Dominion III
What’s on Your Bucket List? (LS) “Every man dies – Not every man really lives.” ~ William Ross My grandmother always said “The only people who fear death are those with regrets.” It took me years to finally figure out what she meant. In this entertaining session, we will explore the process of developing your own bucket list, which is a list of all the goals you want to achieve, dreams you want to fulfill and life experiences you desire to experience before you die or kick the bucket. Fly in a hot-air balloon, see the Northern lights, act in a film or see the cherry blossoms in Japan. If you don’t live your days by personal goals and plans, chances are you spend most of your time caught up in a flurry of daily activities. What comes to mind when you hear the questions, “What do you wish you could do before you die?” Or “What would you do if you had unlimited time, money and resources?” This session will uncover ways to: <ul style="list-style-type: none">• Start acting on your dreams and plan out the successful path towards these dreams.• Write it down and be reminded of the list all the time.• Share them with your family and friends to create accountability.• Face opportunities in a totally different manner.• Create the real-life experiences to tell your grandkids!	Grand Dominion II
Your Path to Grad School (VL) We offer an interactive presentation conducted by students that has everything you need to know about graduate schools. This is a session designed to assist students with their decision making process. It will help you with your timeline for program research, school visits, test preps and more.	Grand Dominion I