



Delta Sigma Pi Fraternity
Southern LEAD Provincial Conference and
Council Meeting – Knoxville
March 3-5, 2023

The Sessions below focus on the following tracks:

Chapter Operations (CO) Leadership/Professional Development (LD) Personal Development (PD)

FRIDAY, MARCH 3

5:00 p.m.- 8:30 p.m.	Check-in/Registration with Delta Sigma Pi	<i>Hotel Lobby</i>
8:30 p.m.- 11:00 p.m.	<p>Let's Have Fun!</p> <p><i>Join us for a thrilling night of trivia with your host, Mid-Atlantic RVP, Chelsey Fix. How well do you know your Delta Sigma Pi history, leaders and facts? Put your knowledge to the test with Deltasig Trivia! Stick around for networking!</i></p>	<i>Summit 1</i>

SATURDAY, MARCH 4

Early	Breakfast on own	
8:00 a.m. - 8:45 a.m.	Check-in/Registration with Delta Sigma Pi <i>(if you checked in Friday, no need to check-in again)</i>	<i>Summit Foyer</i>
8:00 a.m. - 5:00 p.m.	Visit Leadership Foundation, community service, chapter sales, Enterprise Holdings, Fraternal Composite Service, IES Abroad, Mecca Specialties, Rocket Companies and other Delta Sigma Pi service and career partners.	<i>Summit Foyer</i>
8:30 a.m. - 9:45 a.m.	<p>Welcome & Networking</p> <p>Exercise Your Leadership with DeMoine Adams</p> <p><i>Keynote sponsored by Delta Sigma Pi Leadership Foundation</i></p>	<i>Summit Ballroom</i>
9:45 a.m. - 10:10 a.m.	Meet the Partners and Networking Break	
10:10 a.m. - 11:00 a.m.	<p>Breakout Sessions I</p> <p>Member Engagement–Keeping Members Interested and Involved (CO) <i>Summit 2</i></p> <p>Facilitating the Pledge Education Program/Planning for Fall (CO) <i>Summit 1</i></p> <p>Stepping Into a Career (LD) <i>Tennessee Salon A</i></p> <p>Time and Organizational Management (PD) <i>Tennessee Salon B</i></p> <p>Understanding Risk Management (CO) <i>Tennessee Salon C</i></p>	
11:00 a.m. - 11:10 a.m.	Networking Break	
11:10 a.m. - 12:00 p.m.	<p>Breakout Sessions II</p> <p>All You Need to Know About the New Individual Discipline Policy (CO) <i>Summit 2</i></p> <p>Defensive Leadership (LD) <i>Tennessee Salon A</i></p> <p>Planning the Perfect Event (LD) <i>Tennessee Salon C</i></p> <p>Recruiting Boot Camp (CO) <i>Tennessee Salon B</i></p>	



12:00 p.m. - 1:20 p.m.	Lunch and Networking (Meal Ticket Required) <i>Meal Served at 12:00 p.m. – Program at 12:45 p.m.</i>	<i>Summit Ballroom</i>
1:30 p.m. - 2:20 p.m.	Breakout Sessions III Going Pro in Life (LD) Mock Initiation/Performing the Ritual Ceremonies (CO) Money for You and Your Chapter! (CO) Officer Transition and Succession Planning (CO)	<i>Tennessee Salon A</i> <i>Tennessee Salon B</i> <i>Summit 2</i> <i>Tennessee Salon C</i>
2:20 p.m. - 2:30 p.m.	Networking Break	
2:30 p.m. - 3:20 p.m.	Breakout Sessions IV Backpacks to Briefcase (LD) Chapter Financial Management (CO) Managing Tough Conversations (PD) Teambuilding Techniques that Work (CO)	<i>Summit 2</i> <i>Tennessee Salon A</i> <i>Tennessee Salon C</i> <i>Tennessee Salon B</i>
3:20 p.m. - 3:30 p.m.	Networking Break	
3:30 p.m. - 4:20 p.m.	Regional Meetings and Chapter COY Recognition <i>All attendees are requested to attend a regional meeting!</i> Atlantic Coast – Tennessee Salon A Mid-South – Summit 1 Central Gulf - Tennessee Salon B South Atlantic – Summit 2 Mid-Atlantic - Tennessee Salon C Southeastern – Private Dining Room	
4:30 p.m. - 5:00 p.m.	Provincial Council Delegate Orientation <i>Chapter Presidents or the chapter's elected alternate delegate and Regional Vice Presidents should attend this session to best prepare for Sunday's Provincial Council Meeting.</i>	<i>Tennessee Salon A</i>
6:45 p.m. - 7:30 p.m.	Networking Reception (Dinner seating opens at 7:15 p.m.)	<i>Summit Foyer</i>
7:30 p.m.	Dinner & Awards Program <i>-Recognizing Regional and Provincial Collegians of the Year</i> <i>-Leadership Foundation and Alumni Service Recognition</i> <i>-Pearl & Ruby Badge Raffle</i> <i>-Music, Karaoke and Photo Booth to follow program until Midnight</i>	<i>Summit Ballroom</i>

SUNDAY, MARCH 5

Early	Breakfast on own	
8:30 a.m. - 9:00 a.m.	Provincial Council Meeting Check-in	<i>Tennessee Foyer</i>
9:00 a.m.	Southern Provincial Council Meeting <i>All chapter delegates and Regional Vice Presidents should attend this Council Meeting.</i> <i>All others encouraged and welcome to attend as non-voting attendees.</i>	<i>Tennessee Salon B</i>
10:00 a.m. - Noon	Volunteer Leadership Training and Roundtables <i>Current or aspiring volunteers to volunteer roles such as District Director, Assistant District Director, Regional Vice President, provincial or national committee roles or Board of Directors positions are encouraged to attend to learn more about the roles, share successes and talk about trending topics that may be able to assist with your chapters.</i>	<i>Tennessee Salon C</i>

ABOUT THE KEYNOTE: DeMoine Adams



Exercise Your Leadership

Everyone has leadership, but it must be developed and EXERCISED! “Exercise Your Leadership” will challenge individuals to develop their leadership by modeling leadership standards for others to follow, demonstrating ethical respect, and developing a strong character to have the MUSCLE they need to be resilient leaders.

DeMoine Adams is originally from Pine Bluff, Arkansas and is a former University of Nebraska standout football player. DeMoine played an instrumental role in helping the Huskers win a Big 12 Conference Championship in 1999 and helped lead the Huskers to the National Championship Rose Bowl in January 2002. He also spent time in the NFL with the Green Bay Packers, Tennessee Titans, and San Francisco 49ers. As a first generation student,

DeMoine received his Bachelor’s Degree from the University of Nebraska in Political Science with minors in English, History, Communications, Ethnic Studies and African Studies. He went on to receive his Master’s degree in Educational Psychology and is currently pursuing his Doctorate degree at the University of Nebraska.

DeMoine is currently serving as the CEO for TeamMates Mentoring which was started by co-founders Tom and Nancy Osborne in 1991. DeMoine currently resides in Lincoln, Nebraska and spends his time on the side as a Motivational Speaker. He speaks numerous times each year across the country motivating others to be winners in life through his business called ‘The Game Plan – Ready, Set, Perform’ which he started in 2011. DeMoine’s motto in life is: “Once you see where you’re going, then everything you do must correspond with where you’re going.”

BREAKOUT SESSIONS I**10:10 a.m. - 11:00 a.m.****Member Engagement—Keeping Members Interested and Involved (CO) with Christian Loeb and Alex Blankenship**

Engagement is highly sought after by business and organizational leaders worldwide. But how do you achieve something so intangible? This session offers practical tips for creating a lasting organizational culture through everyday leadership behaviors.

Facilitating the Pledge Education Program/Planning for Fall (CO) with Chelsey Fix

This session will provide tips and tricks for facilitating your chapter's pledge education program, as well as discussing some ways chapters and volunteers have creatively integrated pledges into regular chapter operations.

Stepping Into a Career (LD) with Rocket Companies

Through your involvement on campus and with Delta Sigma Pi, you are acquiring skills that will help you launch your career. We will build upon all that you have learned so far and discuss ways to showcase those competencies, gain new skills, and make connections that will help you step into your ideal career.

Time and Organizational Management (PD) with Erica Kolsrud

"Everything is always a fire!"

"We consult so much that work gets stalled!"

"No one is allowed to make decisions around here!"

These are just a few of the common frustrations when organizations are struggling to have well defined roles, responsibilities and systems for prioritizing work. You can make a strategic impact on your organization by introducing tools that help address these common challenges. During this session, we will share key time and organizational management tools that help individuals and teams reduce stress while getting more done!

Understanding Risk Management (CO) with Kevin Adamson

Sometimes it's hard to decipher the Delta Sigma Pi Risk Management Policy. When does it apply? When doesn't it? When does a gathering of individuals, where many are brothers, become a Fraternity event? We will walk through the DSP Risk Management Policy as well as how and when it would apply to your event. The secret...it should be considered whenever a gathering of brothers occurs.

BREAKOUT SESSIONS II

11:10 a.m. - 12:00 p.m.

All You Need to Know About the New Individual Discipline Policy (CO) with Stephen Dominy and Chelsey Fix

In August 2021, the Fraternity Board of Directors approved an update to the Fraternity's Individual Discipline Policy (IDP). This new policy is set to be implemented starting July 1, 2023. The updated policy can be found highlighted in the National Policy and Procedures Manual (Discipline of the Individual).

In this session, the National Standards Committee will share an overview of the upcoming process, drafts of resources and trainings that will be available, and answer questions about the policy and/or processes.

Remember, this new policy doesn't go into effect until July! So we will also take some time to discuss finishing up your academic year while utilizing the current policy.

Defensive Leadership (LD) with DeMoine Adams

The side of leadership most individuals focus on is their position, title, hard work, and their OFFENSE toward achieving goals. But what happens when one faces adversity? How does one overcome discouraging obstacles? How do you keep a positive attitude in the midst of negativity? "Defensive Leadership" will focus on the 'other' side of leadership which requires resilient character, well-being, engaged commitment, and the ability to set aside personal differences to achieve common goals as a team.

Planning the Perfect Event (LD) with Sarah Lowe

You want to plan the perfect event for your chapter, your business or even for a personal function. This session will provide you with tips and tricks for event planning that are sure to save you from headaches later – everything from site selection, contracts, budgeting and program planning will be discussed. You'll also learn how to promote the event for successful attendance and be armed with techniques on how to handle the "unexpected".

Recruiting Boot Camp (CO) with Catrina Murray

Participants will:

- 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

BREAKOUT SESSIONS III

1:30 p.m. - 2:20 p.m.

Going Pro in Life (LD) with DeMoine Adams

Are you qualified for the next level? Are you ready and set for a career instead of a job? "Going Pro in Life" will prepare individuals to have what it takes to be career-ready with the top three characteristics jobs, internships, and employers are seeking from college grads while understanding the difference between one's IQ vs. their EQ.

Mock Initiation/Performing the Ritual Ceremonies (CO) with Southern Province Regional Vice Presidents

Join this session to learn about the various Ritual ceremonies – both public and private. Also experience a mock initiation ceremony to learn the correct way to perform your next in-person Initiation.

MEMBERS ONLY

Money for You and Your Chapter! Leadership Foundation Chapter Leadership Funds and Scholarships (CO) with Joelle Berlat

The goal of this session is to provide each collegiate chapter with the information, resources and recommendations on ways to raise money for your CLFs. This session will provide you with all of the information you need to know to sign up to be a part of the Founders' Day Challenge and be successful in raising money!

Officer Transition and Succession Planning (CO) with Jenna Markowitz

The key to continued momentum from year to year in any organization is a successful officer transition. It is easy for organizations to skip or simply hand over the organization papers. This session will help you understand the importance of the transition time, and help you create a plan for your organization transition.



BREAKOUT SESSIONS IV

2:30 p.m. - 3:20 p.m.

Backpacks to Briefcase (LD) with Enterprise Holdings

No more backpacks, sweatshirts and jeans. As you prepare to graduate and transition into the business world you need to understand that your life is going to be VERY different. There are things that can help or hurt you as you embark on your new career. This workshop will discuss time management, dress and grooming and professionalism. We will share career tips and discuss personal finance and share with you 11 things that you didn't learn in college.

Chapter Financial Management (CO) with Ron Neto-Taylor

Budgeting and chapter finance can be a tricky thing. There are a variety of expenses chapters include in their operations. Some are necessary, others make for a more enjoyable chapter experience. There are also a variety of ways a chapter can find some income, even if restricted, in places they may not normally look. Even restricted dollars will free up previously budgeted dollars to be reallocated in different areas. Join us as we spend time identifying chapter expenses that may or may not have been previously considered, how to pay for them, as well as idea generation for fundraisers.

Managing Tough Conversations (PD) with Weslie Higdon

The ability to handle difficult conversations with others is a necessary skill for any leader. Many leaders get caught in the myth that ignoring a problem will cause it to disappear. However, effective leaders know the value of keeping their own limiting beliefs and emotions in check when addressing tough issues head on. In this session, you'll learn how to do just that.

Teambuilding Techniques that Work (CO) Sarah Lowe

Participants will:

- Learn techniques to include all members of the group so they feel as part of a team.
- Motivate employees/volunteers to commit to organizational goals.
- Learn how to bring those who aren't normally team players into the game.

Got 3 Minutes?

Please take the online survey to give us your feedback on the Southern LEAD Provincial Conference.

You'll receive an email from Survey Monkey early next week.

