



Delta Sigma Pi Fraternity

Northeastern LEAD Provincial Conference and Council Meeting – Baltimore

February 7-9, 2020

FRIDAY, FEBRUARY 7

5:00 p.m.-8:30 p.m.	Check-in/Registration with Delta Sigma Pi	Lobby
8:30 p.m.-9:00 p.m.	Provincial Council Delegate Orientation <i>Chapter Presidents or the chapter's elected alternate delegate and Regional Vice Presidents must attend this session to best prepare for Saturday's Provincial Council Meeting.</i>	Delaware
9:00 p.m.-12:00 a.m.	Casino Night <i>Enjoy an evening of fun with casino games including blackjack, roulette, craps, and Texas Hold-em, while networking with your fellow Deltasigs.</i>	Grand Ballroom FGH

SATURDAY, FEBRUARY 8

Early	Breakfast on your own	
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>	Grand Foyer
8:00 a.m.-5:00 p.m.	Visit Leadership Foundation, community service, chapter sales, Fraternal Composite Service and other Delta Sigma Pi service and career partners including IES Internships.	Grand Foyer
8:30 a.m.-9:45 a.m.	Welcome & Networking Formulate Your Future with Brad Killmeyer Keynote sponsored by Delta Sigma Pi Leadership Foundation	Grand Ballroom
10:00 a.m.-11:00 a.m.	Breakout Sessions I <ul style="list-style-type: none"> International Experiences & Distinction in the Global Marketplace/Preparing for the Global Workforce Living a Life of Integrity Recruitment Boot Camp Ritual the Right Way – Delta Sigma Pi's Initiation Ceremony <i>(Members only)</i> Trial or Not to Trial 	Maryland Delaware Pennsylvania Grand Ballroom ABC Virginia/Washington
11:15 a.m.-12:15 p.m.	Breakout Sessions II <ul style="list-style-type: none"> How to Make LinkedIn Work for YOU! Member Engagement to Meet Your Chapter Goals Pledge Education Program – What's New? Power of Positive Thinking Seven Habits of Highly Effective Leaders 	Maryland Pennsylvania Grand Ballroom ABC Virginia/Washington Delaware
12:15 p.m.	Lunch and Networking (Meal Ticket Required) <i>Meal Served at 12:15 p.m. – Program at 12:50 p.m.</i>	Grand Ballroom
1:30 p.m.	Provincial Council Meeting Check-In <i><Continued on Reverse></i>	Grand Ballroom ABC



1:45 p.m.	Northeastern Provincial Council Meeting - All Delegates required to attend	Grand Ballroom ABC
1:45 p.m.-2:45 p.m.	Breakout Sessions III <ul style="list-style-type: none"> ▪ Business Ethics – Real World Applications ▪ Leadership vs. Management ▪ Overcome the Fear of Public Speaking 	Delaware Pennsylvania Maryland
3:00 p.m.-4:00 p.m.	Breakout Sessions IV <ul style="list-style-type: none"> ▪ Entrepreneurship 101 Workshop ▪ Keeping Deltasigs Safe by Managing Risk ▪ Planning the Perfect Event ▪ You, Me and We: An Introduction to Cultural Diversity 	Maryland Virginia/Washington Pennsylvania Delaware
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 Ballroom ABC New England - Virginia/Washington East Central - Pennsylvania Niagara - Grand Ballroom F Eastern - Delaware Steel Valley - Grand Ballroom G Empire - Maryland Other Regions - Grand Ballroom H	
6:45 p.m.-7:30 p.m.	Networking Reception (Dinner Seating opens at 7:15 p.m.)	Grand Ballroom Foyer
7:30 p.m.-1:00 a.m.	Roaring 20s Dinner & Awards Program -Recognizing Regional and Provincial Collegians of the Year -Leadership Foundation Recognition -Alumni Service Awards -Pearl & Ruby Badge Raffle -Entertainment to follow program until 1:00 a.m.	Grand Ballroom

SUNDAY, FEBRUARY 9

Early	Breakfast on your own	
9:00 a.m.-10:00 a.m.	Chapter Officer Forums – President, VPPE, VPCO, VPAR, Chancellor	Grand Ballroom GH
10:15 a.m.-11:15 a.m.	Chapter Officer Forums – SVP, VPF, VPPA, VPSA, VPCS	Grand Ballroom GH

FORMULATE YOUR FUTURE WITH BRAD KILLMEYER

Students want to be successful, but are uncertain about the steps to take. They are afraid to fail, concerned about what others think of them and struggle with what decisions to make. If this behavior continues, the risk is that students won't take chances and will miss out on exciting opportunities.

What students need to overcome these hurdles is real skills and strategies to advance their personal growth. They need to see somebody model the way and be inspired to take action. In this keynote, Brad delivers a life-changing message about goal clarity, embracing change and personal accountability. These three critical lessons are why some people excel and others struggle. Students walk away knowing more about who they are, what they want and how to achieve their goals.



Brad Killmeyer is a professional speaker, author and owner of *Formulate Your Future*. His mission is to help students create the life they want! He does this by teaching students business, leadership and life skills. He appeals to a full range of student backgrounds, academic levels and interests. Brad has been a keynote speaker at high schools and colleges across the country.

Brad's standout quality as a speaker is his relatability. Students connect with his humor, positive attitude and appreciate how his life stories are related to their own. Following events, students enthusiastically stay engaged with Brad on his live educational shows. Brad is the host of *Formulate Your Future*, a program that teaches students new skills, provides consistent encouragement and gives ongoing support.

BREAKOUT SESSIONS I

10:00 a.m. – 11:00 a.m.

International Experiences & Distinction in the Global Marketplace/Preparing for the Global Workforce with Rita Guzman of IES Internships

Maryland

This session will dissect career benefits of international business experiences. It will also inform attendees of ways that students can tell their global experience story to distinguish themselves in their professional lives. International experiences provide unparalleled cross-cultural understanding. But how are these experiences translating into distinction in the global marketplace? This presentation will unpack career benefits of international experiences and provide tools for students to tell their story.

Living a Life of Integrity with Deb Lang

Delaware

Participants will:

- Be able to recognize examples of integrity in their own lives
- Be able to explain how a person acts consistently with integrity through real life examples or stories
- Learn to write a personal statement of integrity for themselves

Recruitment Boot Camp with Chelsey Fix

Pennsylvania

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

Ritual the Right Way - Delta Sigma Pi's Initiation Ceremony (Members Only) with Tricia Smith

Grand Ballroom ABC

Join this session to learn the correct way to perform the Initiation Ceremony. Be a part of the discussion about Delta Sigma Pi's various Ritual ceremonies to be sure your chapter is utilizing Ritual as it was meant to be in business meetings, Pledging Ceremonies, Initiation and more.

Trial or Not to Trial with Travis Brodbeck

Virginia/Washington

Participants will:

- Discuss how to avoid trials
- Learn about Delta Sigma Pi's Individual Discipline Policy and how to effectively use it in the chapter
- Take part in a mock trial



SAVE THE DATE

October 30-31, 2020

Join us for the **Boston LEAD School!**
For more information visit dsp.org/LEAD

Got 3 Minutes?

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

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



BREAKOUT SESSIONS II

11:15 a.m. – 12:15 p.m.

How to Make LinkedIn Work for YOU! with Brad Killmeyer

Maryland

LinkedIn has over 500 million users and is the best way to build and engage your professional network online.

Many students find networking to be an uncomfortable and intimidating process. Students avoid making new connections, do not keep their profile updated and fail to showcase their talent. As a result, students miss out on the full benefits that LinkedIn offers.

In this session, you will learn how to use LinkedIn to discover who you are and what you want. You will see the benefits of having an active LinkedIn profile and learn how to make your account STAND OUT. Each attendee will leave knowing how to leverage LinkedIn to open new doors and exciting career opportunities.

Learning Outcomes:

- Use LinkedIn to figure out who you are and what you want
- Discover the benefits of using LinkedIn to build your professional network
- Your LinkedIn profile is your “personal website”
- Learn how to make your account show up and stand out
- Leverage LinkedIn to open new doors and exciting career opportunities

Member Engagement to Meet Your Chapter Goals with Dale Clark

Pennsylvania

Participants will:

- Learn strategies to include all members of the group so they feel engaged
- Motivate members to commit to chapter and national goals
- Learn how to bring members who aren't normally engaged back into the brotherhood

Pledge Education Program – What's New? with Jodi Schoh

Grand Ballroom ABC

The Pledge Education Program is what sets the tone for each chapter and the future of Delta Sigma Pi. This is the time when our future members learn, grow and become part of the chapter and the Fraternity. Exciting enhancements will roll out in a new Pledge Education Program effective July 1, 2020 for all chapters that includes online educational modules and quizzes for pledges, a Pledge Educator Guide for the VPPE to help them lead engaged and interactive meetings, enhanced updates to *The Crown & Delta* to support the pledges on their journey and so much more. Join this session to learn about what's new and how to plan this spring for the new program in the fall.

Power of Positive Thinking with Corie McCreary

Virginia/Washington

Participants will:

- Define the concept of positive thinking
- Create strategies for developing or enhancing positive thinking
- Connect the power of positive thinking to other areas of personal development

Seven Habits of Highly Effective Leaders with Meagan Hagerty

Delaware

Attend this session to learn seven habits exhibited by top leaders and how to implement them in your own leadership style. Modeled from the book, *"The 7 Habits of Highly Effective People,"* you will learn critical strategies for becoming a leader that will carry through your leadership in Delta Sigma Pi, other organizations, and also your career.



Business Ethics – Real World Applications with Elizabeth Hardesty of Enterprise Holdings*Delaware*

As you enter the business world, you have to determine the type of leader you want to be and you may witness unethical behavior by your co-workers or unethical business practices. This workshop discusses the effects of non-ethical behavior, their consequences and safeguards against it for corporations and for those employed by those companies.

Leadership vs. Management with Mark Chiacchiari*Pennsylvania*

Participants will:

- Be able to discuss the differences between managers and leaders
- Be able to explain one leadership style in depth to others and compare six leadership styles to one another
- Learn to identify at least one leadership style in which you're not naturally good at and locate someone you know personally who can help you grow in that area

Overcome the Fear of Public Speaking with Brad Killmeyer*Maryland*

Mark Twain said, "There are only two types of speakers in the world. The nervous and liars."

According to many studies, public speaking is frequently a person's number one fear. Students are afraid to be judged by others, scared to make a mistake and terrified that something will go wrong. Public speaking is a critical skill to learn and is needed now more than ever.

Students who ignore the need to improve their communication skills are likely to lose out on opportunities, have difficulty working with others and struggle to communicate effectively.

In this session, Brad will share strategies, tips and techniques to transform you into a more confident speaker. He will cover how to appropriately prepare to reduce anxiety, ways to engage the audience to make your message memorable and share how to use constructive criticism to your advantage.

These valuable lessons will also benefit you in a variety of everyday situations, including team meetings, relationships, interviews, negotiations, work and school.

Learning Outcomes:

- Discover strategies to reduce your anxiety and stage fright
- Learn how to engage the audience and make your message memorable
- Embrace constructive criticism and use it to your advantage
- Understand the cost of poor communication
- Gain confidence and become a better public speaker

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BREAKOUT SESSIONS IV**3:00 p.m. – 4:00 p.m.****Entrepreneurship 101 Workshop with Brad Killmeyer***Maryland*

Discover if you were meant to live the entrepreneurship lifestyle.

Being your own boss, having a passion for your career and unlimited income potential is very appealing. However, there is a great deal of risk and uncertainty when starting a business. According to the Small Business Administration over 50% of startups fail within their first five years.

Brad Killmeyer started his professional career initially by working for others. In 2014, he decided to build his own business and created his company *Formulate Your Future*. Now, his professional speaking and coaching business positively impacts thousands of students and families each year.

In this session, Brad will share his unique story, tips for starting a business and answer questions about the differences between being an owner or an employee. Whether students decide to be an entrepreneur or chose another path, they will walk away with valuable lessons to help them achieve their future goals.

Learning Outcomes:

- How to start a business with limited resources
- Ways to identify opportunity in the marketplace
- The pros and cons of entrepreneurship
- Why everyone should have a mentor and how to find a great one
- Valuable life lessons driven by audience questions

Keeping Deltasigs Safe by Managing Risk with Onuka Ibe*Virginia/Washington*

Join this session to review the Delta Sigma Pi Risk Management policy and learn how it is designed to help keep all Deltasigs safe. Be a part of the interactive discussions where various risk management-challenged scenarios are introduced and share how you would approach or handle the situation. Learn about changes to the policy taking effect in Fall 2020. This session will be helpful for all Deltasigs – collegiate and alumni.

Planning the Perfect Event with Maria Ramos*Pennsylvania*

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".

You, Me and We: An Introduction to Cultural Diversity with Tyrone Newsome*Delaware*

Participants will:

- Discuss how diversity in a chapter and the work environment are assets to a team
- Scratch the surface of a complex issue by exploring the various ways diversity is reflected in a chapter/work environment (age, gender, culture, etc.)
- Discuss how to create and maximize a culture of inclusion

SUNDAY CHAPTER OFFICER FORUMS with Kelsey Stuart**9:00 a.m. – 11:15 a.m.**

9:00 – 10:00 a.m. President, VP-Pledge Education, VP-Chapter Operations, VP-Alumni Relations, Chancellor

10:15 – 11:15 a.m. Senior Vice President, VP-Finance, VP-Professional Activities, VP-Scholarship and Awards, VP-Community Service

This session is for current officers AND for those aspiring to serve in these roles. Join in these interactive discussions about the position, and talk with other collegians serving in the role to share ideas for success.