



**Delta Sigma Pi Fraternity**  
**Northeastern LEAD Provincial Conference and**  
**Council Meeting – Philadelphia**  
**February 8-10, 2019**

*Meeting rooms located on four levels – Lobby (LL), Mezzanine (ML), Third (3) and Fourth (4)*

**FRIDAY, FEBRUARY 8**

5:00 p.m.-8:30 p.m.	Check-in/Registration with Delta Sigma Pi	<i>Lobby (LL)</i>
8:30 p.m.-9:00 p.m.	<b>Provincial Council Delegate Orientation</b> <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>	<i>Maestro (4)</i>
9:00 p.m.-12:00 a.m.	<b>Game On!</b> Games, fun and networking	<i>Symphony Ballroom (3)</i>

**SATURDAY, FEBRUARY 9**

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>	<i>Ormandy Foyer (LL)</i>
8:00 a.m.-5:00 p.m.	Visit Leadership Foundation, community service, chapter sales, Mecca Specialties, Fraternal Composite Service and other Delta Sigma Pi service and career partners including IES Abroad, OneMain Financial, and more.	<i>Ormandy Foyer (LL) and Symphony Foyer (3)</i>
8:30 a.m.-9:45 a.m.	<b>Welcome &amp; Networking</b> <i>A Headhunter's Advice for Landing Your Dream Job with Eric Herrenkohl Keynote sponsored by Delta Sigma Pi Leadership Foundation</i>	<i>Ormandy Ballroom (LL)</i>
10:00 a.m.-11:00 a.m.	<b>Breakout Sessions I</b> <ul style="list-style-type: none"> <li>▪ A Headhunter's Advice for Landing Your Dream Job 2.0</li> <li>▪ International Business Experiences &amp; Distinction in the Global Marketplace</li> <li>▪ Recruitment Boot Camp</li> <li>▪ The Clock's Ticking – Time Management</li> <li>▪ Trial or Not to Trial</li> </ul>	<i>Concerto (3) Overture (3) Maestro (4) Aria (3) Minuet (4)</i>
11:15 a.m.-12:15 p.m.	<b>Breakout Sessions II</b> <ul style="list-style-type: none"> <li>▪ Alumni Forum: Stages of Alumni Life – Embracing the Generational Diversity</li> <li>▪ Business with Consistency, Efficiency and Fairness – A Robert's Rules Primer</li> <li>▪ Member Education 2.0: Embracing the Intent of Modern Day Pledge Education</li> <li>▪ That Winning Application: How to Best Apply for Scholarships</li> <li>▪ Understanding and Maximizing Your Leadership Style</li> </ul>	<i>Minuet (4) Maestro (4) Aria (3) Concerto (3) Overture (3)</i>
12:15 p.m.	<b>Lunch and Networking</b> (Meal Ticket Required) <i>Meal Served at 12:15 p.m. – Program at 12:50 p.m.</i>	<i>Ormandy Ballroom (LL)</i>
1:45 p.m.	<b>Northeastern Provincial Council Meeting</b> <i>All Delegates are required to attend</i>	<i>Orchestra (ML)</i>

**<Continued on Reverse>**

1:45 p.m.-2:45 p.m.	<b>Breakout Sessions III</b> <ul style="list-style-type: none"> <li>Do Work: Fostering a Successful Mentor or Mentee Relationship <i>Concerto (3)</i></li> <li>Effective Communication <i>Aria (3)</i></li> <li>Winning Interview Strategies: How-to Guide to Getting Through Your Biggest Sale – Yourself <i>Overture (3)</i></li> </ul>								
3:00 p.m.-4:00 p.m.	<b>Breakout Sessions IV</b> <ul style="list-style-type: none"> <li>Flip or Flip – Career Under Construction <i>Overture (3)</i></li> <li>History of Our Ritual (<i>Members Only</i>) <i>Concerto (3)</i></li> <li>More Than Just a Set of Rules <i>Aria (3)</i></li> </ul>								
4:15 p.m.-5:00 p.m.	<b>Regional Meetings and Chapter COY Recognition</b> <i>All attendees are requested to attend a regional meeting!</i> <table border="0"> <tr> <td>Capital-Aria (3)</td> <td>Niagara-Maestro (4)</td> </tr> <tr> <td>Eastern-Overture (3)</td> <td>Steel Valley-Ormandy (LL)</td> </tr> <tr> <td>East Central-Minuet (4)</td> <td>New England-Orchestra (ML)</td> </tr> <tr> <td>Empire-Concerto (3)</td> <td>Other-Ormandy (LL)</td> </tr> </table>	Capital-Aria (3)	Niagara-Maestro (4)	Eastern-Overture (3)	Steel Valley-Ormandy (LL)	East Central-Minuet (4)	New England-Orchestra (ML)	Empire-Concerto (3)	Other-Ormandy (LL)
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7:00 p.m.-7:30 p.m.	<b>Networking Reception</b> (Dinner Seating opens at 7:15 p.m.) <i>Ormandy Foyer (LL)</i>								
7:30 p.m.-1:00 a.m.	<b>Dinner &amp; Awards Program</b> <i>Ormandy Ballroom (LL)</i> -Recognizing Regional and Provincial Collegians of the Year -Leadership Foundation Recognition -Pearl & Ruby Badge Raffle -Entertainment to follow program until 1:00 a.m. in Symphony Ballroom (3)								

**SUNDAY, FEBRUARY 10**

Early	Breakfast on your own
8:30 a.m.-12:00 p.m.	<b>Provincial Council Meeting</b> (continued from Saturday, if needed) <i>Orchestra (ML)</i>

**A Headhunter’s Advice for Landing Your Dream Job with Eric Herrenkohl**

Eric Herrenkohl is a “headhunter,” entrepreneur, and the Amazon bestselling author of *How to Hire A-Players*, called one of the top 10 recruiting books ever written by Recruiter.com. He is the President of Herrenkohl Consulting, a consulting and retained executive search firm that he founded in 2002. He works as an advisor to CEOs on building superior leadership teams.

Eric holds a master’s degree from Covenant Seminary in St. Louis and an undergraduate degree in economics and history from the University of Michigan in Ann Arbor. He, his wife and four children live in the Philadelphia area.

For more information visit [www.herrenkohl.com](http://www.herrenkohl.com)

In this program, Eric shares his advice for finding and landing your dream job. Based on his years of working with Fortune 500 companies and privately-held businesses, he provides entertaining stories and valuable advice for obtaining a great job and building a meaningful career.

During this Keynote session, Eric explains steps and strategies for:

1. Figuring out what job you actually want.
2. Navigating the maze of online job applications.
3. Being the person companies want to hire.
4. Preparing for interviews the right way.
5. Standing out from the competition for jobs you really want.
6. Using the "language of business" to your advantage in interviews.
7. “Marketing back” as a lifetime strategy for career development.



**A Headhunter’s Advice for Landing Your Dream Job 2.0 with Eric Herrenkohl** *Concerto (3)*

In this session, participants are led through steps for putting *A Headhunter’s Advice for Landing Your Dream Job* into action. Participants develop their own target lists of potential employers. They identify networking contacts and discuss strategies for communicating with them. They prepare answers to likely interview questions and discuss additional next steps for landing their dream jobs.

**International Business Experiences & Distinction in the Global Marketplace with IES Abroad** *Overture (3)*

This session will dissect career benefits of international business experiences. It will also inform attendees of ways 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 explore career benefits of international experiences and provide tools for students to tell their story.

**Recruitment Boot Camp with Patrick Bonfrisco** *Maestro (4)*

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

**The Clock’s Ticking – Time Management with Travis Brodbeck** *Aria (3)*

We’re all guilty of saying “I don’t have time to do…” or “if only there were more hours in the day”. This session will provide you with solutions to help you manage your time in a more efficient way so that as the clock keeps ticking, you’re getting everything accomplished that needs to be done. With professional, school, family and/or community commitments, time management is a must for everyone!

**Trial or Not to Trial with Ollie Moses** *Minuet (4)*

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 11-12, 2019

Join us for the Syracuse LEAD School!

For more information visit [dsp.org/LEAD](http://dsp.org/LEAD)





**Alumni Forum: Stages of Alumni Life – Embracing the Generational Diversity with Tim Beasley***Minuet (4)*

Participants will discuss:

- Life events affecting alumni and their involvement
- Four-year plan to re-engage alumni
- Alumni outreach by collegiate chapters

**Business with Consistency, Efficiency and Fairness – A Robert's Rules Primer with Mark Wernette***Maestro (4)*

Most of us will spend a significant amount of time in meetings where business is discussed and voted on. While the primary focus should be on the business at hand, for many, that focus can be distracted by how the meeting is being run. This session is designed to provide simple, easy to use ways to incorporate basic Robert's Rules to keep the focus on the business at hand in a consistent, efficient and fair way.

**Member Education 2.0: Embracing the Intent of Modern Day Pledge Education with Olivia Malice***Aria (3)*

Participants will:

- Learn more about pledge risks
- Prepare for major future changes in our pledge program
- Maintain QUALITY in pledging
- Gain a better grasp on what pledging really should be
- Embrace new opportunities for an improved pledging process

**That Winning Application: How to Best Apply for Scholarships with Corie Schilberg***Concerto (3)*

Participants will:

- 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

**Understanding and Maximizing Your Leadership Style with Tricia Smith***Overture (3)*

Leadership is a subject that is talked about a lot in the Fraternity, but we don't often enough stop and think about how each of us approaches leadership. How you approach leadership, how you develop your leadership skills, and what kind of leader you want to become are important decisions. This session will ask you to think about those answers and more as we learn together.



***Building Business Leaders***  
DELTA SIGMA PI LEADERSHIP FOUNDATION

**Do Work: Fostering a Successful Mentor or Mentee Relationship with OneMain Financial***Concerto (3)*

You've heard from others that having a mentor can help you get ahead in life, but you don't know how to go about it. In this session, you'll learn how to find a mentor, how to manage that relationship and how to get the most out of it. This interactive session will build your confidence in approaching a potential mentor that can help you with what you need.

**Effective Communication with Liz Calloway***Aria (3)*

Participants will:

- Understand how communication affects the chapter/workplace
- Review suggestions from corporate consultants on effective communication
- Synthesize thoughts on effective communication

**Winning Interview Strategies: A How-to Guide to Getting Through Your Biggest Sale – Yourself with Enterprise***Overture (3)*

A successful interview begins long before you ever get into an office with someone and goes well beyond when you walk out of it. What you do from preparing for, to closing, the interview will have much to do with your success as the interview itself. You can never be too prepared or too good at interviewing. Let the nation's largest recruiter of college grads guide you through the sales process for selling yourself, including interviewing tips, effective communication and the proper etiquette – and, most importantly, help you to "Get the job you want!"

**#DSPLEAD****SHARE WITH US**

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**Flip or Flop – Career Under Construction with OneMain Financial***Overture (3)**The best project you will ever work on is you!*

This session is geared towards alumni and is focused on things to know when looking for a career change.

Thinking about changing your career? What are you passionate about? When I am happiest, I am doing \_\_\_\_\_? What kind of work do you feel matters most? Does what you have to give align with what you want to do? How well do you manage change?

**History of Our Ritual (Members Only) with Onuka Ibe***Concerto (3)*

Delta Sigma Pi's Ritual has a rich and varied history. In many ways our Ritual has reflected the society around us and has evolved over the years to address societal and fraternal concerns. This session will take you on a journey to help you better understand the meaning behind some of our Ritual and the journey it has taken over the years.

**More Than Just a Set of Rules with Crystal Justice***Aria (3)*

Participants will:

- Be able to summarize Delta Sigma Pi's Risk Management policy in your own words
- Be able to recognize key influencers in your chapter and learn how to leverage relationships with those influencers to affect lasting change
- Be more aware of risk and how to be an advocate for your chapter

**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.



**Join us in Atlanta for the 52<sup>nd</sup> Grand Chapter Congress.  
Be sure to register by March 1 for the Special Registration Rate!**