



# Delta Sigma Pi Fraternity

## Northeastern LEAD Provincial Conference and Council Meeting - Boston

### February 9-11, 2018

**The sessions below focus on the following tracks:**  
*Career (CA) Chapter/Fraternal Operations (FO) Personal Development (PD)*

#### FRIDAY, FEBRUARY 9

5:00 p.m.-8:30 p.m.	Check-in/Registration with Delta Sigma Pi	Lobby
9:00 p.m.-9:30 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>	Newburyport
9:15 p.m.-12:00 a.m.	Powers of the Mind Comedy Hypnosis Show with Brian Powers <i>Show starts promptly at 9:45 p.m.</i> Cash bar and snacks; Networking to follow	Grand Ballroom I/II

#### SATURDAY, FEBRUARY 10

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, scholarships and awards, Pledge Education Task Force, Ascension Brands, ExecSocks, IES Internships, Fraternal Composite Service and other exhibits	Grand Foyer
8:30 a.m.-9:45 a.m.	<b>Welcome &amp; Networking</b> Generational Diversity with <i>Tim Augustine and Adam Carroll</i>	Grand Ballroom
10:00 a.m.-11:00 a.m.	<b>Breakout Sessions I</b> <ul style="list-style-type: none"> <li>▪ Know Who You're Working With - A Session To Understand Others' Social Styles (CA)</li> <li>▪ Alumni Discussion Forum (FO)</li> <li>▪ Risky Discussions – Hazing, Sexual Harassment, Alcohol and More (FO)</li> <li>▪ Ritual – Performing the Ceremonies! (<i>Members Only</i>) (FO)</li> <li>▪ You, Me and We: An Introduction to Cultural Diversity (PD)</li> </ul>	Marblehead  Gloucester Newburyport North Shore B North Shore A
11:15 a.m. -12:15 p.m.	<b>Breakout Sessions II</b> <ul style="list-style-type: none"> <li>▪ Reinventing Yourself: Delta Sigma Pi Alumni Session (CA)</li> <li>▪ Chapter Presentations:               <ul style="list-style-type: none"> <li>Part 1 (11:15 a.m. – 11:45 a.m.): Inter-chapter Relationship Building and Best Practices (FO)</li> <li>Part 2 (11:45 a.m. – 12:15 p.m.): BAM: Improving Chapter Engagement and Participation (FO)</li> </ul> </li> <li>▪ Recruitment and Retention Forum Discussion (FO)</li> <li>▪ The Power of Words (PD)</li> <li>▪ Managing Stress by Saying, “No!” (PD)</li> </ul>	Newburyport Gloucester   North Shore B Marblehead North Shore A



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12:15 p.m.	<b>Lunch and Networking</b> (Meal Ticket Required) <i>Meal Served at 12:15 p.m. – Program at 1:00 p.m.</i>	<i>Grand Ballroom</i>
1:45 p.m.	<b>Northeastern Provincial Council Meeting</b> – All Delegates required to attend	<i>North Shore A</i>
1:45 p.m.-2:45 p.m.	<b>Breakout Sessions III</b> <ul style="list-style-type: none"> <li>▪ Mentoring: Getting the Support You Need for Success (CA)</li> <li>▪ Finding Your Dream Job or Internship (CA)</li> <li>▪ The Pledge Program: Building the Best Deltasigs from the Beginning (FO)</li> <li>▪ Getting What You REALLY Want – Leveraging The Law of Attraction (PD)</li> </ul>	<i>Gloucester Newburyport North Shore B Marblehead</i>
3:00 p.m. -4:00 p.m.	<b>Breakout Sessions IV</b> <ul style="list-style-type: none"> <li>▪ Lead in a Room Full of Leaders (CA)</li> <li>▪ Officer Transition &amp; Succession Planning (FO)</li> <li>▪ Living The Money Savvy Habits (PD)</li> <li>▪ Living a Life of Integrity (PD)</li> </ul>	<i>Newburyport Gloucester Marblehead North Shore B</i>
4:15 p.m.-5:00 p.m.	<b>Regional Meetings and Chapter COY Recognition</b> <b><i>All attendees are requested to attend a regional meeting!</i></b> Capital-Gloucester Eastern-Marblehead East Central-North Shore A Empire-Grand Ballroom	<i>Niagara-Grand Ballroom Steel Valley-Newburyport New England-North Shore B Other Regions-Grand Ballroom</i>
7:00 p.m.-7:30 p.m.	<b>Networking Reception with cash bar</b> (Dinner Seating opens at 7:15)	<i>Grand Foyer</i>
7:30 p.m.-1:00 a.m.	<b>Dinner &amp; Awards Program</b> -Recognizing Regional and Provincial Collegians of the Year -Distinguished Service Awards -Leadership Foundation Recognition -Pearl & Ruby Badge Raffle -DJ Entertainment to follow program until 1:00 a.m.	<i>Grand Ballroom</i>

## SUNDAY, FEBRUARY 11

Early	Breakfast on your own	
8:30 a.m.-12:00 p.m.	<b>Northeastern Provincial Council Meeting</b> – (Continued, if needed)	<i>Grand Ballroom I</i>

# SAVE THE DATE

October 26-27, 2018

Join us for the 2018 Cleveland LEAD School  
Register today at [dsp.org/LEAD](http://dsp.org/LEAD)



## Generational Diversity with *Tim Augustine & Adam Carroll*

For the first time in history, four generations are working side by side. Different values, experiences, styles, and expectations create misunderstandings and frustrations. Stereotypes exist, but are they based on faulty perceptions or simple misunderstandings? Are Millennials lazy or are baby boomers just jealous? Are GenX'ers really angry or are GenZ'ers just clueless? As leaders in Delta Sigma Pi, it is imperative that one grasps the generational differences and develop the skills needed to recognize and work with people who have different traits, skills, quirks, expectations and perceptions. My goal is to provide a platform to build these skills before the generations collide. In this session, Tim Augustine and Adam Carroll will share their experience, knowledge and advice to help you develop essential tools that will help you in college, career and life. They will explore:

- ◆ The different definitions and segments of each generation
- ◆ Examine who they are and what they want
- ◆ Provide techniques to be an effective team member, teacher, coach and leader
- ◆ Provide methods to connect and build meaningful relationships across generational groups

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### Adam Carroll

Adam Carroll, *Phoenix-Thunderbird*, is an internationally recognized financial literacy expert, author of *Winning The Money Game & The Money Savvy Student*, a two-time TED talk speaker and founder of MoneySavvy.com. He is the creator of the *Broke, Busted & Disgusted* documentary which was featured on CNBC in 2017, and his TEDx talk from the London Business School has been viewed over 1.7 million times on YouTube.

Adam has presented at over 700 college and university campuses, hundreds of leadership symposiums, and countless local and regional events.

Adam's passion is helping people succeed faster by building a bigger life, not a bigger lifestyle.

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



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### 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 U.S., Canada and Asia.

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 U.S. 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.

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



**BREAKOUT SESSIONS I****10:00 a.m. – 11:00 a.m.****Know Who You're Working With – A Session To Understand Others' Social Styles with Adam Carroll (CA)***Marblehead*

This session is perfect for collegians AND alumni if you find yourself working with people who just don't communicate the same way you do. You'll learn the four styles that people communicate within and how to adjust your own style to make sure you're seeing eye to eye. This is a fun, fast-paced session that involves getting up, moving around, and speaking your mind. And maybe, just maybe, you'll figure out how to communicate with that one person in your office that just rubs you the wrong way!

**Alumni Discussion Forum with Jim Gerhardt (FO)  
Best Practices – Transition from Collegiate to Alumni***Gloucester*

Gather with other alumni to discuss your alumni chapter's best practices to acquire new members, specifically recruiting new grads.

**Risky Discussions – Hazing, Sexual Harassment, Alcohol and More with Mary Miracle (FO)***Newburyport*

There is definitely a lot of "risk" to talk about in today's world. The area of risk management we have direct control over is our personal decision-making. We are influenced by our environment and the people we surround ourselves with, but we ultimately make the final decision in all that we do.

In addition there are areas of risk where we have influence and indirect control. For example: how we confront others, standing up for what we know is right, and understanding policies and procedures. The personal direct and indirect control we have regarding risk is something we need to explore and understand. Risk management is a responsibility of each of us even beyond the chapter setting.

**Ritual – Performing the Ceremonies! (Members Only) with Paul Carpinella and Mark Chiacchiari (FO)***North Shore B*

Each time members participate in Delta Sigma Pi's Ritual it gives them an opportunity to reaffirm their commitment to the Fraternity. The initiation ritual is a time for new brothers to learn more about the Fraternity and its history. This session will focus on the various ritual ceremonies and how to perform each ceremony to optimize the ritual experience.

**You, Me and We: An Introduction to Cultural Diversity with Jackie Napalan and Eddie Diggin (PD)***North Shore A*

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



Delta Sigma Pi Leadership Foundation has **SCHOLARSHIP** opportunities for **YOU!!** Stop by the Leadership Foundation table today to learn more about the scholarships available!

**BREAKOUT SESSIONS II****11:15 a.m. – 12:15 p.m.****Reinventing Yourself: Delta Sigma Pi Alumni Session with Tim Augustine (CA)***Newburyport*

Are you feeling burned out, frustrated, unfulfilled... and ready for "something different" in your career? Feel like you're at a fork in the road? Should you "settle" for your present work or carve out a new path? Most of us have felt this way at some point in our professional life. And, whether it's the economy, our employer laying us off or our proactively leaving, the thought of reinventing ourselves can be both a daunting and confusing challenge. Based on Tim's experience as a business owner and professional career coach, Tim will explore:

- The difference between reinventing and a mid-life crisis
- The fear of the unknown versus growth opportunity.
- Determining that next step... a step outside your comfort zone?

**Chapter Presentations:***Gloucester***Part 1 (11:15 a.m. – 11:45 a.m.): Inter-chapter Relationship Building and Best Practices with Xi Phi and Xi Psi Chapters (FO)**

Join the discussion and gain inspiration on how to improve interaction between your local chapters while learning of the many benefits of fostering inter-chapter relationships. In this session, we will discuss recent examples of inter-chapter success stories, then open the floor to share ideas on how to apply our Fraternity's best practices to these collaborative events.

**Part 2 (11:45 a.m. – 12:15 p.m.): BAM: Improving Chapter Engagement and Participation with Lambda Tau Chapter (FO)**

Are you looking for ways to improve engagement and increase participation among your chapter? Come learn more about Lambda Tau's Brother Attendance Management (BAM) system! BAM is a point-based framework that is designed to revamp your chapter's operations and to keep better track of attendance and involvement. In this session, we will share our tips on how you can bring a system that works for you back to your chapter.

**Recruitment and Retention Forum Discussion with Alex Lamphier and Zeta Eta Chapter (FO)***North Shore B*

Participants will dive into best practices for member engagement - starting with recruitment, continuing through the pledge process, and long after they have become a brother.

**The Power of Words with Brian Powers (PD)***Marblehead*

This session is a journey into the conscious and subconscious mind, and how we use both to communicate and why the words we choose are so important when we communicate. This session is designed to help you discover the many ways each of us input information and why it's significant in our day to day conversation. It will help you to stop sabotaging your own ability to communicate. Why creating new patterns of behavior can help propel you forward. This workshop is designed to help you start on the path of rediscovering the uniqueness of how we communicate. In this session, Brian will show you how to:

- Focus your attention
- Read verbal and non-verbal communication signals
- Discover how we input information and its relevance
- Create new patterns of behavior
- Become more positive
- Discover the conscious and subconscious mind and why it is important for success

**Managing Stress by Saying, "No!" with Deb Lang (PD)***North Shore A*

Participants will:

- Learn how to avoid personal over-commitment
- Recommit to following through on their leadership and task commitments
- Understanding that it is okay to occasionally say "no"
- Share and gain ways to assertively and professionally say "no"

**BREAKOUT SESSIONS III****1:45 p.m. – 2:45 p.m.****Mentoring: Getting the Support You Need for Success with Enterprise Careers (CA)***Gloucester*

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.

**Finding Your Dream Job or Internship with Tim Augustine (CA)***Newburyport*

This powerful interactive seminar is based on Tim Augustine's best-selling 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 today's 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.

- Developing your personal job search strategy;
- Leveraging your resources to uncover job opportunities
- Differentiating yourself during the interview
- Landing a great first impression in person and online
- How to successfully negotiate your starting salary

**The Pledge Program: Building the Best Deltasigs from the Beginning with Patrick Bonfrisco (FO)***North Shore B*

Participants will:

- Learn the most common mistakes with pledging, the liability accepted by the VPPE and President
- Learn how small changes make large improvements
- Discuss why pledging is often referred to as the highest risk within a chapter, pledge retention and how to generate positive thoughts and get growth oriented results

**Getting What You REALLY Want- Leveraging The Law of Attraction with Adam Carroll (PD)***Marblehead*

One of the greatest laws in the world is the law of attraction and it's continually in effect. Dubbed greater than the law of gravity, this unseen force is constantly changing the very fabric of your life, often simply through your thoughts. Learn what to focus on, how to focus on it, and why it's so critical that you put your attention on what you most want and not what you don't!



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**BREAKOUT SESSIONS IV****3:00 p.m. – 4:00 p.m.****Lead in a Room Full of Leaders with Tim Augustine (CA)***Newburyport*

How do you differentiate yourself among a group of other leaders? Your personal brand is in many ways synonymous with your reputation. It refers to the way other people see you. Are you a hard worker? Are you a great leader? Are you trustworthy? What do you represent? What ideas come to mind as soon as someone hears your name? In this session, you will learn how to turn yourself into a strong brand by leveraging what is truly unique about you - your strengths, skills, values and passions - and using them to differentiate yourself in a competitive economy. In this interactive session, Tim Augustine will explore:

- The power of your personal and professional network.
- The expectations of the marketplace.
- Your online reputation: social media, your résumé and your circle of friends.
- Landing a positive first impression by being interested, not interesting.
- Building a brand, so you never have to look for another job.

**Officer Transition & Succession Planning with Travis Brodbeck (FO)***Gloucester*

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.

**Living The Money Savvy Habits with Adam Carroll (PD)***North Shore B*

The most Money Savvy individuals live their lives by certain habits that, when applied to their finances, create greater freedom, flexibility, options and choices in all areas. By bringing the habits to the conscious level, you'll experience an awakening to the power that you have over your life and your money.

**Living a Life of Integrity with Larry Mroz (PD)***Marblehead*

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

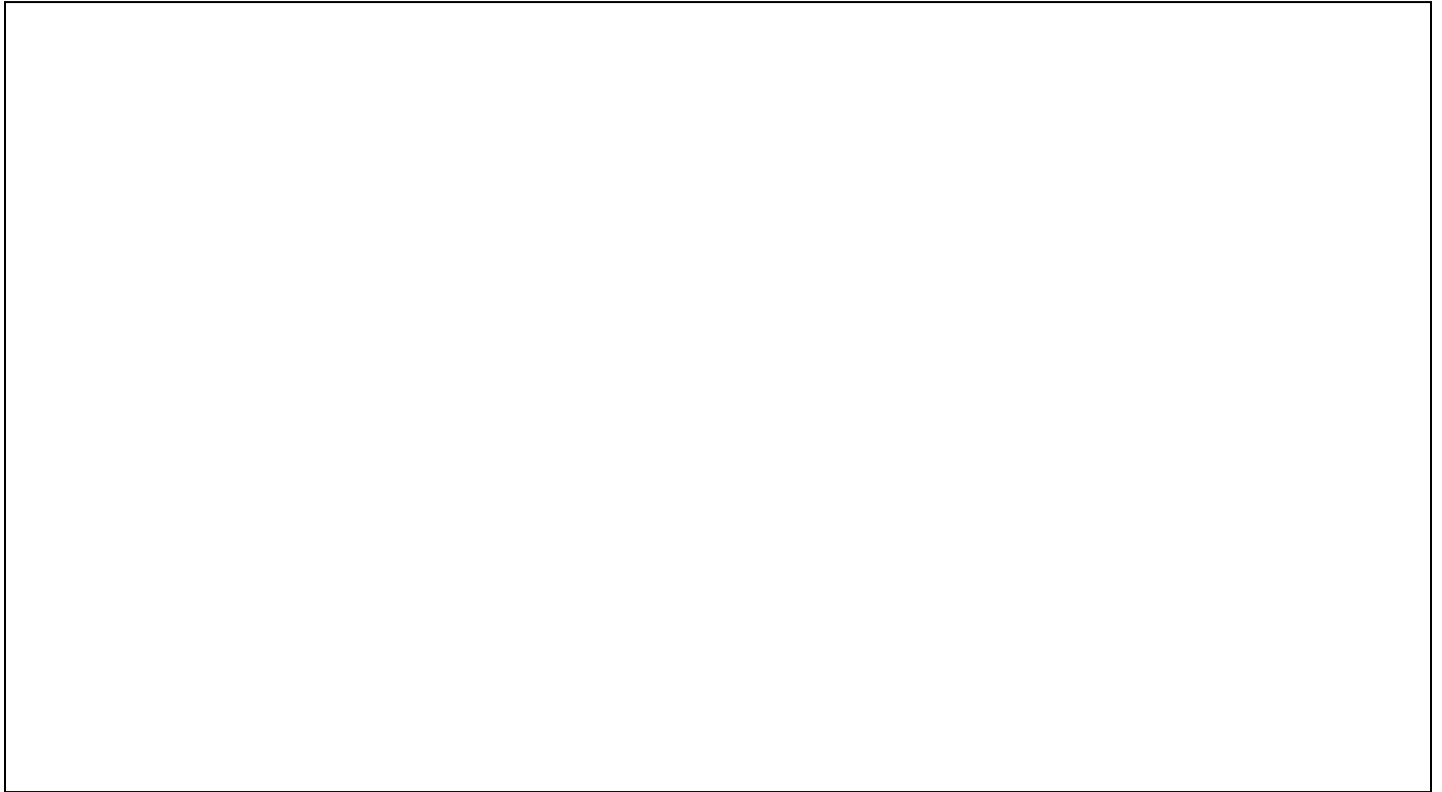
**Got 3 Minutes?**

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.



People I met:

A large, empty rectangular box with a thin black border, intended for writing a list of people met.

Cool things I learned:

Seven horizontal black lines spaced evenly down the page, intended for writing a list of cool things learned.