



**Delta Sigma Pi Fraternity**  
 South Central LEAD Provincial Conference and  
 Council Meeting – Dallas  
 March 6-8, 2020

**FRIDAY, MARCH 6**

5:00 p.m.-8:30 p.m.	Check-in/Registration with Delta Sigma Pi	<i>Lobby</i>
8:30 p.m.-12:00 a.m.	<b>Honorary Initiation of Brad Killmeyer</b> <i>Networking reception to follow in Prairie E-F</i>	<i>Prairie D</i>

**SATURDAY, MARCH 7**

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>Prairie Foyer</i>
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 OneMain Financial, alliantgroup, and GEICO.	<i>Prairie Foyer</i>
8:30 a.m.-9:45 a.m.	<b>Welcome &amp; Networking</b> Formulate Your Future <i>with Brad Killmeyer</i> <i>Keynote sponsored by Delta Sigma Pi Leadership Foundation</i>	<i>Prairie D-F</i>
10:00 a.m.-11:00 a.m.	<b>Breakout Sessions I</b> <ul style="list-style-type: none"> <li>▪ Finding Your Career-How to Transition from College to the Workplace</li> <li>▪ Leadership Styles – What Type of Leader Are You?</li> <li>▪ Living a Life of Integrity</li> <li>▪ Recruitment Boot Camp</li> <li>▪ Trial or Not to Trial</li> </ul>	<i>Prairie B</i> <i>Prairie C</i> <i>Prairie A</i> <i>Bluestem 3</i> <i>Bluestem 1-2</i>
11:15 a.m.-12:15 p.m.	<b>Breakout Sessions II</b> <ul style="list-style-type: none"> <li>▪ How to Make LinkedIn Work for YOU!</li> <li>▪ Motivation 101</li> <li>▪ Pledge Education Program – What’s New?</li> <li>▪ Ritual the Right Way – Delta Sigma Pi’s Initiation Ceremony <i>(members only)</i></li> <li>▪ Team Building Techniques that Work</li> </ul>	<i>Prairie A</i> <i>Prairie B</i> <i>Prairie C</i> <i>Bluestem 1-2</i> <i>Bluestem 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>Prairie D-F</i>
1:30 p.m.	<b>Provincial Council Meeting Check-In</b>	<i>Bluestem Foyer</i>
1:45 p.m.	<b>South Central Provincial Council Meeting</b> <i>All Delegates are required to attend</i>	<i>Bluestem 1-2</i>
1:45 p.m.-2:45 p.m.	<b>Breakout Sessions III</b> <ul style="list-style-type: none"> <li>▪ Leadership vs. Management</li> <li>▪ Leadership Through Empowerment</li> <li>▪ Overcome the Fear of Public Speaking</li> </ul>	<i>Prairie C</i> <i>Prairie B</i> <i>Prairie A</i>



<Continued on Reverse>

3:00 p.m.-4:00 p.m.	<b>Breakout Sessions IV</b> <ul style="list-style-type: none"> <li>▪ Entrepreneurship 101 Workshop</li> <li>▪ Keeping Deltasigs Safe by Managing Risk</li> <li>▪ Planning the Perfect Event</li> <li>▪ You, Me and We: An Introduction to Cultural Diversity</li> </ul>	<i>Prairie A</i> <i>Prairie B</i> <i>Prairie C</i> <i>Bluestem 3</i>
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> Gateway-Prairie A Gulf South-Prairie B Gulf Western-Prairie C	Midwestern-Bluestem 1-2 Southwestern-Prairie D-F Tornado Alley-Bluestem 3 Other Regions-Prairie D-F
6:45 p.m.-7:30 p.m.	<b>Networking Reception</b> (Dinner Seating opens at 7:15 p.m.)	<i>Prairie Foyer</i>
7:30 p.m.-1:00 a.m.	<b>Dinner &amp; Awards Program</b> <i>-Recognizing Regional and Provincial Collegians of the Year</i> <i>-Leadership Foundation Recognition</i> <i>-Pearl &amp; Ruby Badge Raffle</i> <i>-Entertainment to follow program until 1:00 a.m.</i>	<i>Prairie Ballroom</i>

## SUNDAY, MARCH 8

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

## 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.

### **Finding Your Career – How to Transition from College to the Workplace with**

*Prairie B*

**Liza Frick and Kim Allen of alliantgroup**

What does your dream job look like? In this session, we will explore how to identify the style of work and workplace environment that is conducive to beginning your career.

### **Leadership Styles – What Type of Leader are You? with Lainey Gover**

*Prairie C*

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.

### **Living a Life of Integrity with Luke Shanks**

*Prairie A*

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 and stories
- Learn to write a personal statement of integrity for themselves

### **Recruitment Boot Camp with Megan Paul**

*Bluestem 3*

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

### **Trial or Not to Trial with Henry McDaniel**

*Bluestem 1-2*

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 16-17, 2020

Join us for the **Tulsa LEAD School!**  
For more information visit [dsp.org/LEAD](https://dsp.org/LEAD)

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## BREAKOUT SESSIONS II

11:15 a.m. – 12:15 p.m.

### **How to Make LinkedIn Work for YOU! with Brad Killmeyer**

*Prairie A*

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

Many people find networking to be an uncomfortable and intimidating process. People avoid making new connections, do not keep their profile updated and fail to showcase their talent. As a result, many 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

### **Motivation 101 with Paul Brodie**

*Prairie B*

Motivation 101 is presented by 14-time bestselling author and book publisher, Paul Brodie. Paul is a past Delta Sigma Pi Board member and is a Leadership Foundation Trustee Emeritus. The session is based off Paul's book, *Motivation 101*.

Participants will:

- Create strategies to increase motivation
- Learn how to motivate not only yourself, but others
- Be introduced and reminded of long time successful recruiting techniques
- Find ways to increase motivation in your chapter to retain brothers for the long term

### **Pledge Education Program – What's New? with Nicole Moeller and Mark Wernette**

*Prairie C*

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 and 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.

### **Ritual the Right Way - Delta Sigma Pi's Initiation Ceremony (Members Only) with Norm Kromberg**

*Bluestem 1-2*

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.

### **Team Building Techniques that Work with Kristen Wilhelm**

*Bluestem 3*

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

## CALLING ALL ALUMNI!!!

Join us on Sunday, March 8 from 9:00 a.m. until 12:30 p.m. for a Volunteer Leadership Training Workshop in the Prairie A. This free workshop is open to any alumni member, including current volunteers, to better equip you with tools and information to best fulfill your fraternal roles and get more involved as a Deltasig volunteer leader.

**Leadership vs. Management with Elvis King**

Prairie C

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

**Leadership Through Empowerment with Louella Jernberg, Stephanie Richardson, and Stefani Cox of Enterprise Holdings**

Prairie B

The key to successful businesses or organizations is having great leadership. This session will describe how to empower employees and develop great leaders.

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

Prairie A

*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. People 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.

People 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.

Brad Killmeyer has been speaking professionally since 2014. In this session, he 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



**Entrepreneurship 101 Workshop with Brad Killmeyer***Prairie A*

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 Kevin Gore***Prairie B*

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 Hunter Wilborn***Prairie C*

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 Charlie Kenny***Bluestem 3*

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

**Got 3 Minutes?**

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

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

