




Delta Sigma Pi Fraternity
South Central LEAD Provincial Conference and
Council Meeting – Baton Rouge, LA
March 8-10, 2019

FRIDAY, MARCH 8

5:00 p.m.-8:30 p.m.	Check-in/Registration with Delta Sigma Pi	<i>Lobby</i>
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>	<i>Magnolia</i>
9:00 p.m.-Midnight	Game On! Games, fun and networking	<i>Le Grand I</i>

SATURDAY, MARCH 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>Le Grand Foyer</i>
8:00 a.m.-5:00 p.m.	Visit Leadership Foundation, community service, Professional Development, chapter sales, Fraternal Composite Service and other Delta Sigma Pi and career partners including alliantgroup, OneMain Financial and more.	<i>Le Grand Foyer</i>
8:30 a.m.-9:45 a.m.	Welcome & Networking Getting What You REALLY Want – Leveraging the Law of Attraction <i>with Adam Carroll</i> <i>Keynote sponsored by Delta Sigma Pi Leadership Foundation</i>	<i>Le Grand Ballroom</i>
10:00 a.m.-11:00 a.m.	Breakout Sessions I <ul style="list-style-type: none"> ▪ Business with Consistency, Efficiency and Fairness – A Robert's Rules Primer ▪ Do Work: Fostering a Successful Mentor or Mentee Relationship ▪ Effective Communication ▪ The Clock's Ticking – Time Management ▪ The Metrics of Recruiting 	 <i>Azalea</i> <i>Camellia</i> <i>Beauregard</i> <i>Le Grand IV</i> <i>Magnolia</i>
11:15 a.m.-12:15 p.m.	Breakout Sessions II <ul style="list-style-type: none"> ▪ Alumni Forum: Stages of Alumni Life – Embracing the Generational Diversity ▪ Member Education 2.0: Embracing the Intent of Modern Day Pledge Education ▪ More Than Just a Set of Rules ▪ The Money Savvy Student ▪ Understanding and Maximizing Your Leadership Style 	<i>Le Grand IV</i> <i>Azalea</i> <i>Beauregard</i> <i>Camellia</i> <i>Magnolia</i>
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>	<i>Le Grand Ballroom</i>
1:45 p.m.	South Central Provincial Council Meeting <i>All Delegates are required to attend</i>	<i>Le Grand IV</i>

<Continued on Reverse>

1:45 p.m.-2:45 p.m.

Breakout Sessions III

- Leadership vs. Management
- Living the Money Savvy Habits
- Mock Interview & Negotiation Skills

Azalea
Camellia
Magnolia

3:00 p.m.-4:00 p.m.

Breakout Sessions IV

- History of Our Ritual (*Members Only*)
- Social Capital
- Trial or Not to Trial

Azalea
Camellia
Magnolia

4:15 p.m.-5:00 p.m.

Regional Meetings and Chapter COY Recognition

All attendees are requested to attend a regional meeting!

- Gateway-Azalea
- Gulf South-Magnolia
- Midwestern-Camellia
- Gulf Western-Beauregard
- Tornado Alley-Le Grand IV
- Southwestern-Le Grand I

7:00 p.m.-7:30 p.m.

Networking Reception with cash bar (Dinner Seating opens at 7:15 p.m.)

Le Grand Foyer

7:30 p.m.-1:00 a.m.

Dinner & Awards Program

- Recognizing Regional and Provincial Collegians of the Year
- Leadership Foundation Recognition
- Pearl & Ruby Badge Raffle
- Entertainment to follow program until 1:00 a.m.

Le Grand Ballroom

SUNDAY, MARCH 10

Early

Breakfast on your own

8:30 a.m.-12:00 p.m.

Provincial Council Meeting (continued from Saturday, if needed)

Getting What You REALLY Want – Leveraging The Law of Attraction with Adam Carroll

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!



Adam Carroll, *Phoenix-Thunderbird*, is an internationally recognized financial literacy expert, author of *Winning The Money Game*, 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 and Netflix in early 2017.

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 www.adamspeaks.com.

BREAKOUT SESSIONS I

10:00 a.m. – 11:00 a.m.

Business with Consistency, Efficiency and Fairness – A Robert’s Rules Primer with Charlie Kenney

Azalea

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.

Do Work: Fostering a Successful Mentor or Mentee Relationship with OneMain Financial

Camellia

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 Grand President Tricia Smith

Beauregard

Participants will:

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

The Clock’s Ticking – Time Management with Jodi Schoh

Le Grand IV

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!

The Metrics of Recruiting with Past Grand President Bill Tatum

Magnolia

Participants will:

- Review and discuss the foundations of marketing
- Learn how to utilize those principles for recruitment success
- Receive recruitment tidbits and ideas

SAVE THE DATE

November 1-2, 2019

Join us for the Kansas City LEAD School!

For more information visit dsp.org/LEAD



alliantgroup®



OneMain Financial.
LENDING DONE HUMAN
SINCE 1912

BREAKOUT SESSIONS II

11:15 a.m. – 12:15 p.m.

Alumni Forum: Stages of Alumni Life – Embracing the Generational Diversity with Jennifer Mayes

Le Grand IV

Participants will discuss:

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

Member Education 2.0: Embracing the Intent of Modern Day Pledge Education with Emily Slone

Azalea

Participants will:

- Learn more about pledge risks
- Learn how to maintain QUALITY in pledging
- Gain a better grasp on what pledging really should be
- Embrace new opportunities for an improved pledging process

More Than Just a Set of Rules with Henry McDaniel

Beauregard

Participants will:

- Be able to summarize Delta Sigma Pi's Risk Management policy in their own words
- Be able to recognize key influencers in their 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 their chapter

The Money Savvy Student with Adam Carroll

Camellia

The knowledge and ability to make, manage, save, and invest money is critical to your overall success in life. The "Money Savvy Student" walks you through the fundamental building blocks of becoming more money savvy.

Ultimately, your financial future is entirely up to one person – you. The earlier you start on the path to understanding money, the faster you'll experience your own version of success.

Understanding and Maximizing Your Leadership Style with Kris McDaniel

Magnolia

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.



Leadership vs. Management with Kelly Rabin*Azalea*

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

Living the Money Savvy Habits with Adam Carroll*Camellia*

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.

Mock Interview & Negotiation Skills with alliantgroup*Magnolia*

During this interactive session, recruiters will "interview" each other and the group and will interject comments, suggestions, and notes as they go through the interview process. The Do's and Don't's of negotiating throughout your career will also be discussed.

#DSPLLEAD**SHARE WITH US**[/DeltaSigmaPi](#)[@DeltaSigmaPi](#)[@DeltaSigmaPi](#)[/company/delta-sigma-pi](#)

BREAKOUT SESSIONS IV**3:00 p.m. – 4:00 p.m.****History of Our Ritual (*Members Only*) with Norm Kromberg***Azalea*

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.

Social Capital with Adam Carroll*Camellia*

There is a currency in the world that is more valuable than gold or silver, more widely traded than commodities, and accessible to virtually anyone, anywhere at anytime. Social capital is the new currency that, when used properly, can launch businesses, land dream jobs, fund projects and open more doors than you can possibly imagine. You'll take away the tools and resources you should be using to leverage social capital to you and your network's greatest benefit!

Trial or Not to Trial with Travis Brodbeck*Magnolia*

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

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.



**Join us in Atlanta for the 52nd Grand Chapter Congress.
Be sure to register by June 1 for the Early Registration Rate!**