



Delta Sigma Pi Fraternity

South Central LEAD Provincial Conference and Council Meeting – St. Louis

March 9-11, 2018

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

FRIDAY, MARCH 9

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|----------------------|--|-------------------|
| 5:00 p.m.-8:00 p.m. | Check-in/Registration with Delta Sigma Pi | <i>Lobby</i> |
| 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> | <i>St. Moritz</i> |
| 9:15 p.m.-12:00 a.m. | A Night of Comedy Magic and Networking with <i>Steve Barcellona</i> <i>Enjoy networking and strolling magic beginning at 9:15 p.m., along with a cash bar. Get a good seat for the Magic Show that begins promptly at 9:45 p.m.</i> | <i>Matterhorn</i> |

SATURDAY, MARCH 10

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|-----------------------|---|-------------------------|
| 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>Versailles Foyer</i> |
| 8:00 a.m.-5:00 p.m. | Visit Leadership Foundation, community service, chapter sales, Pledge Education Task Force, Provincial Committees, ExecSocks, Fraternal Composite Service and other exhibits; as well as career partners alliantgroup and OneMain Financial | <i>Versailles Foyer</i> |
| 8:30 a.m.-9:45 a.m. | Welcome & Networking The Power of Social Styles: Respect Team Equally, Lead Them Differently <i>with Tim Augustine</i> | <i>Versailles</i> |
| 10:00 a.m.-11:00 a.m. | Breakout Sessions I <ul style="list-style-type: none"> ▪ Mentoring: Getting the Support You Need for Success (CA) <i>Bern</i> ▪ Understanding Delta Sigma Pi Discipline (FO) <i>Alpine I</i> ▪ Ritual – Performing the Ceremonies! <i>(Members Only)</i> (FO) <i>Alpine II</i> ▪ Alumni Discussion Forum (FO) <i>Davos</i> ▪ Managing Stress by Saying, “No!” (PD) <i>St. Moritz</i> | |
| 11:15 a.m.-12:15 p.m. | Breakout Sessions II <ul style="list-style-type: none"> ▪ Business Ethics – Real World Applications – WWYD (CA) <i>Bern</i> ▪ Let’s Talk About Risk Management and Why It Matters (FO) <i>Alpine II</i> ▪ Reinventing Yourself: Delta Sigma Pi Alumni Session (PD) <i>Alpine I</i> ▪ The Power of Positive Thinking (PD) <i>Davos</i> ▪ You, Me and We: An Introduction to Cultural Diversity (PD) <i>St. Moritz</i> | |



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| | | |
|---------------------|---|------------------|
| 12:15 p.m. | Lunch and Networking (Meal Ticket Required) <i>Meal Served at 12:15 p.m. – Program at 1:10 p.m.</i> | Versailles |
| 1:45 p.m. | South Central Provincial Council Meeting – All Delegates required to attend | Matterhorn |
| 1:45 p.m.-2:45 p.m. | Breakout Sessions III <ul style="list-style-type: none"> ▪ Managing Difficult Encounters – Behavioral Exploration Workshop (CA) Bern ▪ How Hard Are You Knocking? Landing a Job in a Rebounding Economy (CA) Alpine I ▪ Living a Life of Integrity (PD) Alpine II ▪ Buying Your First Home (PD) St. Moritz | |
| 3:00 p.m.-4:00 p.m. | Breakout Sessions IV <ul style="list-style-type: none"> ▪ 99 Problems But Risk Ain't One – Managing Risk In Your Life and Business (CA) Bern ▪ Failure to Launch (CA) Alpine I ▪ Recruitment and Retention: How to Recruit and Retain Pledges and Members (FO) Alpine II ▪ Leadership vs. Management (PD) St. Moritz | |
| 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> Gateway-Alpine I Gulf Western-Versailles Gulf South-Alpine II Tornado Alley-Bern Midwestern-Davos Southwestern-St. Moritz | |
| 7:00 p.m.-7:30 p.m. | Networking Reception with cash bar (Dinner Seating opens at 7:15) | Versailles Foyer |
| 7:30 p.m.-1:00 a.m. | Dinner & Awards Program <i>-Recognizing Regional and Provincial Collegians of the Year</i> <i>-Leadership Foundation Recognition</i> <i>-Pearl & Ruby Badge Raffle</i> <i>-DJ Entertainment to follow program until 1:00 a.m.</i> | Versailles |

SUNDAY, MARCH 11

| | | |
|----------------------|--|------------|
| Early | Breakfast on your own | |
| 8:30 a.m.-12:00 p.m. | South Central Provincial Council Meeting – (Continued, if needed) | Matterhorn |



Fraternal Composite Service



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The Power of Social Styles: Respect Team Equally, Lead Them Differently with Tim Augustine



If there's one thing to take with you out into the "real world" post-college, it's this — there will be people that you'll work with that don't communicate the same way you do. Some will appear disinterested in relationships, some will rush to judgment, some will promise the world and not deliver, and some just want you to include them. Respect each of them equally, even when they don't deserve it. Lead them differently, because doing so will increase your (and their) personal effectiveness.

Most of us have social tendencies or 'styles' that can be broken into one of four categories: Drivers, Expressives, Amiables, and Analyticals. So it stands to reason that if you communicate with and lead other people from your style alone, you are, at best, 25% effective in your interactions.

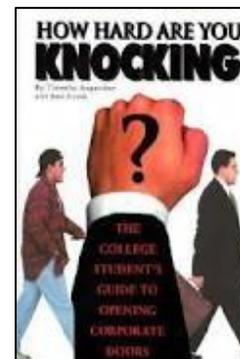
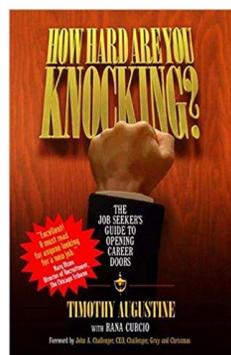
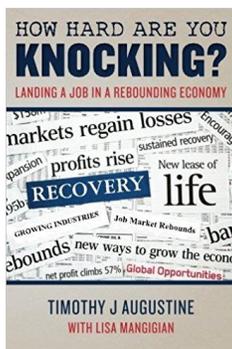
In this session, Tim will explore the different social styles we all encounter and explore effective best practices from their own work of leading others. This is a fun, high-energy session that will include a few "ah ha" moments, a bit of moving and a lot of honest communication.

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 www.howhardareyouknocking.com.



BREAKOUT SESSIONS I**10:00 a.m. – 11:00 a.m.****Mentoring: Getting the Support You Need for Success with Enterprise Careers (CA)***Bern*

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.

Understanding Delta Sigma Pi Discipline with RVPs Josh Robinson and Matt Hudson (FO)*Alpine I*

Participants will learn more about individual discipline in Delta Sigma Pi including:

- How to prevent trials
- The proper way to conduct executive and chapter trials
- Inactive Status, Voluntary Withdrawal and more

Ritual – Performing the Ceremonies! (*Member Only*) with Onuka Ibe (FO)*Alpine II*

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.

Alumni Discussion Forum with Nathan Christen (FO)*Davos***Best Practices – Transition from Collegiate to Alumni**

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

Managing Stress by Saying, "No!" with Wendy Delehaunty (PD)*St. Moritz*

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"



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BREAKOUT SESSIONS II**11:15 a.m. – 12:15 p.m.****Business Ethics – Real World Applications – WWYD (What Would You Do?) with Enterprise Careers (CA)***Bern*

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.

Let's Talk About Risk Management and Why It Matters with Henry McDaniel (FO)*Alpine II*

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.

Reinventing Yourself: Delta Sigma Pi Alumni Session with Tim Augustine (PD)*Alpine I*

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?

The Power of Positive Thinking with Megan LeBouef (PD)*Davos*

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

You, Me and We: An Introduction to Cultural Diversity with Katie Magoon (PD)*St. Moritz*

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

SAVE THE DATE

October 19-20, 2018

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Register today at dsp.org/LEAD



BREAKOUT SESSIONS III**1:45 p.m. – 2:45 p.m.****Managing Difficult Encounters – Behavioral Exploration Workshop with alliantgroup (CA)***Bern*

Learn how to identify and work with behavioral styles that conflict with your preferred style. We will explore the four behavioral styles, identify your preferred style, and learn tips to interact with individuals who have differing styles. This skillset is key for successful group projects and case competition teams.

How Hard Are You Knocking? Landing a Job in a Rebounding Economy with Tim Augustine (CA)*Alpine I*

This powerful, interactive seminar is based on Tim Augustine's best-selling book *How Hard Are You Knocking* recognized in the "Top 100 Best Career Books of All Time" by Career Magazine. Tim will present proven strategies for differentiating yourself in a 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
- Developing your unique targeted résumé
- How to successfully negotiate a great starting salary

Living a Life of Integrity with Brian Krippner (PD)*Alpine II*

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

Buying Your First Home with Wade Weistereich (PD)*St. Moritz*

Thinking about buying your first home now – or maybe you want to prepare for the future. In this session we will discuss finances and what you can expect to spend on buying a home. We'll discuss the home buying process. We'll talk about "buyer beware" and good things to look for as you're searching, and so much more. This session is designed to give you a heads up to best prepare for what is likely your first major, long-term purchase.

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.



BREAKOUT SESSIONS IV**3:00 p.m. – 4:00 p.m.****99 Problems But Risk Ain't One – Managing Risk in Your Life and Business with OneMain Financial (CA)***Bern*

In this session, you will identify approaches to coming to meaningful conclusions about risky decisions or situations, whether significant or minor. You will have the opportunity for thoughtful discussions regarding what defines risk, how your definition differs from others and why, and methods you use to determine if taking a risk is worth it.

Failure to Launch with Tim Augustine (CA)*Alpine I*

Instant gratification has taken on a whole new meaning: there's no reason to be uncomfortable in today's world, if you have the means. As we've become more comfortable with technology, our society has also shifted to the extreme of simply not wanting to be uncomfortable at all. Many of our parents wanted us to have "better lives than what they had." Parents hate to see their kids suffer. If you ask any parent's wish for their child, it's almost always "for my child to be happy." A growth in scheduled activities (dance, gymnastics, sports, clubs); parents get involved in academics (PTA to choosing particular teachers). Even social relationships involve parents. These things can be good, in moderation. But as a society, we've gone to the extreme. We have stopped learning how to solve problems and entertain ourselves because parents are quick to jump in and fix things. It's done out of love and with the best of intentions, but over time parents have gone from caring, to caretaking. In this controversial session, Tim will explore:

- The importance of failure and self-survival
- The four skills needed to face life independently
- Building a support system to live a happy life

Recruitment and Retention: How to Recruit and Retain Pledges and Members with Kris McDaniel (FO)*Alpine II*

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.

Leadership vs. Management with Randy Hultz (PD)*St. Moritz*

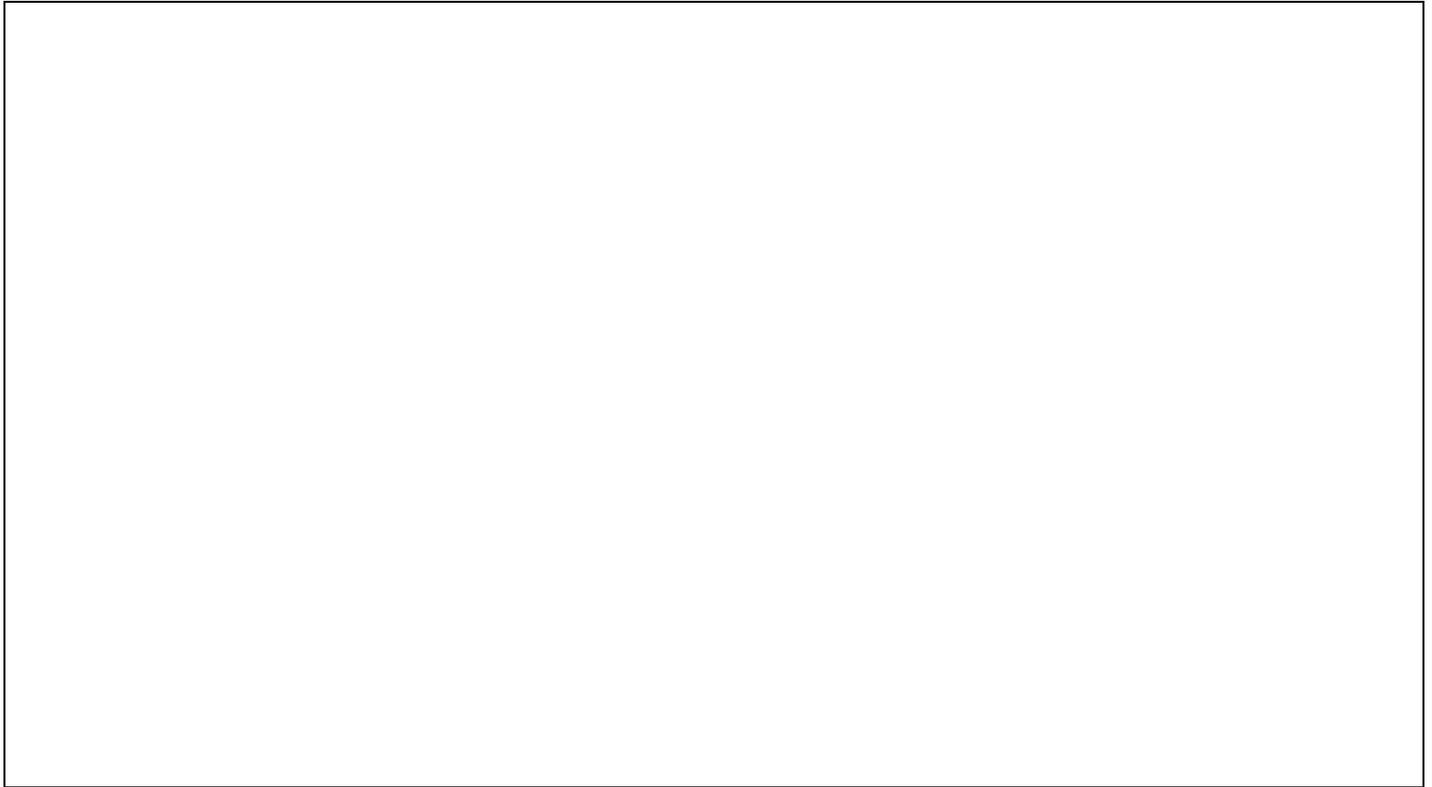
Participants will:

- 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



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

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.