



**Delta Sigma Pi Fraternity**  
**Southern LEAD Provincial Conference and**  
**Council Meeting – Jacksonville**  
**January 31-February 2, 2020**

**FRIDAY, JANUARY 31**

5:00 p.m.-8:30 p.m.	Check-in/Registration with Delta Sigma Pi	Lobby
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>	Florida
9:00 p.m.-12:00 a.m.	<b>"Minute to Win It" Games and Networking</b>	Baymeadows

**SATURDAY, FEBRUARY 1**

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>	Riverside Foyer
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 IES Internships.	Riverside Foyer
8:30 a.m.-9:45 a.m.	<b>Welcome &amp; Networking</b> The Successful Career Launch <i>with Adam Carroll</i> <i>Keynote sponsored by Delta Sigma Pi Leadership Foundation</i>	Baymeadows
10:00 a.m.-11:00 a.m.	<b>Breakout Sessions I</b> <ul style="list-style-type: none"> <li>International Experiences &amp; Distinction in the Global Marketplace/Preparing for the Global Workforce</li> <li>Keeping Deltasigs Safe by Managing Risk</li> <li>Leadership Styles – What Type of Leader Are You?</li> <li>Recruitment Boot Camp</li> <li>The Contrarian: The Organizational Importance of Alternative Viewpoints</li> </ul>	Beauclerc Florida Baymeadows Mandarin Avondale
11:15 a.m.-12:15 p.m.	<b>Breakout Sessions II</b> <ul style="list-style-type: none"> <li>Being Rich with Social Capital</li> <li>Pledge Education Program – What's New?</li> <li>Power of Positive Thinking</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>	Avondale Beauclerc Mandarin Florida Baymeadows
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>	Baymeadows
1:30 p.m.	<b>Provincial Council Meeting Check-In</b>	Florida
1:45 p.m.	<b>Southern Provincial Council Meeting</b> <i>All Delegates are required to attend</i>	Florida



**<Continued on Reverse>**

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>Mastery of Money for Students</li> </ul>	Mandarin Beauclerc Avondale
3:00 p.m.-4:00 p.m.	<b>Breakout Sessions IV</b> <ul style="list-style-type: none"> <li>Build A Bigger Life!</li> <li>The Evolving Role of Alumni Chapters</li> <li>Trial or Not to Trial</li> <li>You, Me and We: An Introduction to Cultural Diversity</li> </ul>	Avondale Baymeadows Mandarin Beauclerc
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> Atlantic Coast - Florida Central Gulf - Ponte Verde Mid-Atlantic - Mandarin Mid-South - Avondale South Atlantic - Baymeadows Southeastern - Beauclerc Other Regions - San Marco	
6:45 p.m.-7:30 p.m.	<b>Networking Reception</b> (Dinner Seating opens at 7:15 p.m.)	Ballroom Foyer
7:30 p.m.-1:00 a.m.	<b>Roaring 20s Dinner &amp; Awards Program</b> -Recognizing Regional and Provincial Collegians of the Year -Leadership Foundation Recognition -Alumni Service Awards -Pearl & Ruby Badge Raffle -Entertainment to follow program until 1:00 a.m.	Southpoint Ballroom

## SUNDAY, FEBRUARY 2

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

## The Successful Career Launch with Adam Carroll

*So you're about to graduate and it's time to step into the world of "professional work", but where is the manual for doing it successfully? In reality, there is no class for successfully launching your career, but there are concrete and definite steps you can take to make sure the leap from school to work is a positively impactful one. From what to ask, what to wear, what to read, and how to prep for the very first day, you'll learn how to launch your career that sets you up for the greatest upward mobility. Participants will take away:*

- How to clarify expectations from your boss in the most impressive way
- What research to do prior to starting your first day of work
- THE book to scan prior to interacting with your co-workers
- How and when to ask for more responsibility and that coveted promotion
- What NOT to say in your first six months on the job
- Why having a killer LinkedIn profile is critical and much more!



Adam Carroll, *Phoenix-Thunderbird*, has spent 15 years helping people do more with the money they make. He is an internationally recognized financial literacy expert, author of three Amazon best-sellers, a two-time TED talk speaker with nearly four million views on YouTube, and is the creator of the *Broke, Busted & Disgusted* documentary which aired on CNBC and is shown in hundreds of high schools and colleges across the country.

He is the host of the *Build A Bigger Life* podcast and the curator of **MasteryOfMoney.com**. For more information visit **[www.AdamSpeaks.com](http://www.AdamSpeaks.com)**.

**BREAKOUT SESSIONS I****10:00 a.m. – 11:00 a.m.****International Experiences & Distinction in the Global Marketplace/Preparing for the Global Workforce with Destiny Oppe of IES Internships***Beauclerc*

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

**Keeping Deltasigs Safe by Managing Risk with Meghan Hill***Florida*

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.

**Leadership Styles – What Type of Leader are You? with Melissa Garcia***Baymeadows*

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.

**Recruitment Boot Camp with Haley Spellman***Mandarin*

Participants will:

- Be introduced and reminded of long time successful recruiting techniques
- Discuss the product you offer to recruits. Is it well-rounded?
- Participate group activities to generate new ideas so each participant leaves with five new ideas for recruiting

**The Contrarian: The Organizational Importance of Alternative Viewpoints with Eddie Stephens***Avondale*

Contrarian Leadership is a leadership style that employs critical thinking to eliminate the possibility of unintended consequences. Learn the importance of your organization having a "devil's advocate" who is constructive and artfully facilitates discussion.

**SAVE THE DATE**

October 23-24, 2020

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

## BREAKOUT SESSIONS II

11:15 a.m. – 12:15 p.m.

### **Being Rich with Social Capital with Adam Carroll**

*Avondale*

Most college students don't realize that their dream job is hidden somewhere in their own network, and with a little help, can be found prior to graduation. Adam's description of the new "social capital" movement will have students on the edge of their seats as they come to grips with what they've been missing all along. In this "everybody wins" environment, your campus will be buzzing with Super Connectors long after the program is done.

### **Pledge Education Program – What's New? with Tyler Havens**

*Beauclerc*

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 education guide for the VPPE to help them lead engaged and interactive meetings, enhanced updates to *The Crown & 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.

### **Power of Positive Thinking with Jacquie Stephens**

*Mandarin*

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

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

*Florida*

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 Velvet Simmons**

*Baymeadows*

Participants will:

- Learn techniques to include all members of the group so they feel 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



## BREAKOUT SESSIONS III

1:45 p.m. – 2:45 p.m.

### Leadership Through Empowerment with Charly Boorum of Enterprise Holdings

*Beauclerc*

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

### Leadership vs. Management with Tyler Wash

*Mandarin*

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

### Mastery of Money for Students with Adam Carroll

*Avondale*

There is a game that we all play with money, and at any given point in time in our lives, we're either winning or losing. The problem is, most Americans were never taught the rules of how to play the game. Play by the rules, and it's entirely possible to be completely financially free by your early 30s. Make the rules up as you go and you're bound to be relying on someone else for your financial well-being well into old age. You CAN have everything you want in life.

#DSPLLEAD

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### Got 3 Minutes?

Please take the online survey to give us your feedback on the Southern 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.****Build A Bigger Life! with Adam Carroll***Avondale*

In today's frenzied pace, our lives tend to be consumed with people, activities and things that don't always make our lives feel bigger, but much, much smaller. The life you most desire is within reach, but only if you dare to ask bigger questions, have bigger plans, and trust that you are the architect of your life starting today. This fast-paced, interactive session will have you laughing, learning, and yearning to make small but significant changes daily. It is said that those who desire an uncommonly BIGGER life, must come to the realization that they must approach life in an uncommonly BIG way. You'll take away connections, strategies, and a mindset for living a life you've always dreamed of.

**The Evolving Role of Alumni Chapters with Mitch Simmons***Baymeadows*

.... And taking them to the next level!

Join this session to have an interactive discussion about how alumni chapters can meet a variety of needs for Deltasigs, and their communities – not all alumni chapters are alike. How can your alumni chapter become award-winning and meet the various needs of alumni in your area? Discuss successes and challenges of your alumni chapter to help other chapters grow and succeed.

**Trial or Not to Trial with Darrick Williams***Mandarin*

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

**You, Me and We: An Introduction to Cultural Diversity with Stacy Jordan***Beauclerc*

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

## CALLING ALL ALUMNI!!!

Join us on Sunday, February 2 from 9:00 a.m. until 12:30 p.m. for a Volunteer Leadership Training Workshop in the Julington Room. 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.