



# Delta Sigma Pi Fraternity

## Southern LEAD Provincial Conference and Council Meeting – Atlanta

### March 1-3, 2019

**The Sessions below focus on the following tracks:**

*Alumni Development (AD)   Career Development (CA)   Chapter Operations (CO)   Professional Development (PD)*

### FRIDAY, MARCH 1

5:00 p.m.-8:30 p.m.	Check-in/Registration with Delta Sigma Pi	Lobby
9:00 p.m.-9:30 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>	Suwannee
9:00 p.m.-1:00 a.m.	<b>Game On!</b> Games, fun and networking	Heritage Ballroom

### SATURDAY, MARCH 2

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>	Buckhead Foyer
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 career partners including OneMain Financial and more.	Buckhead Foyer
8:30 a.m.-9:45 a.m.	<b>Welcome &amp; Networking</b> The Power of Social Styles: Respect Them Equally, Lead Them Differently <i>with Tim Augustine</i> <i>Keynote sponsored by Delta Sigma Pi Leadership Foundation</i>	Heritage Ballroom
10:00 a.m.-11:00 a.m.	<b>Breakout Sessions I</b> <ul style="list-style-type: none"> <li>Alumni Forum: Stages of Alumni Life – Embracing the Generational Diversity (AD)</li> <li>Chapter Financial Management (CO)</li> <li>Mentoring: Getting the Support You Need for Success (PD)</li> <li>Recruitment Boot Camp (CO)</li> <li>Trial or Not to Trial (CO)</li> </ul>	Marietta Augusta Suwannee Oglethorpe Dahlonega
11:15 a.m.-12:15 p.m.	<b>Breakout Sessions II</b> <ul style="list-style-type: none"> <li>Effective Transitions and Goal Setting (PD)</li> <li>Member Education 2.0: Embracing the Intent of Modern Day Pledge Education (CO)</li> <li>More Than Just a Set of Rules (CO)</li> <li>Reinventing Yourself: Delta Sigma Pi Alumni Session (AD)</li> <li>Understanding and Maximizing Your Leadership Style (PD)</li> </ul>	Dahlonega Marietta Oglethorpe Suwannee Augusta
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>	Heritage Ballroom



<Continued on Reverse>

1:45 p.m.	<b>Southern Provincial Council Meeting – All Delegates are required to attend</b>	<i>Buckhead</i>
1:45 p.m.-2:45 p.m.	<b>Breakout Sessions III</b> <ul style="list-style-type: none"> <li>▪ Business with Consistency, Efficiency and Fairness – A Robert’s Rules Primer (PD) <i>Marietta</i></li> <li>▪ How Hard Are You Knocking? Landing a Job in a Rebounding Economy (CA) <i>Suwannee</i></li> <li>▪ Shine Bright Like a Diamond: Reputation Management/Self-Branding (PD) <i>Augusta</i></li> </ul>	
3:00 p.m.-4:00 p.m.	<b>Breakout Sessions IV</b> <ul style="list-style-type: none"> <li>▪ Delta Sigma Pi’s Ritual – Performing the Ceremonies (<i>Members Only</i>) (CO) <i>Marietta</i></li> <li>▪ Failure to Launch (CA) <i>Suwannee</i></li> <li>▪ Recognizing Excellence (CO) <i>Augusta</i></li> </ul>	
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-Savannah                      Mid-South-Oglethorpe Central Gulf-Marietta                      South Atlantic-Dahlonega Mid-Atlantic-Suwannee                      Southeastern-Augusta	
7:00 p.m.-7:30 p.m.	<b>Networking Reception with cash bar</b> (Dinner Seating opens at 7:15 p.m.)	<i>Buckhead Foyer</i>
7:30 p.m.-1:00 a.m.	<b>Dinner &amp; Awards Program</b> -Recognizing Career Achievement Award Recipient Elliott Ferguson -Recognizing Regional and Provincial Collegians of the Year -Leadership Foundation Recognition -Pearl & Ruby Badge Raffle -Entertainment to follow program until 1:00 a.m.	<i>Heritage Ballroom</i>

## SUNDAY, MARCH 3

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

## The Power of Social Styles: Respect Them 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 (OH)*, 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](http://www.howhardareyouknocking.com).

## BREAKOUT SESSIONS I

10:00 a.m. – 11:00 a.m.

### **Alumni Forum: Stages of Alumni Life – Embracing the Generational Diversity with Mitch Simmons (AD)**

*Marietta*

Participants will discuss:

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

### **Chapter Financial Management with Ron Taylor (CO)**

*Augusta*

Participants will learn how to:

- Manage finances and spending
- Prepare and plan useful budgets
- Establish policies and procedures to optimize financial resources
- Report finances to chapter and the Fraternity

### **Mentoring: Getting the Support You Need for Success with Enterprise (PD)**

*Suwannee*

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.

### **Recruitment Boot Camp with Madison Whitehouse (CO)**

*Oglethorpe*

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 Stacy Jordan (CO)**

*Dahlonega*

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

November 8-9, 2019

Join us for the **Lexington (KY) LEAD School!**

For more information visit [dsp.org/LEAD](http://dsp.org/LEAD)



## BREAKOUT SESSIONS II

11:15 a.m. – 12:15 p.m.

### Effective Transitions and Goal Setting with Sarah Barry (PD)

*Dahlonge*

Participants will:

- Understand the value and importance of proper officer transition and individual officer goal setting
- Obtain tools and information which will make transition and goal setting more effective
- Be empowered to properly prepare for the upcoming officer transition and be able to guide the incoming officer in goal setting

### Member Education 2.0: Embracing the Intent of Modern Day Pledge Education with Olivia Malice (CO)

*Marietta*

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 Meghan Hill (CO)

*Oglethorpe*

Participants will:

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

### Reinventing Yourself: Delta Sigma Pi Alumni Session with Tim Augustine (AD)

*Surwantee*

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?

### Understanding and Maximizing Your Leadership Style with Darrick Williams (PD)

*Augusta*

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.





**BREAKOUT SESSIONS III****1:45 p.m. – 2:45 p.m.****Business with a Consistency, Efficiency and Fairness – A Robert's Rules Primer with Eddie Stephens (PD)** *Marietta*

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.

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

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.

Tim will explore:

- 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

**Shine Bright Like a Diamond: Reputation Management/Self-Branding with OneMain Financial (PD)** *Augusta*

In this session, you will learn the benefits of self-branding. You will have the opportunity to define your unique areas of expertise, and identify how to market your qualities using available tools and resources.

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**BREAKOUT SESSIONS IV****3:00 p.m. – 4:00 p.m.****Delta Sigma Pi's Ritual – Performing the Ceremonies (*Members Only*) with Shawn Weidner (CO)***Marietta*

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.

**Failure to Launch with Tim Augustine (CA)***Suwannee*

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." 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

**Recognizing Excellence with Melissa Garcia (CO)***Augusta*

Every collegiate and alumni chapter in Delta Sigma Pi should be applying for the various awards offered by the Fraternity, but surprisingly, very few chapters ever apply. This session will provide details about the submission process, the awards options available, how to apply, how to present an award-winning application and other helpful tips.

Participants will:

- Learn about the online awards process and the various awards available from Delta Sigma Pi
- Learn about the application requirements and criteria for each award with the online system
- Learn helpful tips and winning traits from other award-winning applications

**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.



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