



# Delta Sigma Pi Fraternity

## Southern LEAD Provincial Conference and Council Meeting – Charlotte, NC

### February 23-25, 2018

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

#### FRIDAY, FEBRUARY 23

5:00 p.m.-8:30 p.m.	Check-in/Registration with Delta Sigma Pi	Lobby
9:00 p.m.-1:00 a.m.	Magic Show and Networking <i>Be dazzled and amazed with some fun strolling magic and networking beginning at 9:00 p.m. Show starts 9:30 p.m. with networking and DJ Entertainment to follow.</i>	Ballroom CD

#### SATURDAY, FEBRUARY 24

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>	Ballroom Foyer
8:00 a.m.-5:00 p.m.	Visit Leadership Foundation, community service, chapter sales, professional development, Pledge Education Task Force, ExecSocks, Fraternal Composite Service, IES Internships, Mecca Specialties and other exhibits	Ballroom Foyer
8:30 a.m.-9:45 a.m.	<b>Welcome &amp; Networking</b> Getting What You REALLY Want – Leveraging the Law of Attraction with Adam Carroll	Grand Ballroom
10:00 a.m.-11:00 a.m.	<b>Breakout Sessions I</b> <ul style="list-style-type: none"> <li>Marketing the Brand Called “You” (CA)</li> <li>The Metrics of Recruiting (CA)</li> <li>Risk: Manage It, Avoid It! (FO)</li> <li>Listen! Enhance Your Communications (PD)</li> <li>You, Me and We: An Introduction to Cultural Diversity (PD)</li> </ul>	DeGaulle/Heathrow Douglas/O’Hare/Shannon Junior Ballroom Meeting Room D Meeting Room ABC
11:15 a.m.-12:15 p.m.	<b>Breakout Sessions II</b> <ul style="list-style-type: none"> <li>Mentoring: Getting the Support You Need for Success (CA)</li> <li>Officer Transition &amp; Succession Planning (FO)</li> <li>Ritual – Performing the Ceremonies! (<i>Members Only</i>) (FO)</li> <li>The Money Savvy Student (PD)</li> <li>Managing Stress by Saying, “No!” (PD)</li> </ul>	DeGaulle/Heathrow Meeting Room D Meeting Room ABC Junior Ballroom Douglas/O’Hare/Shannon
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>	Grand Ballroom
1:15 p.m.-1:35 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 Sunday’s Provincial Council Meeting.</i>	Junior Ballroom

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1:45 p.m.-2:45 p.m.	<b>Breakout Sessions III</b> <ul style="list-style-type: none"> <li>Business Ethics – Real World Applications – WWYD (CA) <i>DeGaulle/Heathrow</i></li> <li>Recruitment Boot Camp (FO) <i>Douglas/O'Hare/Shannon</i></li> <li>Alumni Discussion Forum (FO) <i>Meeting Room D</i></li> <li>Living the Money Savvy Habits (PD) <i>Junior Ballroom</i></li> <li>That Winning Application – How Best to Apply for Scholarships (PD) <i>Meeting Room ABC</i></li> </ul>
3:00 p.m.-4:00 p.m.	<b>Breakout Sessions IV</b> <ul style="list-style-type: none"> <li>Interviewing with Ease (CA) <i>DeGaulle/Heathrow</i></li> <li>Social Capital (CA) <i>Junior Ballroom</i></li> <li>The Pledge Program: Building the Best Deltasigs from the Beginning (FO) <i>Meeting Room D</i></li> <li>Living a Life of Integrity (PD) <i>Meeting Room ABC</i></li> <li>Leadership vs. Management (PD) <i>Douglas/O'Hare/Shannon</i></li> </ul>
4:15 p.m.-5:00 p.m.	<b>Regional Meetings and Chapter COY Recognition</b> <b>All attendees are requested to attend a regional meeting!</b> Atlantic Coast-DeGaulle/Heathrow      Mid-South-Meeting Room D Central Gulf-Douglas/O'Hare/Shannon      South Atlantic-Meeting Room ABC Mid-Atlantic-Grand Ballroom      Southeastern-Junior Ballroom
7:00 p.m.-7:30 p.m.	<b>Networking Reception with cash bar</b> (Dinner Seating opens at 7:15 p.m.) <i>Ballroom Foyer</i>
7:30 p.m.-1:00 a.m.	<b>Dinner &amp; Awards Program</b> <i>Grand Ballroom</i> -Recognizing Regional and Provincial Collegians of the Year -Leadership Foundation Recognition -Pearl & Ruby Badge Raffle -DJ Entertainment to follow program until 1:00 a.m. -Photo booth 10 p.m. – Midnight!

## SUNDAY, FEBRUARY 25

Early	Breakfast on your own	
8:30 a.m.-9:00 a.m.	<b>Provincial Council Delegate Check-in</b>	<i>Ballroom ABC</i>
9:00 a.m.-12:00 p.m.	<b>Southern Provincial Council Meeting</b> – All delegates should attend	<i>Ballroom ABC</i>

## 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 will be 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](http://www.adamspeaks.com)

**BREAKOUT SESSIONS I****10:00 a.m. – 11:00 a.m.****Marketing the Brand Called “You” with Enterprise Careers (CA)***DeGaulle/Heathrow*

In a world where brand is king and access to information is easy, how much time have you put into developing your own personal brand and marketing it effectively? If you don't brand yourself first, will someone, or something, else do it for you? Ask yourself some questions: What impressions do people have of you? How would they describe you? What do you want to be known for? The answers all play into the brand called “you”. We'll discuss how to successfully integrate personal and professional information to market yourself by leveraging social media and technology...and good old fashioned personal interaction. Helping you develop a presence that allows you to shine both personally and professionally.

**The Metrics of Recruiting with Past Grand President Bill Tatum (CA)***Douglas/O'Hare/Shannon*

Chapters in Delta Sigma Pi must continually evaluate their recruiting processes to attract high quality and dedicated members. In this session, you will learn from Past Grand President Bill Tatum about time-tested recruiting techniques, learn new recruiting techniques to build and strengthen your chapter, and share ideas with other participants to further enhance your recruiting efforts.

**Risk: Manage It, Avoid It! with Meghan Hill (FO)***Junior Ballroom*

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.

**Listen! Enhance Your Communications with Madison Whitehouse (PD)***Meeting Room D*

Participants will:

- Understand the difference between listening and hearing
- Practice and strengthen their active listening skills
- Be challenged to confront behaviors that interfere with sound listening skills
- Discuss how these skills could be used to transform their organization

**You, Me and We: An Introduction to Cultural Diversity with Catrina Murray (PD)***Meeting Room ABC*

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 5-6, 2018

Join us for the 2018 Birmingham LEAD School!

Register today at [dsp.org/LEAD](http://dsp.org/LEAD)



**BREAKOUT SESSIONS II****11:15 a.m. – 12:15 p.m.****Mentoring: Getting the Support You Need for Success with Enterprise Careers (CA)***DeGaulle/Heathrow*

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.

**Officer Transition & Succession Planning with Mark Wernette (FO)***Meeting Room D*

The key to continued momentum from year to year in any organization is a successful officer transition. It is easy for organizations to skip or simply hand over the organization papers. This session will help you understand the importance of the transition time and help you create a plan for your organization transition.

**Ritual – Performing the Ceremonies! (*Members Only*) with Karon Drewniak (FO)***Meeting Room ABC*

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.

**The Money Savvy Student with Adam Carroll (PD)***Junior Ballroom*

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.

**Managing Stress by Saying, "No!" with Jacquie Stephens (PD)***Douglas/O'Hare/Shannon*

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"



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

**BREAKOUT SESSIONS III****1:45 p.m. – 2:45 p.m.****Business Ethics – Real World Applications – WWYD (What Would You Do?)  
with Enterprise Careers (CA)***DeGaulle/Heathrow*

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.

**Recruitment Boot Camp with Mike Ray (FO)***Douglas/O'Hare/Shannon*

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.

**Alumni Discussion Forum with Eric Thim (FO)***Meeting Room D***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.

**Living the Money Savvy Habits with Adam Carroll (PD)***Junior Ballroom*

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.

**That Winning Application – How Best to Apply for Scholarships with Olivia Malice (PD)***Meeting Room ABC*

Participants will:

- Demonstrate an understanding of the "do's and don'ts" of completing scholarship applications
- Effectively prioritize accomplishments to fit the purpose of the desired scholarship
- Identify the most effective approach for letters of recommendation
- Accurately and effectively complete a statement of financial need
- Identify various sources for scholarship funding



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**BREAKOUT SESSIONS IV****3:00 p.m. – 4:00 p.m.****Interviewing with Ease with Beth Keith (CA)***DeGaulle/Heathrow*

Are you ready to enter the job market? The first step to landing a great job is a successful interview. You've written a great resume, you've found the perfect job, now all you need is a great interview to secure your place in your dream job. In this interactive session, come learn and practice the skills that will create a great interview for you - where you discover if the job is really the right one for you and you share your best self in the interview process.

**Social Capital with Adam Carroll (CA)***Junior Ballroom*

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!

**The Pledge Program: Building the Best Deltasigs from the Beginning with Austin Thigpen (FO)***Meeting Room D*

Participants will:

- Learn the most common mistakes with pledging, the liability accepted by the VPPE and President
- Learn how small changes make large improvements
- Discuss why pledging is often referred to as the highest risk within a chapter, pledge retention and how to generate positive thoughts and get growth oriented results

**Living a Life of Integrity with Aimee King (PD)***Meeting Room ABC*

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

**Leadership vs. Management with Chris Leto (PD)***Douglas/O'Hare/Shannon*

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

**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.



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