



Delta Sigma Pi Fraternity
Western LEAD Provincial Conference and
Council Meeting – San Diego
March 2-4, 2018

The sessions below focus on the following tracks:

Career/Professional (CA) Chapter/Fraternal Operations (FO) Personal Development (PD)

Meeting rooms are located on First (1), Second (2) and Third (3) Floors and noted as such.

FRIDAY, MARCH 2

5:00 p.m.-8:30 p.m.	Check-in/Registration with Delta Sigma Pi	<i>Grand La Jolla Foyer (2)</i>
9:00 p.m.-1:00 a.m.	"Pirates of the Pacific" Networking and DJ Dance	<i>La Jolla Social (1)</i>

SATURDAY, MARCH 3

Early	Breakfast on your own	
7:15 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>Grand La Jolla Foyer (2)</i>
8:00 a.m.-5:00 p.m.	Visit Leadership Foundation, community service, chapter sales, Pledge Education Task Force, ExecSocks, FirstSynch Fraternal Composite Service, GEICO and other exhibits; as well as career partners OneMain Financial	<i>Grand La Jolla Foyer (2)</i>
8:30 a.m.-9:45 a.m.	Welcome & Networking How to Create Your Own Luck <i>with Antonio Neves</i>	<i>Grand La Jolla Ballroom (2)</i>
10:00 a.m.-11:00 a.m.	Breakout Sessions I <ul style="list-style-type: none"> ▪ Resumes that Sell (CA) <i>Pacific Beach (2)</i> ▪ The Mentee Toolkit (CA) <i>Newport/Irvine (1)</i> ▪ Officer Transition & Succession Planning (FO) <i>Santa Clara (3)</i> ▪ Managing Stress by Saying, "No!" (PD) <i>Soledad Ballroom (1)</i> ▪ You, Me and We: An Introduction to Cultural Diversity (PD) <i>Los Angeles/Rancho Las Palmas (3)</i> 	
11:15 a.m.-12:15 p.m.	Breakout Sessions II <ul style="list-style-type: none"> ▪ Mentoring: Getting the Support You Need for Success (CA) <i>Newport/Irvine (1)</i> ▪ Recruitment and Retention Discussion Forum (FO) <i>Pacific Beach (2)</i> ▪ Ritual – Performing the Ceremonies! <i>(Members Only)</i> (FO) <i>Los Angeles/Rancho Las Palmas (3)</i> ▪ Leaving Legacies: How to Build Repeatable Chapter Events (FO) <i>Santa Clara (3)</i> ▪ How to Be Less Awkward and Communicate Like a Pro (PD) <i>Soledad Ballroom (1)</i> 	
12:15 p.m.	Lunch and Networking <i>Meal Served at 12:15 p.m. – Program at 1:00 p.m.</i>	<i>Grand La Jolla Ballroom (2)</i>
1:15 p.m.-1:35 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 Sunday's Provincial Council Meeting.</i>	<i>Pacific Beach (2)</i>

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1:45 p.m.-2:45 p.m.	Breakout Sessions III <ul style="list-style-type: none"> 50 Ways to Excel in Your First Job and Life (CA) <i>Soledad Ballroom (1)</i> How to Win at College (CA) <i>Newport/Irvine (1)</i> Risk: Manage It, Avoid It! (FO) <i>Pacific Beach (2)</i> The Pledge Program: Building the Best Deltasigs from the Beginning (FO) <i>Santa Clara (3)</i> That Winning Application – How Best to Apply for Scholarships (PD) <i>Los Angeles/Rancho Las Palmas (3)</i>
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) <i>Newport/Irvine (1)</i> Alumni Discussion Forum (FO) <i>Pacific Beach (2)</i> Fundraising: From Corporate Sponsorships to Merchandise Sales (FO) <i>Soledad Ballroom (1)</i> Living a Life of Integrity (PD) <i>Santa Clara (3)</i> Leadership vs. Management (PD) <i>Los Angeles/Rancho Las Palmas (3)</i>
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> <i>Bay Area-Pacific Beach (2)</i> <i>Desert Mountain-Los Angeles/Rancho Las Palmas (3)</i> <i>Pacific Northwest-Soledad Ballroom (1)</i> <i>Pacific Coast-Grand La Jolla Ballroom (2)</i> <i>Rocky Mountain-Santa Clara (3)</i> <i>Sierra Nevada-Soledad Ballroom (1)</i> <i>South Pacific-Newport/Irvine (1)</i>
7:00 p.m.-7:30 p.m.	Networking Reception with cash bar (Dinner Seating opens at 7:15) <i>Grand La Jolla Foyer (2)</i>
7:30 p.m.-9:30 p.m.	Dinner & Awards Program <i>Grand La Jolla Ballroom (2)</i> <i>-Recognizing Regional and Provincial Collegians of the Year</i> <i>-Distinguished Service Awards</i> <i>-Leadership Foundation Recognition</i> <i>-Pearl & Ruby Badge Raffle</i>
9:30 p.m.-1:00 a.m.	DJ Entertainment and photo booth to follow program until 1:00 a.m. <i>La Jolla Social (1)</i>

SUNDAY, MARCH 4

Early	Breakfast on your own	
8:00 a.m.-8:30 a.m.	Provincial Council Delegate Check-in	<i>La Jolla Salon FGH (2)</i>
8:30 a.m.-Noon	Western Provincial Council Meeting – All delegates should attend	<i>La Jolla Salon FGH (2)</i>

SAVE THE DATE

November 2-3, 2018

Join us for the 2018 Albuquerque LEAD School
Register today at dsp.org/LEAD



How to Create Your Own Luck *with Antonio Neves*

If you want to know where you're heading, all you have to do is review what you did yesterday. If you excelled yesterday, fantastic. If not, starting today, you can positively turn things around and get on the right track to achieving success. As the Spanish proverb says, tomorrow is often the busiest day of the week. This is true for most people. A series of missed opportunities and closed doors. In this keynote, nationally recognized speaker Antonio Neves breaks down three critical steps you can take to *create your own luck* in your life and career. Backed by research, this talk helps audiences understand how to avoid mediocrity and instead set themselves for epic success. Attendees are empowered with clear action steps to take that will prepare them to stand out, deliver measurable results and be associated with greatness.



Antonio Neves is a nationally recognized keynote speaker who has delivered hundreds of speeches at corporate events, trade association conferences and colleges. His cutting-edge message focuses on leadership, workplace engagement and team building.

An author and award-winning journalist, Antonio penned *50 Ways To Excel In Your First Job (And In Life)* and his business writing regularly appears in top outlets including Inc.com and Entrepreneur.com.

During his 10+ year television career, Antonio served as a correspondent, host and reporter for top networks including NBC, PBS and BET. Antonio began his career co-hosting Nickelodeon's hit show, *U-Pick Live*.

A former NCAA Division I student-athlete, Antonio is author of the student-athlete best-seller, *Student Athlete 101*.

An Ivy League graduate, Antonio holds a bachelors degree from Western Michigan University and a Masters degree from Columbia University.

For more information visit www.theantonioneves.com.



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 I**10:00 a.m. – 11:00 a.m.****Resumes that Sell with Chuck Brown (CA)***Pacific Beach (2)*

Participants will:

- Gain successful elements of a resume that get noticed.
- Understand strategies for communicating experiences in resume format.
- Learn about the elements of a good cover letter and how to include references.

The Mentee Toolkit with Sean Woulfe (CA)*Newport/Irvine (1)*

Mentors are an undervalued and unused resource for many college students. Learn how to create strong relationships with new mentors and build better relationships with those already invested in you.

Officer Transition & Succession Planning with Jen Huynh (FO)*Santa Clara (3)*

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.

Managing Stress by Saying, “No!” with Tricia Smith (PD)*Soledad Ballroom (1)*

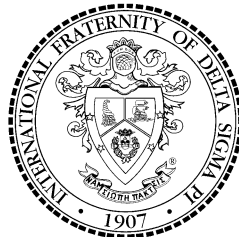
Participants will:

- 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”

You, Me and We: An Introduction to Cultural Diversity with Chloe Sension (PD) *Los Angeles/Rancho Las Palmas (3)*

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

**DON'T FORGET TO PARTICIPATE IN THE COMMUNITY SERVICE OPPORTUNITIES!**

MAKING A DIFFERENCE/HELPING OTHERS – Support Ronald McDonald House Charities and bring your pop tabs! RMHC collects aluminum pop tabs year-round, and the recycling of these tabs generates necessary income to allow them to continue to serve children and families. Drop them off at the Community Service table between 8:00 a.m. and 4:30 p.m. on Saturday.

CARDS FOR HUMANITY – Support American Red Cross disaster relief efforts by donating Target gift cards. To participate, collegiate members are asked donate a Target gift card in the amount of \$1 per brother in your chapter. Alumni chapters are asked to please donate at least a \$25 gift card. Drop them off between 8:00 a.m.-3:00 p.m. on Saturday.

COIN DROP CONTEST – Join us for a coin drop contest benefiting the Delta Sigma Pi Leadership Foundation. Coins give you points, and bills take away points! A donation to the Leadership Foundation will be made on behalf of the winning chapter. Contest from 8:00 a.m.-4:30 p.m. on Saturday.

BREAKOUT SESSIONS II**11:15 a.m. – 12:15 p.m.****Mentoring: Getting the Support You Need for Success with Enterprise Careers (CA)** *Newport/Irvine (1)*

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 and Retention Discussion Forum with Dale Clark (FO) *Pacific Beach (2)*

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.

Ritual – Performing the Ceremonies! (Members Only) *Los Angeles/Rancho Las Palmas (3)*
with Claire Sammon Roberts (FO)

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.

Leaving Legacies: How to Build Repeatable Chapter Events with Kiaya Sabolovic (FO) *Santa Clara (3)*

How can you leave a lasting impact on your chapter? Join us for an interactive discussion about how creating high-value, recurring events is the best way to leave your legacy.

- Strengthen your chapter's reputation on campus
- Reduce the time and energy brothers spend planning events
- Take home best practices, templates and fresh ideas

How to Be Less Awkward and Communicate Like a Pro with Antonio Neves (PD) *Soledad Ballroom (1)*

Great communicators are charismatic, confident and believable. Poor communicators are awkward and forgettable. Communicating with confidence will propel your college experience, career and life in unimaginable ways. It will make you a better leader, it will help you form deeper relationships and it will help you build trust in your community. If your chapter or organization believes in you, you can better recruit and spread your message. If fellow students believe in you, you can spark social change. If employers believe you, they will hire you. And if you believe in yourself, anything is possible. In this interactive program, former television personality (NBC, BET, Nickelodeon, E!) Antonio Neves helps attendees stop poor communication in its tracks.



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BREAKOUT SESSIONS III**1:45 p.m. – 2:45 p.m.****50 Ways to Excel in Your First Job and Life with Antonio Neves (CA)***Soledad Ballroom (1)*

The most powerful lessons that prepare young professionals for a successful career simply aren't learned in the college classroom. Those nuggets of practical wisdom aren't just secrets to success on the job – they're also crucial to excelling in life. This talk supports recent college graduates and young professionals in getting the most out of their first "real world" job and internships by teaching them those critical lessons that are essential to making their mark on the world. These lessons include soft skills development, creative thinking and problem solving, relationship building and leadership.

How to Win at College with Nick Rizzi (CA)*Newport/Irvine (1)*

College can be overwhelming for many reasons. New experiences to be had while growing into adulthood can be difficult to balance. This session will help you with tools you need to navigate a successful college lifestyle including time management techniques, work-life balance importance, the impact of mentorship, and the value of extracurricular activities so that you can be ready to tackle the challenge and feel a little more prepared to do so.

Risk: Manage It, Avoid It! with Kelly Rabin (FO)*Pacific Beach (2)*

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.

The Pledge Program: Building the Best Deltasigs from the Beginning with Patrick Bonfrisco (FO)*Santa Clara (3)*

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

That Winning Application – How Best to Apply for Scholarships with Tim Beasley (PD)*Los Angeles/Rancho Las Palmas (3)*

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

Got 3 Minutes?

Please take the online survey to give us your feedback on the Western 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)***Newport/Irvine (1)*

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.

Alumni Discussion Forum with Nick Rizzi (FO)*Pacific Beach (2)***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.

Fundraising: From Corporate Sponsorships to Merchandise Sales with David Pratt, Reena Puri and Bre Hushaw (FO)*Soledad Ballroom (1)*

Learn from Reena Puri from the Gamma Psi Chapter about corporate sponsorships - how to get them, what to ask for, and how to make them work! Bre Hushaw from Zeta Omega will discuss how to create your own Deltasig merchandise for your chapter, how to sell this to other chapters, and how to make sure that you are working within the Fraternity's new merchandise policy!

Living a Life of Integrity with Joe Tacto and Jami Ball (PD)*Santa Clara (3)*

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 Carley Haro (PD)*Los Angeles/Rancho Las Palmas (3)*

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



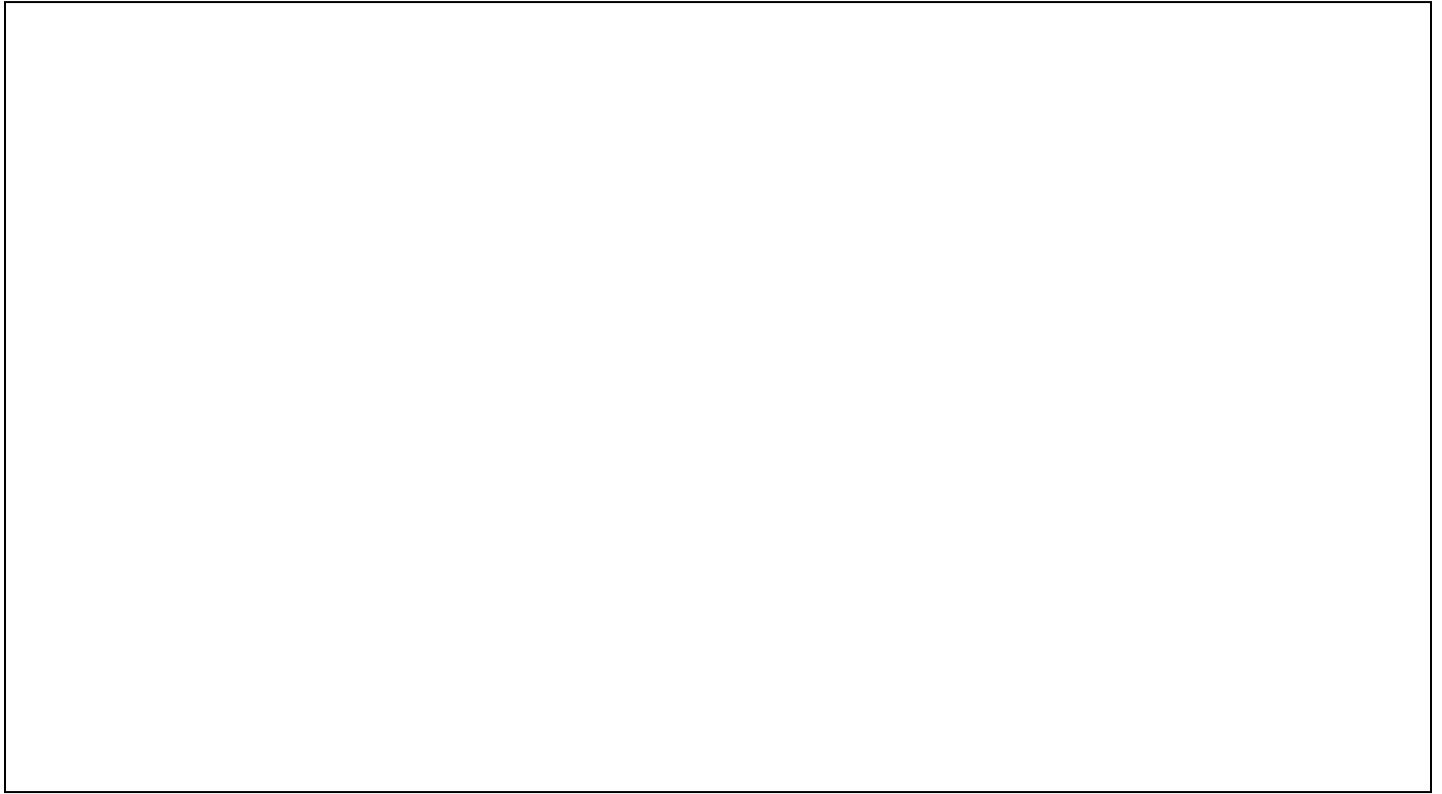
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People I met:

A large, empty rectangular box with a thin black border, intended for writing notes about people met.

Cool things I learned:

Seven horizontal black lines spaced evenly down the page, intended for writing notes about cool things learned.