



Delta Sigma Pi Fraternity
 Western LEAD Provincial Conference and
 Council Meeting – Denver
 February 28-March 1, 2020

FRIDAY, FEBRUARY 28

| | | |
|----------------------|--|-----------|
| 5:00 p.m.-8:30 p.m. | Check-in/Registration with Delta Sigma Pi | Lobby |
| 8:30 p.m.-9:00 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> | Lone Tree |
| 9:00 p.m.-12:00 a.m. | Kick-Off with DeMoine Adams Becoming an All-American <i>Networking Reception to follow</i> | Salon CD |



SATURDAY, FEBRUARY 29

| | | |
|-----------------------|---|---|
| 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, Fraternal Composite Service and other Delta Sigma Pi service and career partners. | Ballroom Foyer |
| 8:30 a.m.-9:45 a.m. | Welcome & Networking Challenge Your Routine: The Most Important Habits of Successful College Students <i>with Tim Augustine</i> <i>Keynote sponsored by Delta Sigma Pi Leadership Foundation</i> | Salon CD |
| 10:00 a.m.-11:00 a.m. | Breakout Sessions I <ul style="list-style-type: none"> ▪ Backpacks to Briefcase-College to Career Transition ▪ Brain Hack to Slay Your Task List ▪ H.E.R.O. Leadership ▪ Recruitment Boot Camp and Discussion Forum ▪ Trial or Not to Trial | Salon A Littleton A Salon B Littleton B Lone Tree |
| 11:15 a.m.-12:15 p.m. | Breakout Sessions II <ul style="list-style-type: none"> ▪ FUNdraising for Chapter Success ▪ Pledge Education Program – What's New? ▪ Power of Positive Thinking ▪ Team Building Techniques that Work ▪ Zero to Hero | Littleton A Salon A Littleton B Lone Tree Salon B |
| 12:15 p.m. | Lunch and Networking (Meal Ticket Required) <i>Meal Served at 12:15 p.m. – Program at 12:50 p.m.</i> | Salon CD |



<Continued on Reverse>

| | |
|---------------------|--|
| 1:45 p.m.-2:45 p.m. | Breakout Sessions III <ul style="list-style-type: none"> ▪ History of Our Ritual (<i>Members Only</i>) <i>Littleton A</i> ▪ Leadership vs. Management <i>Littleton B</i> ▪ Leadership Through Empowerment <i>Salon A</i> ▪ That Winning Application-Applying for Scholarship and Leadership Opportunities <i>Lone Tree</i> ▪ What's on Your Bucket List? <i>Salon B</i> |
| 3:00 p.m.-4:00 p.m. | Breakout Sessions IV <ul style="list-style-type: none"> ▪ Chapter Officer Roundtables <i>Salon CD</i> ▪ How Hard Are You Knocking? Landing a Job in a Rebounding Economy <i>Salon B</i> ▪ Keeping Deltasigs Safe by Managing Risk <i>Littleton A</i> ▪ Raising Money & Selling for Millions <i>Salon A</i> ▪ You, Me and We: An Introduction to Cultural Diversity <i>Littleton B</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> Bay Area- <i>Salon A</i> <i>Desert Mountain-Salon B</i> Pacific Coast- <i>Salon CD</i> <i>Pacific Northwest-Littleton A</i> Rocky Mountain- <i>Littleton B</i> <i>Sierra Nevada-Salon A</i> South Pacific- <i>Lone Star</i> <i>Other Regions-Salon A</i> |
| 6:45 p.m.-7:30 p.m. | Networking Reception (Dinner Seating opens at 7:15 p.m.) <i>Ballroom Foyer</i> |
| 7:30 p.m.-1:00 a.m. | Dinner & Awards Program <i>Park Ridge Ballroom</i> <i>-Recognizing Regional and Provincial Collegians of the Year</i> <i>-Leadership Foundation Recognition</i> <i>-Alumni Service Recognition</i> <i>-Pearl & Ruby Badge Raffle</i> <i>-Entertainment to follow program until 1:00 a.m.</i> |

SUNDAY, MARCH 1

| | | |
|----------------------|--|------------------|
| Early | Breakfast on your own | |
| 8:00 a.m.-8:30 a.m. | Provincial Council Meeting Check-In | <i>Littleton</i> |
| 8:30 a.m.-12:00 p.m. | Provincial Council Meeting <i>All Delegates are required to attend</i> | <i>Littleton</i> |

Becoming an All-American with DeMoine Adams



In the game of life, one must have the capacity to be aware of, control, and express not only their IQ for success, but their EQ (emotional intelligence) in order to handle interpersonal relationships ethically. This session will teach you how to become an ALL-around winner in the classroom, outside the classroom, on social media, and with leadership in order to be successful in your career and the real world.

DeMoine Adams is a motivational speaker who inspires others to be greater, to be leaders, and to be winners in the game of life. DeMoine is originally from Pine Bluff, Arkansas and is a former University of Nebraska football player. He also spent time in the NFL with the Green Bay Packers, Tennessee Titans, and San Francisco 49ers. DeMoine received his bachelor's degree from the University of Nebraska in political science with minors in english, history, communications, ethnic studies and African studies. He went on to receive his master's degree in educational psychology and is currently pursuing his doctorate degree at the University of Nebraska.

DeMoine emphasizes in his talks the importance of having a Game Plan to be winners and leaders in life. He also works with the TeamMates Mentoring Program started by former Nebraska Head Coach Tom Osborne inspiring youth through mentoring. DeMoine's motto is: **"Once you see where you're going, then everything you do must correspond with where you're going."**

Challenge Your Routine: The Most Important Habits of Successful College Students with Tim Augustine

What is success? Getting an A in a difficult class, maintaining a 3.9 GPA, landing your first dream job, and/or earning \$500,000 a year by the time you are 30 years old? Do you ever wonder why getting ahead can sometimes seem like such a struggle? The truth is: If you want to be highly successful, you need to be highly disciplined. I've surveyed successful college students, various executives and entrepreneurs about the things they're doing every day which help them succeed. They typically credit simple daily routines which have been proven over time to give them an edge. It's a question of good habits: things you do on a regular basis that set you apart from the hordes of other, more scattered students. In the hopes of separating the average to the extraordinary, I have created this program.

We will explore:

- The fact: You spend one out of every 2 minutes doing something that you're not even aware of.
- Breaking bad habits, starting new ones and a plan to stay the course. The direct correlation between displeasure, benefits and consistency.
- The Top 10 most important habits of successful people.



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.

#DSPLEAD

SHARE WITH US



/DeltaSigmaPi



@DeltaSigmaPi



@DeltaSigmaPi



/company/delta-sigma-pi

BREAKOUT SESSIONS I

10:00 a.m. – 11:00 a.m.

Backpacks to Briefcases-College to Career Transition with Jaimee Barbuto of Enterprise Holdings *Salon A*

No more backpacks, sweatshirts and jeans. As you prepare to graduate and transition into the business world you need to understand that your life is going to be very different. There are things that can help or hurt you as you embark on your new career. This workshop will discuss time management, dress, grooming and professionalism. We will share career tips and discuss personal financial and share 11 things you didn't learn in college.

Brain Hacks to Slay Your Task List with Nick Rizzi *Littleton A*

It's important to create positive and effective habits from the beginning, so you can outperform your peers and "adult" more easily.

In this session you will walk away with brain hacks to:

- Have more energy
- Be the master of your day
- Save time for more fun
- Have more opportunities than you thought possible

H.E.R.O. Leadership with DeMoine Adams *Salon B*

Heroes give people in movies something to believe in, but H.E.R.O. leaders give people in real life the seeds of potential to believe in themselves. This session will encourage you to lead by serving and become a positive role model to make a positive difference at your school, in your community, and in the lives of others.

Recruitment Boot Camp and Discussion Forum with Carley Haro and Cristina Gao

Littleton B

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 Tim Beasley *Lone Tree*

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



BREAKOUT SESSIONS II

11:15 a.m. – 12:15 p.m.

FUNdraising for Chapter Success with Travis Brodbeck

Littleton A

Recognize the FUN in FUNdraising! Come share your successful ideas, learn great ideas from other chapters. Learn creative thinking techniques to help your chapter generate great new fundraising ideas. Most importantly, learn how to plan and implement a successful fundraising event.

Pledge Education Program – What’s New? with Lisa Brown and Jodi Schoh

Salon A

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 educator 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 Katrina Hizon

Littleton B

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

Team Building Techniques that Work with Claire Sammon Roberts

Lone Tree

Participants will:

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

Zero to Hero with Tim Augustine

Salon B

Do you have a business idea, company you want to grow or patent you want to take to market, but lack the funding to make it happen? Finding funding is stressful. Whether you're starting a business from square one or trying to find funds to push your startup forward, raising capital can be stressful and a full-time job. Startups and new businesses begin with so much hope, excitement and promise, but the search for capital can be a crushing responsibility that grounds the soaring excitement of starting your own company. The type of investor you approach will depend largely on where your idea/company is in its development. Self-funding (Country Club Raise), for instance, is the first step for most companies, followed by finding angel investors or venture capital firms to back larger funding rounds. In this session, Tim will present:

- The difference between the family/friend raise to bank loans, angel investors, venture capital and even crowdfunding.
- Required preparation expected by potential investors
- The importance of scalability...ability to increase profits without increasing costs
- Managing your expectations and market obstacles

SAVE THE DATE

November 6-7, 2020

Join us for the **Salt Lake City LEAD School!**

For more information visit dsp.org/LEAD



History of Our Ritual (*members only*) with Norm Kromberg

Littleton A

Delta Sigma Pi's Ritual has a rich and varied history. In many ways our Ritual has reflected the society around us and has evolved over the years to address societal and fraternal concerns. This session will take you on a journey to help you better understand the meaning behind some of our Ritual and the journey it has taken over the years.

Leadership vs. Management with Greg Howell

Littleton B

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.

Leadership Through Empowerment With Jaimee Burtrro of Enterprise Holdings

Salon A

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

That Winning Application – Applying for Scholarships and Leadership Opportunities with Tim Beasley and Patrick Bonfrisco

Lone Tree

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

What’s On Your Bucket List? with Tim Augustine

Salon B

“Every man dies – Not every man really lives.” ~ William Ross

My grandmother always said “The only people who fear death are those with regrets.” It took me years to finally figure out what she meant.

In this entertaining session, we will explore the process of developing your own bucket list, which is a list of all the goals you want to achieve, dreams you want to fulfill and life-experiences you desire to experience before you die or kick the bucket. Fly in a hot-air balloon, see the Northern lights, act in a film or watch the cherry blossoms in Japan. If you don't live your days by personal goals and plans, chances are you spend most of your time caught up in a flurry of daily activities. What comes to mind when you hear the questions “What do you wish you could do before you die?” or “What would you do if you had unlimited time, money and resources?” This session will uncover ways to:

- Start acting on your dreams and plan out the successful path towards these dreams
- Write it down and be reminded of the list all the time
- Share them with your family and friends to create accountability
- Face opportunities in a totally different manner
- Create the real-life experiences to tell your grandkids!

Chapter Officer Roundtables with Western Leadership Team*Salon CD*

This session is geared toward chapter and colony officers and those aspiring to those roles too. Gather with other chapters to discuss various topics related to the nationally-recognized officer positions. Share best practices and helpful ideas that you can take back to your chapter. This is a great opportunity to ask questions and have a dialogue with your peers.

How Hard Are You Knocking? Landing a Job in a Rebounding Economy with Tim Augustine*Salon B*

This powerful, interactive session 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 resume
- How to successfully negotiate a great starting salary

Keeping Deltasigs Safe by Managing Risk with Crystal Justice*Littleton A*

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.

Raising Money & Selling for Millions with Shane Mac*Salon A*

Join this Q&A session to learn why the business world has completely changed and to chat about tech startups. Shane is a best-selling author with his book *Stop with the BS*, a musician, and a tell-it-like-it-is entrepreneur. This will be a session unlike any others where you can ask questions you always wanted to ask about business, college, getting hired, or building a network in any industry when you don't have one.

You, Me and We: An Introduction to Cultural Diversity with Adrian Avalos*Littleton B*

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

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.



NOTES:

PEOPLE I MET: