



**Delta Sigma Pi Fraternity**  
 Western LEAD Provincial Conference and  
 Council Meeting – Irvine/Orange County, CA  
 February 15-17, 2019

**FRIDAY, FEBRUARY 15**

5:00 p.m.-8:30 p.m.	Check-in/Registration with Delta Sigma Pi	<i>Lobby</i>
8:00 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 Sunday's Provincial Council Meeting.</i>	<i>Monarch 1-2</i>
9:00 p.m.-12:00 a.m.	<b>Game On!</b> Games, fun and networking	<i>Crystal Ballroom</i>

**SATURDAY, FEBRUARY 16**

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>	<i>Crystal Foyer</i>
8:00 a.m.-5:00 p.m.	Visit Leadership Foundation, community service, chapter sales; Fraternal Composite Service and other Delta Sigma Pi and career partners including OneMain Financial and the GMAT.	<i>Crystal Foyer</i>
8:30 a.m.-10:00 a.m.	<b>Welcome &amp; Networking</b> Getting What You REALLY Want – Leveraging the Law of Attraction <i>with Adam Carroll</i> <i>Keynote sponsored by Delta Sigma Pi Leadership Foundation</i>	<i>Crystal Ballroom</i>
10:15 a.m.-11:15 a.m.	<b>Breakout Sessions I</b> <ul style="list-style-type: none"> <li>▪ Flip or Flop – Career Under Construction</li> <li>▪ Mind Over Money – How Mastering Your Money Mindset Will Lead to You Living a Life You Truly Love</li> <li>▪ Recruitment Boot Camp</li> <li>▪ The Art of Millennial Networking</li> <li>▪ Trial or Not to Trial</li> </ul>	<div style="text-align: center;"></div> <i>Monarch 3-4</i> <i>Monarch 1-2</i> <i>Catalina</i> <i>Irvine 2</i> <i>Irvine 1</i>
11:30 a.m.-12:30 p.m.	<b>Breakout Sessions II</b> <ul style="list-style-type: none"> <li>▪ Alumni Forum: Stages of Alumni Life – Embracing the Generational Diversity</li> <li>▪ Member Education 2.0: Embracing the Intent of Modern Day Pledge Education</li> <li>▪ More Than Just a Set of Rules</li> <li>▪ The Money Savvy Student</li> <li>▪ Understanding and Maximizing Your Leadership Style</li> </ul>	<i>Monarch 3-4</i> <i>Catalina</i> <i>Irvine 1</i> <i>Monarch 1-2</i> <i>Irvine 2</i>
12:30 p.m.	<b>Lunch and Networking</b> (Meal Ticket Required) <i>Meal Served at 12:30 p.m. – Program at 1:15 p.m.</i>	<i>Crystal Ballroom</i>

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## BREAKOUT SESSIONS I

10:15 a.m. – 11:15 a.m.

### Flip or Flop – Career Under Construction with OneMain Financial

Monarch 3-4

*The best project you will ever work on is you!*

This session is geared towards alumni and is focused on things to know when looking for a career change. Thinking about changing your career? What are you passionate about? When I am happiest, I am doing \_\_\_\_\_? What kind of work do you feel matters most? Does what you have to give align with what you want to do? How well do you manage change?

### Mind Over Money – How Mastering Your Money Mindset Will Lead to You Living a Life

Monarch 1-2

#### You Truly Love with Nicholas Der

What would your life look like if you had peace of mind, control and freedom around your money? What could your life then really be about? Mind Over Money is led by Nicholas Der, *Santa Clara (CA)*, a millennial business entrepreneur who coaches Olympic athletes, A-list celebrities, and recent college graduates about the importance of transforming their relationship to money. As a transformation finance coach who has delivered a TedX talk on "Meditation and Neuroscience", Nicholas goes deep in this session to create the mindset shift required to live a life you truly love and how to have money work for you.

### Recruitment Boot Camp with Cristina Gao, Shaya Mellin and Jen Lee

Catalina

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

### The Art of Millennial Networking with Nick Rizzi

Irvine 2

When it comes to networking, there is always more to learn. People often try to grow their business card pile instead of their relationships with others. In this session, participants will be shown why someone with a LinkedIn Network of 200 may be more valuable than 500+ connections. This session goes into detail on cultivating relationships, providing value, and creating a network while you're in college that will result in multiple job offers upon graduation; even some you may have never expected!

### Trial or Not to Trial with Travis Brodbeck

Irvine 1

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

October 25-26, 2019

Join us for the **Portland (OR) LEAD School!**

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



## BREAKOUT SESSIONS II

11:30 a.m. – 12:30 p.m.

### **Alumni Forum: Stages of Alumni Life – Embracing the Generational Diversity with Nick Rizzi and Mark Roberts**

*Monarch 3-4*

Participants will discuss:

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

### **Member Education 2.0: Embracing the Intent of Modern Day Pledge Education with Erica Kolsrud and Austin Welch**

*Catalina*

Participants will:

- Learn more about pledge risks
- Prepare for major future changes in our pledge program
- 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 Chuck Brown and Grand President Tricia Smith**

*Irvine 1*

Participants will:

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

### **The Money Savvy Student with Adam Carroll**

*Monarch 1-2*

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.

### **Understanding and Maximizing Your Leadership Style with Samantha Clark**

*Irvine 2*

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****2:00 p.m. – 3:00 p.m.****99 Problems But Risk Ain't One: Managing Risk in Your Life & Business with OneMain Financial***Monarch 3-4*

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.

**Introduction to Structured Brainstorming with Lisa Brown***Irvine 1*

Turn your ideas into results: Is your chapter doing the same old-same old events? Are you looking for new ideas to spice up your activities? Want strategies to get all chapter members to participate in brainstorming? Come to this session to learn best practices on structured brainstorming and tactics that can drive out the best ideas.

**Living the Money Savvy Habits with Adam Carroll***Monarch 1-2*

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.

**Managing Stress by Saying, "No!" with Lindsee Rodrigues***Catalina*

Participants will:

- Learn how to avoid personal over-commitment
- Recommit to following through on their leadership and task commitments
- Understand that it is okay to occasionally say "no"
- Share and gain ways to assertively and professionally say "no"

**Mentoring: Getting the Support You Need for Success with Enterprise***Irvine 2*

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.

**#DSPLEAD****SHARE WITH US****/DeltaSigmaPi****@DeltaSigmaPi****@DeltaSigmaPi****/company/delta-sigma-pi**

## BREAKOUT SESSIONS IV

3:15 p.m. – 4:15 p.m.

### **Business with Consistency, Efficiency and Fairness – A Robert’s Rules Primer** with John Basmajian and Erica Kolsrud

*Irvine 1*

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.

### **History of Our Ritual (Members Only) with Claire Roberts**

*Catalina*

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.

### **Recognizing Excellence with Tim Beasley**

*Irvine 2*

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

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.

### **Social Capital with Adam Carroll**

*Monarch 1-2*

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!

### **Winning Interview Strategies – A How-to Guide to Getting Through Your Biggest Sale – Yourself** with Enterprise

*Monarch 3-4*

A successful interview begins long before you ever get into an office with someone and goes well beyond when you walk out of it. What you do from preparing for, to closing, the interview will have much to do with your success as the interview itself. You can never be too prepared or too good at interviewing. Let the nation’s largest recruiter of college grads guide you through the sales process for selling yourself, including interviewing tips, effective communication and the proper etiquette –and, most importantly, help you to “Get the job you want!”



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

### **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.

