



Delta Sigma Pi Fraternity

Albuquerque LEAD School

November 2-3, 2018

FRIDAY, NOVEMBER 2

5:00 p.m.-8:00 p.m.	Check-in/Registration with Delta Sigma Pi	Lobby
9:00 p.m.-12:00 a.m.	Game On! Fun, games and networking	Roxy

SATURDAY, NOVEMBER 3

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>	Galleria Foyer
8:00 a.m.-5:30 p.m.	Visit Leadership Foundation, community service, chapter sales, Fraternal Composite Service and other Delta Sigma Pi service and career partners including OneMain Financial.	Galleria Foyer
8:30 a.m.-9:30 a.m.	Welcome & Networking Ignite Your Future <i>with Brad Killmeyer</i> Keynote sponsored by Delta Sigma Pi Leadership Foundation	Grand Ballroom
9:45 a.m.-10:45 a.m.	Breakout Sessions I <ul style="list-style-type: none"> ▪ Delta Sigma Pi's Ritual – Performing the Ceremonies <i>(Members Only)</i> ▪ Leadership Styles – What Type of Leader Are You? ▪ Recruiting with a Marketing Approach ▪ You Better Check Yourself Before You Wreck Yourself 	Roxy Sonata Ivory Ambassador
11:00 a.m.-12:00 p.m.	Breakout Sessions II <ul style="list-style-type: none"> ▪ Achieving Change ▪ Effective Transitions and Goal Setting ▪ How to Get Hired Using LinkedIn ▪ Member Education: Today, Tomorrow, Always 	Ivory Roxy Ambassador Sonata
12:00 p.m.	Lunch – <i>Network by meeting someone new!</i> (Meal Ticket Required) Program begins at 12:45 p.m.	Grand Ballroom



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1:30 p.m.-2:00 p.m.	Regional Awards & Recognition Bay Area- <i>Ivory</i> Desert Mountain- <i>Grand Ballroom</i> Pacific Coast- <i>Sonata</i> Pacific Northwest- <i>ABQ Boardroom</i> Rocky Mountain- <i>Roxy</i> Sierra Nevada- <i>Serenade</i> South Pacific- <i>Ambassador</i>
2:15 p.m.-3:15 p.m.	Breakout Sessions III <ul style="list-style-type: none"> ▪ Alumni Forum: Engaging and Retaining Alumni Involvement <i>Ivory</i> ▪ Living a Life of Integrity <i>Sonata</i> ▪ Taking Care of Business: Effective Meetings <i>Roxy</i> ▪ Write to Dream <i>Ambassador</i>
3:30 p.m.-4:30 p.m.	Breakout Sessions IV <ul style="list-style-type: none"> ▪ Chapter Officer Roundtables <i>Grand Ballroom</i> ▪ Failure Forward <i>Ambassador</i> ▪ Leadership Through Empowerment <i>Roxy</i> ▪ Risk Management – “That Won’t Happen to My Chapter!” <i>Ivory</i>
4:45 p.m.-5:30 p.m.	The Grand Finale! <i>Grand Ballroom</i> Provincial and National Awards and Recognition
Evening – Late	Networking in Albuquerque

Keynote: Ignite Your Future with Brad Killmeyer, Formulate Your Future, LLC.



We have tremendously talented, creative and intelligent students. The tragedy is that so many of them do not know how to utilize their potential. Students may technically graduate, but they are leaving college feeling lost, frustrated or floating rather than moving ahead with purpose.

The main reason students never reach their full potential is because they do not have a system for establishing, pursuing and achieving goals. They typically have no plan or vision for their future and they do not embrace their natural talents.

Brad will demonstrate how to take the overwhelming task of planning for the future and make it simple. He will share his step-by-step process on how to set and achieve goals.

Brad Killmeyer is a professional speaker, author and owner of *Formulate Your Future*. His mission is to help students create the life they want! He does this by teaching students business, leadership and life skills. He appeals to a full range of student backgrounds, academic levels and interests. Brad has been a keynote speaker at high schools and colleges across the country.

Brad’s standout quality as a speaker is his relatability. Students connect with his humor, positive attitude and appreciate how his life stories are related to their own. Following events, students enthusiastically stay engaged with Brad on his live educational shows. Brad is the host of *Formulate Your Future*, a program that teaches students new skills, provides consistent encouragement and gives ongoing support.

Personally, Brad married Nicole Morrow in 2016. Together they participate in various education related events. In the community, Brad participates in the Big Brother Big Sister program, serves as a mentor to several student run businesses, and is an active member of Rotary.

BREAKOUT SESSIONS I

9:45 a.m. – 10:45 a.m.

Delta Sigma Pi's Ritual – Performing the Ceremonies (*Members Only*) with Onuka Ibe

Roxy

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.

Leadership Styles – What Type of Leader Are You? with David Pratt

Sonata

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.

Recruiting with a Marketing Approach with Cristina Gao, Theresa Ramirez and Jen Lee

Ivory

Participants will:

- Review and discuss the foundations of marketing
- Learn how to utilize those principles for recruitment success
- Receive recruitment tidbits and ideas

You Better Check Yourself Before You Wreck Yourself with OneMain Financial

Ambassador

Relationship building. It's not all about you!

- Why "leave it at the door" is an enemy to successful business
- Understanding the relationship between business and the human element
- All relationships matter, understanding how to manage from the top down
- Why you don't need permission or authority to make this real in any company or context
- How this is the keystone for defining your leadership legacy
- How you treat others, how they respond to you
- Who you lead today could be your boss tomorrow



BREAKOUT SESSIONS II

11:00 a.m. – 12:00 p.m.

Achieving Change with Olivia Malice

Ivory

“Change is not always better, but if you want to be better, you have to change.” That anonymous quote hits the nail on the head as to why this session is so important for success in today’s rapidly changing world. In this interactive session, we’ll look at how you personally approach change, how to encourage your members to embrace change, and how you can be in the driver’s seat of change initiatives when they cross your path.

Effective Transitions and Goal Setting with Austin Welch and Erica Kolsrud

Roxy

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.

How to Get Hired Using LinkedIn with Brad Killmeyer

Ambassador

You will learn how to use LinkedIn to significantly increase the chances of finding internships and getting hired. You will be given simple steps to dramatically improve your LinkedIn profile. These updates can be made instantly during the workshop with the use of a cell phone. Strategies will be introduced and implemented to target, approach and follow up with other professionals on LinkedIn. Each attendee will leave with an improved LinkedIn profile, new connections, and be closer to getting hired.

Member Education: Today, Tomorrow, Always with Patrick Bonfrisco

Sonata

Participants will:

- Realize your current level of Fraternity knowledge regardless of prior experience
- Identify past experiences that enhance your knowledge level
- Maximize knowledge factors that allow members to help each other
- Identify resources for regular updates to motivate you and others around you

SAVE THE DATE

February 15-17, 2019

Join us for the

2019 Western LEAD Provincial Conference
and Council Meeting in Irvine/Orange County

Register today at dsp.org/LEAD



BREAKOUT SESSIONS III

2:15 p.m. – 3:15 p.m.

Alumni Forum: Engaging and Retaining Alumni Involvement with Nick Rizzi

Ivory

Gather with other alumni, representing a number of alumni chapters, to discuss best practices for engaging and retaining alumni and how to keep Deltasigs involved after the collegiate experience.

Living a Life of Integrity with Lisa Brown

Sonata

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

Taking Care of Business: Effective Meetings with Tim Beasley

Roxy

Participants will:

- Understand the importance of planning before running meetings
- Discuss the role of the leader and the role of meetings in business
- Understand the importance of running effective meetings
- Be empowered to run effective meetings, delegate effectively, and ensure thorough meeting minutes

Write to Dream with Brad Killmeyer

Ambassador

“Write to Dream” is for dreamers, high achievers, and for people that are looking for a change. This is not simply about recording the day’s events, but providing you with an easy to follow routine which lays the foundation for your success.

“In the end, you will not get a grade, you will get results.” – Brad Killmeyer



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BREAKOUT SESSIONS IV

3:30 p.m. – 4:30 p.m.

Chapter Officer Roundtables with Western Province Leadership Team (RVPs & Provincial Chairs)

Grand Ballroom

This session is geared towards 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.

Failure Forward with Brad Killmeyer

Ambassador

We all experience failure on a regular basis. The difference between typical and exceptional leadership is what happens after failure occurs. Do you shut down and quit? Or are you determined to succeed? In this workshop, you will gain confidence, learn from mistakes and discover how to use failure to your advantage. Join this interactive session and you will learn to get out of your comfort zone, take more educated risks and grow as a leader!

Leadership Through Empowerment with Enterprise

Roxy

The key to successful businesses or organization is having great leadership. Enterprise Rent-A-Car, recognized nationally for its Management Training Program, has become the industry leader through empowering its employees and developing great leaders.

Risk Management – “That Won’t Happen to My Chapter!” with Chuck Brown

Ivory

Risk management is not an afterthought, it is a practice – a commitment to keeping yourself and those around you safe. As brothers we have a commitment to each other. As a brotherhood, our actions need to reflect a desire to protect the Fraternity and its existence. In this session we will look at a few real life examples of what can occur when risk management is not practiced. Sadly, examples such as those provided occur every year and happen to those who never expect it. Perhaps this session will not eliminate the thought “That won’t happen to my chapter!,” but at least you will be better prepared to handle and address those difficult situations.

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Got 3 Minutes?

A short survey will be available after each session for session feedback. Additionally, you’ll receive an email from Survey Monkey a few days after the event for overall event feedback.

