



Delta Sigma Pi Fraternity

Cleveland LEAD School

October 26-27, 2018

FRIDAY, OCTOBER 26

5:00 p.m.-8:00 p.m.	Check-in/Registration with Delta Sigma Pi	Lobby
9:00 p.m.-12:30 a.m.	Game On! Networking and Games – Hosted by Cleveland-Akron Alumni Chapter	Petit Ballroom

SATURDAY, OCTOBER 27

7:30 a.m.-8:30 a.m.	Check-in/Registration with Delta Sigma Pi (if you checked in Friday, no need to check-in again)	Ballroom Foyer
7:30 a.m.-8:30 a.m.	Breakfast Complimentary breakfast for all attendees	Ballroom Foyer
8:00 a.m.-5:30 p.m.	Visit Leadership Foundation, community service, chapter sales, Fraternal Composite Service, Mecca Advertising Specialties and other Delta Sigma Pi service and career partners including Fund for American Studies, GEICO Careers, IES Abroad and OneMain Financial.	Ballroom Foyer
8:30 a.m.-9:30 a.m.	Welcome & Networking The Power of Social Styles: Respect Them Equally, Lead Them Differently with <i>Tim Augustine</i> Keynote sponsored by Delta Sigma Pi Leadership Foundation	Grand Ballroom
9:45 a.m.-10:45 a.m.	Breakout Sessions I	
	▪ Chapter Officer Roundtables – President, VPF, VPPE	Petit AB
	▪ Leadership Styles – What Type of Leader Are You?	Petit D
	▪ Living a Life of Integrity	Amphitheatre
	▪ Managing vs. Leading: How to Do Both Effectively	Petit C
11:00 a.m.-12:00 p.m.	Breakout Sessions II	
	▪ Achieving Change	Petit D
	▪ Chapter Officer Roundtables – VPAR, VPSA, Chancellor	Petit AB
	▪ Mentoring: Getting the Support You Need for Success	Petit C
12:00 p.m.	▪ Reinventing Yourself: Delta Sigma Pi Alumni Session	Amphitheatre
	▪ The Pledge Program: Building the Best Deltasigs from the Beginning	Petit D
12:00 p.m.	Lunch – Network by meeting someone new! (Meal Ticket Required) Program begins at 12:45 p.m.	Grand Ballroom
1:30 p.m.-2:00 p.m.	Regional Awards & Recognition	
	Capital-Petit AB	New England-Grand Ballroom
	East Central-Petit C	Niagara-Petit E
	Eastern-Petit D	Steel Valley-Amphitheatre
	Empire-Grand Ballroom	



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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>Petit E</i> ▪ Chapter Officer Roundtables – VPCO, VPPA, VPCS <i>Petit AB</i> ▪ Delta Sigma Pi’s Ritual – Performing the Ceremonies (<i>Members Only</i>) <i>Petit D</i> ▪ How Hard Are You Knocking? Landing a Job in a Rebounding Economy <i>Amphitheatre</i> ▪ Taking Care of Business: Effective Meetings <i>Petit C</i>
3:30 p.m.-4:30 p.m.	Breakout Sessions IV <ul style="list-style-type: none"> ▪ Chapter/Colony Officer Roundtables – All Colony officers, Senior VP <i>Petit AB</i> ▪ Failure to Launch <i>Amphitheatre</i> ▪ International Business Experiences & Distinction in the Global Marketplace <i>Petit D</i> ▪ Planning the Perfect Event <i>Petit C</i> ▪ Risk Management – “That Won’t Happen to My Chapter!” <i>Petit E</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 Cleveland

The Power of Social Styles: Respect Them Equally, Lead Them Differently
with Tim Augustine



If there’s one thing to take with you out into the “real world” post-college, it’s this — there will be people that you’ll work with that don’t communicate the same way you do. Some will appear disinterested in relationships, some will rush to judgment, some will promise the world and not deliver, and some just want you to include them. Respect each of them equally, even when they don’t deserve it. Lead them differently, because doing so will increase your (and their) personal effectiveness.

Most of us have social tendencies or ‘styles’ that can be broken into one of four categories: Drivers, Expressives, Amiables, and Analyticals. So it stands to reason that if you communicate with and lead other people from your style alone, you are, at best, 25% effective in your interactions.

Tim will explore the different social styles we all encounter and explore effective best practices from their own work of leading others. This is a fun, high-energy session that will include a few “ah ha” moments, a bit of moving and a lot of honest communication.

Tim Augustine, *Kent State*, 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.

BREAKOUT SESSIONS I

9:45 a.m. – 10:45 a.m.

Chapter Officer Roundtables – President, VPF, VPPE with Monica Monroe

Petit AB

This session is geared towards chapter Presidents, VP-Finance, VP-Pledge Education 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.

Leadership Styles – What Type of Leader Are You? with Patrick Bonfrisco

Petit D

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.

Living a Life of Integrity with Brian Tibbs

Amphitheatre

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

Managing vs. Leading: How to Do Both Effectively with OneMain Financial

Petit C

Are you the administrator or the innovator? Are you the one who asks "how and when" or do you ask "what and why"? When everything is on the line...do you want to do "things right" or "right things"? In today's workforce you have to be both a manager and a leader. The *Managing vs. Leading* session discusses both and will help you discover your perfect balance between the two.

Recruiting with a Marketing Approach with Travis Brodbeck

Petit E

Participants will:

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



BREAKOUT SESSIONS II

11:00 a.m. – 12:00 p.m.

Achieving Change with Ollie Moses

Petit D

“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.

Chapter Officer Roundtables – VPAR, VPSA, Chancellor with James Kuhn

Petit AB

This session is geared towards chapter VP-Alumni Relations, VP-Scholarship & Awards, Chancellors 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.

Mentoring: Getting the Support You Need for Success with Enterprise

Petit C

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.

Reinventing Yourself: Delta Sigma Pi Alumni Session with Tim Augustine

Amphitheatre

Are you feeling burned out, frustrated, unfulfilled... and ready for “something different” in your career? Feel like you’re at a fork in the road? Should you “settle” for your present work or carve out a new path? Most of us have felt this way at some point in our professional life. And, whether it’s the economy, our employer laying us off or our proactively leaving, the thought of reinventing ourselves can be both a daunting and confusing challenge. Based on Tim’s experience as a business owner and professional career coach, Tim will explore:

- The difference between reinventing and a mid-life crisis.
- The fear of the unknown versus growth opportunity.
- Determining that next step... a step outside your comfort zone?

The Pledge Program: Building the Best Deltasigs from the Beginning with Jen Huynh

Petit 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

SAVE THE DATE

February 8-10, 2019

Join us for the

2019 Northeastern LEAD Provincial Conference
and Council Meeting in Philadelphia

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 Monica Ramey

Petit E

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.

Chapter Officer Roundtables – VPCO, VPPA, VPCS with Dan DelPiano

Petit AB

This session is geared towards chapter VP-Chapter Operations, VP-Professional Activities, VP-Community Service 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.

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

Petit D

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.

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

Amphitheatre

This powerful, interactive seminar 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.

- Developing your personal job search strategy
- Leveraging your resources to uncover job opportunities
- Differentiating yourself during the interview
- Developing your unique targeted résumé
- How to successfully negotiate a great starting salary

Taking Care of Business: Effective Meetings with GEICO Careers

Petit C

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

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Got 3 Minutes?

Take the online survey to give us your feedback on the Cleveland LEAD School. You'll receive an email from Survey Monkey a few days after the event.



**Chapter/Colony Officer Roundtables – Senior VP, Colony Officers
with Sparky Graves and Charles Weening**

Petit AB

This session is geared towards Senior VP, all 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 to Launch with Tim Augustine

Amphitheatre

Instant gratification has taken on a whole new meaning: there's no reason to be uncomfortable in today's world, if you have the means. As we've become more comfortable with technology, our society has also shifted to the extreme of simply not wanting to be uncomfortable at all. Many of our parents wanted us to have "better lives than what they had." Parents hate to see their kids suffer. If you ask any parent's wish for their child, it's almost always "for my child to be happy." A growth in scheduled activities (dance, gymnastics, sports, clubs); parents get involved in academics (PTA to choosing particular teachers). Even social relationships involve parents. These things can be good, in moderation. But as a society, we've gone to the extreme. We have stopped learning how to solve problems and entertain ourselves because parents are quick to jump in and fix things. It's done out of love and with the best of intentions, but over time parents have gone from caring, to caretaking. In this controversial session, Tim will explore:

- The importance of failure and self-survival
- The four skills needed to face life independently
- Building a support system to live a happy life

International Business Experiences & Distinction in the Global Marketplace with IES Abroad

Petit D

This session will dissect career benefits of international business experiences. It will also inform attendees of ways that students can tell their global experience story to distinguish themselves in their professional lives. International experiences provide unparalleled cross-cultural understanding. But how are these experiences translating into distinction in the global marketplace? This presentation will explore career benefits of international experiences and provide tools for students to tell their story.

Planning the Perfect Event with Spencer Polsgrove

Petit C

You want to plan the perfect event for your chapter, your business or even for a personal function. This session will provide you with tips and tricks for event planning that are sure to save you from headaches later – everything from site selection, contracts, budgeting and program planning will be discussed. You'll also learn how to promote the event for successful attendance and be armed with techniques on how to handle the "unexpected".

Risk Management – "That Won't Happen to My Chapter!" with Grand President Tricia Smith

Petit E

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.

