



Delta Sigma Pi Fraternity
2019 Detroit LEAD School Agenda
 October 18-19, 2019

The sessions below focus on the following tracks:

Career/Professional (CA) Chapter Operations (CO) Leadership Development (LD) Personal Development (PD)

FRIDAY, OCTOBER 18

5:00 p.m.-8:00 p.m.	Check-in/Registration with Delta Sigma Pi	<i>Lobby</i>
8:00 p.m.-Midnight	Enjoy live music, networking and more! Live entertainment with band Midlife featuring Brother Tim Augustine	<i>Superior/Michigan</i>

SATURDAY, OCTOBER 19

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>Ballroom Foyer</i>
8:00 a.m.-5:00 p.m.	Visit Leadership Foundation, community service, professional development, chapter sales, Mecca Specialties, Fraternal Composite Service and Delta Sigma Pi career partners such as alliantgroup, GEICO Careers, and more.	<i>Ballroom Foyer</i>
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>Superior/Michigan</i>
10:00 a.m.-11:00 a.m.	Breakout Sessions I <ul style="list-style-type: none"> ▪ History of Our Ritual <i>(Members Only)</i> (CO) ▪ Navigating Difficult Conversations (LD) ▪ Owning Your Career Path (CA) ▪ Recruiting with a Marketing Approach (CO) 	<i>Greenfield Erie/Ontario Dearborn/Southfield Huron</i>
11:15 a.m.-12:15 p.m.	Breakout Sessions II <ul style="list-style-type: none"> ▪ Leadership Lingo (LD) ▪ Member Education 2.0: Embracing the Intent of Modern Day Pledge Education (CO) ▪ Translating Real-World College Experience (CA) ▪ Zero to Hero (PD) 	<i>Huron Erie/Ontario Dearborn/Southfield Greenfield</i>
12:15 p.m.	Lunch and Networking – <i>Network by meeting someone new!</i> Meal Served at 12:15 p.m. – Program at 1:00 p.m. (Meal Ticket Required)	<i>Superior/Michigan</i>

<Continued on Reverse>

1:45 p.m.-2:45 p.m.	Breakout Sessions III <ul style="list-style-type: none"> ▪ Alumni and Collegians – A Discussion About Staying Engaged and Deltasig for Life (CO) Erie/Ontario ▪ More Than Just a Set of Rules (CO) Huron ▪ Seven Habits of Highly Effective Leaders (LD) Dearborn/Southfield ▪ What’s On Your Bucket List? (PD) Greenfield
3:00 p.m.-4:00 p.m.	Breakout Sessions IV <ul style="list-style-type: none"> ▪ Business Ethics: Real World Applications – WWYD (CA) Dearborn/Southfield ▪ Chapter Officer Forum (CO) Huron ▪ Effective Transitions and Goal Setting (CO) Erie/Ontario ▪ How Hard Are You Knocking? Landing Your Dream Job or Internship (PD) Greenfield
4:15 p.m.-5:00 p.m.	Wrap It Up – Recognition & Raffles Superior/Michigan

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 two 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, Michigan 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**10:00 a.m. – 11:00 a.m.****History of Our Ritual (*Members Only*) with Norm Kromberg (CO)***Greenfield*

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.

Navigating Difficult Conversations with Nicole Orlando (LD)*Erie/Ontario*

Having that crucial conversation during difficult situations may seem troublesome. We may become argumentative, emotional, passively aggressive, or just avoid getting to the heart of the matter. Why do we have such difficulties? The primary reason for the worry is because the conversations and/or the relationship is important to us, and we do not know how the conversation will play out. We have fears and concerns that create our hesitation to have these crucial discussions. This session is designed to provide insights to help navigate through challenging conflict moments in organizations. Trust is the foundation of having that safe and collaborative conversation. Navigating crucial and difficult conversations is a part of leadership clarity.

Owning Your Career Path with Heather Green McLin (CA)*Dearborn/Southfield*

So many times, career development falls heavily on the individual. When you are just starting out in your career, you might envision someone guiding you through this. For many, that will not be the case. I have a simple framework to share so you can feel in control over your development. The framework is three phases:

1. Make a Plan
2. Raise Your Hand
3. Grow Your Assets

In this session, I will walk through a practical guide (including exercises / examples) of each phase. By the end you will understand the framework and will have actionable steps to take. Starting out early in your career with this framework will be a huge advantage. Often people realize this 10 – 15 years into their career! Most importantly, you will feel empowered to take ownership of your career trajectory.

Recruiting with a Marketing Approach with Jeff Winther (CO)*Huron*

Participants will:

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

SAVE THE DATE

February 21-23, 2020

Join us for the North Central LEAD Provincial Conference
and Council Meeting in Iowa City (Coralville)!

For more information visit dsp.org/LEAD



BREAKOUT SESSIONS II

11:15 a.m. – 12:15 p.m.

Leadership Lingo with Kathy Jahnke (LD)

Huron

This session will introduce you to the concept of leadership as a process. In addition to learning about different styles or approaches to leadership, this session will explore ways in which you can commit to developing your own leadership potential. This presentation will focus on the journey of leadership development that individuals can undertake and commit to for their whole life.

Member Education 2.0: Embracing the Intent of Modern Day Pledge Education with Jodi Schoh (CO)

Erie/Ontario

Participants will:

- Learn more about pledge risks
- Learn how to maintain QUALITY in pledging
- Gain a better grasp on what pledging really should be
- Embrace new opportunities for an improved pledging process

Translating Real-World College Experience with Justine Ramsey, GEICO Careers (CA)

Dearborn/Southfield

Join us to learn about how to translate your college experiences to your resume and stand out from the pack.

Zero to Hero with Tim Augustine (PD)

Greenfield

Do you have a business idea, a company you want to grow or patent that 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



Alumni and Collegians – A Discussion About Staying Engaged and Deltasig for Life with Gail Baumer (CO)

Erie/Ontario

Join this interactive discussion between collegians and alumni about how to keep alumni engaged. Whether staying involved at the collegiate chapter level as a mentor or speaker, joining an alumni chapter, continuing to attend and participate in national events, becoming a member of the national Deltasig volunteer leadership team or many other opportunities, let's discuss keeping alumni engaged and striving for "Deltasig for Life".

More Than Just a Set of Rules with Tricia Smith (CO)

Huron

Participants will:

- Be able to summarize Delta Sigma Pi's Risk Management Policy in your 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

Seven Habits of Highly Effective Leaders with Meagan Hagerty (LD)

Dearborn/Southfield

Attend this session to learn seven habits exhibited by top leaders and how to implement them in your own leadership style. Modeled from the book, "*The 7 Habits of Highly Effective People*," you will learn critical strategies for becoming a leader that will carry through your leadership in Delta Sigma Pi, other organizations, and also your career.

What's On Your Bucket List? with Tim Augustine (PD)

Greenfield

"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!

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

Business Ethics: Real World Applications – WWYD
with Bre Fassbende, Enterprise Holdings (CA)

Dearborn/Southfield

As you enter the business world, you have to determine the type of leader you want to be and you may witness unethical behavior by your co-workers or unethical business practices. This workshop discusses the effects of non-ethical behavior, their consequences and safeguards against it for corporations and for those employed by those companies.

Chapter Officer Forum with Jim Kuhn (CO)

Huron

Are you a chapter officer who is interested in learning more about what other chapters do to be successful? Are you a chapter officer who wants to share your best practices with others? If you answered yes to either of these questions, this is the session for you to both share and learn ideas to improve your chapter. This is a discussion-based session, so please come prepared to share your chapter's most successful events and programs, and ask questions of other officers.

Effective Transitions and Goal Setting with Dale Clark (CO)

Erie/Ontario

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 Hard Are You Knocking? Landing Your Dream Job or Internship with Tim Augustine (PD)

Greenfield

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.

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 résumé
- How to successfully negotiate a great starting salary

Got 3 Minutes?

Please take the online survey to give us your feedback on the Detroit LEAD School.



You'll receive an email from Survey Monkey early next week.