



Delta Sigma Pi Fraternity
2019 Lexington LEAD School Agenda
November 8-9, 2019

Meeting rooms are located on three levels – Lobby (L), Lower Level A (A) and Lower Level B (B)

The Sessions below focus on the following tracks:

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

FRIDAY, NOVEMBER 8

5:00 p.m.-8:00 p.m.	Check-in/Registration with Delta Sigma Pi	<i>Lobby (L)</i>
9:00 p.m.-Midnight	Networking and Games <i>Enjoy an evening of games, networking, food and fun!</i>	<i>Kentucky (A)</i>

SATURDAY, NOVEMBER 9

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>Patterson Ballroom (B)</i>
8:00 a.m.-5:00 p.m.	Visit Leadership Foundation, community service, chapter sales, Fraternal Composite Service and other Delta Sigma Pi career partners such as IES Abroad, and more.	<i>Patterson Ballroom (B)</i>
8:30 a.m.-9:45 a.m.	Welcome & Networking Formulate Your Future <i>with Brad Killmeyer</i> <i>Keynote sponsored by Delta Sigma Pi Leadership Foundation</i>	<i>Patterson Ballroom (B)</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) <i>Regency 3 (L)</i> ▪ International Experiences & Distinction in the Global Marketplace/ Preparing for the Global Workforce (CA) <i>Regency 1 (L)</i> ▪ Navigating Difficult Conversations (LD) <i>Regency 2 (L)</i> ▪ Recruiting with a Marketing Approach (CO) <i>Kentucky (A)</i> 	
11:15 a.m.-12:15 p.m.	Breakout Sessions II <ul style="list-style-type: none"> ▪ Backpacks to Briefcase – College to Career Transition (CA) <i>Regency 2 (L)</i> ▪ How to Make LinkedIn Work for YOU! (CA) <i>Regency 1 (L)</i> ▪ Member Education 2.0: Embracing the Intent of Modern Day Pledge Education (CO) <i>Regency 3 (L)</i> ▪ The Clock's Ticking –Time Management (PD) <i>Kentucky (A)</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>Patterson Ballroom (B)</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) Kentucky (A) ▪ Leadership Lingo (LD) Regency 3 (L) ▪ More Than Just a Set of Rules (CO) Regency 2 (L) ▪ Overcoming the Fear of Public Speaking (PD) Regency 1 (L)
3:00 p.m.-4:00 p.m.	Breakout Sessions IV <ul style="list-style-type: none"> ▪ Effective Transitions and Goal Setting (CO) Regency 3 (L) ▪ Entrepreneurship 101 (CA) Regency 1 (L) ▪ Thriving at Work (especially in the corporate world) (CA) Regency 2 (L) ▪ Trial or Not to Trial (CO) Kentucky (A)
4:15 p.m.-5:00 p.m.	Wrap It Up – Recognition & Raffles Patterson Ballroom (B)

FORMULATE YOUR FUTURE WITH BRAD KILLMEYER

“The Major Key to Your Better Future is You” – Jim Rohn

Students want to be successful, but are uncertain about the steps to take. They are afraid to fail, concerned about what others think of them and struggle with what decisions to make. If this behavior continues, the risk is that students won't take chances and miss out on exciting opportunities.

What students need to overcome these hurdles is real skills and strategies to advance their personal growth. They need to see somebody model the way and be inspired to take action.

In this keynote, Brad Killmeyer delivers a life-changing message about goal clarity, embracing change and personal accountability. These three critical lessons are why some people excel and others struggle. Students walk away knowing more about who they are, what they want and how to achieve their goals.

Learning Outcomes

- *The power of personal accountability*
- *How goal clarity increases performance which impacts your self-esteem*
- *Research-based strategies to successfully change your habits*



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**10:00 a.m. – 11:00 a.m.****History of Our Ritual (*Members Only*) with Mitch Simmons (CO)***Regency 3 (L)**Recommended for all brothers*

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.

International Experiences & Distinction in the Global Marketplace/Preparing for the Global Workforce with Rita Guzman, IES Abroad (CA)*Regency 1 (L)**Recommended for all attendees*

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 unpack career benefits of international experiences and provide tools for students to tell their story.

Navigating Difficult Conversations with Tiffany Landrum (LD)*Regency 2 (L)**Recommended for all attendees*

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.

Recruiting with a Marketing Approach with Jim Kuhn (CO)*Kentucky (A)**Recommended for VPPE, SVP and all members who have interest in strengthening their chapter*

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

January 31-February 2, 2020

Join us for the Southern LEAD Provincial Conference
and Council Meeting in Jacksonville!

For more information visit dsp.org/LEAD



BREAKOUT SESSIONS II

11:15 a.m. – 12:15 p.m.

Backpacks to Briefcase – College to Career Transition with Mike Hammond, Enterprise Holdings (CA) *Regency 2 (L)*
Recommended for all attendees

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 and grooming and professionalism. We will share career tips and discuss personal finance and share you with 11 things you didn't learn in college.

How to Make LinkedIn Work for YOU! with Brad Killmeyer (CA) *Regency 1 (L)*
Recommended for all attendees

LinkedIn has over 500 million users and is the best way to build and engage your professional network online.

Many people find networking to be an uncomfortable and intimidating process. People avoid making new connections, do not keep their profile updated and fail to showcase their talent. As a result, people miss out on the full benefits that LinkedIn offers.

In this session, you will learn how to use LinkedIn to discover who you are and what you want. You will see the benefits of having an active LinkedIn profile and learn how to make your account STAND OUT. Each person will leave knowing how to leverage LinkedIn to open new doors and exciting career opportunities.

Participants will:

- Use LinkedIn to figure out who you are and what you want
- Discover the benefits of using LinkedIn to build your professional network
- See how your LinkedIn profile is your "personal website"
- Learn how to make your account show up and stand out

Member Education 2.0: Embracing the Intent of Modern Day Pledge Education with Cody Kessler (CO) *Regency 3 (L)*

Recommended for VPPE, SVP and all members who have interest in the pledging process

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

The Clock's Ticking – Time Management with Andrew Bare (PD) *Kentucky (A)*
Recommended for all attendees

We're all guilty of saying "I don't have time to do..." or "if only there were more hours in the day". This session will provide you with solutions to help you manage your time in a more efficient way so that as the clock keeps ticking, you're getting everything accomplished that needs to be done. With professional, school, family and/or community commitments, time management is a must for everyone!



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

Kentucky (A)

Recommended for VPAR, those about to graduate and alumni

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".

Leadership Lingo with Weslie Clark (LD)

Regency 3 (L)

Recommended for all attendees

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.

More Than Just a Set of Rules with Meghan Hill (CO)

Regency 2 (L)

Recommended for President and ALL chapter officers and members

Participants will:

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

Overcome the Fear of Public Speaking with Brad Killmeyer (PD)

Regency 1 (L)

Recommended for all attendees

Mark Twain said, "There are only two types of speakers in the world. The nervous and liars."

According to many studies, public speaking is frequently a person's number one fear. People are afraid to be judged by others, scared to make a mistake and terrified that something will go wrong. Public speaking is a critical skill to learn and is needed now more than ever.

People who ignore the need to improve their communication skills are likely to lose out on opportunities, have difficulty working with others and struggle to communicate effectively.

In this session, learn strategies, tips and techniques to transform you into a more confident speaker. We will cover how to appropriately prepare to reduce anxiety, ways to engage the audience to make your message memorable and share how to use constructive criticism to your advantage.

These valuable lessons will also benefit you in a variety of everyday situations, including team meetings, relationships, interviews, negotiations, work and school.

Participants will:

- Discover strategies to reduce your anxiety and stage fright
- Learn how to engage the audience and make your message memorable
- Embrace constructive criticism and use it to your advantage
- Understand the cost of poor communication
- Gain confidence and become a better public speaker

Got 3 Minutes?

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

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



Effective Transitions and Goal Setting with Jim & Gayle Gerhardt (CO)

Regency 3 (L)

Recommended for all chapter officers

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

Entrepreneurship 101 with Brad Killmeyer (CA)

Regency 1 (L)

*Recommended for all attendees***Discover if you were meant to live the entrepreneurship lifestyle.**

Being your own boss, having a passion for your career and unlimited income potential is very appealing. However, there is a great deal of risk and uncertainty when starting a business. According to the Small Business Administration over 50% of startups fail within their first five years.

Brad started his professional career initially by working for others. In 2014, he decided to build his own business and created his company Formulate Your Future. Now, his professional speaking and coaching business positively impacts thousands of students and families each year.

In this session, Brad will share his unique story, tips for starting a business and answer questions about the differences between being an owner or an employee. Whether students decide to be an entrepreneur or chose another path, they will walk away with valuable lessons to help them achieve their future goals.

Participants will learn:

- How to start a business with limited resources
- Ways to identify opportunity in the marketplace
- The pros and cons of entrepreneurship
- Why everyone should have a mentor and how to find a great one
- Valuable life lessons driven by audience questions

Thriving at Work (especially in the corporate world) with Catrina Murray (CA)

Regency 2 (L)

Recommended for all collegians or recent grads

In this session, participants will be provided advice and tools for successfully navigating life in a business (especially a large company). Topics such as meetings, performance review cycles, managers, teams, reorganizations, mergers, acquisitions, and day-to-day operations will be discussed.

Trial or Not to Trial with Meghan Hill (CO)

Kentucky (A)

Recommended for President, VPCO, Chancellor and other interested officers/members

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

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