



**Delta Sigma Pi Fraternity**  
**2019 Syracuse LEAD School Agenda**  
**October 11-12, 2019**

**The sessions below focus on the following tracks:**

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

**FRIDAY, OCTOBER 11**

5:00 p.m.-8:00 p.m.	Check-in/Registration with Delta Sigma Pi	<i>Lobby</i>
9:00 p.m.-11:00 p.m.	Get to Know You! <i>Network with your Northeastern Leadership Team, National Board Members, chapters from all around and more! Enjoy food, networking and fun!</i>	<i>Champlain</i>

**SATURDAY, OCTOBER 12**

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, Fraternal Composite Service and Delta Sigma Pi career partners such as GEICO Careers and more.	<i>Ballroom Foyer</i>
8:30 a.m.-9:45 a.m.	<b>Welcome &amp; Networking</b> The Successful Career Launch <i>with Adam Carroll</i>	<i>Grand Ballroom</i>
10:00 a.m.-11:00 a.m.	<b>Breakout Sessions I</b> <ul style="list-style-type: none"> <li>▪ Being Rich with Social Capital (PD)</li> <li>▪ History of Our Ritual <i>(Members Only)</i> (CO)</li> <li>▪ The Clock's Ticking –Time Management (PD)</li> <li>▪ The Journey of Member Development – Recruiting the Pledge to Be Your Brother (CO)</li> </ul>	<i>Superior Adams Basin Bushnells Basin Champlain</i>
11:15 a.m.-12:15 p.m.	<b>Breakout Sessions II</b> <ul style="list-style-type: none"> <li>▪ Build A Bigger Life! (PD)</li> <li>▪ More Than Just a Set of Rules (CO)</li> <li>▪ Recruiting with a Marketing Approach (CO)</li> <li>▪ Translating Real-World College Experience (CA)</li> </ul>	<i>Superior Adams Basin Bushnells Basin Champlain</i>
12:15 p.m.	<b>Lunch and Networking</b> – <i>Network by meeting someone new!</i> Meal Served at 12:15 p.m. – Program at 1:00 p.m. (Meal Ticket Required)	<i>Grand Ballroom</i>

<Continued on Reverse>

1:45 p.m.-2:45 p.m.	<b>Breakout Sessions III</b> <ul style="list-style-type: none"> <li>▪ Alumni and Collegians – A Discussion About Staying Engaged and Deltasig for Life (CO) <span style="float: right;"><i>Adams Basin</i></span></li> <li>▪ Leadership Lingo (LD) <span style="float: right;"><i>Bushnells Basin</i></span></li> <li>▪ Mastery of Money for Students (PD) <span style="float: right;"><i>Superior</i></span></li> <li>▪ Navigating Through Difficult Conversations (LD) <span style="float: right;"><i>Champlain</i></span></li> </ul>
3:00 p.m.-4:00 p.m.	<b>Breakout Sessions IV</b> <ul style="list-style-type: none"> <li>▪ Accountability Over Discipline: How to Avoid Trials and How to Conduct Them (CO) <span style="float: right;"><i>Superior</i></span></li> <li>▪ Backpacks to Briefcase – College to Career Transition (CA) <span style="float: right;"><i>Champlain</i></span></li> <li>▪ Effective Transitions and Goal Setting (CO) <span style="float: right;"><i>Adams Basin</i></span></li> <li>▪ Where Do You Stand? Ethical Dilemmas (LD) <span style="float: right;"><i>Bushnells Basin</i></span></li> </ul>
4:15 p.m.-5:00 p.m.	<b>Wrap It Up – Recognition &amp; Raffles</b> <span style="float: right;"><i>Grand Ballroom</i></span> - Charter Presentation - Installation of new Regional Vice President

## The Successful Career Launch with Adam Carroll

*So you're about to graduate and it's time to step into the world of "professional work", but where is the manual for doing it successfully? In reality, there is no class for successfully launching your career, but there are concrete and definite steps you can take to make sure the leap from school to work is a positively impactful one. From what to ask, what to wear, what to read, and how to prep for the very first day, you'll learn how to launch your career that sets you up for the greatest upward mobility. Participants will take away:*

- *How to clarify expectations from your boss in the most impressive way*
- *What research to do prior to starting your first day of work*
- *THE book to scan prior to interacting with your co-workers*
- *How and when to ask for more responsibility and that coveted promotion*
- *What NOT to say in your first six months on the job*
- *Why having a killer LinkedIn profile is critical*
- *And much more!*



Adam Carroll, *Phoenix-Thunderbird*, has spent 15 years helping people do more with the money they make. He is an internationally recognized financial literacy expert, author of three Amazon best-sellers, a two-time TED talk speaker with nearly 4 million views on YouTube, and is the creator of the *Broke, Busted & Disgusted* documentary which aired on CNBC and is shown in hundreds of high schools and colleges across the country.

He is the host of the *Build A Bigger Life* podcast and the curator of **MasteryOfMoney.com**.

For more information visit **[www.AdamSpeaks.com](http://www.AdamSpeaks.com)**.

**BREAKOUT SESSIONS I****10:00 a.m. – 11:00 a.m.****Being Rich with Social Capital with Adam Carroll (PD)***Superior*

Most college students don't realize that their dream job is hidden somewhere in their own network and, with a little help, can be found prior to graduation. Adam's description of the new "social capital" movement will have students on the edge of their seats as they come to grips with what they've been missing all along. In this "everybody wins" environment, your campus will be buzzing with Super Connectors long after the program is done.

**History of Our Ritual (Members Only) with Rich Garber (CO)***Adams Basin*

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.

**The Clock's Ticking – Time Management with Spencer Polsgrove (PD)***Bushnells Basin*

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!

**The Journey of Member Development – Recruiting the Pledge to Be Your Brother with Tyler Havens (CO)***Champlain*

Membership development is not just the chapter's Pledge Education Program. Chapters should recruit students who will invest their time and talents beyond initiation. During this session, participants will:

- Review the requirements for eligibility and the Pledge Education Program to identify students who may be a "good fit" for their chapters
- Discuss techniques for attracting those who are deemed to be a "good fit" for the chapter
- Explore elements to cultivate a culture of further member development beyond the Pledge Education Program

# SAVE THE DATE

February 7-9, 2020

Join us for the Northeastern LEAD Provincial Conference  
and Council Meeting in Baltimore!

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



## BREAKOUT SESSIONS II

11:15 a.m. – 12:15 p.m.

### **Build A Bigger Life! with Adam Carroll (PD)**

*Superior*

In today's frenzied pace, our lives tend to be consumed with people, activities and things that don't always make our lives feel bigger, but much, much smaller. The life you most desire is within reach, but only if you dare to ask bigger questions, have bigger plans, and trust that you are the architect of your life starting today. This fast-paced, interactive session will have you laughing, learning, and yearning to make small but significant changes daily. It is said that those who desire an uncommonly BIGGER life, must come to the realization that they must approach life in an uncommonly BIG way. You'll take away connections, strategies, and a mindset for living a life you've always dreamed of.

### **More Than Just a Set of Rules with Charles Weening (CO)**

*Adams Basin*

Participants will:

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

### **Recruiting with a Marketing Approach with Nick Brown (CO)**

*Bushnells Basin*

Participants will:

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

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

*Champlain*

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



**Alumni and Collegians – A Discussion About Staying Engaged and Deltasig for Life  
with Monica Monroe (CO)**

*Adams Basin*

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 Jen Huynh (LD)**

*Bushnells Basin*

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.

**Mastery of Money for Students with Adam Carroll (PD)**

*Superior*

There is a game that we all play with money, and at any given point in time in our lives, we're either winning or losing. The problem is, most Americans were never taught the rules of how to play the game. Play by the rules, and it's entirely possible to be completely financially free by your early 30s. Make the rules up as you go and you're bound to be relying on someone else for your financial well-being well into old age. You CAN have everything you want in life.

**Navigating Difficult Conversations with Dan Collins and Rob Fosdick (LD)**

*Champlain*

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.

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**BREAKOUT SESSIONS IV****3:00 p.m. – 4:00 p.m.****Accountability Over Discipline: How to Avoid Trials and How to Conduct Them  
with Travis Brodbeck (CO)***Superior*

Attendees will learn about best practices to engage members and hold them accountable to their obligations of membership to avoid the necessity for trials. In addition, attendees will participate in a mock trial to learn how to conduct executive and chapter trials.

**Backpacks to Briefcase – College to Career Transition with Jody Giarrusso and  
Sam Lavoie, Enterprise Holdings (CA)***Champlain*

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 with you 11 things you didn't learn in college.

**Effective Transitions and Goal Setting with Kyra Cahill (CO)***Adams Basin*

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

**Where Do You Stand? Ethical Dilemmas with James Kuhn (LD)***Bushnells Basin*

Participants will:

- Learn the definition of ethics
- Be introduced to and discuss four theories of ethical decision-making
- Examine and discuss ethical practices and beliefs of participants

## Got 3 Minutes?

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

