



# Delta Sigma Pi Fraternity

## Cincinnati LEAD School

### October 13-14, 2017

The sessions below focus on the following tracks:

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

#### FRIDAY, OCTOBER 13

5:00 p.m. – 8:30 p.m.	Check-in/Registration with Delta Sigma Pi	Lobby
9:00 p.m. – 12:30 a.m.	GAME ON! DJ Entertainment, Networking and Games	West Chester Ballroom

#### SATURDAY, OCTOBER 14

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>	Lobby
8:00 a.m.-5:30 p.m.	Visit Leadership Foundation, community service, chapter sales, professional development, ExecSocks, Fraternal Composite Service, Mecca Specialties and other exhibits; as well as career partners including OneMain Financial	Atrium
8:30 a.m.-10:15 a.m.	<b>Welcome &amp; Networking</b> Getting What you REALLY Want- Leveraging the Law of Attraction <i>with Adam Carroll</i> How I Met Your Brother <i>with National Leadership Team</i>	West Chester Ballroom
10:30 a.m.-11:25 a.m.	<b>Breakout Sessions I</b> <ul style="list-style-type: none"> <li>▪ Networking with LinkedIn (CA)</li> <li>▪ Discussion Forum: Officer Transition and Succession Planning (CO)</li> <li>▪ Fundraising for Chapter Success (CO)</li> <li>▪ Calling All Dreamers (LD)</li> <li>▪ Conflict Management/Confrontation Skills (PD)</li> </ul>	West Chester III West Chester I/II West Chester V/VI West Chester IV Tri County Room
11:25 a.m.-11:45 a.m.	Meet Our Partners and National Leadership– Networking	Atrium
11:45 a.m.	<b>Lunch</b> – <i>Network by meeting someone new!</i> (Meal Ticket Required) Program begins at 12:45 p.m.	West Chester Ballroom

Select your seat by choosing the Fraternity Strategic Priority where you are most interested in sharing ideas.

West Chester I/II	West Chester III	West Chester IV	West Chester V/VI
<b>MEMBERSHIP GROWTH</b> Equip members to excel as ethical leaders on campus and in the community	<b>MEMBER EDUCATION</b> Attract and retain diverse students and community leaders	<b>MEMBERSHIP ENGAGEMENT</b> Provide members meaningful involvement opportunities at every stage in life	<b>ORGANIZATIONAL EXCELLENCE</b> Strengthen infrastructure to support strategic priorities



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<Continued on Reverse>

1:10 p.m.-1:40 p.m.	Meet Our Partners and National Leadership – Networking	<i>Atrium</i>
1:40 p.m.-2:35 p.m.	<b>Breakout Sessions II</b> <ul style="list-style-type: none"> <li>▪ HR Insider’s Perspective (CA) <span style="float: right;"><i>West Chester III</i></span></li> <li>▪ Social Capital (CA) <span style="float: right;"><i>West Chester IV</i></span></li> <li>▪ Recruiting with a Marketing Approach (CO) <span style="float: right;"><i>West Chester I/II</i></span></li> <li>▪ Ritual – The Right Way (<i>Members Only</i>) (CO) <span style="float: right;"><i>West Chester V/VI</i></span></li> <li>▪ Coaching and Mentoring Leaders (LD) <span style="float: right;"><i>Tri County Room</i></span></li> </ul>	
2:45 p.m.-3:40 p.m.	<b>Breakout Sessions III</b> <ul style="list-style-type: none"> <li>▪ Putting the ME in Resume: How to make your resume reflect you and stand out in an interview (CA) <span style="float: right;"><i>West Chester III</i></span></li> <li>▪ Risk Management – That Won’t Happen to My Chapter (CO) <span style="float: right;"><i>West Chester I/II</i></span></li> <li>▪ Discussion Forum: Hub and CMP (CO) <span style="float: right;"><i>West Chester V/VI</i></span></li> <li>▪ Power of Positive Thinking (PD) <span style="float: right;"><i>Tri County Room</i></span></li> <li>▪ Leading With Heart – How to Use Coaching as a Leadership Tool (PD) <span style="float: right;"><i>West Chester IV</i></span></li> </ul>	
3:50 p.m.-4:45 p.m.	<b>Breakout Sessions IV</b> <ul style="list-style-type: none"> <li>▪ Professionalism &amp; Business Etiquette – Entering the Real World (CA) <span style="float: right;"><i>West Chester III</i></span></li> <li>▪ Discussion Forum: The Pledge Program (CO) <span style="float: right;"><i>West Chester I/II</i></span></li> <li>▪ Discussion Forum: Building Alumni Relations (CO) <span style="float: right;"><i>West Chester V/VI</i></span></li> <li>▪ Where Do You Stand? Ethical Dilemmas (LD) <span style="float: right;"><i>Tri County Room</i></span></li> <li>▪ Living The Money Savvy Habits (PD) <span style="float: right;"><i>West Chester IV</i></span></li> </ul>	
5:00 p.m.-5:30 p.m.	<b>Wrap It Up!</b> Special Awards and Recognition, Giveaways Grand Officer Installation Ceremony <i>lead by Grand President Tricia Smith</i>	<i>West Chester Ballroom</i>
Evening – Late	Networking in Cincinnati area	

## **Getting What You REALLY Want – Leveraging the Law of Attraction *with Adam Carroll***

*One of the greatest laws in the world is the law of attraction and it’s continually in effect. Dubbed greater than the law of gravity, this unseen force is constantly changing the very fabric of your life, often simply through your thoughts. Learn what to focus on, how to focus on it, and why it’s so critical that you put your attention on what you most want and not what you don’t!*



Adam Carroll is an internationally recognized financial literacy expert, author of *Winning The Money Game*, a two-time TED talk speaker and founder of MoneySavvy.com. He is the creator of the *Broke, Busted & Disgusted* documentary which was featured on CNBC and Netflix in early 2017. Adam has presented at over 700 college and university campuses, hundreds of leadership symposiums, and countless local and regional events. Adam’s passion is helping people succeed faster by building a bigger life, not a bigger lifestyle.

For more information, visit <http://www.adamspeaks.com/>

**BREAKOUT SESSIONS I****10:30 a.m. – 11:25 a.m.****Social Networking and LinkedIn with Amanda Meeker (CA)***West Chester III*

As you transition from student to professional, how will you be perceived? Attend this session to learn how to manage your social media presence and maximize your online networking potential! This session will cover how to maximize your LinkedIn account and how to utilize Twitter and Facebook to your advantage.

**Discussion Forum: Officer Transition and Succession Planning with Jen Huynh (CO)***West Chester I/II*

The key to continued momentum from year to year in any organization is a successful officer transition. It is easy for organizations to skip or simply hand over the organization papers. This open discussion session will help you understand the importance of the transition time, and help you create a plan for your organization transition.

**Fundraising for Chapter Success with Jeff Briggs (CO)***West Chester V/VI*

Recognize the FUN in FUNd Raising! Come share your successful ideas, learn great ideas from other chapters. Learn creative thinking techniques to help your chapter generate great new fund raising ideas. Most importantly, learn how to plan and implement a successful fund raising event.

**Calling All Dreamers with Mary Miracle (LD)***West Chester IV*

If you have a dream, trying to figure out your dream or you want a framework to make your dream come true, join us for this workshop to help you turn your abstract dream into more concrete plans.

**Conflict Management/Confrontation Skills with Judith Briggs (PD)***Tri County Room*

Participants will:

- ◆ Learn how and why conflict occurs and why we are uncomfortable with it
- ◆ Learn new techniques to deal with conflict and confrontational situations
- ◆ Participate in brainstorm and role playing exercises to put new ideas and techniques to work

**SAVE THE DATE – February 9-11, 2018**

Northeastern LEAD Provincial Conference  
and Council Meeting  
Boston, MA

**BREAKOUT SESSIONS II****1:40 p.m. – 2:35 p.m.****HR Insider's Perspective with OneMain Financial (CA)***West Chester III*

The team at OneMain Financial has seen the good, the bad, and the ugly! Learn from those 'in the know' how to establish why they would want you on their team!

- ◆ What are common 'derailers' for success?
- ◆ What are things you know AND have been told you do really well?
- ◆ Practical ways to identify your strengths/weaknesses - be honest
- ◆ How to narrow your focus on what matters the most
- ◆ Diversity of focus is a recipe for mediocrity
- ◆ How to build your personal brand

**Social Capital with Adam Carroll (CA)***West Chester IV*

There is a currency in the world that is more valuable than gold or silver, more widely traded than commodities, and accessible to virtually anyone, anywhere, at any time. Social capital is the new currency that, when used properly, can launch businesses, land dream jobs, fund projects and open more doors than you can possibly imagine. You'll take away the tools and resources you should be using to leverage social capital to you and your network's greatest benefit!

**Recruiting with a Marketing Approach with Jason Ewing (CO)***West Chester I/II*

Participants will:

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

**Ritual – The Right Way (Members Only) with Rich Garber (CO)***West Chester V/VI*

Delta Sigma Pi's Ritual should be taken seriously. It is a time when members reaffirm their commitment to the Fraternity, and with initiation, it is a time for new brothers to learn more about the organization and history. This session will take you on a journey to help you better understand the meaning behind and how to perform our Fraternity's various ritual ceremonies.

**Coaching and Mentoring Leaders with Patrick Johnson (LD)***Tri County Room*

Participants will:

- ◆ Identify coaching and mentoring techniques
- ◆ Discuss how to identify potential future leaders
- ◆ Learn how to work with potential future leaders to achieve success



Delta Sigma Pi Leadership Foundation has **SCHOLARSHIP** opportunities for **YOU!!** Stop by the Leadership Foundation table today to learn more about the scholarships available!

**BREAKOUT SESSIONS III****2:45 p.m. – 3:40 p.m.****Putting the ME in Resume: How to make your resume reflect you and stand out in an interview with Enterprise (CA)***West Chester III*

Whether you're applying cold with a general resume or bringing it in with you for the final interview, your resume needs to capture your skills, abilities and personality. Many times it will be the first impression an employer will have of you and it needs to stand out. Attend this session to learn how to make your resume stand out and not get placed on the bottom of the pile. In addition to resume tips, this session will also discuss tricks to help you rock the interview and land that job!

**Risk Management – “That Won’t Happen to My Chapter!” with Dale Clark (CO)***West Chester I/II*

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.

**Discussion Forum: Hub and CMP with Jeremy Levine (CO)***West Chester V/VI*

Being a chapter officer isn’t always easy. Besides the many requirements of school, local chapter issues, and whatever else is happening in your life, you also have to play your part in completing the chapter’s CMP and other reporting requirements. This can seem daunting at times. In this session, we will discuss how to make the CMP and reporting requirements less daunting, and answer your questions about CMP, the Hub, and other online resources.

**Power of Positive Thinking with Corie Schilberg (PD)***Tri County Room*

Participants will:

- ◆ Define the concept of positive thinking
- ◆ Create strategies for developing or enhancing positive thinking
- ◆ Connect the power of positive thinking to other areas of personal development

**Leading With Heart – How to Use Coaching as a Leadership Tool with Adam Carroll (PD)***West Chester IV*

Great leaders today don’t worry about managing behavior or action as much as they worry about whether or not they have the hearts of their teams. Learn the framework used in some of the largest (and smallest) successful companies to engage and inspire teams to record productivity. Your idea of coaching may be challenged to the core AND you’ll leave with a set of questions that will clarify the vision of you and your teammates.



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**Got 3 Minutes?**

Take the online survey to give us your feedback on the Cincinnati LEAD School. You’ll receive an email from Survey Monkey early next week.



**BREAKOUT SESSIONS IV****3:50 p.m. – 4:45 p.m.****Professionalism & Business Etiquette – Entering the Real World with Enterprise (CA)** *West Chester III*

“Professional” is not a label you give yourself, it’s a description you hope others will apply to you. This workshop will share with you the things that can help you been seen by your managers and your peers as a true business professional. We will discuss the importance of first impressions, business etiquette with cell phones, emails, verbal and written communication and how you dress can impact the image that others have of you in the workplace.

**Discussion Forum: The Pledge Program with Dan DelPiano and Jackie Napalan (CO)** *West Chester I/II*

- ◆ Learn the most common mistakes with pledging and 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
- ◆ Share ideas among attendees about effective methods and techniques for successful pledge experiences

**Discussion Forum: Building Alumni Relations with Jim Gerhardt (CO)** *West Chester V/VI*

Gather with other alumni to discuss topics helpful to your alumni chapter or other alumni activities. Discuss how alumni can play an integral part of fulfilling the Fraternity’s Strategic Priorities.

**Where Do You Stand? Ethical Dilemmas with Larry Mroz (LD)** *Tri County Room*

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

**The Money Savvy Habits with Adam Carroll (PD)** *West Chester IV*

The most Money Savvy individuals live their lives by certain habits that, when applied to their finances, create greater freedom, flexibility, options and choices in all areas. By bringing the habits to the conscious level, you’ll experience an awakening to the power that you have over your life and your money.

