



Delta Sigma Pi Fraternity

2025 Kansas City LEAD School Agenda

November 7-8

The sessions below focus on the following tracks:

LD - Professional/Leadership Development OP - Fraternity/Chapter Operations

All meeting rooms are located on first (1), lobby level (2), and third (3) floor:

Pavilion (1), Ballroom Salon A-D (2), Salon E (2), Arkansas/Illinois (3), Iowa/Kansas (3)

FRIDAY, NOVEMBER 7		LOCATION
5:00 - 8:00 p.m.	Pre-registered Check-in Pre-Registration with Delta Sigma Pi Dinner on Your Own	<i>Main Lobby (2)</i>
8:30-11:00 p.m.	The Network Building Starter Kit - John Avocado <i>Join us tonight to gain quick, practical tips on how to introduce yourself, build rapport, and make memorable connections through interactive challenges focused on collaboration, communication, and leadership. You will leave connected, energized, and equipped with real-world networking skills to use throughout the weekend and beyond!</i> <i>(Refreshments Served)</i>	<i>Pavilion (1) – Access via outside</i>
SATURDAY, NOVEMBER 8		LOCATION
Early	Breakfast on your own	
8:00-9:00 a.m.	Pre-registered Check-in/Pre-Registration with Delta Sigma Pi <i>(if you checked in on Friday, no need to check-in again)</i>	<i>Ballroom Foyer (2)</i>
8:00 a.m.-5:00 p.m.	Visit Tables! Leadership Foundation, community service, merchandise sales, and Delta Sigma Pi career partners throughout the day.	<i>Ballroom Foyer (2)</i>
9:00-9:50 a.m.	Welcome & Networking Interactive Activities - Meet Others from your Region	<i>Ballroom Salon A-D (2)</i>
9:50-10:00 a.m.	Break	<i>Ballroom Foyer (2)</i>
10:00-10:50 a.m.	Breakout Sessions I ▪ Negotiation Mastery: Claim Your Value (LD) – Wade Weistreich ▪ Planning the Perfect Event (OP) – Jackie Soetmelk ▪ Using Data to Solve Problems & Make Decisions (LD) – Kris McDaniel	<i>Iowa/Kansas (3)</i> <i>Salon E (2)</i> <i>Arkansas/Illinois (3)</i>
10:50-11:00 a.m.	Break	<i>Ballroom Foyer (2)</i>

11:00 -11:50 a.m.	Breakout Sessions II ▪ Alumni Engagement (OP) – <i>Angie Schelp & Alpha Theta (Cincinnati) Chapter</i> ▪ Leadership Through Empowerment (LD) – <i>Kyle Kovach</i> ▪ Staying Curious Through Collaboration (LD) – <i>Matt Hudson</i>	<i>Salon E (2)</i> <i>Iowa/Kansas (3)</i> <i>Arkansas/Illinois (3)</i>
11:50 a.m.-12:00 p.m.	Break	<i>Ballroom Foyer (2)</i>
12:00 -1:20 p.m.	Lunch and Networking – <i>Network by meeting someone new!</i> Meal Served at 12:00 p.m. – Program at 12:45 p.m.	<i>Pavilion (1) – Access via outside</i>
1:20-1:30 p.m.	Break	<i>Ballroom Foyer (2)</i>
1:30-2:20 p.m.	Breakout Sessions III ▪ The Future of Chapter Success: Welcome to the Updated CMP and Hub (OP) – <i>Jasmin Flores</i> ▪ How to Lead: Delegation & Strategy Discussion Forum (LD) – <i>Michelle Marrs</i> ▪ Leading Through Change (LD) – <i>Katie Magoon</i>	<i>Arkansas/Illinois (3)</i> <i>Salon E (2)</i> <i>Iowa/Kansas (3)</i>
2:20-2:30 p.m.	Break	<i>Ballroom Foyer (2)</i>
2:30-3:20 p.m.	Breakout Sessions IV ▪ Investing 101: Get Started Today! – <i>Mark Wernette</i> ▪ Time & Organizational Management (LD) – <i>Megan Paul</i>	<i>Iowa/Kansas (3)</i> <i>Arkansas/Illinois (3)</i>
3:20-3:30 p.m.	Break <i>(Refreshments Served)</i>	<i>Ballroom Salon A-D (2)</i>
3:40-4:30 p.m.	Keynote Address: Leadership That Lasts: How to Inspire Unity, Retain Your Best People, and Build a Community That Thrives – <i>Jesse Cruz</i>	<i>Ballroom Salon A-D (2)</i>
4:30-5:00 p.m.	Wrap It Up – Recognition & Raffles	<i>Ballroom Salon A-D (2)</i>

~ EVENT LOCATION ~

Marriott Kansas City Airport
775 Brasilia Avenue | Kansas City, MO 64153
WIFI: Marriott25

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BREAKOUT SESSION I	10:00-10:50 a.m.
Negotiation Mastery: Claim Your Value (LD) – <i>Wade Weistreich</i> Negotiation mastery is the ability to effectively negotiate deals, resolve differences, and create value in agreements. Negotiation is a critical life skill, something we all engage in from a young age. Whether it's asking for a raise, negotiating a deal, or settling a dispute, the ability to negotiate effectively can make a huge difference.	
Planning the Perfect Event (OP) – <i>Jackie Soetmelk</i> You want to plan the perfect event for your chapter, your business or even for a personal function. This session will provide you with event planning foundations, review the planning process, and learn tips and tricks to build engagement and create valuable experience for all attendees.	
Using Data to Solve Problems & Make Decisions (LD) – <i>Kris McDaniel</i> This session explores a three-step framework for making better decisions: assess, decide, and act. Participants will learn how to analyze a situation and gather necessary data before determining the best course of action. This session emphasizes the importance of balancing data and intuition to act decisively.	

BREAKOUT SESSION II	11:00-11:50 a.m.
Alumni Engagement (OP) – <i>Angie Schelp & Alpha Theta (Cincinnati) Chapter</i> Join this interactive discussion with collegiate and alumni Deltasigs to talk about how to keep members involved and why Delta Sigma Pi is for life. Bring your own ideas and chapter successes for member engagement to share too.	
Leadership Through Empowerment (LD) – <i>Kyle Kovach, Enterprise Mobility</i> Want to learn how to ditch micromanagement and become the leader everyone wants to work for? This workshop will show you how empowering your team can lead to success for everyone. We'll share the secrets to building trust, boosting motivation, and creating a workplace where everyone feels valued and inspired to do their best.	
Staying Curious Through Collaboration (LD) – <i>Matt Hudson</i> Collaboration is a word used more frequently than it is practiced effectively. This session will redefine how participants approach collaboration by redefining what it is, examining barriers and strategies to overcome those, and the conditions for successful collaboration.	

BREAKOUT SESSION III	1:30-2:20 p.m.
The Future of Chapter Success: Welcome to the Updated CMP and Hub (OP) – <i>Jasmin Flores</i> Say goodbye to the checklist and hello to a smarter, more strategic way of measuring chapter health. This session introduces the updated Chapter Management Program (CMP) and Hub, which are designed to make things simpler, smarter, and more meaningful. Learn how real-time metrics, simplified reporting, and data-driven insights will help chapters thrive. You'll also get a hands-on look at how the new Hub, launching after Grand Chapter Congress. So, whether you're a chapter officer or a volunteer, this session will help you can hit the ground running this fall.	
How to Lead: Delegation & Strategy Discussion Forum (LD) – <i>Michelle Marrs</i> Join this session to engage in interactive discussions and learn about how to delegate and strategize. This session applies to both collegians and alumni. Bring your own best practices to share too!	
Leading Through Change (LD) – <i>Katie Magoon</i> The purpose of this session is to explore human's inherent resistance to change and provide a practical framework for leading successful change initiatives. Participants will learn how to proactively manage change and apply Kotter's 8-Step Change Model to turn their vision into a reality.	

BREAKOUT SESSION IV	2:30-3:20 p.m.
Investing 101: Get Started Today! – <i>Mark Wernette</i> Come learn the basics for personal investing, including the why and how. This session will lay the groundwork to help you start investing with confidence today.	
Time & Organizational Management (LD) – <i>Megan Paul</i> "Everything is always a fire!" "We consult so much that work gets stalled!" "No one is allowed to make decisions around here!" These are just a few of the common frustrations when organizations are struggling to have well defined roles, responsibilities and systems for prioritizing work. You can make a strategic impact on your organization by introducing tools that help address these common challenges. During this session, we will share key time and organizational management tools that help individuals and teams reduce stress while getting more done!	

Leadership That Lasts: How to Inspire Unity, Retain Your Best People, and Build a Community That Thrives

The biggest challenge for student leaders today isn't recruiting new members, it's keeping the ones they already have. In this engaging keynote, Jesse Cruz reveals the three powerful stories every leader must tell to inspire their chapter, strengthen community, and create a culture of trust and belonging. Combining combat-tested leadership with modern psychology, Jesse equips attendees with a practical framework to recruit and retain members, prevent burnout, and lead with confidence. Participants will walk away with tools they can use immediately to elevate influence, drive engagement, and build stronger chapters that thrive now and for years to come.

Jesse Cruz is a Peak Performance Leadership Speaker, author, and trainer who empowers leaders to break barriers, unlock potential, and transform the way they lead. Known for his authenticity, compelling storytelling, and practical strategies, Jesse inspires audiences to rise above limitations, strengthen resilience, and lead with influence that sparks lasting impact. With years of experience working across industries, he connects deeply with leaders while delivering actionable strategies that drive immediate results. He challenges leaders to think bigger, act bolder, and perform at their highest level, not just for themselves, but for their teams and organizations. Jesse's work builds positive workplace cultures by improving communication, strengthening teamwork, and enhancing conflict resolution. By helping leaders understand and manage emotions—their own and others'—he equips organizations to boost engagement, reduce turnover, and achieve sustainable success. More than motivation, Jesse delivers a call to action. He equips leaders with the mindset, tools, and clarity to create cultures of excellence, elevate performance, and lead with courage in times of challenge and opportunity. His core belief is simple: when leaders transform, organizations thrive.

