



Delta Sigma Pi Fraternity

Myrtle Beach LEAD School

October 6-7, 2017

The sessions below focus on the following tracks:

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

FRIDAY, OCTOBER 6

5:00 p.m.-8:00 p.m.	Check-in/Registration with Delta Sigma Pi	Hotel Lobby
9:00 p.m.-12:00 a.m.	GAME ON! Networking and variety of games and activities	Grand Ballroom B/C

SATURDAY, OCTOBER 7

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>	Hall of Fame
8:00 a.m.-5:30 p.m.	Visit Leadership Foundation, community service, chapter sales, ExecSocks, Fraternal Composite Service and other exhibits; as well as career partners including IES and OneMain Financial	Hall of Fame
8:30 a.m.-9:30 a.m.	Welcome & Networking Ignite Your Future with Brad Killmeyer	Grand Ballroom D
9:45 a.m.-10:45 a.m.	Breakout Sessions I <ul style="list-style-type: none"> ▪ HR Insider's Perspective (CA) ▪ Officer Transition and Succession Planning (CO) ▪ The Pledge Program: Building the Best Deltasigs from the Beginning (CO) ▪ Volunteer Leadership in ΔΣΠ (LD) ▪ Motivation 101 (PD) 	Meeting Room 102-103 Meeting Room 106 Meeting Room 107 Meeting Room 108 Meeting Room 104-105
11:00 a.m.-12:00 p.m.	Breakout Sessions II <ul style="list-style-type: none"> ▪ How to Get Hired Using LinkedIn (CA) ▪ Recruiting with a Marketing Approach (CO) ▪ Ritual – The Right Way (<i>Members Only</i>) (CO) ▪ Leading with Teams (LD) ▪ Conflict Management/Confrontation Skills (PD) 	Meeting Room 102-103 Meeting Room 106 Meeting Room 107 Meeting Room 104-105 Meeting Room 108
12:00 p.m.	Lunch – <i>Network by meeting someone new!</i> (Meal Ticket Required) Program begins at 12:45 p.m. <i>How I Met Your Brother with Past Grand President Onuka Ibe</i>	Grand Ballroom D



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#DSPLEAD

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1:30 p.m.-2:00 p.m.	Regional Meetings Atlantic Coast – <i>Meeting Room 102-103</i> Central Gulf – <i>Meeting Room 107</i> Mid-Atlantic – <i>Meeting Room 104-105</i> Mid-South – <i>Meeting Room 108</i>	South Atlantic – <i>Meeting Room 106</i> Southeastern – <i>Grand Ballroom D (front)</i> Other Regions – <i>Grand Ballroom D (rear)</i>
2:15 p.m.-3:15 p.m.	Breakout Sessions III <ul style="list-style-type: none"> ▪ Putting the ME in Resume: How to make your resume reflect you and stand out in an interview (CA) <i>Meeting Room 104-105</i> ▪ Risk Management – “That Won’t Happen to My Chapter” (CO) <i>Meeting Room 106</i> ▪ Collegian of the Year Best Practices (CO) <i>Meeting Room 107</i> ▪ Alumni Relations Forum (CO) <i>Meeting Room 108</i> ▪ Write to Dream (PD) <i>Meeting Room 102-103</i> 	
3:30 p.m.-4:30 p.m.	Breakout Sessions IV <ul style="list-style-type: none"> ▪ M is for Money (CA) <i>Meeting Room 104-105</i> ▪ Fundraising for Chapter Success (CO) <i>Meeting Room 106</i> ▪ Taking Care of Business with Effective Meetings (CO) <i>Meeting Room 107</i> ▪ Where Do You Stand? Ethical Dilemmas (LD) <i>Meeting Room 108</i> ▪ Failure Forward (PD) <i>Meeting Room 102-103</i> 	
4:45 p.m.-5:30 p.m.	Wrap It Up! Giveaways and Recognition	<i>Grand Ballroom D</i>
Evening – Late	Networking in Myrtle Beach	

Keynote: Ignite Your Future with Brad Killmeyer



We have tremendously talented, creative and intelligent students. The tragedy is that so many of them do not know how to utilize their potential. Students may technically graduate, but they are leaving college feeling lost, frustrated or floating rather than moving ahead with purpose.

The main reason students never reach their full potential is because they do not have a system for establishing, pursuing and achieving goals. They typically have no plan or vision for their future and they do not embrace their natural talents.

Brad will demonstrate how to take the overwhelming task of planning for the future and make it simple. He will share his step-by-step process on how to set and achieve goals.

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**9:45 a.m. – 10:45 a.m.****HR Insider's Perspective with OneMain Financial (CA)***Meeting Room 102-103*

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

Officer Transition and Succession Planning with Jen Huynh (CO)*Meeting Room 106*

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 session will help you understand the importance of the transition time, and help you create a plan for your organization transition.

The Pledge Program: Building the Best Deltasigs from the Beginning with Janene Markuske (CO)*Meeting Room 107*

Participants will:

- ◆ Learn the most common mistakes with pledging, 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.

Volunteer Leadership in ΔΣΠ with Jane Spurgeon (LD)*Meeting Room 108*

Participants will:

- ◆ Learn what benefits the VOLUNTEER will gain from the volunteer/leadership position
- ◆ Learn what benefits the Fraternity will gain from the volunteer
- ◆ Learn what volunteer leadership opportunities exist within Delta Sigma Pi
- ◆ Learn about the Certified Deltasig Leader program, and how you can become certified

Motivation 101 with Paul Brodie (PD)*Meeting Room 104-105*

Participants will:

- ◆ Create strategies to increase motivation
- ◆ Learn how to motivate not only yourself, but others
- ◆ Be introduced and reminded of long time successful recruiting techniques
- ◆ Find ways to increase motivation in your chapter to retain brothers for the long term



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 II**11:00 a.m. – 12:00 p.m.****How to Get Hired Using LinkedIn with Brad Killmeyer (CA)***Meeting Room 102-103*

You will learn how to use LinkedIn to significantly increase the chances of finding internships and getting hired. You will be given simple steps to dramatically improve your LinkedIn profile. These updates can be made instantly during the workshop with the use of a cell phone. Strategies will be introduced and implemented to target, approach and follow up with other professionals on LinkedIn. Each attendee will leave with an improved LinkedIn profile, new connections, and be closer to getting hired.

Recruiting with a Marketing Approach with Ollie Moses (CO)*Meeting Room 106*

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 Onuka Ibe (CO)*Meeting Room 107*

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.

Leading with Teams with Darrick Williams (LD)*Meeting Room 104-105*

Participants will:

- ◆ Understand the qualities and characteristics of an effective team
- ◆ Understand where "power" comes from, and how power manifests itself in teams
- ◆ Leave feeling stronger about your ability to manage a team and about making decisions that affect the team

Conflict Management/Confrontation Skills with Aimee King (PD)*Meeting Room 108*

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!

Southern LEAD Provincial Conference and
Council Meeting
Charlotte, NC
February 23-25, 2018

BREAKOUT SESSIONS III**2:15 p.m. – 3:15 p.m.****Putting the ME in Resume: How to make your resume reflect you and stand out in an interview with Enterprise (CA)***Meeting Room 104-105*

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 Meghan Hill (CO)*Meeting Room 106*

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.

Collegian of the Year Best Practices with Jen Huynh, Olivia Malice and Chad Robinson (CO)*Meeting Room 107*

Join this discussion with your 2015, 2016 and 2017 National Collegian of the Years to learn best practices for submitting your Collegian of the Year application this fall!

Alumni Relations Forum with Darrick Williams (CO)*Meeting Room 108*

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

Write to Dream with Brad Killmeyer (PD)*Meeting Room 102-103*

“Write to Dream” is for dreamers, high achievers, and for people that are looking for a change. This is not simply about recording the day’s events, but providing you with an easy to follow routine which lays the foundation for your success. “In the end, you will not get a grade, you will get results.” – Brad Killmeyer



BREAKOUT SESSIONS IV**3:30 p.m. – 4:30 p.m.****M Is for Money with OneMain Financial (CA)**

When people think about their personal finances, they may associate it with words like: boring, confusing and difficult. But why does it have to be such a headache? Deltasig partner OneMain Financial will help you explore the following:

- ◆ Myths about personal finance
- ◆ How to manage your student loan or credit card debt
- ◆ Ways to maintain a good credit score before and after graduation
- ◆ Things to consider regarding finances when you graduate and much more

Fundraising for Chapter Success with Olivia Malice (CO)*Meeting Room 106*

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

Taking Care of Business with Effective Meetings with Gabby Leto (CO)*Meeting Room 107*

Participants will:

- ◆ Understand the importance of planning before running meetings
- ◆ Discuss the role of the leader and the role of meetings in business
- ◆ Understand the importance of running effective meetings
- ◆ Be empowered to run effective meetings, delegate effectively, and ensure thorough meeting minutes

Where Do You Stand? Ethical Dilemmas with Catrina Conway Murray (LD)*Meeting Room 108*

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

Failure Forward with Brad Killmeyer (PD)*Meeting Room 102-103*

We all experience failure on a regular basis. The difference between typical and exceptional leadership is what happens after failure occurs. Do you shut down and quit? Or are you determined to succeed? In this workshop, you will gain confidence, learn from mistakes and discover how to use failure to your advantage. Join this interactive session and you will learn to get out of your comfort zone, take more educated risks and grow as a leader!



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Got 3 Minutes?

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

