



Delta Sigma Pi Fraternity
 2024 LEAD School ~ Norman, OK
OCTOBER 4 & 5, 2024

The Collaborative Leader: Mastering Teamwork and Maximizing Results

The sessions below focus on the following tracks:

Leadership Development (LD) Chapter Operations (CO)

All Meeting Rooms are located on the Lobby Level.

FRIDAY, OCTOBER 4		LOCATION
5:00 p.m.- 8:00 p.m.	Pre-registered Check-in Registration with Delta Sigma Pi Dinner on Your Own	LOBBY
8:30 p.m.- 11:00 p.m.	Join us this Friday evening with Michael Mayo! We will enjoy a live Hypnotist Show with lots of humor and interactive participation from the audience. <i>(Refreshments Served)</i>	UNIVERSITY BALLROOM
SATURDAY, OCTOBER 5		LOCATION
Early 7:00 a.m.	Breakfast on your own <i>Complimentary Hotel breakfast is served. (See hotel for hours)</i>	LOBBY
7:30 a.m.- 8:30 a.m.	Pre-registered Check-in / Registration with Delta Sigma Pi <i>(If you checked in Friday, no need to check-in again)</i>	REGISTRATION COUNTER
8:00 a.m.- 5:00 p.m.	Visit Leadership Foundation, Community Service, Mail Vote information, and Delta Sigma Pi career partners throughout the day.	OKLAHOMA BALLROOM FOYER
8:30 a.m.- 9:45 a.m.	Welcome & Networking – Sara Casey, Erica Kolsrud Keynote: Strategies for Success in the Workplace ~ Michael Mayo	OKLAHOMA E
10:00 a.m.- 10:50 a.m.	Breakout Sessions I <ul style="list-style-type: none"> ▪ Financial Management Best Practices (CO) ~ Mark Wernette ▪ Leadership Through Empowerment (LD) ~ Marlene Arboleda ▪ Connect and Influence: Mastering Communication for Leaders (LD) ~ Ashley McCormick 	OK C OK A OK B
11:00 a.m.- 11:50 p.m.	Breakout Sessions II <ul style="list-style-type: none"> ▪ Recruitment Best Practices (CO) ~ Breonna Fisher ▪ Stand Out: Crafting Your Leadership Brand (LD) ~ Wayne Harber ▪ Constructive Conversations: The Art of Giving and Receiving Feedback (LD) ~ Marquis Allen 	OK C OK A OK B
12:00 p.m. - 1:20 p.m.	Lunch and Networking ~ Sara Casey, Erica Kolsrud, Paul Carpinella – <i>Network by meeting someone new!</i> Meal Served at 12:00 p.m. – Program at 12:45 p.m. (Meal Ticket Required)	UNIVERSITY BALLROOM

1:30 p.m.- 2:20 p.m.	Breakout Sessions III <ul style="list-style-type: none"> ▪ Fundraising Best Practices (CO) ~ Cody Bruce ▪ Habits of Leadership: Building Trust, Influence, and Connection (LD) ~ Megan Widner ▪ Building a Dream Team: Proven Team-Building Strategies (LD) ~ Brandon Hays ▪ The Resilience Advantage: Leading with Positivity (LD) ~ Lainey Gover 	OK D OK A OK B OK C
2:30 p.m.- 3:20 p.m.	Breakout Sessions IV <ul style="list-style-type: none"> ▪ Chapter Vision and Goal Setting (CO) ~ Courtney Paynter ▪ The Art of Connection: Mastering Active Listening (LD) ~ Amanda Stanley ▪ The Path to Achievement: How to Actually Reach Your Goals (LD) ~ Gayle Randall 	OK C OK B OK A
3:30 p.m. – 4:15 p.m.	Networking & Interactive Gatherings ~ Sara Casey, Erica Kolsrud <i>(Refreshments Served)</i>	OKLAHOMA E
4:25 p.m.- 5:15 p.m.	Wrap It Up – Recognition & Raffles	OKLAHOMA E

Strategies for Success in the Workplace
Michael Mayo, Fort Gibson, Ok



Ready to crush it in the workplace? Join Michael for a keynote that's all about leveling up your career game. He'll spill the tea on what *really* matters when it comes to resumes, style and navigating the workplace like a pro. Get ready for real-world examples, insider tips, and actionable strategies that'll help you stand out from the crowd and land your dream job.

Walk away with:

- **Resume Hacks:** Your resume is your first impression – make it count! Get insider tips on crafting a resume that stands out from the stack and lands you that dream interview.
- **Dress for Success:** First impressions matter! Get the inside scoop on dressing to impress and building a professional wardrobe that reflects your personal brand.
- **Workplace Etiquette 101:** Navigate the unspoken rules of the workplace with confidence. We'll cover everything from communication skills to handling tricky situations like a boss.

Michael Mayo is a comedy hypnotist and keynote presenter who travels all over speaking and performing his hilarious comedy hypnosis show for schools, colleges, universities, casinos, festivals, fairs, corporate events and comedy clubs. Michael has recently retired from Indian Capital Technology Center in Muskogee, Okla., where he was employed for 25 years as the service careers instructor. Michael was responsible for assisting special needs students learn a trade and find employment. Michael's interests are acting, screenwriting and classic car restoration.

BREAKOUT SESSIONS I**10:00 a.m. – 10:50 a.m.****Financial Management Best Practices (CO) with Mark Wernette**

This interactive workshop will equip you with essential financial management skills to strengthen your chapter's financial health. Through group activities and discussions, you'll gain practical insights into budgeting, dues collection and other key areas, empowering you to make informed financial decisions and ensure long-term sustainability for your chapter.

Leadership Through Empowerment (LD) with partner Enterprise Holdings with Marlene Arboleda

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.

Connect and Influence: Mastering Communication for Leaders (LD) with Ashley McCormick

Transform your communication skills and become a more impactful leader. Learn how to be deliberate in your approach, build trust, inspire action and navigate complex conversations. Gain the key components to communicate successfully in any situation, fostering clarity and understanding.

BREAKOUT SESSIONS II**11:00 a.m. – 11:50 a.m.****Recruitment Best Practices (CO) with Breonna Fisher**

Elevate your recruitment skills and ensure a thriving chapter! In this session, learn how to articulate your personal Fraternity story and discover how each member, regardless of role, can contribute to successful recruitment efforts.

Stand Out: Crafting Your Leadership Brand (LD) with Wayne Harber

Leadership isn't a one-size-fits-all endeavor. Effective leaders need to be adaptable, understanding when to employ different leadership styles to inspire, motivate and achieve results. This session will help you discover your leadership style, explore the full spectrum of leadership approaches and learn how to strategically adapt your style to navigate various situations and individuals.

Constructive Conversations: The Art of Giving and Receiving Feedback (LD) with Marquis Allen

Tired of awkward feedback moments? Learn how to give and receive feedback like a pro! This workshop will equip you with the communication skills to crush your goals and build stronger relationships.

BREAKOUT SESSIONS III**1:30 p.m. – 2:20 p.m.****Fundraising Best Practices (CO) with Cody Bruce**

Explore essential fundraising best practices and unlock your chapter's potential with a collaborative brainstorming session generating innovative fundraising ideas. Leave this interactive session equipped with actionable strategies to boost your fundraising success!

Habits of Leadership: Building Trust, Influence, and Connection (LD) with Megan Widner

This session will explore the intersection of effective habits, relationship-building, and personal growth essential for leaders. Drawing insights from *Atomic Habits*, participants will learn how small, consistent actions shape leadership behaviors. Drawing from *The Go-Giver and Never Eat Alone*, we'll explore how generosity and meaningful connections enhance influence and impact. Grounded in *The Four Agreements*, leaders will examine how integrity, communication, and personal responsibility foster trust within teams. Finally, *The Courage to Be Disliked* will challenge leaders to embrace authenticity and develop the resilience to lead with confidence, regardless of external validation. Participants will leave equipped with actionable strategies for lasting leadership success.

Building a Dream Team: Proven Team-Building Strategies (LD) with Brandon Hays

Explore the key elements of successful teams, learn techniques for fostering collaboration and trust. Then, put these strategies into practice during a collaborative problem-solving lab, tackling real-world leadership challenges together.

The Resilience Advantage: Leading with Positivity (LD) with Lainey Gover

Develop the mental fortitude to overcome challenges and lead with optimism. Discover practical strategies to cultivate resilience, embrace a growth mindset, and foster a positive environment that empowers both yourself and your team.

BREAKOUT SESSIONS IV**2:30 p.m. – 3:20 p.m.****Chapter Vision and Goal Setting (CO) with Courtney Paynter**

Ready to elevate your chapter's success? Through hands-on activities, you'll learn to identify key focus areas, analyze strengths and challenges, and create actionable goals to drive real results.

The Art of Connection: Mastering Active Listening (LD) with Amanda Stanley

This interactive workshop will explore the power of active listening as a key leadership skill. Participants will learn practical techniques to enhance their listening abilities, fostering stronger connections and achieving greater success in both their personal and professional lives.

The Path to Achievement: How to Actually Reach Your Goals (LD) with Gayle Randall

Tired of setting goals you never achieve? This workshop will teach you how to turn your aspirations into actionable habits. Walk away with a personalized action plan and the tools to build systems that support your long-term success.