



Delta Sigma Pi Fraternity

Sacramento LEAD School

November 3-4, 2017

The sessions below focus on the following tracks:

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

FRIDAY, NOVEMBER 3

5:00 p.m.-8:00 p.m.	Check-in/Registration with Delta Sigma Pi	Lobby
9:00 p.m.-1:00 a.m.	Fun and Games! Halloween Party, DJ Entertainment and Games Costume Contest at 11:00 p.m.	Rancho Cordova

SATURDAY, NOVEMBER 4

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>	California Foyer
8:00 a.m.-5:15 p.m.	Visit Leadership Foundation, community service, chapter sales, ExecSocks, Fraternal Composite, IES Internships and other exhibits; as well as career partners including OneMain Financial	California Foyer
8:30 a.m.-9:30 a.m.	Welcome & Networking The Power of Social Styles: Respect Team Equally, Lead them Differently with <i>Tim Augustine</i>	California Ballroom
9:45 a.m.-10:45 a.m.	Breakout Sessions I <ul style="list-style-type: none"> ▪ HR Insider's Perspective (CA) Folsom ▪ Leaving Legacies: How to Build a Repeatable Professional Event (CO) San Diego ▪ The Pledge Program: Building the Best Deltasigs from the Beginning (CO) Carmel ▪ Volunteer Leadership in ΔΣΠ (LD) Newport ▪ Conflict Management/Confrontation Skills (PD) Santa Barbara 	
11:00 a.m.-12:00 p.m.	Breakout Sessions II <ul style="list-style-type: none"> ▪ Failure to Launch (CA) Folsom ▪ The Metrics of Recruiting (CO) San Diego ▪ Ritual – The Right Way (<i>Members Only</i>) (CO) Carmel ▪ Leading with Teams (LD) Newport ▪ Power of Positive Thinking (PD) Santa Barbara 	
12:00 p.m.	Lunch – <i>Network by meeting someone new!</i> (Meal Ticket Required) Brief program begins at 12:45 p.m.	California Ballroom



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1:30 p.m.-2:00 p.m.	Regional Meetings Bay Area- <i>San Diego</i> Desert Mountain- <i>Folsom</i> Pacific Coast- <i>Newport</i> Pacific Northwest- <i>California Ballroom (rear)</i>	Sierra Nevada- <i>Santa Barbara</i> South Pacific- <i>Carmel</i> Rocky Mountain- <i>California Ballroom (front)</i>
2:15 p.m.-3:15 p.m.	Breakout Sessions III <ul style="list-style-type: none"> ▪ M is for Money (CA) <i>San Diego</i> ▪ Risk Management – “That Won’t Happen to My Chapter!” (CO) <i>Carmel</i> ▪ Alumni Relations Forum (CO) <i>Newport</i> ▪ Leadership Lingo (LD) <i>Santa Barbara</i> ▪ What’s On Your Bucket List? (PD) <i>Folsom</i> 	
3:30 p.m.-4:30 p.m.	Breakout Sessions IV <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>San Diego</i> ▪ Fundraising for Chapter Success (CO) <i>Carmel</i> ▪ Officer Transition and Succession Planning (CO) <i>Santa Barbara</i> ▪ Where Do You Stand? Ethical Dilemmas (LD) <i>Newport</i> ▪ The Power of Your Top 5 (PD) <i>Folsom</i> 	
4:45 p.m.-5:15 p.m.	Wrap It Up! Recognition and Giveaways	<i>California Ballroom</i>
Evening – Late	Networking in Sacramento	

Keynote with *Tim Augustine*

The Power of Social Styles: Respect Team Equally, Lead Them Differently



If there’s one thing to take with you out into the “real world” post-college, it’s this — there will be people that you’ll work with that don’t communicate the same way you do. Some will appear disinterested in relationships, some will rush to judgment, some will promise the world and not deliver, and some just want you to include them. Respect each of them equally, even when they don’t deserve it. But Lead Them Differently, because doing so... will increase your (and their) personal effectiveness.

Most of us have social tendencies or ‘styles’ that can be broken into one of four categories: Drivers, Expressives, Amiables, and Analyticals. So it stands to reason that if you communicate with and lead other people from your style alone, you are, at best, 25% effective in your interactions. In this Keynote Session, Tim will explore the different social styles we all encounter and explore effective best practices he uses in his own firm to work and lead others. This is a fun, high-energy session that will include a few “Ah ha” moments, a bit of moving and a lot of honest communication.

Tim Augustine, *Kent State*, is a business owner and corporate officer, entrepreneur, author and professional speaker. He has written three books, including his most recent, *How Hard Are You Knocking? Landing a Job in a Rebounding Economy*, recognized by *Career Magazine* as one of the, “Top 100 Best Career Books of All Time.”

Tim is an officer and owner of Atwell, LLC, a 600-person consulting, engineering and construction management firm based in Southfield, MI with 17 offices throughout the U.S., Canada and Asia. His seminars and books have been featured nationally on ABC, FOX and NBC and reviewed in *USA Today*, *Wall Street Journal*, *LA Times*, and *The Chicago Tribune*. He has made numerous radio and television appearances and has presented to over 500 universities and organizations impacting over 180,000 people throughout the U.S. He has been a contributing writer for *Inc. Magazine*, *Fast Company* and *Monster.com* on topics pertaining to the people strategies of successful organizations and professionals.

BREAKOUT SESSIONS I**9:45 a.m. – 10:45 a.m.****HR Insider's Perspective with OneMain Financial (CA)***Folsom*

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

Leaving Legacies: How to Build a Repeatable Professional Event with Sean Woulfe (CO)*San Diego*

How can you leave a lasting impact on your chapter? Creating recurring, repeatable events builds a reputation on your campus and reduces the amount of time brothers will spend on planning; freeing up both time and creative energy. Many chapters attempt this, but few see lasting success. Join us for an interactive discussion about the best tools and strategies to create high-value, recurring events in your chapter. Every attendee will walk away with best practices, templates, and most importantly, fresh ideas!

The Pledge Program: Building the Best Deltasigs from the Beginning with Patrick Bonfrisco (CO)*Carmel*

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 Mark Roberts (LD)*Newport*

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

Conflict Management/Confrontation Skills with Chloe Sension (PD)*Santa Barbara*

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 – March 2-4, 2018

Western LEAD Provincial Conference
and Council Meeting
San Diego, CA

BREAKOUT SESSIONS II**11:00 a.m. – 12:00 p.m.****Failure to Launch with Tim Augustine (CA)***Folsom*

Instant gratification has taken on a whole new meaning: there's no reason to be uncomfortable in today's world, if you have the means. As we've become more comfortable with technology, our society has also shifted to the extreme of simply not wanting to be uncomfortable at all. Many of our parents wanted us to have "better lives than what they had." Parents hate to see their kids suffer. If you ask any parent's wish for their child, it's almost always "for my child to be happy." A growth in scheduled activities (dance, gymnastics, sports, clubs); parents get involved in academics (PTA to choosing particular teachers). Even social relationships involve parents.

These things can be good, in moderation. But as a society, we've gone to the extreme. We have stopped learning how to solve problems and entertain ourselves because parents are quick to jump in and fix things. It's done out of love and with the best of intentions, but over time parents have gone from caring, to caretaking. Participants will explore:

- ◆ The importance of failure and self-survival
- ◆ The 4 skills needed to face life independently
- ◆ Building a support system to live a happy life

The Metrics of Recruiting with Bill Tatum (CO)*San Diego*

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 Claire Sammon Roberts (CO)*Carmel*

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 David Pratt (LD)*Newport*

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 ability to manage a team, and about making decisions that affect the team

Power of Positive Thinking with Lisa Brown (PD)*Santa Barbara*

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



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**2:15 p.m. – 3:15 p.m.****M is for Money with OneMain Financial (CA)***San Diego*

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!

Risk Management – “That Won’t Happen to My Chapter!” with Jeff Winther (CO)*Carmel*

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.

Alumni Relations Forum with Chuck Brown (CO)*Newport*

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.

Leadership Lingo with Corey Polton (LD)*Santa Barbara*

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.

What’s On Your Bucket List? with Tim Augustine (PD)*Folsom*

“Every man dies – Not every man really lives.” ~ William Ross

My grandmother always said “The only people who fear death are those with regrets.” It took me years to finally figure out what she meant.

In this entertaining session, we will explore the process of developing your own bucket list, which is a list of all the goals you want to achieve, dreams you want to fulfill and life-experiences you desire to experience before you die or kick the bucket. Fly in a hot-air balloon, see the Northern lights, act in a film or watch the cherry blossoms in Japan. If you don’t live your days by personal goals and plans, chances are you spend most of your time caught up in a flurry of daily activities. What comes to mind when you hear the questions “What do you wish you could do before you die?” or “What would you do if you had unlimited time, money and resources?” This session will uncover ways to:

- ◆ Start acting on your dreams and plan out the successful path towards these dreams
- ◆ Write it down and be reminded of the list all the time
- ◆ Share them with your family and friends to create accountability
- ◆ Face opportunities in a totally different manner
- ◆ Create the real-life experiences to tell your grandkids!



BREAKOUT SESSIONS IV**3:30 p.m. – 4:30 p.m.****Putting the ME in Resume: How to make your resume reflect you and stand out in an interview with Enterprise (CA)***San Diego*

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!

Fundraising for Chapter Success with Kelly Rabin and Olivia Malice (CO)*Carmel*

Recognize the FUN in FUNdraising! 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 fundraising event.

Officer Transition and Succession Planning with Erica Kolsrud (CO)*Santa Barbara*

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.

Where Do You Stand? Ethical Dilemmas with Katie Magoon (LD)*Newport*

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 Power of Your Top 5 with Tim Augustine (PD)*Folsom*

You are the average of the 5 people you hang with the most. It is not what you know, it is who you know. You have heard it a thousand times; Networking is the key to business success. However, did you know that for each hour you spend networking, you reduce your job search time by 11 days? The correct phrase should be: "Who you know gets you a foot in the door, what you know gets you hired." Networking is the art of meeting people and benefiting from those relationships. Your network is only limited by the company you keep... your job is to figure out how to connect the dots! Participants will uncover:

- ◆ The 4 principles to building a personal and professional network
- ◆ The importance for you to be interested, not interesting.
- ◆ Mastering social networking
- ◆ The importance to pay-it-forward



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Got 3 Minutes?

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

