



Delta Sigma Pi Fraternity
Northeastern LEAD Provincial Conference and
Council Meeting – Newark
February 17-19, 2023

The Sessions below focus on the following tracks:

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

NOTE: Rooms are located on First (1) and Third (3) Floors of the hotel, as noted below next to room assignment.

FRIDAY, FEBRUARY 17

5:00 p.m. - 8:30 p.m.	Check-in/Registration with Delta Sigma Pi	<i>Hotel Lobby</i>
8:00 p.m. - 8:30 p.m.	Provincial Council Delegate Orientation <i>Chapter Presidents or the chapter's elected alternate delegate and Regional Vice Presidents should attend this session to best prepare for Sunday's Provincial Council Meeting.</i>	<i>Warren (3)</i>
8:30 p.m. - 11:00 p.m.	Let's Have Fun! <i>Games and networking with Deltasigs!</i>	<i>Essex Ballroom (1)</i>

SATURDAY, FEBRUARY 18

Early	Breakfast on own	
8:00 a.m. - 8:45 a.m.	Check-in/Registration with Delta Sigma Pi <i>(if you checked in Friday, no need to check-in again)</i>	<i>Garden State Foyer (3)</i>
8:00 a.m.- 5:00 p.m.	Visit Leadership Foundation, community service, chapter sales, Fraternal Composite Service, and other Delta Sigma Pi service and career partners.	<i>Garden State Foyer (3)</i>
8:30 a.m. - 9:45 a.m.	Welcome & Networking Networking to Land Your Dream Job with Melanie Feldman <i>Keynote sponsored by Delta Sigma Pi Leadership Foundation</i>	<i>Garden State Ballroom</i>
9:45 a.m. - 10:10 a.m.	Meet the Partners and Networking Break	<i>Garden State Foyer (3)</i>
10:10 a.m. - 11:00 a.m.	Breakout Sessions I Globally Linked: How to Thrive & Not Just Survive in a Global Workforce (LD) Member Engagement–Keeping Members Interested and Involved (CO) Money for You and Your Chapter! (CO) Time and Organizational Management (PD) Understanding Risk Management (CO)	<i>Essex Room (1)</i> <i>Mercer/Salem (3)</i> <i>Monmouth (1)</i> <i>Burlington (3)</i> <i>Atlantic (3)</i>
11:00 a.m. - 11:10 a.m.	Networking Break	
11:10 a.m. - 12:00 p.m.	Breakout Sessions II All You Need to Know About the New Individual Discipline Policy (CO) Become the Perfect Candidate – Through Your Resume and Interview (LD) Managing Tough Conversations (PD) Recruiting Best Practices and Discussion Forum (CO)	<i>Essex Room (1)</i> <i>Monmouth (1)</i> <i>Mercer/Salem (3)</i> <i>Burlington (3)</i>
12:00 p.m. - 1:20 p.m.	Lunch and Networking (Meal Ticket Required) <i>Meal Served at 12:00 p.m. – Program at 12:45 p.m.</i>	<i>Garden State Ballroom</i>



1:30 p.m. - 2:20 p.m.	Breakout Sessions III Effective Communication (PD) <i>Mercer/Salem (3)</i> Facilitating the Pledge Education Program/Planning for Fall (CO) <i>Burlington (3)</i> Negotiate Like a Professional – Both Salary and Getting a Raise (LD) <i>Monmouth (1)</i> Stepping Into a Career (LD) <i>Essex Room (1)</i>
2:20 p.m. - 2:30 p.m.	Networking Break
2:30 p.m. - 3:20 p.m.	Breakout Sessions IV Chapter Financial Management (CO) <i>Mercer/Salem (3)</i> Data for Deltasigs: Concepts and Applications of Data Analytics (PD) <i>Essex Room (1)</i> Fostering and Equitable and Inclusive Culture (LD) <i>Monmouth (1)</i> History of Our Ritual (Members Only) (CO) <i>Burlington (3)</i>
3:20 p.m. - 3:40 p.m.	Networking Break
3:40 p.m. - 4:30 p.m.	Regional Meetings and Chapter COY Recognition <i>All attendees are requested to attend a regional meeting!</i> Capital - <i>Essex Room (1)</i> <i>New England – Atlantic (3)</i> East Central – <i>Burlington (3)</i> <i>Niagara – Mercer (3)</i> Eastern - <i>Hunterdon (3)</i> <i>Steel Valley – Salem (3)</i> Empire – <i>Monmouth (1)</i>
6:45 p.m. - 7:30 p.m.	Networking Reception (<i>Dinner Seating opens at 7:15 p.m.</i>) <i>Garden State Foyer (3)</i>
7:30 p.m.	Dinner & Awards Program <i>Garden State Ballroom</i> <i>-Recognizing Regional and Provincial Collegians of the Year</i> <i>-Leadership Foundation and Alumni Service Recognition</i> <i>-Pearl & Ruby Badge Raffle</i> <i>-Entertainment to follow program until Midnight</i>

SUNDAY, FEBRUARY 19

Early	Breakfast on own
8:30 a.m. - 9:00 a.m.	Provincial Council Meeting Check-in <i>Essex Foyer (1)</i>
9:00 a.m.	Northeastern Provincial Council Meeting <i>Essex Ballroom (1)</i> <i>All chapter delegates and Regional Vice Presidents should attend this Council Meeting. All others encouraged and welcome to attend as non-voting attendees.</i>
10:00 a.m.-Noon	Volunteer Leadership Training and Roundtables (<i>Pre-Registration Encouraged</i>) <i>Salem/Warren (3)</i> <i>Current or aspiring volunteers to volunteer roles such as District Director, Assistant District Director, Regional Vice President, provincial or national committee roles or Board of Directors positions are encouraged to attend to learn more about the roles, share successes and talk about trending topics that may be able to assist with your chapters.</i>

ABOUT THE KEYNOTE: *Melanie Feldman*



Network to Land Your Dream Job

In this session, you'll learn about:

- Pulling back the curtain to talk through how hiring works from a company's perspective
- Talking about rejection and why it is important to embrace
- How Delta Sigma Pi can be an investment in your future career success
- Putting networking into practice with a few interactive activities

Melanie is the author of [Bold: Get Noticed Get Hired](#), and the founder of [Going Places](#), an innovative career development platform. She created an online course called [Get Hired](#), which shows students and professionals exactly how to land a job through networking and building connections. Melanie has built a successful career working for Silicon Valley's top tech companies while helping others pursue their career goals with her bold and creative methods. She is working with the top colleges and post college organizations to set students up for career success.

BREAKOUT SESSIONS I

10:10 a.m. - 11:00 a.m.

Globally Linked: How to Thrive & Not Just Survive in a Global Workforce (LD) with IES

The pandemic has shown that our world economies are inextricably linked and thus an international experience is a must-have for a savvy business student. We will use the NACE Key Competencies for Career Readiness, as well as other research, to examine how an international experience prepares students for the global workforce.

Member Engagement—Keeping Members Interested and Involved (CO) with Christian Loeb and Andrew Dunhom

Engagement is highly sought after by business and organizational leaders worldwide. But how do you achieve something so intangible? This session offers practical tips for creating a lasting organizational culture through everyday leadership behaviors.

Money for You and Your Chapter! Leadership Foundation Chapter Leadership Funds and Scholarships (CO) with Cheta Dixon

The goal of this session is to provide each collegiate chapter with the information, resources and recommendations on ways to raise money for your CLFs. This session will provide you with all of the information you need to know to sign up to be a part of the Founders' Day Challenge and be successful in raising money!

Time and Organizational Management (PD) with Raymond Cousins

"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!

Understanding Risk Management (CO) with Tricia Bonfrisco

Sometimes it's hard to decipher the Delta Sigma Pi Risk Management Policy. When does it apply? When doesn't it? When does a gathering of individuals, where many are brothers, become a Fraternity event? We will walk through the DSP Risk Management Policy as well as how and when it would apply to your event. The secret...it should be considered whenever a gathering of brothers occurs.

BREAKOUT SESSIONS II

11:10 a.m. - 12:00 p.m.

All You Need to Know About the New Individual Discipline Policy (CO) with Adam Cavanaugh and James Kuhn

In August 2021, the Fraternity Board of Directors approved an update to the Fraternity's Individual Discipline Policy (IDP). This new policy is set to be implemented starting July 1, 2023. The updated policy can be found highlighted in the National Policy and Procedures Manual (Discipline of the Individual).

In this session, the National Standards Committee will share an overview of the upcoming process, drafts of resources and trainings that will be available, and answer questions about the policy and/or processes.

Remember, this new policy doesn't go into effect until July! So we will also take some time to discuss finishing up your academic year while utilizing the current policy.

Become the Perfect Candidate – Through Your Resume and Interview (LD) with Melanie Feldman

In this session, you'll learn about:

- How to show the hiring manager you are the perfect candidate for the role -- all through your resume
- Customizing your resume to help you crush your interview
- Why to never memorize another answer for an interview again
- The ultimate formula to feeling confident during an interview

Managing Tough Conversations (PD) with Jodi Schoh

The ability to handle difficult conversations with others is a necessary skill for any leader. Many leaders get caught in the myth that ignoring a problem will cause it to disappear. However, effective leaders know the value of keeping their own limiting beliefs and emotions in check when addressing tough issues head on. In this session, you'll learn how to do just that.

Recruiting Best Practices and Discussion Forum (CO) with Brennen Feder and Christian Roberts

Join this session to engage in interactive discussions and learn about recruiting best practices from chapters across the country. Bring your own best practices to share too!



BREAKOUT SESSIONS III**1:30 p.m. - 2:20 p.m.****Effective Communication (CO) with Gayle Gerhardt and Colin Crank**

Participants will:

- Understand how communication affects the chapter/workplace
- Review suggestions from corporate consultants on effective communication
- Synthesize thoughts on effective communication

Facilitating the Pledge Education Program/Planning for Fall (CO) with Jasmin Flores & Mekenzie Berger

This session will provide tips and tricks for facilitating your chapter's pledge education program, as well as discussing some ways chapters and volunteers have creatively integrated pledges into regular chapter operations.

Negotiate Like a Professional – Both Salary and Getting a Raise (LD) with Melanie Feldman

In this session, you'll learn about:

- How salary negotiation starts before your first interview -- how to prepare for it!
- The negotiation blueprint for every person to feel confident with the tough conversations
- You have the job, now how do you get the raise?

Stepping Into a Career (LD) with Rocket Companies

Through your involvement on campus and with Delta Sigma Pi, you are acquiring skills that will help you launch your career. We will build upon all that you have learned so far and discuss ways to showcase those competencies, gain new skills, and make connections that will help you step into your ideal career.

Chapter Financial Management (CO) with Corie Mowery and Charlie Aarons

Budgeting and chapter finance can be a tricky thing. There are a variety of expenses chapters include in their operations. Some are necessary, others make for a more enjoyable chapter experience. There are also a variety of ways a chapter can find some income, even if restricted, in places they may not normally look. Even restricted dollars will free up previously budgeted dollars to be reallocated in different areas. Join us as we spend time identifying chapter expenses that may or may not have been previously considered, how to pay for them, as well as idea generation for fundraisers.

Data for Deltasigs: Concepts and Applications of Data Analytics (PD) with Travis Brodbeck

In the information economy, we are experiencing the next gold rush, but rather than panning for gold, organizations are mining their data. Businesses, governments, and charitable organizations can transform data into actionable information used for strategic planning and decision making. Organizations of all sizes can maximize or sharpen their competitive advantage by leveraging the power of data whether it be public, private, internal, or external. With this race to understand and utilize the power of available data, the demand for data literate business professionals is at an all time high and projected to grow.

In this session, participants will expand their knowledge of the applications of data science and statistical techniques used to inform decision making. This interactive session will provide attendees the opportunity to interpret real data to draw conclusions and make recommendations based on the findings. Session participants will leave the session with increased theoretical and practical knowledge in data analytics that can be built upon in the classroom, in the workplace, and in the community.

Fostering an Equitable and Inclusive Culture (LD) with Tyrone Newsome

Within the past few years colleges, universities, and companies have reassessed their diversity and inclusion efforts to address societal inequities to improve their institutional or organizational culture. We have heard terms being used such as inclusive excellence, inclusive leadership, and psychological safety. What do these terms mean and how have they been implemented on campuses and in the work environment. We will discuss these terms, other language use around DEI initiatives, and strategies on how we can help cultivate equity and inclusion in our chapters, communities, and the workplace.

History of Our Ritual (CO) with Jim Gerhardt

Delta Sigma Pi's Ritual has a rich and varied history. In many ways our Ritual has reflected the society around us and has evolved over the years to address societal and fraternal concerns. This session will take you on a journey to help you better understand the meaning behind some of our Ritual and the journey it has taken over the years.

MEMBERS ONLY

Got 3 Minutes?

Please take the online survey to give us your feedback on the Northeastern LEAD Provincial Conference.

You'll receive an email from Survey Monkey early next week.

