



Delta Sigma Pi Fraternity
North Central LEAD Provincial Conference and
Council Meeting – Indianapolis
February 24-26, 2023

The Sessions below focus on the following tracks:

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

NOTE: Meeting rooms are located on Lower Level (LL), First (1), Second (2), Third (3), Fourth (4)

FRIDAY, FEBRUARY 24

5:00 p.m. - 8:30 p.m.	Check-in/Registration with Delta Sigma Pi	<i>Lobby (1)</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>Indianapolis Ballroom (2)</i>
8:30 p.m. - 11:00 p.m.	Let's Have Fun! <i>Participate in networking and teambuilding activities that you can take back to your chapter to build brotherhood and strengthen recruitment events. Following the activities, join our community service event and complete handwritten letters to the military and first responders. Prizes to be awarded throughout the evening!</i>	<i>Monument Hall (LL)</i>

SATURDAY, FEBRUARY 25

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>Monument Foyer (LL)</i>
8:00 a.m. - 5:00 p.m.	Visit Leadership Foundation, community service, chapter sales, Enterprise Holdings, Fraternal Composite Service, IES Abroad, Mecca Specialties, Rocket Companies and other Delta Sigma Pi service and career partners.	<i>Ballroom Foyers (LL & 2)</i>
8:30 a.m. - 9:45 a.m.	Welcome & Networking Formulate Your Future with Brad Killmeyer <i>Keynote sponsored by Delta Sigma Pi Leadership Foundation</i>	<i>Monument Hall (LL)</i>
9:45 a.m. - 10:10 a.m.	Meet the Partners and Networking Break	<i>Ballroom Foyers (LL & 2)</i>
10:10 a.m. - 11:00 a.m.	Breakout Sessions I Building a Team in the Virtual Workplace (LD) Member Engagement–Keeping Members Interested and Involved (CO) Money for You & Your Chapter! (CO) Stepping Into A Career (LD) Understanding Risk Management (CO)	<i>Vincennes (2)</i> <i>Circle City 3 (3)</i> <i>Corydon (2)</i> <i>Indianapolis Ballroom (2)</i> <i>Circle City 4 (4)</i>
11:00 a.m. - 11:10 a.m.	Networking Break	<i>Ballroom Foyers (LL & 2)</i>



11:10 a.m. - 12:00 p.m.	Breakout Sessions II All You Need to Know About the New Individual Discipline Policy (CO) Effective Fundraising and Sponsorships (LD) Presenting Like a Rockstar (PD) Recruiting Boot Camp (CO)	Vincennes (2) Indianapolis Ballroom (2) Corydon (2) Circle City 3 (3)
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>	Monument Hall (LL)
1:30 p.m. - 2:20 p.m.	Breakout Sessions III Backpacks to Briefcase (LD) Facilitating the Pledge Education Program/Planning for Fall (CO) How to Make LinkedIn Work for YOU! (LD) Officer Transition and Succession Planning (CO)	Vincennes (2) Corydon (2) Indianapolis Ballroom (2) Circle City 3 (3)
2:20 p.m. - 2:30 p.m.	Networking Break	Ballroom Foyers (LL & 2)
2:30 p.m. - 3:20 p.m.	Breakout Sessions IV Chapter Financial Management (CO) History of Our Ritual (CO) Planning the Perfect Event (LD) Promoting Diversity, Equity and Inclusion in Your Chapter (LD)	Corydon (2) Vincennes (2) Indianapolis Ballroom (2) Circle City 3 (3)
3:20 p.m. - 3:30 p.m.	Networking Break	Ballroom Foyers (LL & 2)
3:30 p.m. - 4:30 p.m.	Regional Meetings and Chapter COY Recognition <i>All attendees are requested to attend a regional meeting!</i> Central – Vincennes (2) Great Lakes – Corydon (2) Great Plains – City Circle 3 (3) Huron – City Circle 4 (4) North Central – Indianapolis Ballroom (2)	
6:45 p.m. - 7:30 p.m.	Networking Reception (Dinner Seating opens at 7:15 p.m.)	Monument Foyer (LL)
7:30 p.m.	Dinner & Awards Program - Recognizing Regional and Provincial Collegians of the Year - Pearl & Ruby Badge Raffle - DJ Entertainment and Photo Booth to follow program until Midnight	Monument Hall (LL)

SUNDAY, FEBRUARY 26

Early	Breakfast on own	
8:30 a.m. - 9:00 a.m.	Provincial Council Meeting Check-in	Indianapolis Foyer (2)
9:00 a.m.	North Central Provincial Council Meeting <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>	Indianapolis Ballroom (2)
10:00 a.m. - Noon	Volunteer Leadership Training and Roundtables <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>	Corydon (2)

ABOUT THE KEYNOTE: Brad Killmeyer



Formulate Your Future

We have tremendously talented, creative and intelligent collegiate students. The tragedy is that many do not know how to utilize their potential. Students may technically graduate, but they leave college feeling lost and frustrated rather than moving forward with purpose.

Students never reach their full potential because they do not have a system for establishing, pursuing and achieving goals or embracing 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 of setting and achieving goals and building strong business relationships.

Brother Brad Killmeyer is building strong communities one student and family at a time. He achieves this by inspiring others to reach their goals. Brad's positive energy, clean humor and powerful storytelling ability allow him to reach audiences from all backgrounds with essential lessons and move them to action.

Brad has been a full-time professional speaker since 2014, is the author of "Write to Dream" and Vice President of Leadership-Development. He learned and uses magic when effective to make his messages more memorable. You can learn more about how Brad inspires positive change in students and our communities at www.BradKillmeyer.com and www.OurLeadFamily.com.



BREAKOUT SESSIONS I**10:10 a.m. - 11:00 a.m.****Building a Team in the Virtual Workplace (LD) with Mike Vitale**

The pandemic has led most to work in a virtual environment and now it is clear that the virtual aspects of the working world are not going away. This session will focus on the skill set that is crucial for well-prepared business leaders to make connections and build relationships in a virtual workplace.

Mike Vitale is a consultant and industry expert who will provide best practices on how to effectively build a functional team when all members are working virtually. He'll share tips and tricks for team building activities as well as ways to increase engagement among team members.

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

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 & Your Chapter! Leadership Foundation CLFs & Scholarships (CO) with Beth Keith

The goal of this session is to provide each collegiate chapter with the information, resources and recommendations on ways to raise money for your Chapter Leadership Funds (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!

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.

Understanding Risk Management (CO) with Cory Stopka

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.

All You Need to Know About the New Individual Discipline Policy (CO) with Tyler Havens and Kris McDaniel

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.

Effective Fundraising and Sponsorships (LD) with Brad Killmeyer

How would \$5,000-\$10,000 a year positively impact your chapter?

Presenter Brad Killmeyer says: A good friend of mine, Joe Batista, has raised over \$100 million in his career. He told me people do not receive donations or sponsorships because they never ask.

The good news is that fundraising is a skill and like riding a bike, can be learned. This session focuses on practical advice you and your teams can implement immediately. You will leave this session with a clear plan and newfound confidence in fundraising.

During this session, you will learn the following:

- the power of a two-year agreement
- practical and proven strategies to fundraise effectively
- how to build mutually beneficial partnerships with companies
- ways to identify fundraising opportunities
- how to make an effective ask

Presenting Like a Rockstar (PD) with Mary Miracle

Have you ever wondered what makes a rock star a rock star? A good portion of the mystique is due to their onstage performance. So, let's sit back and watch one of the most iconic performances in rock history, and with our business professional mindset, discern those attributes that we can use to enhance our presentations.

Rock on!

Recruiting Boot Camp (CO) with Sydney Sampson-Webb

Participants will:

- Be introduced and reminded of long time successful recruiting techniques
- Discuss the product you offer to recruits. Is it well-rounded?
- Participate in group activities to generate new ideas so each participant leaves with five new ideas for recruiting

Backpacks to Briefcase (LD) with Enterprise Holdings

No more backpacks, sweatshirts and jeans. As you prepare to graduate and transition into the business world you need to understand that your life is going to be VERY different. There are things that can help or hurt you as you embark on your new career. This workshop will discuss time management, dress and grooming and professionalism. We will share career tips and discuss personal finance and share with you 11 things that you didn't learn in college.

Facilitating the Pledge Education Program/Planning for Fall (CO) with Lauren Finnegan

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.

How to Make LinkedIn Work for YOU! (LD) with Brad Killmeyer

LinkedIn has over 500 million users and is the best way to build and engage your professional network online. Many students find networking to be an uncomfortable and intimidating process. Students avoid making new connections, do not keep their profile updated and fail to showcase their talent. As a result, students miss out on the full benefits that LinkedIn offers.

In this session, you will learn how to use LinkedIn to discover who you are and what you want. You will see the benefits of having an active LinkedIn profile and learn how to make your account STAND OUT. You will leave knowing how to leverage LinkedIn to open new doors and exciting career opportunities.

Learning Outcomes:

- Use LinkedIn to figure out who you are and what you want
- Discover the benefits of using LinkedIn to build your professional network
- Your LinkedIn profile is your "personal website"
- Learn how to make your account show up and stand out
- Leverage LinkedIn to open new doors and exciting career opportunities

Officer Transition and Succession Planning (CO) with Sarah Hoffman

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.

Chapter Financial Management (CO) with Abby Hewitt

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.

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

Planning the Perfect Event (LD) with Kathy Jahnke

You want to plan the perfect event for your chapter, your business or even for a personal function. This session will provide you with tips and tricks for event planning that are sure to save you from headaches later – everything from site selection, contracts, budgeting and program planning will be discussed. You'll also learn how to promote the event for successful attendance and be armed with techniques on how to handle the "unexpected".

Promoting Diversity, Equity and Inclusion in Your Chapter (LD) with Thomas LeNoir

Are you interested in hearing chapter success stories related to diversity, equity, and inclusion? Would you like to have a list of resources to help your chapter promote diversity? This session will share best practices to incorporate diversity, equity, and inclusion during your chapter's recruitment campaign, pledge selection, and pledge process.

Got 3 Minutes?

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

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

