



Delta Sigma Pi Fraternity
 Western LEAD Provincial Conference and
 Council Meeting – Seattle/Bellevue
 March 10-12, 2023 (Draft 2/6/2023)

The Sessions below focus on the following tracks:

*Let's Talk About Career Goals (CA) Your Guide to Chapter Operations (CO) Digging Deeper into Deltasig (DS)
 Prioritizing Personal Development (PD)*

FRIDAY, MARCH 10

5:00 p.m.-8:30 p.m.	Check-in/Registration with Delta Sigma Pi	Hotel Lobby
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>	King County 3
8:30-11:00 p.m.	Network From College To A Job - Deltasig Edition People often try to grow their business card pile instead of their relationships with others, checking boxes they were told to check along the way. It can be slow and inefficient, but worst of all, it does not highlight YOU. Join facilitator Nick Rizzi for this interactive event and learn why someone with a LinkedIn network of 200 could be more valuable than 500+ connections, how to find mentors and connections, how to cultivate relationships while providing value, and how to create a network while you're in school that will result in multiple job offers upon graduation; some you may have never expected!	Skyview Ballroom (2 nd floor)

SATURDAY, MARCH 11

Early	Breakfast on own	
8:00-8:45 a.m.	Check-in/Registration with Delta Sigma Pi <i>(if you checked in Friday, no need to check-in again)</i>	Bellevue Foyer
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.	Bellevue Foyer
8:30-9:45 a.m.	Welcome & Networking Secrets for Success with Megan Pukala <i>Keynote sponsored by Delta Sigma Pi Leadership Foundation</i>	Bellevue Ballroom
9:45-10:10 a.m.	Meet the Partners and Networking Break	Bellevue Foyer
10:10 – 11:00 a.m.	Breakout Sessions I Globally Linked: How to Thrive & Not Just Survive in a Global Workforce (CA) Money for You and Your Chapter! (DS) Recruiting Boot Camp (CO) Time and Organizational Management (PD)	Redmond Kirkland King County 2 King County 1
11:00-11:10 a.m.	Networking Break	



11:10 a.m.-12:00 p.m.	Breakout Sessions II Chapter Financial Management (DS) King County 2 Developing a Continuous Growth Mindset: How to Give, Receive and Implement Feedback (PD) King County 3 Discover the DNA of Successful Job Candidates (CA) Redmond Facilitating the Pledge Education Program/Planning for Fall (CO) King County 1 Innovator's Mind: Driving Business Transformation with Tosin Odesanya (CA) Kirkland
12:00-1:20 p.m.	Lunch and Networking (Meal Ticket Required) Bellevue Ballroom <i>Meal Served at 12:00 p.m. – Program at 12:50 p.m.</i>
1:30 -2:20 p.m.	Breakout Sessions III All You Need to Know About the New Individual Discipline Policy (CO) Redmond Backpacks to Briefcase (CA) King County 3 The Power of Positive Thinking (PD) Kirkland Understanding Risk Management (DS) King County 1
2:20-2:30 p.m.	Networking Break
2:30-3:20 p.m.	Breakout Sessions IV Building an Inclusive Team (PD) Redmond History of Our Ritual (Members Only) (DS) King County 3 Member Engagement–Keeping Members Interested and Involved (CO) King County 2 Stepping Into a Career (CA) Kirkland
3:20-3:30 p.m.	Networking Break
3:30-4:30 p.m.	Regional Meetings and Chapter COY Recognition <i>All attendees are requested to attend a regional meeting!</i> Bay Area – Redmond Rocky Mountain – King County 2 Desert Mountain – Kirkland Sierra Nevada – King County 1 Pacific Coast – King County 3 South Pacific – Bellevue Ballroom Pacific Northwest – Bellevue Ballroom
6:45-7:30 p.m.	Networking Reception (Dinner Seating opens at 7:15 p.m.) Bellevue Foyer
7:30 p.m.	Dinner & Awards Program Bellevue Ballroom -Recognizing Regional and Provincial Collegians of the Year -Pearl & Ruby Badge Raffle -Entertainment to follow program until Midnight

SUNDAY, MARCH 12

Early	Breakfast on own
8:30-9:00 a.m.	Provincial Council Meeting Check-in Bellevue Foyer
9:00 a.m.	Western 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> Bellevue D
10:00 a.m.-Noon	Volunteer Leadership Training and Roundtables Redmond <i>Current or aspiring volunteers 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: Megan Pukala



Title: Secrets for Success: Life Lessons I Wish I Knew in College

Join Megan as she shares how she has come to define success and how her definition has evolved through key milestones in her life and career. Megan will also share life lessons that have been critical in helping her achieve success – and balance – both personally and professionally.

Megan Pukala celebrates 15 years with Procter & Gamble, one of the world's largest advertisers and consumer goods companies. Throughout her career Megan has pursued diverse experience across engineering, consumer research, marketing, and sales, cultivating her unique interdisciplinary approach to growing businesses, brands, and people. She has worked across more than 30 world-renowned brands including Bounty, Olay, and Gillette, launching new items and managing mature billion-dollar brands. Today Megan serves as P&G's head of Amazon Media & Marketing, where she oversees demand creation for a multi-billion dollar business and leads retail media innovation for the company. Megan is a champion for diversity, equality, and inclusion in the workplace and strives to create a culture where all feel valued. She holds a BS in Chemical Engineering from Northwestern University and an MBA from The University of Chicago Booth. Megan resides in Seattle with her husband Anand.

BREAKOUT SESSIONS I

10:10 – 11:00 a.m.

Globally Linked: How to Thrive & Not Just Survive in a Global Workforce (CA) 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.

Money for You & Your Chapter! Leadership Foundation Chapter Leadership Funds & Scholarships (DS) with Shawn Gregory

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!

Recruiting Boot Camp (CO) with Carley Haro and Cristina Gao

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

Time and Organizational Management (PD) with Adam Ledford

"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!

Chapter Financial Management (DS) with Connor Mong

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.

Developing a Continuous Growth Mindset (PD) with Sam Clark***How to Give, Receive, and Implement Feedback - a Guide for Empathy Leaders***

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.

Discover the DNA of Successful Job Candidates (CA) with Stephen Sorenson

What are today's most successful companies looking for in candidates? How do you best build the right portfolio of experience and tell your story? Come join this interactive session filled with rich content and wide open Q&A from one of today's leaders at Microsoft.

Facilitating the Pledge Education Program/Planning for Fall (CO) with Tim Beasley

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.

Innovator's Mind: Driving Business Transformation (CA) with Tosin Odesanya

If innovation is about developing something new that impacts the market and creates value for users — what is required to make that happen? Mindset or “Innovator’s Mindset” — simply put, innovator’s dilemma to foster transformation starts with the question of mindset. Mindset precedes and sparks the very act of innovation and transformation — creating new business ventures as an entrepreneur or “intrapreneur” within a corporate setting. We will explore key tenets of creativity, chronicle characteristics of an innovator, examine why great companies fail, and apply methodologies that startup and seasoned businesses use to disrupt and overtake competitors.

All You Need to Know About the New Individual Discipline Policy (CO) with Hunter Weber, Addison Freedle, and Sara Erl

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.

Backpack to Briefcase (CA) 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.

The Power of Positive Thinking (PD) with Nick Rizzi

Your brain is the most powerful processor ever created with the ability to input and process millions of complex data points per day. But did you know that you can use your brain to manipulate the very fabric of reality around you? In this session we will discuss the tools and techniques you can employ to generate healthy self-talk, positive environments, and how you can change the fabric of your reality through Positive (or Negative) thinking.

Understanding Risk Management (DS) with DaCotah Collier

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 IV**2:30-3:20 p.m.****Building an Inclusive Team (PD) with Marissa Robledo**

Details coming soon.

History of Our Ritual (DS) with Claire Roberts

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**Member Engagement—Keeping Members Interested and Involved (CO) with Brennen Feder**

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.

Stepping Into a Career (CA) with Rocket Companies

Description: 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.

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