



Delta Sigma Pi Fraternity
 Southern LEAD Provincial Conference and
 Council Meeting – Orlando, FL
 March 8-10, 2024

The Sessions below focus on the following tracks:

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

MEETING ROOMS are located on the ground level of the Doubletree Conference Center.

FRIDAY, MARCH 8

5:00 p.m. - 8:30 p.m.	Pre-Registered Check-in/ On-site Registration with Delta Sigma Pi	<i>Orange Ballroom Foyer</i>
8:00 p.m. – 11:00 p.m.	Welcome and Career Achievement Recognition Reception <i>All collegiates and alumni registrants, and local area Alumni included. Join us to mix and mingle!</i> This evening’s reception honors Barry Melancon with a Career Achievement Award following the presentation will be Ultimate Trivia with Chelsey Fix. <i>Light Appetizers and beverages served.</i>	<i>Orange A & B</i>

SATURDAY, MARCH 9

Early	Breakfast on own	
8:00 a.m. - 8:45 a.m.	Pre-Registered Check-in/ On-Site Registration with Delta Sigma Pi <i>(if you checked on Friday, no need to check-in again)</i>	<i>Orange Ballroom Foyer</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>Orange Ballroom Foyer</i>
8:30 a.m. - 9:45 a.m.	Welcome & Networking Unplug to Recharge–Seize the Day Over Seizing Your Phone with Jeff Wozer <i>Keynote sponsored by Delta Sigma Pi Leadership Foundation</i>	<i>Orange A & B</i>
9:45 a.m. - 10:10 a.m.	Meet the Partners and Networking Break	<i>Orange Ballroom Foyer</i>
10:10 a.m. - 11:00 a.m.	Breakout Sessions I Emotional Intelligence: An In-Demand Soft Skill (PD) Globally Linked and Negotiation: How to Thrive and not just Survive in a Global Workforce with IES (LD) Facilitating the Pledge Education Program/Planning for Fall (CO) Risk Management: More than Just a Set of Rules (CO)	<i>Citrus A Citrus B Magnolia AB Cypress AB</i>
11:00 a.m. - 11:10 a.m.	Break	



11:10 a.m.- 12:00 p.m.	Breakout Sessions II Your Personal Brand: LinkedIn & Beyond with Enterprise (PD) Negotiate Like a Pro (LD) How to Fundraise for a Chapter (CO) (Part 1) All You Need to Know About the New Individual Discipline Policy (IDP) (CO)	Citrus B Citrus A Cypress AB Magnolia AB
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>	Orange A & B
1:30 p.m. - 2:20 p.m.	Breakout Sessions III <i>Citrus A, Citrus B, C, Cypress AB, Magnolia AB</i> Mastering the Art of Effective Presentations (PD) How to Motivate Yourself and Others (LD) Ritual Today: Performing the Initiation Ceremony (Members Only) (RVP) Going Bigger with Fundraising, what the Delta Sigma Pi Leadership Foundation can do for you? (CO) (Part 2)	Citrus A Citrus B Magnolia AB Cypress AB
2:20 p.m. – 2:30 p.m.	Break	
2:30 p.m. – 3:20 p.m.	Breakout Sessions IV <i>Citrus A, Citrus B, C? Cypress AB, Magnolia AB</i> Artificial Intelligence in the Workplace (PD) Get Involved as an Alumni: Opportunities, Resources, and More (LD) Chapter Finance Management Best Practices & Discussion Forum (CO) Recruiting Boot Camp (CO)	Citrus A Citrus B Magnolia AB Cypress AB
3:20 p.m. – 3:40 p.m.	Networking Break <i>Refreshments served.</i>	Orange
3:50 p.m. - 5:00 p.m.	Regional Meetings and Chapter COY Recognition <i>All attendees are requested to attend a regional meeting!</i> Atlantic Coast – Orange A Mid-South – Citrus A Central Gulf – Magnolia AB South Atlantic – Orange B Mid Atlantic – Cypress AB Southeastern – Orange C	Ballroom Foyer
5:15 p.m. – 5:45 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>	Orange D
6:45 p.m. - 7:30 p.m.	Networking Reception (Dinner Seating opens at 7:15 p.m.)	Orange Ballroom Foyer
7:30 p.m. – Midnight	Dinner & Awards Program -Recognizing Regional and Provincial Collegians of the Year -Leadership Foundation and Alumni Service Recognition -Pearl & Ruby Badge Raffle -Enjoy DJ Entertainment following program while snapping pictures with Brothers at the photo booth.	Orange A, B, C

SUNDAY, MARCH 10

Early	Breakfast on own	
8:30 a.m. - 9:00 a.m.	Provincial Council Meeting Check-in	Orange D Foyer
9:00 a.m.	Southern Provincial Council Meeting <i>All chapter delegates and Regional Vice Presidents should attend this Council Meeting. All others are encouraged and welcome to attend as non-voting attendees.</i>	Orange D

ABOUT THE KEYNOTE: Jeff Wozer



Unplug to Recharge – Seize the Day Over Seizing Your Phone

We can all agree that our electronic devices are amazing. But therein lies the problem – they're too amazing. We cannot remove our eyes from our screens. Consequently, instead of doing, we're viewing, being reactive rather than proactive, treating life like a cheap approximation.

And this, often, comes at the unpardonable expense of family, jobs, grades, goals and even health.

Jeff, through his own screen-distraction struggle, delivers an impactful, motivating and highly entertaining presentation that helps us understand what our goal-vital attentions are up against in a world that views distraction as the new currency.

Having toured nationally for 20-plus years on the comedy club and corporate circuit, performing with the likes of Martin Short, Jim Gaffigan and Brian Regan, Jeff Wozer now pulls back the curtain on digital distraction, helping people, at both work and home, make better decisions with their screen-use time. Through keynotes and breakout sessions his engaging blend of insight and humor educates individuals on digital-balance practices so that they, not their devices, are controlling their attentions and, ultimately, their days.

Jeff's insights, borne from his own screen-struggle story, has inspired audiences at conferences and business meetings across the continent. Some of his clients include the National Recreation and Park Association, Premera Health, BASF, the New York State Correction and Youth Services Association, IMA Financial Group, the Eastern Plains Healthcare Consortium (EPHC) and the Arizona Society of Association Executives, to name a few.

BREAKOUT SESSIONS I

10:10 a.m. – 11:00 a.m.

Emotional Intelligence: An In-Demand Soft Skill (PD) with Amanda Girton

Hone your ability to understand and relate to others. In this session, you will learn valuable skills that will help you leverage the human condition to build relationships, business, and more.

Globally Linked and Negotiation: How to Thrive and not just Survive in a Global Workforce with IES partner, Sydné Cook (LD)

What makes an excellent negotiator? Negotiation is an often underdeveloped and underused skill. Learn how to leverage powerful negotiation strategies and tools to grow your career, personal life, and beyond.

Facilitating the Pledge Education Program / Planning for Fall Forum (CO) with Chelsey Fix

This session will provide tips and tricks for facilitating your chapter's Fall and pledge education program, as well as discussing some ways chapters and volunteers have creatively integrated pledges into regular chapter operations. Bring your own best practices to share too!

Risk Management: More than just a Set of Rules (CO) with Kevin Adamson

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.****Your Personal Brand: LinkedIn & Beyond (PD) with Enterprise partner, Charly Boorum**

What is your personal brand? How can you leverage LinkedIn and other social media platforms to build yours? These and other questions will be answered, and you will have the opportunity to make changes—in real time—to better leverage your resources to build your personal brand.

Negotiate Like a Pro (LD) with Joan Nason

What makes an excellent negotiator? Negotiation is an often underdeveloped and underused skill. Learn how to leverage powerful negotiation strategies and tools to grow your career, personal life, and beyond.

How to Fundraise for a Chapter (CO) (Part 1) with Alex Blankinship

Join this session to learn about fundraising best practices and strategies. We'll go through all of the stages of raising money from creating ideas, establishing goals, setting timelines and tasks, building a budget, and tracking results and outcomes. Whether you are a beginner or an experienced fundraiser, this workshop will equip you with the skills and knowledge needed to plan and execute a successful fundraising campaign. Join us for this interactive and informative workshop and take your fundraising to the next level!

All You Need to Know About the New Individual Discipline Policy (IDP) (CO) with Ollie Moses

The "Trial Process" you knew has been updated under the Fraternity's Individual Discipline Policy (IDP). This updated policy/process took effect in July 2023. During this session, an overview of chapter requirements under the policy, resources available and best practices for your standards committee. We will also answer your questions and presenters will share some of the lessons learned from appeals and chapter practices observed so far from Fall 2023.

BREAKOUT SESSIONS III**1:30 p.m. - 2:20 p.m.****Mastering the Art of Effective Presentations (PD) with Janene Markuske**

This comprehensive workshop is designed to equip you with the skills and confidence needed to captivate your audience, whether you're presenting in a classroom, boardroom, or any professional setting.

How to Motivate Yourself and Others (LD) with Olivia Malice

Participants will:

- Understand the psychological and practical strategies for self-motivation.
- Develop an awareness of different motivational techniques for team members.
- Explore methods to inspire and influence others to achieve collective success.

Ritual Today: Performing the Initiation Ceremony with Southern Regional Vice Presidents (CO) (Members Only)

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 of our Ritual today, as well as a discussion of proposed changes to our Ritual that are being proposed for the future.

Going Bigger with Fundraising, what the Delta Sigma Pi Leadership Foundation can do for you? (CO) (Part 2) with Joelle Berlat

Join this session to learn about how you and/or your chapter can acquire funding for various needs. We'll talk about Chapter Leadership Funds – funds to be used by your chapter for national educational event attendance like LEAD, Grand Chapter Congress and Presidents' Academy – or for local professional development and education events. We'll talk about scholarships available to Deltasigs – dozens of them are available annually totaling more than \$75,000. Learn about raising funds for your chapter with our campaigns such as Founders' Day Challenge and 4/25 Alumni Day Drive

Artificial Intelligence in the Workplace (PD) Shane Bordan

Join this session to learn how to:

- Understand the fundamental concepts of Artificial Intelligence and its relevance in the contemporary business landscape.
- Identify various AI technologies commonly used in business settings and their respective applications.
- Analyze successful case studies and examples of AI implementation in the business workplace for improved efficiency and decision-making.
- Evaluate potential challenges and ethical considerations associated with the integration of AI in business operations.
- Collaborate with peers to brainstorm and discuss practical strategies for implementing AI in specific business use case scenarios.

Get Involved as an Alumni: Opportunities, Resources, and More (LD) with Melissa Garcia

Learn how to make the most of your fraternal life after graduation. Explore opportunities to get involved, resources for growing your network, and better understand how Delta Sigma Pi can help you excel in post-grad life.

Chapter Finance Management Best Practices & Discussion Forum (CO) with Kevin Salazar

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

Recruiting Boot Camp (CO) with Subha Bhuiyan, Lizzie Branch

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.