The FBLA-PBL National Officer Teams recognize the terrible losses faced by many of our members and chapters due to the impact of hurricanes Harvey, Irma, and Maria.

I invite you to join me in uplifting our FBLA-PBL family by making a donation to our affected chapters.

Any amount will help ensure that our dedicated students in these affected areas can continue to benefit from FBLA-PBL and rebuild their chapters.

Your three division presidents have created a video to help you promote this effort to the PBL and professional members and advisers in your state.

Please go to FBLA-PBL.org and look for the disaster relief fund links on the home page. Thank you for your support.

FROM YOUR PBL NATIONAL PRESIDENT

KIMBERLY CLARK

Encourage your members to follow FBLA-PBL on social media for the latest information, announcements, and contests.

FutureBusinessLeaders
ProfessionalDivision

@FBLA_National
@PBL_National
@ProfessionalDiv

fbla_pbl

fblapblinc

Future Business Leaders of America-Phi Beta Lambda

Has your chapter been affected by Hurricanes Harvey, Irma, or Maria?

FBLA-PBL is here to help you and your chapter rebuild after these tragedies. Click on Disaster Relief to submit a request for financial assistance to help fund your chapter’s efforts to rebuild after the hurricanes.

Submit your request for support to help pay for:

- Dues
- Conference travel cost
- General Support
- School supplies and more!

Share your chapter’s success stories!

Tell us about your recruitment efforts, guest speakers, service projects, and more! You might see your chapter’s news featured in a publication or at a national conference.

Submit news and photos at fbla-pbl.org/news.
National Board of Directors

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PBL Advisers’ Hotline is published three times a year in the fall, winter, and spring by Future Business Leaders of America-Phi Beta Lambda, Inc. Editorial and advertising sales offices at:
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Materials may be reprinted with prior permission of the editor. Editorial submissions are encouraged and should be addressed to the editor. All FBLA-PBL publications use the Chicago Manual of Style.
Publisher: Jean M. Buckley    Editor: Kamal Clark

Calendar of Events

NOVEMBER
1–30 Prematurity Awareness Month
3–4 NFLC–Buffalo, New York
10–11 NFLC–St. Louis, Missouri
15 American Enterprise Day
17 March of Dimes World Prematurity Day
Virtual Business Finance Fall Challenge competitive event ends
Virtual Business Management Fall Challenge competitive event ends
17–18 NFLC–New Orleans, Louisiana
24 PBL Business Leader–winter issue copy deadline

DECEMBER
6–9 ACTE Convention–Nashville, Tennessee
15 Dues deadline to receive winter publications
Fall Stock Market Game ends
PBL Awards Presented at the NFLCs

Local Chapter
- Largest PBL Local Chapter
- Largest Local Chapter Membership—Professional Division—PBL Affiliation
- Largest PBL Local Chapter NFLC Conference Attendance (1 award at each NFLC site)

State Chapter
- Largest PBL State Chapter
- Largest Increase in PBL State Chapter Membership
- State Recruitment of PBL Chapters
- Largest State Chapter Membership—Professional Division—PBL Affiliation
- **New**—PBL State Chapter Raising Most Money for March of Dimes (*States and chapters create a team and donate through March for Babies. Any project counts.*)
Will Your PBL Chapter be an Outstanding Chapter this Year?

How would you like to earn national recognition for your PBL chapter? You can with the Outstanding Chapter recognition program.

Requirements
Chapters complete a total of 21 activities from the three areas of Membership/Chapter Management, Community/School Service, and Education/Progress. Each area has seven activities that PBL chapters must do, but the selection comes from a variety of different projects. Planning and participating in projects in these different areas gives PBL members a well-rounded membership experience and represent the three words on our PBL crest: Service, Education, and Progress.

Membership/Chapter Management
Required activities include recruiting three-to-five new paid PBL members and preparing a Program of Work for your chapter.

Then, chapters can pick an additional five activities from a total of eight.

There is heavy emphasis on recruitment and retention in this section of the Outstanding Chapter project—something critical to all PBL chapters. Some of these activities are as simple as creating a membership committee to focus on new ways to bring in and retain members, documenting community service hours, or conducting chapter meetings.

Community/School Service
Community service activities are an important part of being a PBL member and chapters should plan activities that benefit both the school and the community. There are two required activities under this section. Chapters are to create a committee to focus on developing a March of Dimes Project, an American Enterprise Day, or a Community Service Project. For the second required activity, chapters must have a fundraiser or awareness event for either the March of Dimes or must conduct a project to create awareness for our American Free Enterprise system.

Next, chapters choose an additional five activities from a total of eight projects. These activities range from submitting a community service article to the PBL Business Leader, to having your chapter create a brochure on social media safety or on proper social media etiquette.

Education/Progress
The final area for activities falls under Education/Progress. There are a total of seven activities for this section. This includes the following two required activities: Conducting a planning session for newly-elected local chapter officers and preparing a local chapter project. Some of the additional activities that chapters can focus on include planning and conducting activities for FBLA-PBL Week, organizing a business tour for local chapter members, and having at least one member attend one of the National Fall Leadership Conferences.

Register Now
Take these five simple steps and your chapter will be our next PBL Outstanding Chapter.

1. Log in to the Adviser Area on our national website and click on Outstanding Chapter.
2. Fill in the entry form and pick a student manager.
3. The student manager and your officer team choose your activities and decide which officers will take the lead on helping to accomplish them.
4. Plan and conduct your activities with your team and save your documentation so the student manager can upload what he or she needs to the online form.
5. Review the completed activities and submit the form.

All chapters completing the online form and meeting all requirements will receive the following:

1. An online chapter certificate of recognition printed by the local chapter adviser.
2. Champion Chapter ribbons for all delegates attending the PBL National Leadership Conference.

Deadline: April 1
At the age of 52, my life situation changed drastically when we adopted our three grandchildren. The timing could not have been worse. I owned a small trucking business and I was never home. My wife’s rheumatoid arthritis limits her mobility. However, I was in college and planned to make the transition to an office job after graduation; the accelerated pace of the adoption required a change in plans.

My business administration courses had prepared me for a career in business management. The course material allowed me to discover new concepts on management, leadership, communication, and effective team development. However, I lacked the soft skills to function in an office atmosphere.

Nevertheless, my plan now was to come home and rely on my participation in Phi Beta Lambda to develop my soft skills. I would also continue to pursue my bachelor’s degree. My initial fears never materialized because of the good skills and habits I developed through my coursework, which provided me with an advantage over other entry-level employees at my company.

My perseverance through hard times resulted in a tenacity for rising above challenges and the hurdles that I faced in making the transition. Looking back, I owe that all to my participation in Phi Beta Lambda.

Several Phi Beta Lambda advisers explained that the busiest students are also the most coveted by employers because of their ability to juggle multiple tasks and projects while meeting deadlines. Fortunately, Phi Beta Lambda provides the perfect laboratory for learning to manage your time and working in teams.

As a national and state officer, holding several Phi Beta Lambda leadership positions has provided me with public speaking practice, networking, and project management opportunities, which are essential to being a successful business leader. I developed a propensity for leading and working in teams that my current employer uses to help train his new driver managers.

In conclusion: I will be forever grateful to all my FBLA-PBL advisers and mentors for the incredible lessons about leadership, service, and commitment to my development as a future business leader. Career and technical education has provided me a solid foundational business understanding that provides the path for future career and life success.
SPONSORS & PARTNERS

FBLA-PBL members could receive a special discount on GEICO auto insurance. Visit geico.com/fbla-pbl or call GEICO at 800.368.2734 for a free quote today.

By identifying yourself as a FBLA-PBL member, you will also help support your association. Be sure to have your current coverage information available in order to secure a comparable quote.

**NOTE:** Discount not available in Michigan, Mississippi, and Tennessee.

IMA® (Institute of Management Accountants)

Nominated your students for the CMA Scholarship—for more than 40 years, the CMA® (Certified Management Accountant) certification has been the global benchmark for management accountants and financial professionals. By earning the CMA, your students can stand out from their peers as they enter the workforce after graduation.

Give your students the opportunity to take the CMA exam at no cost. You can nominate up to 10 high-achieving students from your school each year for a CMA Scholarship. Students can take the exam while still in school. Click here to learn more.

**Uber** is providing FBLA-PBL new users a free ride (up to $15). Download Uber’s free iPhone/Android/Blackberry 7 app, enter your information along with the code FBLAPBL2017. Request a ride 5–15 minutes before you need one. $15 will be applied towards your first ride on uberX, UberBLACK, or UberSUV (excluding uberT).

**Congratulations 2017 Spring Stock Market Game winners:**

**PBL WINNERS**

1st Place: Embry-Riddle Aeronautical University (AZ)—Javad Gorjidooz, adviser
2nd Place: Ocean County College (NJ)—Katherine Troy, adviser
3rd Place: Embry-Riddle Aeronautical University (AZ)—Javad Gorjidooz, adviser

FBLA-PBL members could receive a special discount on GEICO auto insurance. Visit geico.com/fbla-pbl or call GEICO at 800.368.2734 for a free quote today. By identifying yourself as a FBLA-PBL member, you will also help support your association. Be sure to have your current coverage information available in order to secure a comparable quote.

**NOTE:** Discount not available in Michigan, Mississippi, and Tennessee.

**Uber** is providing FBLA-PBL new users a free ride (up to $15). Download Uber’s free iPhone/Android/Blackberry 7 app, enter your information along with the code FBLAPBL2017. Request a ride 5–15 minutes before you need one. $15 will be applied towards your first ride on uberX, UberBLACK, or UberSUV (excluding uberT).

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**Humans of FBLA-PBL**

The FBLA and PBL National Officers are again sponsoring the Humans of FBLA-PBL where FBLA and PBL members are featured in social media posts each week. Encourage your PBL members to submit their stories today at fbla-pbl.org/humans.
FBLA-PBL appreciates our new and returning 2017 NLC competitive event sponsors. With their support, all of our PBL national competitive events were sponsored again this year. For more information on our partners, visit the scholarship, fundraising, and educational programs pages on fbla-pbl.org.

NEW SPONSORS

RETURNING SPONSORS
Country Meats features fresh, smoked snack sticks that everyone loves! Sell for $1 and receive 45% profit! For FREE SAMPLES call 800.277.8989 or visit countrymeats.com/samplepack.

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Ozark Delight lollipops are only available for fundraising. They do not sell to stores or other retail markets. Call 800.334.8991 or visit ozarkdelight.com.

Schermer Pecans offers a delicious and healthy fundraising product. Call 800.841.3403, visit pecantreats.com, or email schermerpecans@yahoo.com.

School Spirit Coffee provides personalized packaging for their coffee fundraiser. Call 800.570.1443, email Debbie@schoolspiritcoffee.com, or visit schoolspiritcoffee.com.

Tom-Wat Fundraising features multiple fundraisers from catalog sales to cookie dough and much more. Call 800.243.9250, email sales@tomwat.com, or visit tomwat.com.

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10% off at participating Hyatt properties
877.393.8034
Group Code: CRS1684
The Future Business Leaders of America—Phi Beta Lambda, Inc. (FBLA-PBL) National Board of Directors met on June 28, 2017, in Anaheim, California. Attending were Lisa Weeks, Chair—Southern Region, Stacee Mcclff, Chair-elect—Western Region, Tina Dierkes—North Central Region, Elizabeth Garofalo—Eastern Region, Cherie Hooks—Southern Region, and Jensen—Mountain Plains Region, Lee Marcoux—Eastern Region, Glenn Morris—Western Region, Stacy Nahas—Business & Industry, Deborah Parman—Mountain Plains Region, Niel Patel—FBLA National President, Albert Amaya—PBL National President, Blake Reynolds—PBL National President, Karen Heslep, Past Chair—Southern Region, Jean Buckley, President & CEO, Richard Bowen, Conference Director, Kelly Scholl, Education Director, Troy White, Director Marketing & Membership, and Buddy Albersson, PBL Manager

FBLA National President Niel Patel reported on his team's activities this year as they relate to our four organizational goals.

Customer Service—FBLA has 204,942 members and 5,177 chapters and is showing a decrease from last year. Business achievement awards are up 14% and we added Launchpad, the Battle Royale program, and a personal finance curriculum to the FBLA experience.

Relationships—Eastern Region VP Sophia Danziger and CEO Jean Buckley rang the Closing Bell at the New York Stock Exchange (NYSE). Legislative outreach continued and monthly meetings were held with state officers.

FBLA-PBL National President Albert Amaya focused on his team’s efforts this year.

Customer Service—PBL has 8,940 members and 422 chapters, a decrease from last year. PBL Virtual Chapter had an increase in membership. Officers focused on the Home State Advantage Program and established National Councils. A PBL Membership Survey was developed and distributed.

PBL National President Albert Amaya—PBL continued to be in a strong financial position and once again received a clean opinion letter on its audit.

Policy & Bylaws—Policy & Bylaws Chair noted two proposed bylaw amendments were submitted this past year regarding the National Treasurer. The policy and bylaws committee voted not to move the amendments forward.

In Other Business, the board voted to approve the new state chairs placed in nomination by their states—Dana Anderson, FBLA-PBL State Chair, Colorado; Debbie Moore, FBLA-PBL State Chair, Mississippi; Ron Richter, FBLA-PBL State Chair, New Jersey; and José Jimenez-Hernandez, FBLA-PBL State Chair, Puerto Rico.

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Association Drive Property Update—Jean Buckley gave an overview of the property at 1912 Association Drive and the sale of the common area called Block 12. Earlier in the month, the board voted not to sell the FBLA-PBL property at 1912 NLC. The St. Louis NLC will pilot a new PBL format, include business tours, and invite business organizations to participate. This fall, the online PBL program will be rolled out to all chapters. Long-term, CMAP changes are being developed to take place for 2018–19 membership year.

Middle Level (ML) Update
Troy White reported on various updates to ML program. LEAD is a new membership recognition program. A combined MAP and High 5 will infuse more digital tools, skills, and business experiences and there will be a badging component via STEM Premier. The Young Leader Award will allow states to nominate one ML member from each state. ML will have its own competitive events program piloted at the 2018 NLC in Baltimore, Maryland.

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