Are Your Students Ready for #NLC18?

Deadline Calendar

ASAP: Make airline and transportation reservations

May 11: Receipt deadline
  • National anthem auditions
  • NLC competitive events program entries, including all forms, reports, and résumés (submitted by state chapter)
  • PBL NLC internship applications

May 15: Receipt deadline
  • March of Dimes report
  • PBL national officer candidate applications

May 18: Receipt deadline
  • NLC school site computer production tests
  • NLC and IFL early bird registration rates in effect
  • Housing reservation to the hotel
  • NLC and IFL registration cancellations for refunds

May 19: NLC and IFL regular registration rates in effect

June 1: Receipt deadline
  • Last day to make corrections for competitive events entries (submitted by state chapter)
  • Draft national officer candidate campaign materials due: speech, financial statement, list of booth items, sample brochure or rack card.

June 8: Registration deadline
  • PBL local voting delegates

June 10: Receipt deadline
  • NLC & IFL preregistration

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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Calendar of Events

APRIL

30 Professional Division Membership Awards
due deadline

MAY

1 Adviser Wall of Fame: postmark deadline
4 Spring Stock Market Game ends
9 National Leadership Conference: intern
applications receipt deadline
Businessperson of the Year Nomination:
receipt deadline
11 NLC competitive event registration
(11:59 p.m. ET)
All prejudged materials must be received at
FBLA-PBL National Center (11:59 p.m. ET)
15 Receipt Deadlines:
• March of Dimes Fundraising Report
• National Officer candidate application
• PBL state chapter voting delegates
18 All competitive events computer production
tests must be received by FBLA-PBL National
Center (11:59 p.m. ET)
20 PBL NLC and IFL: Early bird registration
deadline

JUNE

1 Last day to make competitive events name
changes (11:59 p.m. ET)
8 PBL Local Chapter Voting Delegates:
registration deadline
22–23 PBL Institute for Leaders: Baltimore, MD
23–26 PBL NLC: Baltimore, MD

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Publisher: Jean M. Buckley Editor: Kamal Clark
This summer, join more than 1,600 PBL members and advisers elevating their future in Baltimore, Maryland from June 23–26.

KEYNOTE SPEAKER

Sherry Winn

Coach Sherry Winn is an in-demand motivational speaker, a leading success coach, a seminar trainer, a two-time Olympian, a national championship basketball coach, and an Amazon best seller. She has written five books including, “Unleash the Winner within You: A Success Game Plan for Business, Leadership and Life.” Thousands, from small business owners, to athletic coaches, to corporate executives, have enjoyed Coach Winn’s powerful interactive and humorous WINNING presentations.

CONFERENCE APP

Download the free FBLA-PBL National Conferences app. Receive message updates, create your personal schedule, learn about exhibitors, and more! Conference details will be available in the app approximately one week before the NLC.

CONTINUING EDUCATION CREDIT

Valley City State University is pleased to offer optional 700-level continuing education credit to FBLA-PBL advisers and Professional Division members attending and participating in the 2018 FBLA-PBL National Leadership Conference. This credit may be used for teaching licensure renewal, salary adjustments, and professional development credit. This credit will not count toward undergraduate or graduate degree requirements.

CTE 2000 FBLA-PBL National Leadership Conference (Pass/Fail)—one continuing education credit. Requirements to fulfill course requirements will include a summary of the conference main speakers and breakout sessions attended.

Cost of the credit will be $75 for one continuing education credit. Registration can be found at vcsu.edu/extend. Only online registration will be accepted. Registration for the continuing education credit will close on Sunday, July 1, 2018. For more information, contact Rick Ross at 701.845.7182 or rick.ross@vcsu.edu.

NATIONAL OFFICER ELECTIONS

An important and exciting part of the NLC is the election of the 2018–19 national officers. Students interested in running for national office can request the National Officer Candidate Guide from their state adviser or download it from www.fbla-pbl.org. Direct questions about national officer candidates to membership@fbla.org.

Candidates display literature at their campaign booths where members can talk with them about their platforms. Don’t miss the spirited competition for delegate votes by the candidates and their campaign teams.

ADVISER HOSPITALITY CENTER

Share refreshments and conversation with members of the board of directors, advisers, and national staff while exchanging ideas on FBLA-PBL national programs, partnerships, and services. Network with other advisers and exchange ideas in a relaxed environment. Check the conference program for locations.

PBL June 24 & 25 2:00 p.m.–4:00 p.m.
FBLA-PBL and our national service partner, the March of Dimes, will sponsor a mini March for Babies during the FBLA and PBL National Leadership Conferences in Baltimore. All conference attendees are encouraged to participate and contribute to the March of Dimes. This is your chance to join members as you help us save babies. Remember to bring your $5 donation and get ready to have a great time!

NLC INTERNSHIP OPPORTUNITIES
Have your students enhance their experience by volunteering as a NLC intern in Baltimore! Conference interns help national staff with conference logistics and headquarters office management. Interested applicants must be available to attend the Baltimore NLC during these dates and times:

PBL Interns  June 23–June 26  8:00 a.m.–5:00 p.m.

To participate, you must be available during the majority of the NLC. Interns must pay the conference registration fee, accommodations, travel, and meals. Complete the application at fbla.org/NLC including a current résumé and one letter of recommendation.

Application receipt deadline is Friday, May 11.

NLC WORKSHOPS
As the NLC approaches, check fbla.org/NLC for a complete listing of workshops and descriptions. If you would like to suggest a topic or recommend a speaker, please email conferencemanager@fbla.org. Workshops are subject to change.

Workshop topics focus on business ethics, careers of the future, college information (applications, funding, freshman 101, etc.), communication, community service, cyber security, e-commerce, entrepreneurship, etiquette for the job, finance, hospitality, international/global business, job skills, management, marketing, social media (Google Apps, latest tools, etc.), technology (web, gaming, networking, future, etc.), and FBLA-PBL programs. Workshops are geared specifically for students, advisers, and Professional Division members.

INSTITUTE FOR LEADERS
This high-energy, intensive, two-day seminar, being held June 22–23, is a focused leadership experience for state and local chapter officers, as well as members and advisers. This training conference prepares student leaders and members to assume their elected responsibilities and develop valuable life skills.

SILENT AUCTION
Chapters/states can donate a gift basket or item for the NLC Silent Auction. When packaging gift baskets, provide a visible list of contents. Proceeds from the Silent Auction go to student recognition programs. Visit fbla.org/NLC for the donation form. Visit the Silent Auction on Day 3—June 25 to bid on a variety of items, including gift baskets and hotel packages.

NLC FEES

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<th>Early Bird on or Before May 18</th>
<th>Regular May 19–June 10</th>
<th>Onsite June 11–Onsite</th>
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IFL FEES

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fbla.org/NLC
**Custom Shades Sunglasses Fundraiser**

Our CUSTOM SUNGLASSES FUNDRAISER utilizes the sale of COOL sunglasses to expand your program. With our 100% customized sunglasses with your school logo, colors, and name, we focus our product on high quality shades at a discounted price, so your group is able to make HIGH PROFIT MARGINS. 300 pair–$5.00 each, 200 pair–$6.25 each, 150 pair–$7.00 each, 50 pair–$7.50 each.

Suggested retail is $15. Use Custom Shades fundraiser as a way to help pay for those FBLA trips! Contact us for FREE sample and FREE design mockups. All orders using the Code #FBLASHADES2018 receive a 10% DISCOUNT on orders above 200 pair.

Call us 1-888-751-8107 or find us www.MoneyMakerShades.com

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FBLA-PBL advisers could receive a special discount on GEICO auto insurance. Visit geico.com/fbla-pbl or call GEICO at 1-800-368-2734 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.

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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.
**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.

**Custom Shades Sunglasses Fundraiser** offers a high-profit fundraiser featuring customized sunglasses with your school logo, colors, and name. Call 888.751.8107 or visit MoneyMakerShades.com.

**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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**Member Benefits**

**Geico**
- Free ride for new users (up to $15) on UberX, UberBLACK, or UberSUV (excludes UberT). Code: FBLA-PBL2017

**Office Depot**
- Receive a discount on over 96,000 items at Office Depot and OfficeMax locations or online. officediscounts.org/fbla

**Alamo**
- Unlimited mileage and up to 20% off! 800.GO.ALAMO
- Contract ID# 7000461

**The Princeton Review**
- FBLA-PBL members receive 10% off courses for the SAT, ACT & GMAT. Visit fbla-pbl.org/discounts to get started.

**FranklinCovey**
- Save 20% with your FBLA-PBL card. ID# 5492731

**Wyndham Hotels**
- 20% off at participating Wyndham properties
  - Corporate ID 8000001640

**Hyatt Hotels**
- 10% off at participating Hyatt properties
  - 877.393.8034
  - Group Code: CR51684

**Office Depot**
- Receive a discount on over 96,000 items at Office Depot and OfficeMax locations or online.

**Office Depot**
- Discounts for over 96,000 items

**TOM WAT**
- 5% discount on room rate extendedstayamerica.com
- Corporate Code: EAFBA

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**Wyndham Hotels**

**Hyatt Hotels**

**Office Depot**
- Discounts for over 96,000 items

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**Uber**
- Free ride for new users (up to $15) on UberX, UberBLACK, or UberSUV (excludes UberT). Code: FBLA-PBL2017

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**Alamo**
- Unlimited mileage and up to 20% off! 800.GO.ALAMO
- Contract ID# 7000461
The Future Business Leaders of America-Phi Beta Lambda, Inc. (FBLA-PBL) National Board of Directors met on January 12, 2018, in Reston, Virginia. Attending were Stacey McIliff, Chair—Western Region, Glenn Morris, Chair-elect—Western Region, Jessica DeVaal—Mountain Plains Region, Tina Dierkes—North Central Region, Elizabeth Garofalo—Southern Region, Robert Kollar—Eastern Region, Max Michel—FBLA National President, Kimberly Clark—PBL National President, Ryan Paul—PD National President, Lisa Weeks, Past Chair—Southern Region, Jean Buckley, President & CEO, Richard Bowen, Conference Director, Kelly Scholl, Education Director, and Troy White, Director Marketing & Membership.

FBLA National President Max Michel reported on activities as they relate to FBLA-PBL’s four organizational goals.

Customer Service—Membership is down 8,793 members and chapters up by 31. Officers sent monthly emails to states; launched an FBLA personal finance website; held state officer roundtables; and developed chapter resources.

Relationships—Swept all five regional ACTE secondary student awards; collected over 2,800 cans of food at NFLC; promoted Prematurity Awareness Month; secured sunglasses as incentive to donate at NFLC Blue Jeans for Babies dances; established Urban Initiative; and presented NFLC leadership tracks—FBLA Foundations and State Officer Track.

Resources—Officers initiated a video disaster relief campaign raising $3,700 for hurricane victims with 30+ relief requests from Puerto Rico, Florida, and Texas.

Image & Awareness—Officers released “Welcome Back” and council announcement videos and advocated to state legislators and education commissioners.

PD National President Ryan Paul reported on his team’s efforts.

Conference—At NFLCs, PD promoted a lifelong organization message; provided résumé reviews at St. Louis and New Orleans and offered continuing education credits.

Communication—Officers developed database of market officers. Market Development Committee is producing a best practice guide to share with members to organize into local, state, and multi-state groups.

Organization—Annual membership year pilot is on hold. Officers restructured committees to reflect division’s current priorities and are launching Business & Industry Advisory Committee to provide support on key initiatives.

Retention—Officers emailed all previous year’s members who have not renewed. Programs Committee is developing interest-based membership structure and benefits.

Support—Officers partnered with FBLA and PBL on the disaster relief initiative after the hurricanes and sent PD fundraising communication to kick off competitive event sponsorship.

STRATEGIC ISSUES

Inclusion & Dress Code—Board voted to accept the committee’s proposed dress code. See the new dress code here.

PBL Update—CMH is 100% online and website is streamlined. Six membership programs were discontinued. A PBL experience was added to St. Louis NFLC to include business tours and a case study competition.

Recent PBL survey results show majority are in favor of a PBL stand-alone fall conference. New York is the preferred location with the site rotating each year. Areas of focus should be business tours, skills-focused workshops, and career panels. Survey showed October as the preferred time, but we also will look at November with a Thursday to Saturday timeline.

An update was provided on the transition to a new database. In August, the current database will be upgraded to a full-service Association Management System.

FBLA-PBL Strategic Planning Process—Chair McIff reported on the work accomplished by the board since the board retreat in October. Two committees worked on possible mission and values statements.

The board approved the following new mission statement: FBLA-PBL inspires and prepares students to become community-minded business leaders in a global society through relevant career preparation and leadership experiences.

A final decision on the values statement was tabled for the next board meeting.

Jean Buckley presented Phase II of the planning process, which is to define distinctly different experiences for students in each division (middle school, high school, and college). The plan includes a task force to work on a scope and sequence and review committees to audit current content and experiences against the newly developed scope and sequence. The Ostara Group will facilitate the process.

OTHER BUSINESS

Board reviewed the NAP recommendations and approved the proposed new state chairs—Michelle Oliveira McIntosh for California and Marci Barlow Shields for Oklahoma.

Association Drive Property Update—At the January 16th CEA meeting, the CEA board will vote on whether to again recommend the sale of Association Drive. On behalf of FBLA-PBL, Jean will vote no to the proposal.

COMMITTEE REPORTS

Finance—Lisa Weeks gave the Finance Committee report. She reviewed the financial statements and FBLA-PBL is having another good year, which together with our fund balance allows us to continue with the new strategic projects added this year.

Policy & Bylaws—No new policy and bylaws were proposed at this time.

NEW BUSINESS

Board Rotation—Ryan Paul shared an analysis on the board rotation and suggested a review by the policy and bylaws committee. Chair McIliff noted we have open board positions, which were announced in the January 8, 2018 National Briefings.

Greetings—Kelli Diemer, ACTE Business Education Division Vice President, called in greetings to the board and offered her support in her role with ACTE.