Are you ready to Elevate Your Future at #NLC18?

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Calendar of Events

APRIL
30 Professional Division Membership Awards dues 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
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
Greetings PBL members!

Winston Churchill once said, “Success is not final; failure is not fatal: It is the courage to continue that counts.”

When I step back and take a look at the world around me on a macro scale, I realize how small I truly am. I’ve been to over thirty states, visited five countries, and met thousands of people; however, I have never crossed the threshold of the majority of the places or the mind of the majority of the people in the world. Therefore, the actions I take and the failures that may follow are not as large as they may seem to me. When I step back and take a look at the world around me on a micro scale, I see the incredible people who have often unknowingly exponentially impacted my life. Therefore, if others have had such a profound impact on my life, it is only logical to infer that I have made an impact of some capacity on the lives of everyone I have encountered. Although my actions and overall existence may not inherently matter to people a world over, to those whose lives I am present in, my actions and mere existence have tremendously affected the trajectory of their life paths.

When looking at the grand scheme of life, including your failures, desires, and actions, it is important to realize that your failures are insignificant to anybody besides you, but your courage to persevere and take dynamic action could change the world for at least one person. As you go forward with your preparation for the National Leadership Conference and with your life journey, remember that a failure is just a learning experience that helps you grow and develop your strengths. Also remember that a difficult situation doesn’t always mean that you were not destined for that particular success, but instead may show you alternate memorable and satisfying paths to the same destination that you never would have explored on your own.

If you have qualified to compete at the NLC, remember that your success is not final. Fight to the finish to elevate your future by continuing to study and practice for your events so that you can stand on the stage next to me and take home a trophy that will serve as a fair trade for the blood, sweat, and tears that you poured into your events. If you did not qualify to compete at NLC, do not give up! I did not even qualify for the Missouri State Leadership Conference during my first year as an FBLA-PBL member, but that initial shortcoming inspired me to pour my soul into competing and fueled my passion for FBLA-PBL. I credit my initial failure for helping me to stand where I am today. I truly hope that you, too, strive to use each failure as a step in becoming who you are meant to be.

I look forward to seeing you in Baltimore, Maryland in June. I can’t wait to hear your stories of perseverance and watch with pride as you realize your potential and hear your name called as a top ten finalist, scholarship recipient, or as a leader of this shining organization.

–Kimberly Clark
AWARD WINNERS

Congratulations to this year’s CMAP President Award winners who will receive their pins at the PBL National Leadership Conference in Baltimore, Maryland.

<table>
<thead>
<tr>
<th>Student</th>
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<tr>
<td>Cynthia Landaverde</td>
<td>South Arkansas Community College</td>
<td>AR</td>
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<td>Kathryn Daley</td>
<td>Central Arizona College</td>
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<td>Kyandra S. Smith</td>
<td>Columbus Technical College</td>
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<td>Rachetau McCoy</td>
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<td>Samuel Oliver Jr.</td>
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<td>ShaDarrius Jones</td>
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<td>Andrea Burton-Willis</td>
<td>South Georgia Technical College–Americus</td>
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<td>Dylan Kennedy</td>
<td>Southeast Missouri State University</td>
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<td>Jessica Everett</td>
<td>East Central Community College</td>
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<td>Emilia Arrington</td>
<td>Durham Technical Community College</td>
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<td>Rebecca Nord</td>
<td>University of Jamestown</td>
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<td>Yuqing Feng</td>
<td>Rutgers University–New Brunswick</td>
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<td>Sam Lemin</td>
<td>Oklahoma Panhandle State University</td>
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<td>Anand E. Persaud</td>
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<td>Laurel A. Eaton</td>
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<td>Timothy Rodriguez</td>
<td>University of Virginia–Charlottesville</td>
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<td>Jeremy Linaburg</td>
<td>Alderson–Broaddus University</td>
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<td>Sarah L. Jones</td>
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The Importance of Participating in Community Service Projects

by PBL Western Region Vice President Mark Creech

While suffering through unbearable holiday traffic on my way to deliver toys, I found myself thinking about all the smiles the toys would bring to suffering families. Smiling, I reflected on all the times someone helped my family through tough times and decided to write an article on the benefits of doing community service.

Mahatma Gandhi famously said, “You must be the change you want to see in the world.” That change must start inside first. Being a part of Phi Beta Lambda, I witnessed the change in myself, members, and FBLA-PBL as an organization. Change is inevitable and even though at first it might not look very promising, remember, helping with the smallest tasks can make a real difference in the lives of people.

When everything looks hopeless and we might feel inadequate that we can’t make a difference, we must stay grounded in our belief system and realize our full potential as a change agent. “Love is not patronizing and charity isn’t about pity, it is about love. Charity and love are the same—with charity you give love, so don’t just give money but reach out your hand instead.” – Mother Teresa

See, volunteering is a two-way street. You reap benefits when you dedicate your time to helping others. Besides the warm feeling inside your soul, you develop new friendships, expand your network, and develop social skills. A few of the many benefits of doing community service are:

• Making your community a better place
• Gaining hands-on experience
• Finding your passion in life
• Growing as a person
• Gaining new friends

Volunteering connects you with people in need and while helping make their lives better, you also make an impact on the community. The love and caring you bring to others helps them fight through their hardship.

Meanwhile, every time you help someone through a rough time it gives you the strength to fight through your own trials and tribulations. Volunteering has helped my self-confidence and given me a new-found sense of pride and accomplishment. I have learned the more positive I feel about myself, the more successful I am with achieving my goals. When we focus on others, our tribulations seem to be easier to deal with. I challenge you to Elevate Your Future through volunteering in your community.
Q & A With Your NLC Keynote
Speaker Coach Sherry Winn

1. What made you want to start motivational speaking?

I coached collegiate basketball for 23 years. One thing I noticed was my players beat up on themselves far worse than any opponent could. You've probably heard the adage, “The toughest opponent you will ever face is yourself.” This is true for most people.

Through my life challenges, I discovered there was a wealth of knowledge that could help my players. I spent as much time coaching them personally as I did coaching basketball skills. When my players felt better about themselves, they performed better on the court.

I wanted to assist more people with the wisdom I gained through my challenges with being fired from my first coaching job to being named National Coach of the Year, rising from college bench substitute to Two-Time Olympian, overcoming five years of severe chronic pain to better health, and overcoming suicidal thoughts to becoming an award-winning speaker and author.

I understand I cannot change lives, but I can influence people. My intention is that when audiences hear my message they are moved to action. I want people to know they don’t have to settle in life; they create the life they desire.

2. What is the best advice you have been given to help you succeed?

As a youngster, my parents taught me to never quit. They didn't allow any of my siblings to quit anything they started. We had to finish what we started no matter how challenging it was. So many times in life challenges feel like they are too tough, but my early experiences taught me if I persevered long enough, good things will happen.

Most people quit too early. They give up before they can experience success.

I read an article that said “thirty out of thirty-one speakers quit in their first year.” Do you know why? Because it is hard. I am lucky that my parents taught me that life was challenging, and sometimes you feel like quitting, but that quitting is the one sure certainty in this world. Because when you quit, you cannot succeed.

3. Since you have suffered from severe depression, what advice would you give an individual that might be going through something similar today?

Because organizations like FBLA-PBL have done such a phenomenal job of teaching students that getting help is essential, many young people today don’t have the same mentality as my generation about therapists.

When I was young, people told me that only “crazy” people needed therapy, which prevented me from seeking help.
My one redeeming quality that saved me was journaling. I had no idea at the time that writing every day, getting my thoughts on paper, and being honest with myself was therapy. Because I could be honest on paper, I was able to see how I needed to change. My suggestion to students or adults who are struggling emotionally is to seek a qualified person who can walk you through your pain.

4. After all of the things you have accomplished, what do you believe is your greatest accomplishment and what was the hardest to accomplish? Why?

People probably want to hear something like becoming a Two-Time Olympian or winning a National Championship. Those accomplishments brought tears to my eyes and made my heart flutter, but they were not my biggest accomplishments.

The biggest accomplishment I’ve had is dealing with chronic pain for the past 23 years. For the first years of chronic pain I couldn’t sit, stand, or walk without intense pain. I couldn’t stand long enough to push a grocery cart through a grocery store or sit long enough to go to a movie. My only relief was when I could stretch out on the couch or bed.

To get healthier, I had to open my mind, heart, and soul to different techniques. I had to deal with my emotional pain and expand my belief system about alternative medicine.

5. When you aren’t doing speaking engagements, what is something else you love to do that others might not know?

In the winter, I love to snowshoe and sled down the hill outside my house. I also love to write and laugh.

6. What would you like to accomplish next?

I am still working on my health. I would love to be healthier. I want to write more books. I have three books in my head right now that I want to write. I want to continue to grow and learn so that I can influence more people.
This summer, join more than 1,600 PBL members and advisers elevating their future in Baltimore, Maryland from June 23–26.

**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.

**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](http://fbla.org/NLC) for the donation form.

**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](http://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.

**NLC WORKSHOPS**
As the NLC approaches, check [fbla.org/NLC](http://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.

**NLC INTERNSHIP OPPORTUNITIES**
Enhance your 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:

- 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](http://fbla.org/NLC) including a current résumé and one letter of recommendation.

**March of Dimes**
A FIGHTING CHANCE FOR EVERY BABY™
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 and advisers as you help us save babies. Remember to bring your $5 donation and get ready to have a great time!
The best way to invite good new things into your life is to make room for them. Just as you declutter your office and home, from time to time do a check and throw out anything that isn’t helping you make your success achievable.

Here are some good places to start.

1. **Trying to be perfect.**
   Perfectionism sets us up for failure. It’s not a quest for the best but a way of telling yourself you’ll never be good enough.

2. **Playing small.**
   Expand your horizons. Go big. Grow! Sometimes the process is painful, but it’s worth it.

3. **Faking it.**
   Vulnerability sounds like truth and feels like courage. Truth and courage aren’t always comfortable, but they’re always strong.

4. **Waiting for luck.**
   Luck builds its foundation on preparation. Coming across good opportunities may be partly a matter of luck, but it’s also a matter of knowing where to find them and being prepared to make the most of them.

5. **Waiting for anything.**
   We have been fooled into thinking that if we wait for the right time, right place, and right person we will be successful, but opportunity is where you find it, not where it finds you.

6. **Needing approval.**
   Don’t let the opinions of others consume you. What a waste of time!

7. **Trying to do it alone.**
   Even if you can pull it off, it’s twice as much work and half as much fun when you do it alone.

8. **Making empty promises.**
   Make your promises rare and 100 percent reliable.

9. **Fixating on your weaknesses.**
   We all have our weak points. Work on them, but focus on your strengths.

10. **Blaming others.**
    It’s cowardly and it costs you respect.

11. **Overlooking your negative thoughts.**
    You may believe that you are responsible for what you do but not for what you think. The truth is those things can’t be separated.
12. Living in the past.
Your future starts now.

13. Trying to please everyone.
The surest path to failure is trying to please everyone. Work to please only yourself and those who are important to you.

Small goals yield small results; big goals, big (and sometimes huge) results.

15. Holding on to grudges.
They’re a waste of time and a thief of contentment and happiness.

16. Avoiding change.
Change will happen with your permission or not. Manage it when you can and always make the best of it.

17. Trying to never make a mistake.
Avoiding risk and never daring is the biggest mistake you can make.

18. Saying “I can’t.”
Don’t give up just because things are hard, and don’t talk to yourself in negative terms.

19. Minimizing yourself.
Being a shrinking violet doesn’t help you, it doesn’t put anyone else at ease, and it’s a bore.

20. Gossiping.
Small people indulge in gossip. Talk about ideas instead—and when you do talk about people, be compassionate and supportive always.

Failure does not come from falling down. Failure comes from not getting up.

22. Complaining.
If you spend time complaining about yesterday, you won’t have time to make tomorrow better.

23. Spending time with negative people.
If those around you are trying to bring you down, maybe it’s time to lift yourself up.

24. Comparing yourself with others.
Comparison is another thief of your happiness. Don’t worry about what others are doing.

25. Thinking you can’t make a difference.
Each of us can make a difference—and together we make a change.
We all have traits and tendencies we need to give up so we can let something great come in. Everyone is entitled to success; we just have to make room for it. Learn to give up what is keeping you stuck and start moving closer to the things you want out of life.
Wyndham

We are happy to announce that Wyndham Hotel Group is offering 20% off best available rates to all FBLA-PBL members. Reserve online here or call 877-670-7088. Be sure to use Corporate ID 8000001640.

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To play, speak to your PBL Adviser about this opportunity. Advisers can learn more here and sign up on budgetchallenge.com/signup.

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**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](http://tomwat.com).

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The South Arkansas Community College PBL members wanted to do something different this year for its primary community service project. The El Dorado Boy’s and Girl’s Club needed major renovations to its computer lab. Due to budget constraints, the El Dorado Boy’s and Girl’s Club had neither the staff nor the funds to make improvements to the lab. Additionally, over 50 percent of the children who use the lab are unlikely to have access to computers at home, so members felt this created an urgent need.

After cleaning the room and walls, members used bright colors to paint the room. Then members began preparing new cables and reinstalling the computers and printer that had been in the lab. The team rewired the lab, ran lines to an adjacent art room, and to one administrative office in the building. They also installed cable management conduit down the walls attached to Ethernet wall plates in the computer lab. While one group took care of the wiring, another group cleaned the computers and installed new programs with safety features requested by the club’s management.

When the renovation was completely finished; members decided they wanted to provide not only an updated computer lab, but also an after-school coding program for elementary and middle school children. PBL members have provided over 60 hours of tutoring for the after-school coding program for elementary and middle school students at the club. Using CS-First curriculum, students are learning Scratch programming and creating original games and videos.

Submit your chapter news and photos at fbla.org/news.