Greetings Professional Division Members!

It’s been a very productive year so far and I hope that momentum sustains as we quickly approach conference season. Many of our spring events are only possible because of the volunteers who tirelessly work to make a memorable experience for our student members. I encourage you to stay involved and assist with these events in any way you can.

Did you know that the Professional Division has an online membership directory? All FBLA and PBL advisers can search the directory and contact members who may be willing to help with classroom presentations, local events, workshops, judging, and more. PD members can also access the directory to contact other members for networking purposes. To search the directory or update your contact information, visit fbla.org/login.

Another way to stay involved is to join one of our national committees. See the article in this newsletter for details. You can also reach out to the state chairperson or adviser in your area to learn about opportunities to get more involved. Their contact information is typically listed on state websites.

Thank you for being a PD member and please do not hesitate to contact any of your national officers if there is anything we can do to assist you.

Ryan Paul
Professional Division National President
pdpres@fbla.org
Thank you to everyone who attended a National Fall Leadership Conference—especially those who volunteered to present workshops and to work at the Professional Division’s booth. PD members were in St. Louis and New Orleans to provide on-site résumé reviews for FBLA and PBL members. We are looking for assistance with ongoing résumé reviews via email throughout the year. If you are interested, contact National President Ryan Paul at pdpres@fbla.org.

Are you interested in getting more involved in the Professional Division? Consider joining one of our national committees to work on key initiatives. For more information, contact the respective committee chairperson or National Vice President Alan Rzepkowski at pdvp@fbla.org.

Conference Experience
Chairperson: Glenn Gilyot (gdgjr93@gmail.com)
Assist in planning and executing programs to enhance the experience for Professional Division members at the National Leadership Conference.

Programs
Chairperson: Shelley Chennault (shelleychennault@yahoo.com)
Lead development of core membership programs and marketing efforts that drive data collection, increased membership/renewal, and participation.

Market Development
Chairperson: Shannon McConnell (shannon.mcconnell@firstcitizens.com)
Support the expansion of organized clusters of PD members in order to provide new opportunities to network and develop best practices to support other divisions while supporting the growth and sustainability of regional or state PD clusters.

Business & Industry Advisory
Chairperson: Alan Rzepkowski (pdvp@fbla.org)
Provide input on real-world best practices as well as strategic initiatives within the organization that interface with business and industry.
MEMBER SPOTLIGHT: Shelley Chennault

Shelley Chennault hails from Mississippi, where she is currently serving as the Professional Division State Secretary. Her daughter, Kaitlyn, has been involved with FBLA at her middle school and high school for three years. This past year, Kaitlyn competed in Advertising and won 4th at district, 2nd at state, and went on to compete at the National Leadership Conference. Since Shelley at the time knew nothing about FBLA’s competitive events, she did a lot of research before the trip and in doing so learned more about the Professional Division.

When reflecting on the conference experience, she thought the overall experience was amazing. “The opening speaker was empowering. The voting for national officers was astonishing to watch such strong and confident students. The free certification testing was a great opportunity for me to grow my résumé and to give students a sense of accomplishment. The breakout sessions and state pins and ribbons were all great ways for the students to meet new friends and spark up conversations.”

During some downtime, Shelley walked the exhibit hall and spoke with a member of the Professional Division. She felt empowered by the experience at the National Leadership Conference and wanted to get more involved. As a business professional, she works as a casino executive and brings a wealth of experience and knowledge. Shelley is a loving wife and proud mother of three, and is working on her master’s degree. Outside her work with the Professional Division, she enjoys volunteering with her children’s sport teams and serving on the board with Make-A-Wish of South Mississippi.
Volunteer as a Competitive Event Judge
Meet our Exceptional Members
Make an Impact

FOR MORE INFORMATION: FBLA-PBL.ORG/POTENTIAL-JUDGE
Future Business Leaders of America - Phi Beta Lambda members could get a special discount on car insurance with GEICO.

FBLA-PBL members receive the following discounts at Men’s Wearhouse and their affiliated stores:

- 40% off regular prices at Men’s Wearhouse
- 40% off regular prices at Jos. A. Bank
- 20% off purchases at K&G Fashion Superstore
- 40% off regular prices at Moore’s

Brainbench has dissolved their free certification program, however, our program is being honored until March 4, 2018. Be aware of this deadline date so that you can complete a free Brainbench certification prior to it.

Volunteer as a Competitive Event Judge

For more information: FBLA-PBL.org/potential-judge

Make an Impact

Baltimore, MD
June 24–25 & 29–30
Attitudes are Contagious
By Randy Goruk, Leadership Coach Speaker

Perhaps you’ve heard the saying “attitudes are contagious” plus its follow-up question, “Is yours worth catching?”

- How would you describe your work attitude?
  - Positive or negative?
  - Supportive or unsupportive?
  - Enthusiastic or unenthusiastic?
  - Something else?

When you’re away from work, how would you describe your attitude? Same or different?

You’ve likely come across people who have a negative attitude at work, but they carry around a great attitude at home. Perhaps they approach a neighbor or friend with a positive outlook, but at the office, they’re close-minded and unenthusiastic.

How strange. It doesn’t take any extra energy to maintain a positive attitude wherever you go.

Think about all the public negativity in this country that’s prevalent. But when a natural disaster hits, people’s attitudes change in positive, supportive ways. Why can’t it be like that all the time?

As a leader, you can do your part to create a positive work environment.

**Leadership Tip**

Maintain the same positive attitude both at work and away from work to maximize your influence.

For the most part, people want to be around people who are positive, supportive, and enthusiastic. When you are, the positive ripple effect kicks in.

Attitude is vitally important in succeeding at work—and in life. Make yours worth catching.

As a Leadership Development Expert, Randy Goruk helps managers become better leaders who achieve higher levels of employee engagement and business growth. Register to receive his complimentary Leadership Tips at [www.LeadersEdge360.com](http://www.LeadersEdge360.com).

As a leader, if you are negative, unsupportive, and unenthusiastic, the negative ripple effect also kicks in. It can cause those around you to adopt the same outlook.

When someone on your team is negative, unsupportive, and unenthusiastic, it reflects on you, the leader. Do not tolerate that! But how do you fix it?

Here are a few ideas:

- In the hiring process, identify and select new people based on their attitude.
- Regardless of the circumstances, remain positive, supportive, and enthusiastic.
- In your communications, tell stories with positive outcomes.
- Know your employees’ goals and help them achieve those goals.
- Turn negatives into positives by noticing the silver lining.

Great Hotel Discount Programs for Members

Major hotel chains offer reduced rates—up to 10% off—don’t miss out!

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**MEMBER BENEFITS**

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

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

- **GEICO**
  - Save hundreds on your car insurance with special FBLA-PBL savings.
  - [geico.com/fbla-pbl](http://geico.com/fbla-pbl)
  - 800.368.2734

- **Brainbench**
  - One free certification test for FBLA, PBL, and PD members.
  - Access codes are in the Adviser Area at [fbla-pbl.org](http://fbla-pbl.org).
  - (expires 3/4/18)

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

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

- **Hyatt Hotels**
  - 10% off at participating Hyatt properties
  - 877.393.8034
  - Group Code: CRS1684