



THE PROFESSIONAL EDGE®

Spring 2018-19

EXCLUSIVE NEWSLETTER FOR FBLA-PBL PROFESSIONAL DIVISION MEMBERS

Introducing your 2019-20 Professional Division National Officers

We are pleased to introduce the professional division members who have been elected to serve as your 2019-20 Professional Division National Officer Team.

National President

Your Professional Division National President, Alan Rzepkowski from Maryland will serve a two-year term. Alan is President/Owner of The Rzepkowski Group, LLC and has been involved with FBLA-PBL for 37 years. He has been a Professional Division Lifetime member since 1996. He currently serves as Vice Chairman of the Maryland FBLA-PBL Board of Directors, the Maryland PBL State Adviser, and the National Professional Division Vice President. As a student in FBLA-PBL he served as the Maryland FBLA State Vice President, the PBL National Eastern Region Vice President, and a three-year term as the Maryland PBL State President. Some of his goals include encouraging Professional Division membership and growth within states with an emphasis on engaging alumni members to join and participate in the Professional Division; to increase awareness and opportunities for Professional Division members at state and national conferences; and to support programs that encourage state chapter development, a meaningful conference experience, and membership alumni retention and growth.



National Vice President

Your Professional Division Vice President is Shannon McConnell from North Carolina. Shannon is the Senior Financial Services Representative and Licensed Platform Associate for First Citizens Bank and has been involved with FBLA-PBL for 14 years. He currently serves as the National Professional Division Secretary/Treasurer and the North Carolina FBLA Board President. Shannon has received numerous national awards during his time in FBLA-PBL including 2016 North Carolina FBLA Businessperson of the Year, 2005 Georgia PBL Businessperson of the year, and Fourth Place for Future Business Executive at the 2006 PBL National Leadership Conference. His objectives for the professional division include helping engage the professional division members to build participation with FBLA-Middle Level, FBLA, and PBL through various outreach programs and reaching out to graduating seniors about the benefits of joining the Professional Division.



National Secretary/Treasurer

Laura Morgan from Oklahoma will serve as your Professional Division National Secretary/Treasurer. Laura is the Events & Destination Manager for factor 110 and has been involved with FBLA-PBL for 21 years. She has been a Lifetime Member of the Professional Division since 2006, and was a member of the FBLA-PBL National Staff. She was the Communications Manager from 2014-17. Laura also served as an Oklahoma FBLA-PBL State Staff Member from 2006-2013 and the National PBL Mountain Plains Region Vice President in 2003-2004. Other PBL Offices that she has held include Oklahoma PBL State Parliamentarian, State Reporter, two-year College State Vice President and State President. Laura was also a four-year member of FBLA and served as the Oklahoma FBLA Parliamentarian when she was a senior in high school. Her goals for the professional division are to increase professional division membership through involvement with student members; to create a Quick Tip Resource Guide for chapters to use when recruiting PD members and ideas for involving them in chapter activities; and to increase the visibility of PD to FBLA-PBL members with articles in each issue of Tomorrow's Business Leader and the PBL Business Leader.



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WE INVITE YOU TO ATTEND OUR NLC

This year's PBL (June 24–27) and FBLA (June 29–July 2) National Leadership Conference (NLC) will be held in San Antonio, Texas, known for, among other things, the San Antonio Spurs, the Alamo, great Tex-Mex food, the River Walk, and SeaWorld.

As a Professional member, you can register for this year's NLC and get involved whether it be by volunteering to judge, attending some of the different events that will be offered, or by taking in the sights. Registration for the conference is [online](#) and is quick and easy! [View](#) the NLC Guide to preview many of the different activities. Below are ways that you can get involved.

Volunteer to Judge. FBLA-PBL needs volunteer judges at the NLC in San Antonio! For more information, visit www.fbla.org/judges or share this [flyer](#) with someone you know who lives in the San Antonio area that might be interested.

Attend the PBL/PD Networking Reception. If you are attending the PBL NLC, make sure to join your National Officers, PBL members, fellow professional members, and San Antonio business professionals for the Networking Reception! As part of this year's reception, your PBL National Officers have organized a fundraiser for our National Service Partner, the March of Dimes, so bring a small donation. Would you like to volunteer to critique résumés during this session? PBL members are looking for professionals like yourself for feedback as they work towards transitioning from their post-secondary education to the workforce. If you will be attending the PBL NLC and are interested, please email Ryan Paul, Professional Division National President (pdpres@fbla.org).

Register for Professional Development Credit. Did you know that you can receive professional development credit? Valley City State University is pleased to offer optional 2000-level continuing education credit to Professional Division members attending and participating in the 2019 FBLA-PBL NLC. This credit may be used for teaching licensure renewal, salary adjustments, and professional development credit. 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. For more information, contact Rick Ross at 701.845.7182 or rick.ross@vcsu.edu.

Donate to the Silent Auction. Are you willing to donate an item to the FBLA or PBL silent auction? Proceeds support student recognition programs. You don't have to attend the conference to donate an item such as a gift card, something representing your state, or a gift basket. When assembling gift baskets, please supply a list of contents. Submit the [online form](#).

Spread the Word to Potential Exhibitors. If your company is interested or you know of a company that would be interested in exhibiting, please forward them the [prospectus](#) and the [application](#).

Enjoy the Sights. Check out our [discounted tour](#) options or try out some of the ones below:

- **The Alamo.** You can't visit San Antonio without at least a stroll through their most famous attraction—the iconic Alamo. The site where a pivotal battle in the Texas Revolution was fought, today it commemorates that history and serves as a museum.
- **Tower of the Americas.** The tower was built in 1968 as part of the World's Fair and remains a big destination for out-of-towners. But don't knock it 'til you've tried it. Take in an unmatched view of the city from the 750-foot tower.
- **Giant Justins.** No photo collection is complete without a pic next to the Giant Justins—aka the boots at North Star Mall. Towering 40 feet into the air and 35-feet wide.
- **Rio San Antonio Cruise.** Enjoy a leisurely cruise along the San Antonio River for some of the best sightseeing you'll get to experience in the city. This hour-long cruise will showcase the highlights of San Antonio's River Walk neighborhood, which is flush with cultural attractions, shops, restaurants, and more.



We hope to see you in San Antonio this June!

SEEKING BUSINESS TOURS AND PRESENTERS FOR PBL CAREER CONNECTIONS

As the biggest city in the nation and one of the world's most important centers, New York City has everything from finance to fashion. It is bustling with diverse cultural life and a vibrant youth scene, which makes it one of the most exciting destinations for college students.

New York City is also the site for the [PBL Career Connections Conference](#) this October 24–26, 2019. We need the help of our professional members. Do you live in New York City and work for a company that would be willing to provide a tour? If you don't live in the area, do you have a business contact who does and might be willing to get his or her company to offer a tour for our post-secondary members. Would you like to present a workshop or know someone who does?



Please contact Troy White (marketing@fbla.org).

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5 LEADERSHIP TRENDS FOR 2019

A true leader unlocks people's potential to improve. Being a leader is and will never be about the title, but more so, it will always be about the goal. A leader must always be proactive and continuously strive to improve his leadership capabilities.

Proactive leaders need to always be in the know when it comes to current trends that influence their respective businesses, industries, the workforce and the working arena in general. Jump-start your leadership growth with these leadership trends for 2019.

1. The ability to lead generations.

The workforce consists of different generations of employees—Generation Z, the Millennials or Generation X and some Baby Boomers. Keep in mind that given the different generations, the difference in culture, characteristics, orientation, and priorities affect their ability to perform in the workforce.

As the leader, you must be able to adjust and adapt your leadership styles. One management style may work for the Gen Z but not for the Baby Boomers, right? You would want to create a healthy and harmonious working environment to make all of them feel motivated and be an essential part of the team.

2. Share the board with the women.

A study made by a management consulting firm found a connection between women leaders and profitability. Thirty percent of firms under a female leadership could anticipate gaining more than 1 percent to its net margin as opposed to a like firm with all-male leaders.

3. Maximize technology.

Technology has been a big leap towards progress, and as leaders, you must know how to maximize it without putting in jeopardy your human assets.

—By Halah Radwan

Use technology to bolster office relationships and lessen the load of employees. Let's help make our work-life more comfortable with these available technologies.

4. Work-Life Balance

Say goodbye to the old practice of 9–5 working schedule. Studies have shown that employees tend to be less productive when they are subject to long working hours. As leaders, focus on the quality of work rather than quantity of work hours. Zoom in on your employees' core strengths—regardless of where they perform their tasks and what time.

Implementing flexible working hours, at home or on the go can work magic with your employee productivity and well-being. No more burnouts and stressed out employees on a Tuesday morning. Happy employees produce quality work, and that is what you as a leader are after.

5. Give them leeway.

You hired or chose your employees because you believe they are smart and can perform to your expectations, right? So why not give them the freedom to voice out their opinions, offer suggestions and motivate them to practice innovative thinking. This way, you are a leader and not a boss. A boss just tells his subordinates what to do, a leader motivates his subordinates to think. Through this, employee retention will do a jump to the good side since employees will remain loyal to the company if they feel they are appreciated and heard.

Dear leaders, one trend that will never go out of style in the workforce is the respect that you should give to your employees. Respect and appreciate what they do for you and for the company because employees who feel valued will always do more than what is expected.

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