ELEVATE YOUR FUTURE
At The FBLA-PBL National Leadership Conference
Baltimore, MD
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## Calendar of Events

### APRIL
- **1** Receipt Deadlines:
  - Membership Madness
  - Membership Mania
  - 100 Percent Class Participation
  - Connect Ten
  - Diamond Chapter
  - Good Neighbor
  - Market Share Award
  - Membership Achievement Award
  - Outstanding Chapter
  - Distinguished Business Leader Scholarship
  - Chapter/State Membership Recognition Awards
  - National Bylaws Amendment
- **18** Webinar: 2018 NLC
- **25** BAA America Award receipt deadline
- **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
  - FBLA 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** FBLA NLC and IFL: Early bird registration deadline

### JUNE/JULY
- **1** Last day to make competitive events name changes (11:59 p.m. ET)
- **8** FBLA Local Chapter Voting Delegates: registration deadline
- **27–28** FBLA Institute for Leaders: Baltimore, MD
- **28–7/1** FBLA NLC: Baltimore, MD
Dear Members and Advisers,

As the State Leadership Conference season comes to an end, I hope that all of you have enjoyed the leadership and competitive experiences that FBLA has offered. I hope to see you at the National Leadership Conference in Baltimore this summer!

Over the past few months, the national officer team worked on a multitude of new projects and initiatives. In February, we released the Alumni Interview Series, a video interview series with former national officers and members. You can find these on our YouTube channel to learn more about their FBLA stories and their words of wisdom.

The national officers have also been visiting State Leadership Conferences all around the nation and it has been an incredible experience meeting members. Not only did we interact with state officer teams on our SLC visits but we also have been developing behind the scenes tools to help state officers and advisers as they begin to transition for the new year.

For those who plan to attend the nationals, the National Leadership Conference is coming very quickly. I can’t wait to meet members at the conference and I wish you the best of luck studying and preparing for your competitive events. Other than competitive events, the NLC is exciting for other reasons as well—one of them is the silent auction. As a national officer team, we have been collecting donations for the NLC silent auction over the past couple months. Be sure to see all the great things that we will have to offer at the National Leadership Conference.

In closing, the national officers have made great strides to Elevate Your Future in FBLA. The National Center is looking forward to seeing all of you Elevate Your Future at the NLC through competitions, silent auctions, leadership activities, and much more. FBLA has so much more to offer than just winning a competition; I hope you can take advantage of the amazing experiences and people that FBLA has to offer. Please do not hesitate to contact a national officer with any questions or suggestions, as we always value your input!
CONGRATULATIONS!
These chapters earned the Chapter Challenge award by completing Super Sweeps, Non-Stop November, & Action Awareness.
NLC attendees from these chapters will each receive a pin in their chapter’s NLC registration packet.

Albertville High School (AL)  Normal Community High School (IL)  Arlington High School (NE)
Athens High School (AL)  South Central High School (IL)  Bellevue West High School (NE)
Auburn High School (AL)  Warren Township High School (IL)  Blair High School (NE)
Ben C. Rain High School (AL)  Wauconda High School (IL)  Boyd County (NE)
Colbert Heights High School (AL)  New Prairie High School (IN)  Dundie County Stratton High School (NE)
Demopolis High School (AL)  Burlington High School (KS)  Elmwood–Murdock High School (NE)
Enterprise High School (AL)  Clifton–Clyde High School (KS)  Fillmore Central High School (NE)
Lawrence County Center of Technology (AL)  Marysville High School (KS)  Gretna High School (NE)
Leeds High School (AL)  Rock Hills High School–Mankato (KS)  Kearney High School (NE)
Lincoln High School (AL)  Santa Fe Trail High School (KS)  Lincoln Northeast High School (NE)
Pell City High School (AL)  Solomon High School (KS)  Sargent High School (NE)
Prattville High School (AL)  Wamego High School (KS)  Syracuse–Dunbar–Avoca High School (NE)
Rehobeth High School (AL)  Wellsburg High School (KS)  Tri–County High School (NE)
Sardis High School (AL)  Ballard Memorial High School (KY)  Wilber Clatonia High School (NE)
Spanish Fort High School (AL)  Bardstown High School (KY)  Pekinosh Township High (NJ)
Sylacauga High School (AL)  Butler County High School (KY)  Piscataway High School (NJ)
Vestavia Hills High School (AL)  Graves County High School (KY)  Rancocas Valley Regional (NJ)
W. P. Davidson High School (AL)  Greenup County Area Technology Center (KY)
Wicksburg High School (AL)  Logan County High School (KY)  Scotch Plains–Fanwood High School (NJ)
DeWitt High School (AR)  Montgomery County Area Technology Center (KY)
Omaha High School (AR)  Nichols County High School (KY)  South Brunswick High School (NJ)
Paris High School (AR)  Kinder High School (LA)  Falconer Central School (NY)
Piggott High School (AR)  Westlake High School (LA)  Mamaroneck High School (NY)
Southside High School (AR)  Centralia High School (MO)  Mazama High School (OR)
Sunnyslope High School (AZ)  Couch R–1 School District (MO)  Molalla High School (OR)
Los Osos High School (CA)  Drexel R–IV High School (MO)  Roseburg Senior High School (OR)
La Junta High School (CO)  Elsberry High School (MO)  Cedar Crest High School (PA)
Palisade High School (CO)  Fort Zumwalt South High School (MO)  Chestnut Ridge High School (PA)
Sangre De Cristo High School (CO)  Jackson High School (MO)  Claysburg–Kimmel High School (PA)
Valley High School (CO)  Niangua High School (MO)  Daniel Boone Senior High School (PA)
Simmsbury High School (CT)  Otterville R–VI High School (MO)  Easton Area High School (PA)
The Hotchkiss School (CT)  Pacific High School (MO)  Jersey Shore Senior High School (PA)
Hialeah Gardens High School (FL)  Pike Lincoln Technical Center–High School (MO)  Abelardo Martinez Otero High School (PR)
Mater Academy Charter High School (FL)  Richmond R–16 High School (MO)  Pedro Albizu Campos High School (PR)
Miami Sunset Senior High School (FL)  Kossuth High School (MS)  North Augusta High School (SC)
Middleton High School (FL)  Saltillo High School (MS)  Coffee County High School (GA)
Robinson High School (FL)  D. H. Conley High School (NC)  Emanuel County Institute (GA)
Alpharetta High School (GA)  Harnett Central High School (NC)  Lumpkin County High School (GA)
Brunswick High School (GA)  Highland School of Technology (NC)  Metter High School (GA)
Coffee High School (GA)  South Caldwell High School (NC)  Shaw High School (GA)
Emanuel County Institute (GA)  Wheatmore High School (NC)  South Forsyth High School (GA)
Lumpkin County High School (GA)  Berthold Public School (ND)  Swainsboro High School (GA)
Metter High School (GA)  Carrington High School (ND)  West Laurens High School (GA)
Shaw High School (GA)  Divide County High School (ND)  Bettendorf High School (IA)
South Forsyth High School (GA)  May–Port CG High School (ND)  Chariton High School (IA)
Swainsboro High School (GA)  Nedrose Public School (ND)  Creston High School (IA)
West Laurens High School (GA)  Ray High School (ND)  North Linn High School (IA)
Bettendorf High School (IA)  Rugby High School (ND)  Northeast High School (IA)
Chariton High School (IA)  St. Mary's Central High School (ND)  Western Dubuque High School (IA)
Creston High School (IA)  Stanley High School (ND)
Follow these common rules of business etiquette as you start to build your career.

Bring your

Dress for success

How you dress is important. Below are some guidelines to help you improve your business casual dress. Please remember, dress may vary by event and organization. Be sure to check with your recruiter or event host for the specific dress code.

Absolutely “DO”

- Button-down shirts, sweaters, sweater sets, blazers, and polos. Men – be sure to wear a collared shirt.
- Dress slacks, skirts, or dresses. Keep in mind that in some offices, khakis may be considered too casual.
- Clean, polished shoes. This includes loafers, flats, dress heels, or leather shoes. Ladies – keep the heel height low to medium.
- Do wear socks that match your shoes or appropriate hosiery.
- Jewelry, makeup, perfume, and cologne should be in good taste and not be a distraction.

Definitely “DON’T”

- Tight, uncomfortable, or revealing clothing. Ladies – spaghetti straps, strapless, or low-cut tops are unacceptable.
- Jeans, shorts, overalls, or casual slacks.
- Skirts or dresses that fall above the knee are inappropriate.
- Unkempt apparel; this includes ripped, torn, soiled, or wrinkled clothing.
- Flip-flops or strappy sandals, sneakers, slippers, and occasionally open-toe shoes.
- Multiple piercings, visible tattoos, and unruly or elaborate hairstyles.
KPMG’s guide to professional etiquette

Fitting in

If you are working in a client environment, dress according to the standard of the highest level of management with whom you interact. However, you should never dress more casual than the organization’s business casual policy allows. When you are splitting the work day between the client site and our office, you should always observe the higher dress code standard.

Effective nonverbal communication

- Project a professional image. Look and act friendly and approachable.
- Maintain appropriate eye contact (but don’t stare).
- Offer a firm, confident handshake and introduce yourself using your full name.
- Listen and be observant—do not interrupt!
- Maintain good posture.
- Refrain from nervous gestures: tapping, fidgeting with clothes or hair, etc.
- Be aware of your facial expressions and smile “like you mean it.”

For more etiquette tips visit: kpmgcampus.com/tools-for-you #branding-u
E lecting Your National Leadership Team

An important and exciting part of the National Leadership Conference is the election of the 2018–19 National Officers. When you’re not competing or attending workshops, get involved with the national elections. Here’s a breakdown of the election process:

**Officer Speeches**

Campaign speeches are one of the most important parts of FBLA elections. This is when members are introduced to the candidates for the first time. When delivering their speeches, candidates typically tie in a theme and their platform ideas or goals.

Candidates for national president, secretary, and treasurer will give their speeches during the National Officer Candidate Campaign Rally which takes place immediately following the Opening General Session. During this session, national parliamentarian and regional vice president candidates are also introduced. Candidates for regional vice presidents will give their speeches during the Regional Campaign Rallies. Although all campaign speeches are brief (limited to two minutes), they serve as an important opportunity for candidates to introduce themselves.

**Q&A**

A candidate’s ability to handle questions from delegates during campaign hours is important; if elected, this person will serve as an ambassador representing FBLA at various conferences. The Q&A session is a valuable way to learn more about a candidate’s experience, platform, and goals.

For regional vice president candidates, a 15-minute Q&A session takes place immediately following campaign speeches. During this session, local voting delegates are invited to ask questions. Q&A for the positions of national president, secretary, and treasurer takes place during a separate session attended primarily by state presidents and state voting delegates.

**Booths and the Campaign Hall**

The campaign hall is where candidates display literature at their campaign booths and candidates can converse with members about their platforms. Over the course of two days, the campaign hall is filled with spirited competition as members interact with candidates and their campaign teams.
Most candidates have colorful booth displays with catchy themes. In addition, candidates often distribute brochures, candy, ribbons, and other theme items to members visiting their booths.

The campaign hall is an excellent place to meet candidates and ask questions. It is particularly important to ask candidates about their goals in order to find out what the candidate will do for FBLA and how it will affect local and state chapters. In addition, it’s good to ask questions that help assess the candidates’ level of familiarity with the association. Finally, it’s important to peruse candidates’ brochures and take copies to share with local chapters.

**How Voting Works**

All voting is done online, so bring your smartphones. According to the FBLA National Bylaws, a majority vote by ballot shall be required for elections. If a majority is not reached, the tellers report is read prior to re-voting. If no candidate for an office receives a majority vote on the third vote, the candidate receiving the lowest number of votes for that vote shall be dropped from the fourth vote.

Local FBLA voting delegates vote on matters that come before the regional meetings, including the election of the regional vice presidents. The number of voting delegates to which a chapter is entitled is determined as follows:

- Less than 50 paid chapter members: 2 voting delegates
- 50–100 paid chapter members: 3 voting delegates
- More than 100 paid chapter members: 4 voting delegates

FBLA state voting delegates vote on all matters that come before the general session, including the election of the national president, secretary, and treasurer. Two state voting delegates are registered by each FBLA state chapter prior to the conference. It’s important to share opinions about national officer candidates with state voting delegates in order to take part in the decision process.

The NLC is most beneficial to its members and the organization if the most qualified leaders are elected to fulfill the 2018–19 National Officer positions. By working together and taking time to become familiar with candidates’ aspirations, members will be in the best position to elect candidates who will fulfill their potential and put forth their best effort to make FBLA a continued success.
Q & A With Shane Feldman

Q: What do you believe is your greatest accomplishment to date? Why?

A: The greatest piece of advice I ever received was from my first mentor in the “forpurpose” industry: Adam Braun. Adam started Pencils of Promise the same year I began developing Count Me In. While our organizations may have started to take shape the same year, Adam had slightly more life experience. He had graduated Brown University in 2006, and when he started Pencils of Promise in 2008 he already had a couple years under his belt as a Senior Associate at Bain & Company. Meanwhile, I was a freshman in high school. Needless to say, even though I was ambitious, driven and filled with a sense of purpose, I knew I had a lot to learn. As we sat down at an unassuming café in West Hollywood, Adam shared one of the most valuable pieces of advice I have ever received, which led to Count Me In’s international expansion and directly impacted my own growth and personal development. The advice came in the form of a short checklist. Adam shared three items he urged me to check-off in order to ensure Count Me In’s sustainability, and my own success: #1 —Pay yourself. Not paying yourself can actually be detrimental to your organization’s success. Plus you can’t help others if you aren’t taking care of yourself. #2—Hire an assistant. Ensure you have a support system in place so that you can focus your attention on the growth and development of the organization. #3—Take a sabbatical. In order to prove your organization’s independence and sustainability, take a step away from the business so that the team is forced to operate without you. Checking off #1 and #2 were relatively easy, and I was able to successfully implement both that same year. #3 was a little trickier. I was very hesitant to step away, and terrified that if I did Count Me In would come crumbling down, and all the kings horses and all the kings men wouldn’t be able to put the pieces back together again. Finally, 4 years later, I took a step back and told my team that I was taking some time away from Count Me In. For 8 months, Count Me In operated without me. It was inexplicably challenging for me to step away, but absolutely worth it. It turned into one of the organization’s most impactful programming years, and allowed Count Me In and I to individuate from one another and prove our mutual independence. Today, Count Me In is operated by a passionate team of 37, and continues to impact young people around the globe. Helping Count Me In reach that level of scale and stability is my greatest accomplishment to date.

Q: Since you were a victim of bullying when you were younger, what advice would you give a child that is going through something similar today?

A: Your life is bigger than this moment. No matter what you are going through or how dark it feels inside, stand up, stand strong, and consistently remind yourself that your life is bigger and better than this moment. It is harder to be a teenager today than ever before. With social media and smartphones enabling harassment and peer pressure online, the challenges teens face are 24/7 issues at school, at home, and just about everywhere in between. Practice self-care, and find trusted adults or friends who support you and have your back. My “caring adult” in high school was my school counselor, Mr. Conte. Find your caring adult and confide in him/her. Life is tough, but you don’t have to go through it alone. It’s easy to feel lonely. We all feel lonely sometimes. But no matter who you are, or where you come from, you are never alone.
Q: How did you come up with the idea to create your youth-led organization, Count Me In? Who/what helped you get it started?

A: After my parents’ divorce, I moved around quite a bit with my mom. After moving to yet another brand new city, I was rejected by my first choice high school, and entered 9th grade feeling lost, invisible, and desperately lonely. With the help of a very committed school counselor, I became active in local clubs, theater, and volunteerism. The more I got involved in the community, the more I felt like I was actually a part of one. I was making friends, I suddenly felt like I belonged, and I wanted to help other students feel that same sense of connection. I had an idea to launch a school project to help my peers find their passion through community involvement. What started as a small project remarkably went viral, and evolved into the Count Me In movement. Thinking back to the very beginning of Count Me In, I remember walking into my school counselor’s office and explaining my idea. My counselor suggested I write the idea down onto a single sheet of paper, and break it all down into 6 sections: Who, What, Where, When, Why, and How. Sounds simple, but that single page outline formed the foundation for Count Me In, and gave me the clarity to pitch the event to my principal, teachers, students, sponsors, and stakeholders. It is so important to find people to support you (whether it’s a supportive adult like Mr. Conte, or friends to share the workload with). Count Me In quickly became much bigger than me. It’s impossible to do just about anything meaningful and impactful on your own. I had to get clear on my vision, and build a team. That was the beginning.

Q: Besides motivational speaking and youth advocating, what is another passion you have?

A: I love to cook. My diet is mostly plant-based, but I have a slight obsession with cheese and ice cream. This has led to a lot of experimenting in the kitchen. Recently, I nailed a new recipe for a cashew based cheese and managed to get it to melt! (If you’ve ever tried to make a vegan cheese before, you know how difficult this is to do from scratch.) I’ve also created pretty dope recipes for nondairy coconut banana ice cream, and a vegan cheesecake that I personally think should be added to the menu at Cheesecake Factory. I’m just saying…it’s that good.

Q: What would you like to accomplish next?

A: After taking off a year to work on my new TV show, I’m refocusing my energy on speaking to students, educators, and companies across the country. I would like to speak in every state. I’ve already got about half of them down…only another 28 to go!
INSTITUTE FOR LEADERS
This high-energy, intensive, two-day seminar, being held June 27–28, 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.

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.

FBLA-MIDDLE LEVEL ACADEMY
The schedule for this academy is built around the six FBLA-Middle Level competitive events that are being piloted at this year’s FBLA National Leadership Conference.

FBLA & LEAD2FEED NLC FOOD DRIVE!
Let’s help the needy in Baltimore during the National Leadership Conference.
Lead2Feed Student Leadership Program and FBLA are partnering with the Maryland Food Bank.
Wanted: Non-perishable food items!
• Collection June 28 from 8 a.m.–7 p.m.
• Conference Registration Area, Pratt Street Lobby Entrance, Baltimore Convention Center

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 (PBL) and Day 2—June 29 (FBLA) to bid on a variety of items, including gift baskets and hotel packages.
A Message From Your FBLA National Secretary
Bruna Tavares

“Leadership is not the ability to lead others. Leadership is the ability to get others to lead themselves.” This sentence once said by Dr. Hamden L. Forkner, the founder of the organization that is so near and dear to my heart, has been displayed in an infinite amount of ways throughout my career in Future Business Leaders of America, and I have been fortunate enough to have had my experiences in a career and technical student organization teach me how to “get others to lead themselves.”

It is often said that what sets people apart in the world of business today is their ability to lead and connect with others, along with their knowledge. When I began my high school career, I knew that my professional goals were to one day become Chairman and CEO of an international cruise company and establish a nonprofit organization for the betterment of education in third-world countries. At the time, the only business-oriented organization in my school was FBLA, so naturally I joined. I joined thinking that I would simply grow my knowledge about business. Today, I stand as the National Secretary of the organization having had the most amazing journey of my life where I have not only grown my knowledge about business but have also made connections that will last a lifetime and gained the skills needed to believe that I will truly reach my career goals.

FBLA has sparked my interest in certain areas of business that have encouraged me to learn more about those areas through business courses. It has encouraged me to push my talents and abilities in leadership and professional development that will set me apart in the future. It has allowed me to connect with the most amazing business professionals and leaders in the world. Most importantly, it has provided me with the confidence and abilities needed for me to create and achieve goals for myself that some would consider impossible.

The connections I have made through this organization of 250,000 students, born to lead and inspire, as well as the skills and abilities it has given me, are the things that I will forever hold dear to my heart and utilize for the rest of my life to reach my professional goals.

-Bruna Tavares, FBLA National Secretary
Reach and Teach is a **FREE educational program** geared toward business education students in grades 9–12. The Reach and Teach program is the ultimate project-based learning experience. Nine weeks of curriculum culminate with a rock concert, which is planned, promoted, and executed by students. This rock concert can be used as a **100% profit fundraiser** for FBLA chapters. This type of fundraiser is truly one of a kind. It’s fun, educational, and FREE. Through Reach and Teach, students not only gain marketing knowledge, but also gain the employability skills necessary to succeed after high school. Our goal is to provide an educational opportunity that is fun. Visit [www.reachandteach.rocks](http://www.reachandteach.rocks).

At **Northwood University**, we ask our students to look within themselves, to find what drives them. Our hands-on business education is taught by professors with real-world experience, in an atmosphere that’s less like a typical classroom and more like the kinds of dynamic work environments our graduates thrive in. Northwood students have an innate passion for business and for making a difference, and they graduate ready to join the workforce and be leaders, difference-makers and change agents. If your inner compass points toward achieving a successful business career and a life that’s measured not only by how much you accomplish but by what you give back, then you’re going to flourish while at Northwood University—and long thereafter. Where will your True North lead you? Find out at [www.northwood.edu](http://www.northwood.edu).

**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 a FREE sample and FREE design mockups. All orders using the Code #FBLASHADES2018 receive a **10% DISCOUNT** on orders above 200 pair. Call us at 1-888-751-8107 or find us at [www.MoneyMakerShades.com](http://www.MoneyMakerShades.com).

**DormCo.com**

Dorm Company Corporation, the leader in College Dorm Supplies, provides your FBLA chapter with a guaranteed $200 fundraiser. Pass out free [DormCo.com](http://www.DormCo.com) $5 DormCo gift cards and post a link online. No direct selling. No cost. Easiest $200 fundraiser ever! Advisers please sign up at: [www.DormCo.com/FBLA](http://www.DormCo.com/FBLA) and email FBLA@DormCo.com.

A little about DormCo.com—Dorm Company Corporation’s founder was a high school FBLA member and actively believes in the values that FBLA provides our future business leaders. Beyond offering a guaranteed $200 Fundraiser, the DormCo program also provides 10% of referred online sales and other ways to provide your chapter and associated school value. Donations, giveaways, contests, and more! Partner with [DormCo.com](http://www.DormCo.com) and explore the possibilities.

**MEMBER BENEFIT SPOTLIGHT**

Office Depot and OfficeMax have become one company, and now offer discounts on a wide selection of over 96,000 items to FBLA-PBL members and their families! Discounts vary by item. Shop for office supplies and back to school products like ink, toner, and technology goods. Members may print a free in-store purchasing card to use at any Office Depot or OfficeMax store or shop online with convenient **FREE next day shipping on purchases of $50 or more**. [www.officediscounts.org/fbla-pbl](http://www.officediscounts.org/fbla-pbl)
Entrepreneurship For Good, July 8–14, Champlain College

E4G is a one-week summer business program for high school students who want to do something meaningful with their lives. Working in high-energy teams and coached by successful entrepreneurs, students create a new product, service, or experience that will help address a social problem or cause that's important to them. Students stay in one of Champlain's unique residence halls, share meals in the campus dining hall overlooking scenic Lake Champlain, and enjoy recreational activities that take advantage of summer in Vermont. Learn how to develop a business or non-profit organization that will not only thrive, but also do good work. You’ll also get a taste of college life and add strength to your college applications. Visit www.champlain.edu/summer.

Stevens Institute of Technology

Could technology help therapists provide better care for patients with post-traumatic stress disorder? That's the idea behind MiraView, a company created by Stevens business students that gives mental health caregivers new tools to better identify symptom triggers and assist in patient recovery. CJ Internicola, a sophomore, developed the concept and is preparing to launch a crowdfunding campaign to support MiraView. “I got immersed in the entrepreneurship culture here at Stevens—I’ve learned so much about what it means to develop a real technology product,” he said. “There’s a different mindset among students here—Stevens gives them the assets and environment they need to discover new problems and create technology-driven solutions to those problems.” Visit Stevens.edu/business to see what inspires students like CJ.

Mercer Business Student Turns Coffee Beans Into Economic Growth

Mercer University business student Shane Buerster—an Economics, Marketing, and Spanish triple-major—was inspired to create his business, Z Beans Coffee, after participating in a Mercer On Mission research and service trip to Ecuador in May 2016. Determined to help the farmers of Ecuador, Shane created a business plan and brought it to life about a year later with the support of Mercer Business faculty and staff and the resources of the Mercer Innovation Center. Shane is not alone. At Mercer University’s Stetson School of Business and Economics, students and faculty believe that the best business ideas don’t just improve the bottom line—they create a better world. See Shane’s story at business.mercer.edu/undergrad.

Attention FBLA Student Leaders! Have you grown as a Leader this year?

Have you participated in Lead2Feed Student Leadership Program? If you have and would like to share your experience with other chapters during the NLC in Baltimore, please contact Debby Dodge: debby@liftalifefoundation.org.

If your chapter has not participated in Lead2Feed, come join us to learn more during the NLC in Baltimore—and bring your Adviser. Visit www.lead2feed.org

FBLA Student video: drive.google.com/open?id=150Mgl5NhfkVMWJ31vaQnl0eTaMSdoPlg

Wyndham Hotel Group

We are happy to announce that Wyndham Hotel Group is offering 20% off best available rates to all FBLA-PBL members. Reserve online or call 877-670-7088. Be sure to use Corporate ID 8000001640.
September 6, 2015 was the day all the hard work I had put in paid off. No, it was not the day I won one of my two FBLA state officer positions. No, it was not the day I became a national officer of FBLA. And no, it was not the day my baseball team was in the state final game. It was the day I bought my very own boat.

Yes, it is true I am a 17-year-old senior in high school who has his very own boat. This may seem like a crazy idea, but you see I come from a quiet and quaint lake town called Lake Wallenpaupack where there is a joke that there are more boats than full-time residents. You see this boat came way before all my awards and accolades, but it is the motivator behind all the awards. It was the thing that early on in my life, showed that hard work pays off. It is the thing that had me guarding the pool instead of playing in it with my friends. It is the thing, that my parents call “the worst $1,800 you’ll ever spend.”

FBLA has become my boat in my high school career, something that I keep working towards. Something that I put hundreds of hours into every year. Something that has proved to me that you truly get back what you put in. I have had the opportunity to travel across the country, meet thousands of people, and truly put my life in the right direction. I would not be where I am today if it were not for FBLA. I am not at the top of my class, I am not perfect, but I am a hard working student who strives to impact everyone I meet.

FBLA and my boat have helped me do just that. They motivate me to be the best person I can be by passing my high level of intensity and passion on to countless students who are just like me. I am thankful for every second I have in FBLA, and every person’s life I have been able to impact. Without FBLA and without my boat, I felt as though my life had no purpose, and who knows where I would have been today without them.
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.

DormCo.com offers FBLA fundraising with guaranteed $200 cash for distributing FREE DormCo.com gift cards to graduating seniors along with posting an online link to DormCo.com. Contact Jeff@DormCo.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.

Great Hotel Discount Programs for Members

**Member Benefits**

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<th>Discount Points</th>
<th>Contact Information</th>
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<td><strong>Amazon</strong></td>
<td>Free ride for new users (up to $15) on UberX, UberBLACK, or UberSUV (excludes UberT). Code: FBLAPBL2017</td>
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<td>Receive a discount on over 96,000 items at Office Depot and OfficeMax locations or online. officediscounts.org/fbla</td>
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<td><strong>Franklin Covey</strong></td>
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Corporate ID 8000001640

**Hyatt Hotels**

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Group Code: CRS1684
CHAPTER NEWS

PUERTO RICO

Once again FBLA Puerto Rico reaffirmed its commitment to the American Cancer Society by carrying out their Kick-Off For Life FBLA 2018. More than 180 participants stood together to lead the fight against cancer. No doubt, they are more than prepared to face great challenges.

VIRGINIA

After watching many members of their own family, school, and community impacted by the epidemic of Opioids and other addictions in Southwest Virginia, Castlewood High FBLA members Brooke Horne and Mikayla Johnson became passionate about their project known as R.O.A.D. (Rejecting Opioids and Drugs). With an invitation to represent National FBLA-PBL in Washington, D.C., the chairpersons knew they not only could impact their local community, but they could share their project’s message on Capitol Hill. The team was beyond excited to share with others all of the events we have held in such a small community of just barely over 2,000 people.

ALABAMA

The Sylacauga community is truly becoming Digital by Design. With the new Digital by Design learning initiative, Sylacauga High School’s Future Business Leaders of America chapter engaged in a year-long digital learning themed community service project.

Sylacauga FBLA began its Digital by Design project by working directly with Sylacauga City Schools. FBLA members were trained in a variety of Google applications, such as Google Drive, Docs, Slides, and Forms, to coincide with the Chromebook devices students receive as part of the Digital by Design initiative. After members were trained, Sylacauga FBLA was present at parent information sessions to provide quick tips and an overview of Chromebook devices and Google learning applications.

The Digital by Design service project was led by Sylacauga High School sophomores Grace Abernathy and Ibby Dickson. Sylacauga High School senior and FBLA Vice President Allexus Phillips served as the business partnership chair by coordinating sessions with the Sylacauga Chamber of Commerce.

Sylacauga FBLA has also been named Alabama FBLA’s Most Outstanding Chapter eleven of the past twelve years and is the largest student organization at Sylacauga High School.

PENNSYLVANIA

On February 16th, the Pleasant Valley Chapter of FBLA hosted a Red Cross blood drive. Pleasant Valley FBLA was honored to host a blood drive with the American Red Cross because blood donors felt good about giving back together with colleagues, friends, and peers. The blood drive lasted from 8 a.m. to Noon. The event went smoothly as our chapter’s best and brightest members shadowed and aided Red Cross members to gain insight as to the organization’s mission and hard work. With the collaboration of FBLA and Red Cross, members of both organizations were able to complete community service hours and enjoy a rewarding experience.

For confidentiality purposes, blood drive photos are not included.
COLORADO
The Pine Creek High School chapter of FBLA (Colorado Springs, CO) hosted their first annual Job Shadow event on February 2nd, 2018 in observation of National Job Shadow Day. The purpose of this day is to introduce high school students to careers they are considering pursuing. Not only does it offer a close-up look at the student’s desired profession, but it also gives participants vital hands-on experience. This experience can be a leading factor in deciding what classes to take in school as well as what jobs to pursue in life. Members were able to shadow a number of professionals including an architect and a dentist. Additional contacts were made with local hospitals and other businesses for summer internship programs and future job shadow opportunities. Pine Creek hopes to make this an annual event attracting more participation and partnerships with local businesses.

WASHINGTON
Marysville Getchell brought home a total of 56 awards at their most recent Regionals competition. This has set an all time high for the chapter’s history! With three members placing in all of their events, 14 placing first and many others, they were able to call this conference a success!

ILLINOIS
65 members of Wauconda FBLA recently packed boxes at Feed My Starving Children, a charity that invites volunteers to pack boxes of food for starving children internationally. Wauconda FBLA packed 195 boxes, which contain 42,210 meals, and in turn will feed 115 children for a year.

Submit your chapter news at fbla.org/news.
2018 NATIONAL LEADERSHIP CONFERENCE
BALTIMORE, MD
COMING THIS SUMMER!
PBL 6/23-6/26  FBLA 6/28-7/1