

Tomorrow's Business Leader

Spring 2018-19



National Board of Directors

Glenn Morris, Chair
State Adviser
California PBL
glenn@capbl.org
Western Region

Ron Pierce, Chair-elect
RSA Consulting Group, LLC
Business/Industry Representative

Jessica DeVaal
State Chair
North Dakota Career and
Technical Education
jdevaal@nd.gov
Mountain Plains Region

Tina Dierkes
PBL Adviser
Southwestern Illinois College
tina.dierkes@swic.edu
North Central Region

Cherie Hooks
FBLA Adviser
Swainsboro High School (GA)
chooks@emmanuel.k12.ga.us
Southern Region

David Jones
State Adviser
Maryland FBLA-PBL
Eastern Region

Jody Jones
State Adviser
Florida FBLA-PBL
Southern Region

Robert Kollar
PBL Adviser
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PBL Adviser
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FBLA Adviser
Hazden High School (WA)
Western Region

Susan Seufferer
FBLA Adviser
Chariton High School (IA)
North Central Region

FBLA-PBL Division Presidents

Eu Ro Wang
FBLA National President
fblapres@fbla.org
Massachusetts

Corbin Robinson
PBL National President
pblpres@fbla.org
Illinois

Ryan Paul
Professional Division National
President
pdpres@fbla.org
Massachusetts

Ex-Officio Members

Stacey Y. McCliff, Past Chair
PBL Adviser
Snow College (UT)
Western Region

Jean M. Buckley
FBLA-PBL
President & CEO

National Staff

Administration

Jean M. Buckley
President & CEO
ceo@fbla.org

Elena Daly
Executive Assistant to CEO
eassistant@fbla.org

Becky Grant, CMP
Programs Coordinator
programscoordinator@fbla.org

Ashlee Woodson
Sponsors and Partners Coordinator
sponsorsandpartners@fbla.org

Mary Ait
Staff Accountant
finance@fbla.org

Colin Murphy
Customer Service Associate
general@fbla.org

Membership

Troy D. White
Director, Marketing and Membership
marketing@fbla.org

Lisa Smothers
Membership Director
membership@fbla.org

Tom Payne, CPA
Director, PBL College/University Relations
phibetalambda@fbla.org

Ashley Witherspoon
Customer Service/Database Associate
customerservice@fbla.org

Conference

Richard Bowen
Conference Director
conferencedirector@fbla.org

Robert Smothers
Conference Manager
conferencemanager@fbla.org

Education

Kelly Scholl
Education Director
education@fbla.org

Aric Mills
Education Associate
education2@fbla.org

Communications

Kamal Clark
Communications Coordinator
communications@fbla.org

FBLA-PBL

1912 Association Drive
Reston, VA 20191-1591
P 703.860.3334
F 866.500.5610
fbla-pbl.org

2018–19 FBLA National Officer Team



Eu Ro Wang
FBLA National President
fblapres@fbla.org
Massachusetts

Keerti Soundappan
FBLA National Secretary
fbfasec@fbla.org
Georgia

Galadriel Coury
FBLA National Treasurer
fblatres@fbla.org
Arizona

Michael Zhao
FBLA National Parliamentarian
fblaparl@fbla.org
California

Garett Koch
FBLA Eastern Region Vice
President
fblaervp@fbla.org
New Jersey

Madelyn Remington
FBLA Mountain Plains Region
Vice President
fblampvp@fbla.org
Texas

Eli Amyx
FBLA North Central Region Vice
President
fb lancvp@fbla.org
Missouri

Ty Rickard
FBLA Southern Region Vice
President
fb lasrvp@fbla.org
Alabama

Trentyn Tennant
FBLA Western Region Vice
President
fb lawrvp@fbla.org
Oregon

Tomorrow's Business Leader



Calendar of Events

MAY

- 1 FBLA Adviser Wall of Fame: Application postmark deadline
- 4 Spring Stock Market Game ends
- 10 National Leadership Conference: Intern application receipt deadline
Businessperson of the Year Nomination: Receipt deadline
Competitive Event Registration due (from state advisers) by 11:59 p.m. eastern
All prejudged materials must be received at the national center by 11:59 p.m. eastern
- 15 March of Dimes Fundraising Report: Receipt deadline
National officer candidate application: Receipt deadline
FBLA State Chapter Voting Delegates: Receipt deadline
- 17 All competitive events computer production tests must be received at the national center by 11:59 p.m. eastern
FBLA NLC and IFL: Early bird registration deadline

JUNE/JULY

- 7 Last day to make competitive events changes by 11:59 p.m. eastern
- 9 FBLA Local Voting Delegates: Registration deadline
- 28–29 FBLA Institute for Leaders—San Antonio, Texas
- 29–7/1 FBLA NLC—San Antonio, Texas

There's More Online! Check Us Out...



FutureBusinessLeaders



@FBLA_National



fblapblinc



fbla_pbl



fbla_pbl

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On the Cover

Briar Woods High School FBLA students represented FBLA at the ACTE Capitol Hill Reception to showcase their community service project "Comfort Cases"

President's Message

By FBLA National President Eu Ro Wang



Dear Members and Advisers,

With the State Leadership Conference season drawing to an end, I want to congratulate those who competed at States and those who qualified for the National Leadership Conference. Competing at States itself is a huge accomplishment, and I hope you took advantage of all the opportunities available at the State Leadership Conference.

For those who qualified for the National Leadership Conference, this year's conference in San Antonio will be one to remember. From the historical sites like the Alamo to the restaurants and shops on the Riverwalk to exciting theme parks, San Antonio offers a lot of exciting activities for your chapter. I wish you luck as you study for the competitive events, and I can't wait to meet you in San Antonio!

There are resources available on FBLA Connect (fblaconnect.org) to help you prepare for the National Leadership Conference. The Competitive Events Interview Series under the Resources tab has articles where national finalists offer tips and advice on preparing for events, and the Competitive Events Study Guides under the Resources tab has study guides on different competitive events from national finalists.

If you did not qualify for the NLC, you can still attend the conference and compete in open events, attend workshops, and meet thousands of members from across the world. Even if you don't attend the NLC, there are still other ways to get involved in your chapter and finish the year off strong. You can lead a community service event, run for a chapter officer position, or organize a roundtable with local businesspeople.

As you wrap up the year, we hope you continue to create, lead, and inspire, stepping up as leaders and making a difference in your communities.

Eu Ro Wang
2018–19 FBLA National President



Each individual that raises \$100 or more for the March of Dimes will have the opportunity to receive a SPECIAL March of Dimes "\$100 Goal Getter" ribbon at the FBLA National Leadership Conference. You also enter yourself into a raffle to win a \$100 American Express Gift Card. The Challenge begins now and ends May 30. Begin fundraising at www.marchforbabies.org/fbla-pbl. *Pick up your ribbon at the March of Dimes exhibit booth at the FBLA NLC.

Competitive Event Winners

LifeSmarts Spring Challenge Winners

Congratulations to the LifeSmarts Spring Challenge winners who are eligible to compete at the NLC.

Sean Chang and Mason Pan

California—Diamond Bar High School

Callie Wright and Elizabeth Sperflage

Iowa—Alburnett High School

Nikhil Samayam and Summy Shaheen

Illinois—Normal Community School

Brett Sack and Kaitlin Colle

Kansas—Nickerson High School

Garnett McEntire and Trenton Jones

Missouri—Lafayette County C-1 High School

Matthew Loynes and Alec Munoz

North Carolina—West Carteret High School

Kristeen Johnson and Mariah Jenkins

North Dakota—Divide County High School

Karishma Yadlapalli and Riya Sharma

New Jersey—Monroe Township High School

Raymod Perez and Caleb Sweitzer

Pennsylvania—Dallas High School

Mckinley Thomas and Kase Johnson

Tennessee—Grundy County High School

Kirsten Kerksiek and Sydney Leister

Utah—Herriman High School

Kaitlin Foley and Matthew Redlinger

Wisconsin—Muskego High School

Virtual Business Management Challenge Winners

These Management Challenge Round 2 qualifiers are eligible to compete at the NLC.

Brooke Fortinberry and Devyn Owens

Alabama—Priceville High School

Aaron Tai, Bharath Kumar, and Anay Deshpande

California—Lynbrook High School

Hunter Jacobs

North Dakota—Divide County High School

Jacob Fracht and Aaron Kim

Pennsylvania—Upper Dublin Senior High School

John Udy, Matthew Pilkington, and Tucker Myers

Virginia—Sherando High School

Bill Mann

Vermont—Harford Career & Technology High School

Jennifer Dinh and Serenca Le

Washington—Hazen High School

Nabeel Bhimani and Adam Putz

Wisconsin—Muskego High School

Virtual Business Finance Challenge Winners

These Finance Challenge Round 2 qualifiers are eligible to compete at the NLC.

Jackson Smith, Jack Poarch, and Brianna Payne

Alabama—Lincoln High School

Cameron Plumlee

Arkansas—Cotter High School

Jason Antonio and Armando Soto

Arizona—Apollo High School

Anay Deshpande, Bhrath Kumar, and Arjun Kumar

California—Lynbrook High School

Garnett Catron

Missouri—Highland High School

Logan Ideker

Texas—Oak Ridge High School

Serena Le and Shawn Panh

Washington—Hazen High School

Makenna Holzhueter and Brenen Skalitzky

Wisconsin—Waterloo High School

To Accept and Fulfill

Before the speech is given, before the feet are bruised from standing, before the induction is over, there was a decision. Guided by passion and determination, we decided that the Future Business Leaders of America (FBLA) will hold our focus as we continue to serve its members. Then after the tribulations of campaigning, some were chosen. With the oath “.. and do solemnly and sincerely promise, to accept and fulfill, these responsibilities, to the best of my ability,” it began.



FBLA members I hold not only testimony, but witness to the life changing experience of being an officer. I could babble on about how this organization is all I know. FBLA is not only what made me cool, it gave me relationships that I wouldn't trade for the world and has taught me exactly who and what I want to be in life. It also showed me that I am not alone. Being an FBLA officer you are welcomed into a vast alumni of inspirational leaders and each share the desire to make FBLA incredible.

As the State Leadership Conferences were being held around the world, the State Officers of FBLA are being transitioned into a new set of leaders. To the outgoing officers, congratulations. This year has been truly remarkable. You have served FBLA to the best of your ability and I as well feel both the emotion and stream of tears from the final medal drop. I wish you all the best of luck as you progress into the future.

I invite the new officers to take a moment and get to know your team, they will possibly be some of your new favorite people. I had the pleasure of serving on both the State and National Officer teams, and both teams have become my best friends. The bond I have shared with my team is something I can never forget, so I encourage you to take the time to talk with your team and get to know them, they are amazing leaders.

The decision to run for FBLA Office is life changing. Congratulations to outgoing and incoming officers, either the legacy you have left or the one you are about to make is respected and honored.

—Trentyn Tennant, Western Region Vice President



NLC FEES		
Early Bird on or Before May 17	Regular May 18–June 10	Onsite June 11–Onsite
NLC Member: \$120	NLC Member: \$130	NLC Member: \$180
IFL FEES		
Early Bird on or Before May 17	Regular May 18–June 10	Onsite June 11–Onsite
IFL Member: \$120	IFL Member: \$130	IFL Member: \$180
IFL Adviser: \$55	IFL Adviser: \$65	IFL Adviser: \$105

Opening Pathways Through Parliamentary Procedure

Whether you know it or not, you've probably seen parliamentary procedure in practice before. Parliamentary procedure has had a long and rich history, from the assemblies of the ancient Greeks and Romans, to the Parliaments of England, and now in clubs, associations, and businesses today.

While parliamentary procedure is still used in the rules and customs of government bodies such as the U.S. Congress, parliamentary procedure is also widely used by corporations and associations, including FBLA-PBL, that are established by charters and bylaws which hold legal weight. These documents often rely on a parliamentary authority such as *Robert's Rules of Order*. A good understanding of parliamentary procedure is also critical to understanding how to establish and interpret the rules and documents of an organization. For example, using parliamentary procedure correctly can resolve conflicts that arise in a business such as shareholder and board disputes.



People may not be aware that effective usage of parliamentary procedure is one of the most important tools any organization can have. It increases the efficiency of meetings by only focusing on one topic at a time and having members speak one at a time. It also ensures neutrality through the establishment of a common set of rules that everyone agrees on.

After learning the basics of parliamentary procedure, you will find that there are numerous ways you can apply it in your everyday life and in many of the student organizations that you may be involved in, such as student government, school clubs, and local government youth commissions. For example, I am often called on to help interpret the meaning of our school's ASB constitution, and my knowledge has allowed me to write effective bylaws for the school club that I founded.

FBLA recognizes the importance of parliamentary procedure in today's world and offers two competitive events about parliamentary procedure. If you haven't entered 11th grade yet, you can participate in the Introduction to Parliamentary Procedure event, an objective test that recognizes members who demonstrate knowledge of parliamentary procedure and FBLA's organizations and procedures. All members can also register for the team Parliamentary Procedure event, which consists of an individual objective test along with a presentation role play to demonstrate your team's understanding of the applications of parliamentary procedure.

This year, to encourage FBLA members to learn more about Parliamentary Procedure, my National Parliamentarian's Council and I have also launched a monthly nationwide Parliamentary Procedure Trivia Contest that any member can participate in. Each month's contest consists of two multiple choice questions from *Robert's Rules of Order Newly Revised* as well as a free response question on the application and nature of parliamentary procedure. So far, we have had participants from multiple states across the nation and from every region of FBLA, along with 34 unique winners from 16 different states. I highly encourage you to follow members of the National Parliamentarian's Council on Instagram for each month's contest link post or contact your State Parliamentarian or President to participate. We hope to see you as a winner in our next edition of the contest!

—Michael Zhao, FBLA National Parliamentarian

A stroke ahead

How teaming up with a mentor can move you into a leading position

Professional networking—via social media, at conferences, or through college connections—is certainly good for your career. But if you’re ready for something more impactful, consider a mentor. Unlike most networking contacts, a mentor makes a long-term commitment to you and your future. With a mentor, you have regular, private communication that enables you to ask important questions, examine your goals, and stretch your ideas about who you are and what you want to become. Mentoring (and being mentored) requires mutual respect and trust and the recognition that professional expertise, experience and savvy (in other words, a successful career) take time and hard work.



Coaching is key

A mentoring relationship can help you achieve ambitious goals by providing opportunities to:

- Observe and interact with another more experienced professional
- Receive honest feedback and direct encouragement
- Acquire and enhance knowledge, skills, and perspectives
- Ask questions
- Gain access to practical resources and tools

The starting line

When you look for a mentor, start by seeking out respected colleagues within your own field. A mentor can be a senior professional, but often someone closer to your own age and experience level will relate best to your current situation. Also consider what you want help with – job skills, people skills, or work/life balance issues? You can search for a mentor via a formal program such as the one KPMG provides, or simply ask someone whom you respect and admire if he or she would consider becoming your mentor. A mentor's commitment to you can vary over time and as your mentoring relationship develops. So you might approach your potential mentor with a flexible proposal that is considerate of his or her time and responsibilities.

After you find a mentor and agree to begin, establish some parameters and a working schedule. Find out where/when/how often your mentor is available to talk or meet. During your first conversation, share your background and goals. Discuss your strengths and areas for improvement. Explain what you want to accomplish as soon as possible and what you want to develop for the long term. Agree to action items and next steps. Finally, decide how you'll measure progress.

Tailor your training

Focus will make your conversations more personally meaningful and professionally productive. Think about what you want to work on with your mentor:

- Are there specific goals you think your mentor can help you with?
- What challenges are you hoping your mentor can help you overcome?
- How can your mentor best provide encouragement, feedback, knowledge, perspective, networking opportunities or visibility to leadership?

Get into the flow

Your meetings can revolve around work or personal life (especially work/life balance topics). Questions that could spark a lively discussion include:

- What are your long-term goals?
- What path did you take to get to this career stage?
- What do you wish you had known or done five years ago?
- What are the challenges you face in your typical day/week/month?
- How do you resolve conflicts at work?
- How have you balanced work with the rest of your life?
- What should I be doing differently?
- What additional education or training do I need?
- How should I prioritize my career goals?
- How do I measure my success?

Everyone wins

The value of mentoring is well recognized by companies that practice comprehensive talent development. At KPMG, approximately 12,000 employees are involved in mentoring or being mentored. This commitment by mentors to give help, and willingness among mentees to take help, enables employees at all levels to benefit from the combination of inspiration and example that can create career champions. ●

Outstanding FBLA Tallo Profile

How To Build a Great Profile

Hey Talent - Here are some helpful tips to make your Tallo profile awesome

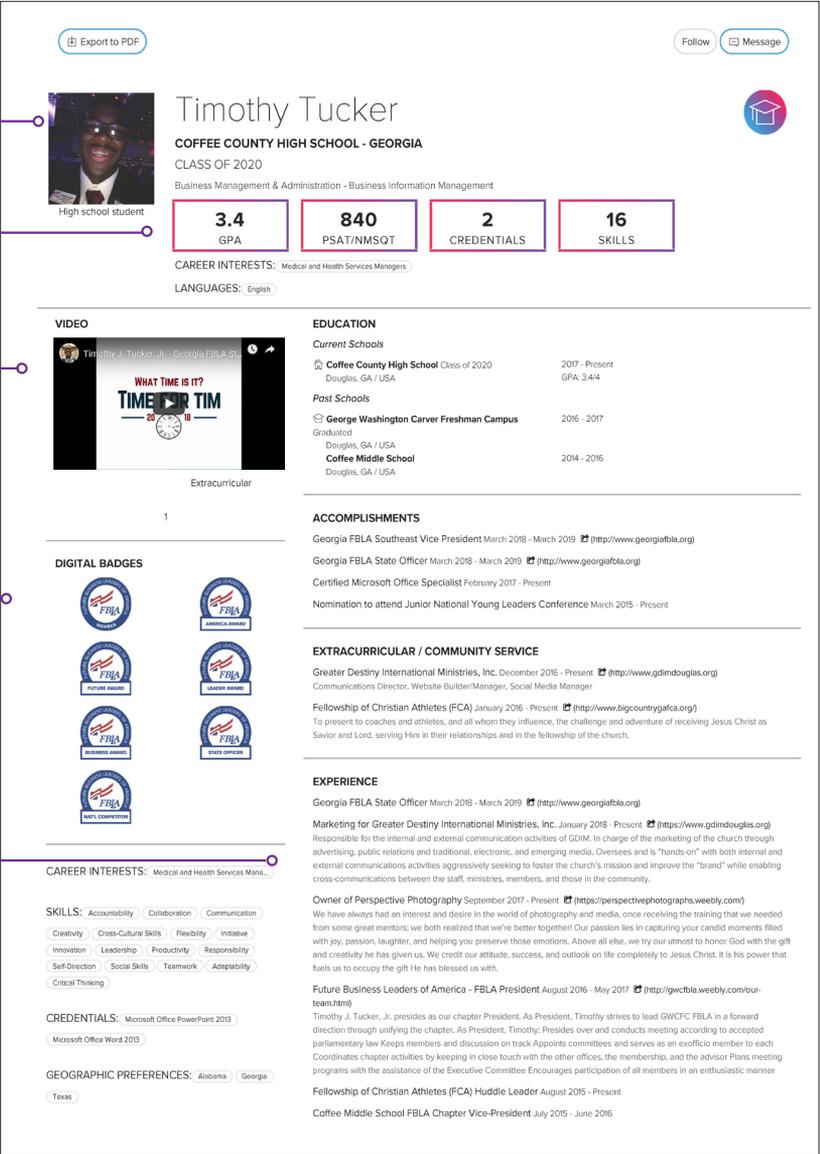
Upload a profile pic
Colleges and companies want to see the face behind your talent

Add scores & interests
Show your aptitude and indicate what career fields you want to explore

Shine with videos
You're more than grades - show personality, skills and involvement with videos

Request Digital Badges
Request, earn, and display your digital badges on your Tallo profile

Highlight activities
Add all the things you're involved in like experiences & accomplishments



Timothy Tucker
COFFEE COUNTY HIGH SCHOOL - GEORGIA
CLASS OF 2020
Business Management & Administration - Business Information Management

High school student

3.4 GPA | 840 PSAT/NMSQT | 2 CREDENTIALS | 16 SKILLS

CAREER INTERESTS: Medical and Health Services Managers
LANGUAGES: English

VIDEO
Timothy J. Tucker, Jr. - Georgia FBLA...
WHAT TIME IS IT? TIM
Extracurricular

EDUCATION
Current Schools
Coffee County High School Class of 2020
Douglas, GA / USA | 2017 - Present | GPA: 3.4/4
Past Schools
George Washington Carver Freshman Campus
Douglas, GA / USA | 2016 - 2017
Coffee Middle School
Douglas, GA / USA | 2014 - 2016

ACCOMPLISHMENTS
Georgia FBLA Southeast Vice President March 2018 - March 2019
Georgia FBLA State Officer March 2018 - March 2019
Certified Microsoft Office Specialist February 2017 - Present
Nomination to attend Junior National Young Leaders Conference March 2015 - Present

EXTRACURRICULAR / COMMUNITY SERVICE
Greater Destiny International Ministries, Inc. December 2016 - Present
Fellowship of Christian Athletes (FCA) January 2016 - Present

EXPERIENCE
Georgia FBLA State Officer March 2018 - March 2019
Marketing for Greater Destiny International Ministries, Inc. January 2018 - Present
Owner of Perspective Photography September 2017 - Present
Future Business Leaders of America - FBLA President August 2016 - May 2017

DIGITAL BADGES
FBLA Future Leader Award
FBLA Future Leader Award

SKILLS: Accountability | Collaboration | Communication | Creativity | Cross-Cultural Skills | Flexibility | Initiative | Innovation | Leadership | Productivity | Responsibility | Self-Direction | Social Skills | Teamwork | Adaptability | Critical Thinking

CREDENTIALS: Microsoft Office PowerPoint 2013 | Microsoft Office Word 2013

GEOGRAPHIC PREFERENCES: Alabama | Georgia | Texas

CAREER INTERESTS: Medical and Health Services Man...

*Only high school students have the ability to be rated & ranked on Tallo

Students like Timothy use Tallo to create a free profile and show off their talents and passions. Companies and colleges use Tallo to find and connect with qualified candidates for jobs, internships, apprenticeships, and other opportunities.

The more information a student adds to their profile, the higher their chances are of being noticed by a company or college. Students have the ability to specifically show off their involvement with FBLA by featuring an FBLA Digital Badge in their Tallo digital profile.

Outstanding Middle Level Tallo Profile

How To Build a Great Profile

Hey Talent - Here are some helpful tips to make your Tallo profile awesome

Upload a profile pic
Colleges and companies want to see the face behind your talent

Add scores & interests
Show your aptitude and indicate what career fields you want to explore

Request Digital Badges
Request, earn, and display your digital badges on your Tallo profile

Highlight activities
Add all the things you're involved in.

Add schools of interest
Showcase the colleges and technical schools you're interested in attending

Courses, Grades & Files
Complete your digital portfolio by adding your courses, grades and files such as school projects, recommendations, earned certificates, and more

Export to PDF
Follow Message



Katrina Acheson
ACADEMY FOR DISCOVERY AT LAKEWOOD - VIRGINIA

3.9
GPA

1090
PSAT/NMSQT

5
SKILLS

CAREER INTERESTS: Environmental Engineers | Biological Scientists

VIDEO
This student has not uploaded any videos yet.

DIGITAL BADGES



CAREER INTERESTS: Environmental Engineers | Biological Scientists

SKILLS: Collaboration | Teamwork | Initiative | Innovation | Problem Solving

EDUCATION
Current Schools

Academy For Discovery At Lakewood Norfolk, VA / USA	2016 - Present GPA: 3.914
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ACCOMPLISHMENTS

Field Hockey Runner-Ups March 2018 - May 2018
My field hockey team in 7th grade where season runner-ups and received the silver medal.

EXTRACURRICULAR / COMMUNITY SERVICE

FBLA-ML October 2018 - Present <https://www.fbla-gbl.org>
FBLA-ML (Future Business Leaders of America) is a club offered at my middle school and is offered in high school to students who are taking business classes. In my chapter, I currently hold the office of Historian and was inducted into FBLA on December 17th, 2018 at 5:30 pm by the Granby High School FBLA President, Vice President, and Supervisor.

Bay Youth Orchestras of Virginia September 2018 - Present <https://bayyouth.org>
I currently am concertmistress, in the violin section, in the String Orchestra.

NJHS September 2018 - June 2019 <https://www.njhs.us/>
NJHS, which stands for National Junior Honor Society, is a club offered at my school that is for students that excel in school and are active in their community.

PUBLICATIONS

Ways to Go Green March 2019 <http://www.caringfortheenvironment.org/>
In this blog, the history of Earth is briefly explained and is used to show how humans have polluted the Earth. As well as this history, there are multiple ways you can go green.

COLLEGE TRACKER

College	Status
Connecticut College	Interested

INTENDED MAJORS

Zoology/Animal Biology

SCORES

PSAT/NMSQT	1090
Math	500
Reading And Writing	590

Most recent score for each test is shown.

COURSES

STEM Courses		Middle School Courses	
Algebra 1 (2017)	A	Civics and Economics (2017)	A
Physical Science (2017)	A	Honors English 7 (2017)	A

*Only high school students have the ability to be rated & ranked on Tallo

Katrina Acheson is recognized for having an outstanding Middle Level student profile on Tallo, a digital platform and app that connects the next generation of talent with opportunities at colleges and companies across the country. When a student curates their profile to showcase what makes them unique, it helps them stand out from the crowd with colleges and potential employers.

On Tallo, students are encouraged to share what they do both inside and outside of the classroom, like Katrina, who is on her middle school's field hockey team and plays the violin in the Bay Youth Orchestra of Virginia.

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Taking a Competitive Event to the Next Level

For many years, the National Center has selected varying event topics to focus around the needs of our organization, from membership recruitment and retention to donation collection. We've wanted to utilize the ideas of our members to better improve our processes and employ the vast untapped potential of our incredible young leaders. In 2017, one such topic was to create a presentation for professional members, local businesses, and/or vendors to encourage the participation in, and benefits of, judging opportunities at FBLA competitions for the Introduction to Business Presentation competition.

A group of friends from Fife High School in Washington, Kearah Kraus, Alyssa Kreg, and Christina Masnyy, decided to take on this topic. After long hours of preparation, countless hours working in the library, and numerous practice sessions, they went to their Regional Leadership Conference and placed 2nd. They decided this would not do: they refined their project, updated the existing content while adding new materials, and spent countless more hours in the library. They made sure to include some bonding time, taking an afternoon to go ice-skating, before heading back to the grindstone. When they attended the Washington State Leadership Conference, they placed well enough to compete at the National Leadership Conference in Anaheim.



After moving past the preliminary round at NLC, the team walked into their final presentation and blew away the judges, taking the highly coveted 1st place. While this alone is an incredible accomplishment, the team would later find out that their impressive performance prompted one of the judges to approach the national staff and recommend they consider implementing the ideas outlined in the presentation. They were invited to meet with members of the national staff, including the competitive events team, to discuss the potential implementation of their ideas. After a stunning presentation of clearly professional quality, the students were offered the opportunity to become the first members of the FBLA Internship pilot program.

The scope of the project would come to be the most challenging aspect for this young team, as evaluations of time, priorities, budget, and available resources would play a key role in the success of this program. They enhanced their original ideas by creating scripts for promotional videos, designing media outreach materials, and building an information resource center for volunteer judges. This endeavor resulted in a practical application of the skills they were developing in the classroom. They began their work in late fall with a rollout date of late winter, which was an aggressive deadline and exposed them to the rigors of workplace practicality; the time constraint would eventually cause production of promotional videos and a fully-developed resource center to be addressed in the future.

The 2018 NLC in Baltimore provided a perfect venue to celebrate the interns' success following a nearly nine percent overall increase in volunteer judge participation. With such an incredible success under their belts, they were more than willing to continue their internship into the 2018–19 school year.

We asked these incredible young members about their time as national interns and, unsurprisingly, they were excited to share their experience! They said they never expected the internship to be the result of presenting to the staff, which they already viewed as a giant bonus, but that “it wasn't a question of whether we would do it or not, we were eager to be able to do more,” as another way to get more involved with the program rather than just being involved in competitive events. The students said that the experience has helped them become more involved in the program and connected with the organization.

Taking a Competitive Event to the Next Level

We took them behind the scenes at the Baltimore NLC, letting them get a feel for the inner workings of how we make the conference a success. They all agreed that this was one of their best NLC experiences, and Alyssa said this made her want to work for FBLA-PBL in the future.

Whether it's to themselves or those around them, much of their inspiration comes from proving that they can be successful, no matter the challenge, and that they won't stop until the job is done. These students are constantly striving for success. Having competed, but ultimately not placing, in Partnership with Business Project at NLC in 2016, Alyssa commented that their immediate response was not one of dejection, but rather focused on, "what could we have done better?" and, "It was the year after that first project (NLC 2016) that the three of us all decided we wanted to go into business." When we asked them if they knew what they wanted to do yet, they admitted that they were still uncertain, but Kearah is leaning towards business marketing, Alyssa would like to explore being a technology sales representative (having won Sales Presentation at NLC in 2018 for selling on that very topic), and Christina could see herself working with officer teams in an organization to pass along her experiences.

One of the most important things they feel they've learned that will aid them in their future, both from their first NLC experience as well as working with the National Center, is working with the Microsoft Office Suite. "That first year our first PowerPoint was awful," but they have since begun to utilize more diverse programs, with OneNote being the basis for their original Judges' Information Resource Center and Teams to coordinate their work with the National Center.

They found that there were still challenges that came with this opportunity. These young members were already very active with school, work, and their competitive events for the coming year. Kearah mentioned, "When it came time to work on the judge recruitment material, they initially met with difficulties scheduling around work, school, and other commitments but, overall, found the experience to have been a fun and incredible opportunity to give back to the organization." Having stepped up to these challenges, they discover there were other rewards for their hard work. Christina found the confidence to run for, and win, the position of State President of Washington FBLA. She said "I always felt myself aspiring to be like the people that were on stage, but I never thought that I had that in me. But getting up on that stage and being contacted by the National Center gave me the confidence and it solidified for me that I am that leader that I always aspired to be and it's not just those people who are up in the spotlight."

Their adviser, Laura Ramos, and mentor, Lindsey Paenitz, have nothing but glowing compliments for these students. Lindsey commented that it was both "enlightening and encouraging" to work with such professional and dedicated young members who are willing to take feedback and work hard. When all was said and done, the team's only wish was that they had more time to keep working on, and perfecting, the project. They've found they can always keep working on little details over time.

Their journey has been long and challenging, they have struggled and succeeded, and through it all, have not only remained best friends, but become more like family. Their strong connection has been the key to their success. The one thing they wanted everyone to know was that any of our members can get to a point like this; they are three students from a small school in Washington, but they put the time and effort into forging their own success. They are proud of this accomplishment and we are equally as proud of their success. We at the Education Department of the National Center would like them to know how much we've appreciated and enjoyed working with these incredible young members.



National Sponsors and Partners



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 \$5 DormCo Dollar 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 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 and explore the possibilities.

Competition University

CU's online courses have the specific content FBLA competitors need to help them advance in their role play events and objective tests.

CU's Prep Track courses contain lessons, glossaries, games, quizzes, cases, and practice exams, making FBLA preparation a mouse click

away, conveniently accessible at any

time. Students

who dive into the course created for their competitive event will build confidence, knowledge, and skills to succeed at competition. Learn more about Individual & School enrollment. Watch this overview. Visit CompetitionUniversity.com to see the growing list of courses, find the order form or enroll directly into a course.

** If CU's content conflicts with the FBLA Competitive Event Guidelines, the Guidelines prevail.*



Lead2Feed Student Leadership Program

Are you seeking stronger leadership skills? Are you involved in or looking for community service work and hours?

The Lead2Feed Student Leadership Program provides leadership lessons that are practiced by creating and implementing a service project. We will take you through all the steps—and give your chapter a chance to win a grant for your charity or school.

You and your teacher/adviser can register at Lead2Feed.org for FREE access to lessons and resources.

Form a team of 3 or more students and you are on your way to **Now Go Lead!** Find Lead2Feed on social media and connect with teens across the U.S. who are doing amazing work in their communities and changing the world! We can't wait for you to join the movement!



National Sponsors and Partners

Foundation for Economic Education

FBLA students (ages 14+) are invited to attend top-rated by Forbes 3-Day Summer Camps focused on Economics, Leadership, and Entrepreneurship. Meet top students, professors, and network with business leaders from around the country. This life-changing experience is only \$79 and includes full tuition, all meals, dorm housing, and a college tour. Register today at FEE.org/seminars to secure your spot.

Educators & FBLA Advisers, bring a fun 4-hour workshop to your high school at no charge introducing college-level economics with a dash of political science and philosophy. Free books for students and additional programs available at FEE.org/educate.

Sponsored by the Foundation for Economic Education, a non-political, nonprofit educational organization inspiring tomorrow's leaders with sound economic principles and real-world applications, leadership and success skills, while encouraging an entrepreneurial spirit.



Marine Corps Scholarship Foundation

Marines make legendary sacrifices. Sending their children to school shouldn't be one of them. That's why at the Marine Corps Scholarship Foundation, we've been Honoring Marines by Educating their Children since 1962—awarding more than 40,000 scholarships nationwide valued at nearly \$125M. True to the spirit of Semper Fidelis, we provide need-based scholarship support to every single eligible student who applies—leaving no Marine family behind.



Understanding that career paths are as unique as the students choosing them, we offer scholarship support to those attending undergraduate and career and technical education programs. Learn more and view complete eligibility criteria at: www.mcsf.org

Greetings from the Professional Division



Hello FBLA-PBL members, my name is Shannon McConnell, on behalf of the 2018–19 FBLA-PBL National Professional Division Officer Team I bring greetings from of Ryan, Alan, and myself. Many of you have probably heard people mention the Professional Division (PD) but might have had little interaction that you know of. I would like to take this opportunity to speak to you about exactly what the Professional Division is and what we do.

The very simple definition of the PD is a membership division that supports and promotes FBLA-PBL and its goals. PD members often:

- Support FBLA-PBL programs and serve as liaisons between the workplace and the classroom.
- Mentor FBLA-PBL members to strengthen leadership and provide career insight.
- Keep members informed on current business trends.

What better way to gain a competitive advantage than to get established business professionals that can help, teach, and encourage the rising generation of business leaders. Professional members give students the chance to work one-on-one with experienced business leaders. Anyone who has an interest in FBLA-PBL can become a PD member: former members/alumni, employers, educators, FBLA-PBL advisers, parents, business people, and community supporters.

I can speak to my journey in FBLA-PBL, it was where I found my place. I was not athletic in school, so sports didn't interest me. I didn't do band or drama, so I didn't have those curriculum areas either.

We all know that high school can be a struggle to find where you fit. I knew I was going to do something relating to business and FBLA-PBL was the perfect fit and quickly became a place for me to belong and really develop into a confident businessperson. I attribute much of my success as a businessperson to FBLA-PBL. There are countless individuals from my local chapter adviser, Mrs. Donna Faulkner to individuals whom I have had the honor of working with like Mr. Dan Hazlett, NC PBL State adviser; Mrs. Mary Jane Thomas, N.C. FBLA adviser; to the countless individuals in the PD like: Mrs. Kathy Toler, Mr. Kevin Davio, Mr. David Jones, Mr. Blake Reynolds, Mr. Eric McGarvey, Mrs. Melissa Coffey and Mr. Rick Gardner and the list can truly go on and on! Most all of these individuals have one common passion: The success of YOU!

This brings me to a very important opportunity. Your journey and involvement with FBLA-PBL can be a lifetime experience. Whether you are a part of the Middle Level or FBLA you have the Professional Division to look to for guidance and when it's your time, be ready to give back and shape future leaders just like you!

So, I encourage you to do two things: 1. Recruit and involve more PD members into your local chapter and, 2. Make your journey with FBLA-PBL a LIFETIME association just like so many of us have. If you need any help with your PD journey, I encourage you to reach out to your National Professional Division Officer Team. We will be happy to assist to ensure you are a future business leader!

National Fundraisers and Discounts



Country Meats features fresh smoked snack sticks that everyone loves! Sell for \$1.00 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 www.MoneyMakerShades.com.



DormCo.com guarantees \$200 for distributing FREE \$5.00 gift cards for graduating seniors along with posting an online link to DormCo.com and also offers custom T-shirts (non-FBLA). Contact Jeff@DormCo.com.



Harvard Student Agencies (HSA) accepts motivated and ambitious high schoolers as interns to help publicize their academy programs. HSA also works with chapters that wish to fundraise through their programs. To learn more about this opportunity, email academies@hsa.net.



Schmermer Pecans offers a delicious and healthy fundraising product. Call 800.841.3403, email schmermerpecans@yahoo.com or visit pecantreats.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.



GEICO – Save hundreds on your car insurance with special FBLA-PBL savings. Visit geico.com/fbla-pbl or call 800.368.2734.



Amazon.com – Your shopping supports FBLA-PBL.



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



Alamo – Unlimited mileage and up to 20% off! Call 800.GO.ALAMO (Contract ID# 7000461)



Mens Wearhouse – Save 40% on in-store purchases when you use the FBLA-PBL coupon. Download the coupon at fbla-pbl.org/discounts.



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



HP – Save up to 15% when you shop via the FBLA-PBL website. Use Company Code EP10687. Look for the link at fbla-pbl.org/discounts or call 800.473.4732



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

Great Hotel Discount Programs for Members

Wyndham Hotels

20% off at participating Wyndham properties
877.670.7088 / Corporate ID 8000001640



Hyatt Hotels

10% off at participating Hyatt properties
877.393.8034 / Group Code: CR51684



Chapter News



Washington



Odessa High School FBLA is conducting a window campaign for the Odessa Senior Center with a goal of replacing all 42 windows in the building. To date, members have raised over \$23,000 and will help install the new windows in May. This project was part of a larger service project to improve the lives of Odessa senior citizens and was submitted for the Lead2Feed Challenge. The project was selected as a grand prize winner.

Missouri



The Belle High School Chapter of Future Business Leaders of America hosted their annual Kiss-A-Pig Contest for Camp Quality, a camp for kids with cancer. In the weeks prior to the contest, cans with the candidates on them were distributed throughout campus to solicit donations.



Virginia



The Briar Woods High School FBLA Chapter represented FBLA-PBL at the Association of Career and Technical Education (ACTE) Capitol Hill Reception. Members showcased a community service project that helps provide children in foster care with backpacks filled with essentials including blankets, pajamas, books, toiletries, dental kits, and a stuffed animal. The chapter partnered with Comfort Cases and over 300 volunteers to raise over \$15,000 worth of donations which translated into over 400 completed cases and raised awareness of the plight of children in foster care.



Colorado



The Wray FBLA Chapter made an impact in its community with a project that involved donating clothing to foster children within Yuma County. There were clothing drop boxes located around Yuma County including the Yuma County Court House, Wray High School, and the Bank of Colorado in Yuma.

Chapter News

Oregon

New Hope Middle and High School Future Business Leaders of America (FBLA) visited a local Subway.

Where members met with franchise owner, Jeff Hoxsey. He talked about his journey making sandwiches to owning 20 Subway shops. Jeff also discussed the importance of learning computer and math skills as a strong skill set for our futures.



Georgia

Coffee Middle School FBLA raised \$1,100 to donate to the Childhood Cancer Awareness Group of Coffee County. The money raised helps to

offset medical, travel, and other expenses the children may have as they are going through medical treatments. To raise funds Coffee Middle FBLA raffled a gift basket full of goodies such as movie tickets, candy, gift cards, and money.



Congratulations to these SLC winners and everyone eligible to compete at this year's NLC!



#NLC19

#NLC19



2018-19  FBLA-PBL

2019 NATIONAL
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SAN ANTONIO, TX
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