

Tomorrow's Business Leader

FALL SEMESTER 2019



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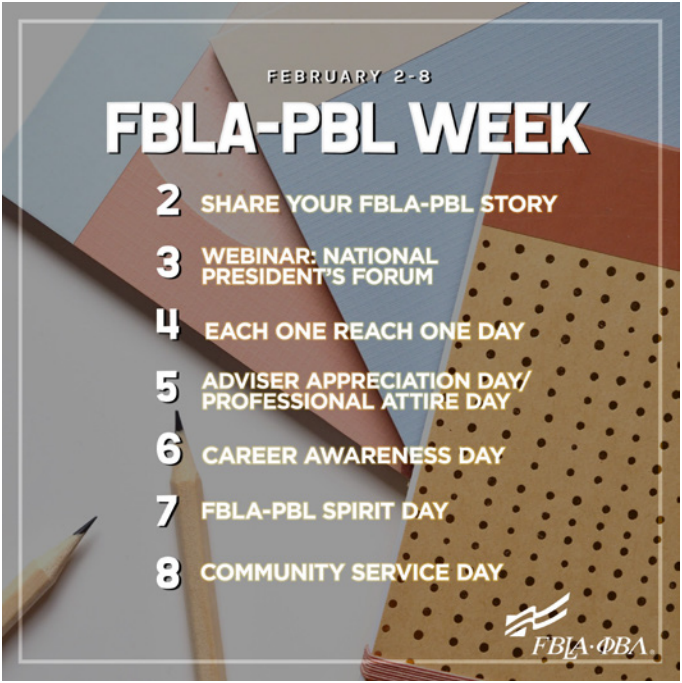
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TABLE OF CONTENTS

President's Message 1

NFLC 2019 and Membership Awards.....2

Middle Level Track.....3

Super Sweeps Awards4

The BAA is Back.....7

ACTE Convention.....9

Tips for Creating a Winning Resume 11

Sponsors and Partners 13

Chapter News 15

Salt Lake City 2020 19

On the Cover

Top Left: FBLA-ML Track -Birmingham NFLC

Middle Left: Alabama FBLA-PBL Host Committee

Top Right: Cochrane-Fountain City FBLA in WI

Bottom Left: WI FBLA receives a Super Sweeps Award

Bottom Right: ACTE Student Award Winners

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PRESIDENT'S MESSAGE

By FBLA National President

Dear Members and Advisers,

I hope you have had an amazing start to the new membership year! Over the past few months, I have been afforded the opportunity to meet with FBLA's remarkable members who demonstrate an unwavering commitment to our organization. From Tennessee to Illinois, your dedication to serving your communities and representing FBLA is noteworthy and commendable.

Although we are only halfway through the year, our organization has accomplished several tremendous feats. We have taken an unprecedented leap towards the future with our new digital database, recruited numerous schools to become a part of FBLA, and chartered a new international chapter. Additionally, our local chapters are eagerly participating in national programs such as the Chapter Challenge, increasing membership, and giving back to their communities through community service projects. Without your hard work, none of this would be possible.

Members were exposed to a World of Opportunity at the 2019 National Fall Leadership Conferences! Through motivating keynote speeches, insightful workshops and valuable networking opportunities, NFLC attendees strengthened their leadership abilities. FBLA places an emphasis on serving others, and during the three NFLCs, we raised thousands of dollars for March of Dimes, our national service partner. We hope you had an incredible time at the NFLC!



Your National Officer Team has been working diligently to maximize the FBLA experience for everyone. From implementing innovative outreach methods to connect with members, developing bonds with legislators to increase awareness of FBLA, and enhancing available resources and creating new ones to assist chapters, we are constantly thinking of ways to serve you. Continue to check social media and the national website for new updates from the National Officers.

In just the initial months of this membership year, we have made remarkable progress. As the FBLA competition and conference season quickly approaches, how will you and your chapter prepare for a World of Opportunity?

Travis Johnson
FBLA National President
[@TravisJohnson_9](#) on Twitter and Instagram



NFLC 2019 & MEMBERSHIP AWARDS

AWARD	SCHOOL	STATE	CONFERENCE
Market Share Award	Osborn High School	Missouri	Denver, Colorado
State Recruitment of Chapters	--	Florida	Washington, D.C.
Largest State Chapter Membership	--	Georgia	Birmingham, Alabama and Denver, Colorado
Largest Local Chapter Membership	Palm Beach Gardens High School	Florida	None
Largest Increase in State Chapter Membership	--	Missouri	Denver, Colorado
Largest State Chapter – Professional Division	--	Georgia	Birmingham, Alabama and Denver, Colorado
Largest FBLA Local Chapter – Professional Division	Divide County High School	North Dakota	None

NFLC 2019

Throughout the month of November, over three thousand FBLA members from around the country attended our National Fall Leadership Conferences in Washington, D.C; Birmingham, Alabama; and Denver, Colorado. Here, attendees had the opportunity to enhance their leadership skills through our motivational keynote speakers, engaging workshops, and lively networking sessions. Our 2019 NFLCs were just another example of how FBLA helps create a **World of Opportunity** for our members!

Let's hear what some students have to say about their NFLC experiences:

"NFLC is a time to explore, adventure out of your comfort zone, and expand your knowledge about the business world. For me, I started attending NFLC when I first became a freshman and I have been able to make unbreakable bonds where I still keep in touch with members that I have met..."

— Andrew Fox, New York Executive Vice President (D.C. NFLC)

"My favorite part of NFLC was getting to see FBLA being implemented in different states besides my own. Being able to learn about what my fellow State Officers are doing across the country was truly inspiring!"

— Ella Kate Brookes, Alabama State President (Birmingham NFLC)

"Undoubtedly, my favorite part of NFLC was connecting with fellow members from across the nation! It's always refreshing to see everyone come together over their shared passions for this organization."

— Sadie Shriver, Nebraska State Reporter (Denver NFLC)





By Elizabeth Howell
FBLA National Parliamentarian



This year’s FBLA-Middle Level Track, led by FBLA National Officers Travis Johnson, Elizabeth Howell, and John Lee hosted more than 50 attendees at the Birmingham, Alabama NFLC.

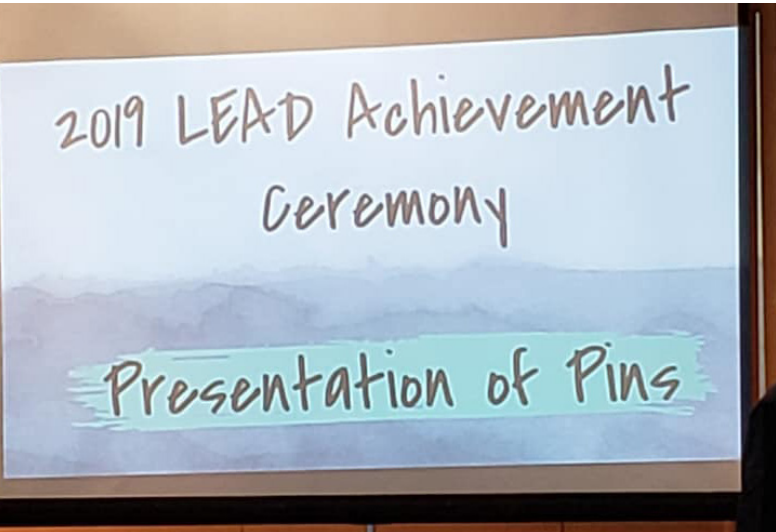
Throughout the day members, advisers, and guests, learned about FBLA-Middle Level National Programs, the LEAD leadership development program, the March of Dimes, the FBLA-Middle Level Competitive Events program, the importance of networking and teambuilding, and the Champion Chapter program.

The highlight of the afternoon was a keynote speech by FBLA National President Travis Johnson and a pinning ceremony where members received Bronze level pins. You could feel the excitement in the room as students paired off and lined up to receive their pin.

Each group of two exchanged pins and shook hands, they also raised their right hand and recited the FBLA-PBL Pledge:

“I solemnly promise to uphold the aims and responsibilities of Future Business Leaders of America-Phi Beta Lambda and, as an active member, I shall strive to develop the qualities necessary in becoming a responsible business leader.”

Following the ceremony, participants posed for a group photo.



FBLA Super Sweeps is a Success

More than 300 chapters participated in this year’s Super Sweeps, which was designed to help chapters recruit new members and engage existing members in new and creative ways. Chapters throughout the country volunteered hours to earn this award such as sponsoring a recruitment committee, conducting a new officers and/or new members installation, recruiting new members, preparing flyers or bulletin boards promoting your local chapter, or many other activities. All members from chapters that completed the Super Sweeps program and attended one of the three National Fall Leadership Conferences (NFLCs) received special conference ribbons to wear on their name badge. Chapters also received an online certificate of recognition. Below is the state Super Sweeps List of Honor. These awards were based on the number of chapters participating in each state.

PLACE	STATE	NFLC LOCATION
First	Iowa	Denver, Colorado
Second	Wyoming	Denver, Colorado
Third	North Dakota	Birmingham, Alabama
Fourth	Kentucky	Washington, D.C.
Fifth	Nebraska	Denver, Colorado
Sixth	Alabama	Birmingham, Alabama
Seventh	Colorado	Denver, Colorado
Eighth	New Jersey	Washington, D.C.
Ninth	Wisconsin	Washington, D.C.
Tenth	Illinois	Birmingham, Alabama





Drew Lojewski
FBLA Eastern Region Vice President

Throughout my high school career, I have been significantly involved in business-related activities and courses in school. In my first year, I did not have my own FBLA chapter in school, so I had to participate virtually, which is intended for home-schooled students and members who do not have a physical FBLA chapter in place. In my sophomore year, I started my own chapter in my high school, and helped increase participation in FBLA in my school from two to sixteen members; nine of which traveled to our state conference, and two new members became national champions.

FBLA and CTE: Helping us to Become Business Leaders

My participation in business courses and FBLA has given me great insight into my interested career for the future, which is finance. I am currently interested in becoming a portfolio manager or a financial adviser, like my father. Completing career and consumer science as well as taking personal finance has taught me the basics of what my interested careers entail and what the business field is like. In conjunction with my involvement in FBLA, I have gained significant business, professional, and leadership experience that will surely put me ahead of the competition when pursuing my future interests in college and beyond.

Networking with student and adult leaders, managing a team, and organizing a reinstated program in school are unique accomplishments that have given me a head-start in the business field. I have faith that these experiences will also aid me when seeking higher education. Overall, I have used the skills learned throughout these activities to increase my business knowledge and learn how to be a leader in the business world that we live in today.

Following my success in competitions, I learned that I love to speak, and I learned that I love to motivate others to pursue their goals. Through FBLA, I found my passion and what I wanted to do in life. I want to build upon my business and public speaking skills and become a motivational speaker. Now, I am thinking about going to college and I know I can have a successful future, if I continue to study my craft. Right now, I am considering double majoring in psychology and business. I would like to take my education and apply it to my love of motivational speaking.



Elizabeth Howell
FBLA National Parliamentarian

However, these titles and positions are useless without the leadership skills and connections that FBLA has given me. For example, I have had the opportunity to give several presentations in which I can see growth in public speaking. Even though this may resemble other members' stories, FBLA is designed to provide leadership skills such as speaking, presenting, networking, and business skills necessary in today's workforce.

FBLA is Preparing Me for My Future Career

On the subject of the workforce, FBLA has also played a role in what I am interested in doing as my future career. Currently, I intend to attend the University of Georgia to pursue a degree in International Affairs and obtain a job as an Intelligence Analyst with the National Security Agency. Through networking with members of our foreign chapters and competing in events such as Political Science and Economics, I have learned how business, leadership, and economic concepts tie our nation together through the basic principles of International Affairs. In addition, through taking two-thirds of the business courses offered at my high school, I have learned the importance of communication between people, groups, and nations. Overall, FBLA and business courses have not only provided me with opportunities in high school, but they have shaped my future and inspired my college and career choices.

In conclusion, business education and Career and Technical Student Organizations such as FBLA impact members by providing skills they can use now. FBLA also provides the knowledge they will need to choose a successful career based on the skills they have learned and the connections they have made through FBLA and continue to make.

Walking into a new class in the beginning of a year is not so bad for a high schooler. But what about walking into a new class without knowing anyone and not knowing the language the people around you speak? This was me when I immigrated from South Korea when I was just ten years old. I didn't know the alphabet and I didn't know how to even introduce myself. But the worst part was the fact that I talked a lot before I moved to this country. I was a talkative boy who couldn't contain myself. So, I would talk fragmented sentences and of course fragmented sentences with a strong Korean accent is funny. I was physically bullied and mentally harassed to a point where the person I knew as myself was gone. When I looked in the mirror, I didn't see a person who could see a future rather darkness. When I looked in the mirror, I didn't see a person who could speak to thousands of people. I became a boy in seventh grade who always had his hood down and cried every day in my bedroom. But who knew in just three years, I would be standing in front of thirteen thousand people with a proud shoulder.



Haneol (John) Lee
FBLA Western Region Vice President

It all started with an FBLA poster in the middle of the hallway in seventh grade. To be honest, I went to the first meeting when I

FBLA Changed My Life

Following my success in competitions, I learned that I love to speak, and I learned that I love to motivate others to pursue their goals. Through FBLA, I found my passion and what I wanted to do in life. I want to build upon my business and public speaking skills and become a motivational speaker. Now, I am thinking about going to college and I know I can have a successful future, if I continue to study my craft. Right now, I am considering double majoring in psychology and business. I would like to take my education and apply it to my love of motivational speaking.

I would like to attend Stanford University because they offer an amazing psychology program and a successful business program as well. I am so happy I joined FBLA – I am excited about starting my new journey. FBLA taught me that I can do anything I put my mind to and I am capable of great things, even public speaking! FBLA has changed me for the better!

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THE BAA IS BACK AND BETTER THAN EVER!

What does your study hall, a snow day, or after-school FBLA chapter work-sessions have in common?

The answer: These are all excellent times to be working on your Business Achievement Awards!

By Lisa Smothers

The Business Achievement Award (BAA) is an aggressive, self-directed, results-based business and leadership program designed to complement academics while accelerating your leadership skills. The awards focus on the words surrounding the FBLA Crest: Service, Education, and Progress. There is a heavy emphasis on education with integrated classroom projects. Participating in the BAA program can be an intense process, but it is also very rewarding. The first two levels of the BAA, Future and Business, are recognized at the local level with a pin. Those members completing the Leader level, or the third level, are recognized at their respective state conferences with a pin in the spring. Finally, the America level recipients receive recognition at the National Leadership Conference, an America level ribbon, and a pin.

Ask your adviser to register you for the BAA. This program is designed for members to complete about two levels each year. Don't worry if you don't complete a level before the school year ends; your progress automatically carries over to the next year. You'll learn a great deal upon completing each level and more about the local, state, and national levels of FBLA and the many different programs that are offered.

The Business Achievement Awards section of the FBLA-PBL national website (www.fbلا-pbl.org) provides members with valuable information. The instructions are below:

1. Review the Overview of the Business Achievement Awards.
2. Log into the Student Portal
 - Chapter Number
 - FBLA Membership Number
 - (Ask your adviser if you need either of these numbers)
3. Select and work on your activities.
4. Upload your activities in the program.
5. Inform your adviser when you are done.



As you navigate your way through your BAA journey, here are a few helpful tips:

- **Start Now.** Although it may sound simple, the best time to start any level of the BAA is right now! While the program is set up in four levels, one for each grade of high school, a little hard work and determination can go a long way. The deadline for the first three levels is March 1. There is plenty of time to complete one or two levels prior to this deadline. Whether you're a new freshman member soaking up the world of FBLA, or you're a senior looking for a little something to help you gain the competitive edge over the thousands of other students applying for scholarships, the BAA provides excellent opportunities to learn more about FBLA association on all levels, and expand your skill set at the same time.
- **Incorporate with Your Chapter.** The BAA allows members to work on the activities and levels independently. However, a number of the activities work well in a business class, or even in an FBLA competitive event. Use the BAA Bingo game as a chapter meeting icebreaker or have a "fight-to-the-finish" competition at the local level to see who can finish their America level first. Incorporating the program with your chapter's yearly activities will not only boost participant numbers, it will also alleviate some of the stress of pacing yourself to complete the program individually. In your local FBLA chapter, plan activities for the school year around the award requirements. For example, each award recruitment and has community service options that you can easily complete as a chapter.
- **By selecting a variety of service projects, involving professionals, and completing documents, you can easily fill out the awards.** Boost your leadership skills and chair a committee or become an officer. These leadership experiences are also on the awards and they will allow you to get more involved in FBLA which will make receiving the awards a breeze! The awards each focus on a different level of FBLA involvement including: local, state, regional, district, and national.
- **Complete the different levels with a friend.** You can both help remind each other of activities you have done and encourage each other to complete the awards. You can then both celebrate after, sending the award off and even plan to do future activities together while having fun and building your friendship.
- **Brag about It.** Completing a level of the Business Achievement Awards is a rewarding experience – and you deserve to receive recognition. In addition to receiving an online certificate, digital badge, and pin on your resume, tell your friends and community about your experiences! Local entrepreneurs who find out you've completed the BAA marketing project may ask you to help their business with marketing. The Business Achievement Awards are an excellent component to our national programs. As you work through the different activities at each level of the program, please share questions, comments, photos and success stories by emailing membershipdir@fbلا.org.



Lisa Smothers, who is also a Lifetime FBLA-PBL member, has served as the Membership Director for FBLA-PBL since 1999. Prior to joining the national staff she was a business education instructor and FBLA Adviser in the State of Wisconsin. She is also a former FBLA and PBL member and a state officer. Lisa graduated from the University of Wisconsin-Eau Claire with a B.S. in Business Education.



ACTE CAREERTECH VISION

FBLA-PBL National Officers Travis Johnson, Vivian Clarke, Elizabeth Howell, Drew Lojewski, Ellie Murphy, and Travis McConathy attended the 2019 Association for Career and Technical Education (ACTE) CareerTech Vision conference in Anaheim, California. At the conference, the FBLA-PBL National Officers promoted FBLA-PBL at the exhibit booth, discussed with booth visitors how FBLA-PBL has significantly impacted their lives, and signed up numerous new advisers! The officers also networked with Business Education teachers at the First Timers' Breakfast and attended informative sessions on CTE and Career and Technical Student Organizations (CTSO).

OUTSTANDING BUSINESS STUDENT AWARDS

Promoting and representing FBLA-PBL at CareerTech Vision was a remarkable experience which allowed the National Officers to introduce new teachers to the organization and share with them the World of Opportunity FBLA provides for students across the globe.

During the conference, seven FBLA-PBL National Officers and one FBLA State Officer were recognized for their exceptional involvement in business, Career & Technical Education, and in their communities. The students all received the ACTE Business Education Division's **Outstanding Business Student Award** for their respective regions. The winners are listed below:

- **Drew Lojewski** (FBLA Eastern Region VP — Region I, Pennsylvania)
- **Elizabeth Howell** (FBLA National Parliamentarian — Region II, Georgia)
- **Destiny Ozbirn** (Mississippi FBLA State President — Region III, Mississippi)
- **Vivian Clarke** (FBLA National Treasurer — Region V, Arizona)
- **Max Michel*** (PBL National President — Region II, Florida)
- **Gabrielle Murphy** (PBL North Central Region VP — Region III, Illinois)
- **Travis McConathy** (PBL National Secretary — Region IV, Louisiana)
- **Elizabeth Anderson*** (PBL Western Region VP — Region V, Utah)

* not in attendance

Alexander T. Graham, FBLA-PBL's President and CEO, stated, "FBLA-PBL student leaders took the Association for Career and Technical Education (ACTE) Vision 2019 conference by storm receiving all the ACTE Business Education Division's Outstanding Business Student Awards. It speaks volumes to the quality of FBLA-PBL that our national officers and student leaders were recognized this year."

Congratulations to Lojewski, Howell, Ozbirn, Clarke, Michel, Murphy, McConathy, and Anderson!



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CONGRATULATES
OUR ACTE
VISION 2019
WINNERS



GET NOTICED: TIPS FOR CREATING A WINNING RESUME

A resume is an important document that briefly outlines your education, professional experience, and background. You will use it throughout your life, especially when submitting applications for college admissions, scholarships, and jobs. Whether you are using it for something specific or networking to build your professional network, a quality resume increases your chances of making a great first impression. These resume tips will help you stand out.



Limit to one page

Resumes are generally expected to fit on one side of one page. Keep it concise by limiting extra wording and irrelevant or detailed information. Don't force the content to fit by reducing the font to an illegible size or filling up all the white space. If you have received a lot of similar awards or recognition, find ways to combine and summarize them.

Use a professional email address

Your email address should be your name, not your interests or funny references. School email addresses are appropriate but are often deleted when you graduate, so consider creating a free email address that you will have access to permanently.

Organize your resume using the correct format

If using a chronological resume, you should list your most current school and your most recent job first, followed by other schools and jobs. When you graduate, if you attend a college or trade school, you should remove your high school; however, you can list awards, honors, and leadership positions from high school.

Demonstrate the impact you made

Professionals are looking for people who provide value. Rather than simply creating a list of responsibilities in previous roles and experiences, include results or positive outcomes related to the employment history, education, and other activities listed on your resume. Use words that show important facts such as volume, time, money, etc. Save the major details for essays or interviews.

Use action words

Action words are strong and powerful. Be sure you are using words that truly describe you, your skills, and your accomplishments. You can look online to find strong action words as well as find a list of words that are used too often in resumes.

Keep tense and punctuation consistent

Punctuation such as bullets and periods should be used consistently throughout your document. Be sure all bullet points are parallel. In addition, use present tense for current job duties and experiences, and past tense for past job duties and experiences.

Don't use a generic design

Document templates are available online and are part of common software. This is a great way to start designing the layout for your resume, but make sure your resume stands out from others. Customize it by modifying fonts, colors, alignment, and other formatting elements. Keep it professional but adjust the document to represent your personality.

Save an electronic version with proper formatting

Fonts and formatting can appear differently when a document is opened on a device other than the one used to create it. Keep it consistent by sending your document as a PDF. Include your first and last name in the file name (i.e. "John Smith Resume.pdf") so the recipient can easily identify you if they save the file in a folder with other documents.

Keep paper copies and use quality printing materials

Bring a copy of your resume to interviews, professional meetings, and networking events. To make a great first impression, print using quality color ink on resume paper, which has a higher weight (between 24-32 lb.) and a woven or linen finish.

Customize versions for each application

Many admissions officers and employers use software to scan resumes to look for keywords. Do your research and incorporate the strongest keywords into your resume, matching your skills and experiences to those that align with the school or company. For scholarship applications, include keywords that are related to the qualifications.

Proofread, proofread, proofread

Your resume will be one of the most important documents you ever write. The impact of this document can be life-changing. With each version, modification, or change to your resume, be sure you proofread each section several times. Even one typographical error on a resume can prove to be the reason you are not selected.

Get feedback from multiple sources

Ask a family member or teacher to review your resume for typos and quality of content. Need help? Submit your resume to FBLA-PBL to be reviewed by a Professional Division member. Visit <https://www.fbla-pbl.org/pbl/>.

These tips are provided by Tina Dierkes and Ryan Paul. Both are business professionals who have both served as FBLA-PBL state advisers and members of the national Board of Directors, both former FBLA-PBL national officers.



SPONSORS & PARTNERS



GEICO

FBLA-PBL members could receive a special discount on GEICO auto insurance. Visit geico.com/fbla-pbl or call GEICO at 1-800-368-2734 for a free quote today. By identifying yourself as a Future Business Leaders of America-Phi Beta Lambda member, you will also help support your association. Be sure to have your current coverage information available in order to secure a comparable quote. **NOTE: Discount not available in Michigan, Mississippi or Tennessee.**

Congratulations 2019 Fall Stock Market Game Winners

FBLA WINNERS

1 st Place	Irvington High School, California
2 nd Place	Rocklin High School, High School, California
3 rd Place	Mira Loma High School, California

FBLA-ML WINNERS

1 st Place	South Forsyth Middle School, Georgia
2 nd Place	Carwise Middle School, Florida
3 rd Place	Chelsea Middle School, Alabama

Our Spring Session of the Stock Market Game is February 2–April 24, 2020. The cost is \$10.95 per participant for 1–5 participants. The Stock Market Game winners will receive a certificate, ribbon, and medallion. For more information, please visit the FBLA-PBL website.



iFOLIO

Fifteen seconds may be all the attention your résumé gets according to a Microsoft Study. When it comes to college admissions or a job application this can mean bad news. What if there was a way to separate yourself from the competition and turn your 15 into 120 seconds or more? This can happen with an iFOLIO digital portfolio.

iFOLIO is an electronic career portfolio that brings your story to life with multimedia options and is unique because it targets the criteria college admissions care about. iFOLIO has helped students in 58 countries and in the United States. Today, iFOLIO users have been admitted to Ivy League universities, received scholarships valued at over \$100,000, received on-the-spot job offers, and even drafted to the NFL. For more information about a license for your chapter, visit <https://ifoliocorp.com/educators>.

FEE (Foundation for Economic Education)

Presents **Economics & Government 1-Day Seminars**. Open students' minds to the ideas and principles that form the basis of good societies. Participants experience a day of interactive learning sessions provided free of charge and are presented by experts in the field of economics. The session is open to any United States high school or homeschool group of 75 + students. Please visit FEE.org/EG or contact Justin Davis at seminars@FEE.org for more information.



Illinois Tech Stuart School of Business

As a business school within a premier technology-focused university, Illinois Tech's Stuart School of Business offers an undergraduate business administration degree and accelerated master's degrees for students who thrive on solving challenges that call for creativity, a tech-savvy mind-set, and an entrepreneurial spirit.

The bachelor's program emphasizes a solid foundation in business fundamentals combined with the quantitative, analytical, and technological skills that employers seek. Courses feature hands-on learning and opportunities for students to put their learning into practice by engaging in highly innovative, real-world projects.

Illinois Tech's accelerated master's degree programs in finance, marketing analytics, and public administration enable students to complete both a bachelor's and master's degree in as little as five years, ready to begin their careers with a clear competitive edge.

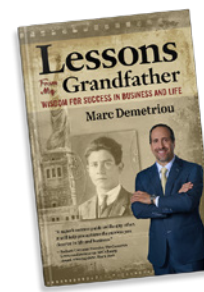


ILLINOIS TECH

Lessons From My Grandfather: Wisdom for Success in Business and Life by Marc Demetriou

- What if you had a wise mentor who could offer you the keys to success in business and in life and give you the formula to vibrant happiness and financial abundance?
- Would you like to master the ageless wisdom that supported your ancestors to triumph against often difficult odds?
- What if you had 15 simple but effective principles that have the potential to unlock your personal power, delivering monetary wealth and personal fulfillment you deserve and desire?
- What if you only need to change your mind set to change your life?

Lessons From My Grandfather offers you timeless, yet oft-forgotten principles handed down by Haralambos Georgiou Pistis — or just 'Charlie.' His philosophies for personal and professional success without limits deeply inspired his grandson, Marc, to apply Charlie's ageless wisdom to create his own real-life accomplishments and success stories. Visit <https://www.grandfatherlessons.com/> and <https://www.fblamarketplace.com/> for more information.



Dan River's FBLA Supports Families in need at The House of Hope

VIRGINIA | The Dan River High School FBLA sponsored a need-based drive for the House of Hope. The House of Hope is a faith-based homeless shelter in Danville that offers those in need a temporary place to stay. Recently, FBLA took donations for items needed by the shelter, such as cleaning supplies, paper goods, non-perishable food items, and monetary donations. Pictured are (from left) Erin Blevins, treasurer; Alana Farmer, vice president; Anna James Abercrombie, president; and Mikayla Crawford, secretary.



Mingo Central's FBLA Conducts Food Drive

WEST VIRGINIA | Some of Mingo Central High School's Newtown FBLA members recently completed a food drive as one of its community service projects for the 2019-2020 school year, according to a press release from the school.

FBLA is the Future Business Leaders of America organization at MCHS. Future Business Leaders of America-Phi Beta Lambda, Inc. (FBLA-PBL) is the largest career student business organization in the world. Angela Varney serves as the FBLA adviser for MCHS.

The food collected was donated to Jacob's Well Mission, which is located in downtown Williamson at 151 Third Ave. The mission, which has been in operation since 2008, is open daily to feed the needy in the Williamson area and is led by director Janette O'Brien.

On an average day, the mission serves between 50 and 200 people. However, huge dinners are prepared to feed 200-400 people for Thanksgiving and Christmas.



Alden High School Starts Student-Run Manufacturing Program: Bulldog Manufacturing gives Qualified Juniors and Seniors Real-World Experience, Resume-Building Skills and Connects them with Industry Partners

NEW YORK | In Alden, NY, there's the hum from grinding tools, sparks and snaps from welding equipment and a lot of hustle and bustle at Bulldog Manufacturing — a student-run business at Alden High School.

The students make a number of different items, from welded metal benches to signs and awards to custom engraved glassware.

Bulldog Manufacturing is both a class and an organization. It's part of the Future Business Leaders of America Program, which allows students and teachers to deal with finances, such as taxes and sales reports.

Students must complete certain prerequisites, apply and interview for a spot in the program.

Teacher Arthur Eggink says students are forced out of their comfort zones and get a taste of the real business world — customers, deadlines, sales calls, and stress.

"I grade it on professionalism and how they work well with each other, their work ethic and their reflections. How do they reflect on what they have done well and what they need to improve upon," Eggink said.

But perfect grades aren't the main focus. "I'd rather them retry. Push themselves a little further. Take some extra time. Use a bit more material. Get it done right," Eggink said.

The program combines multiple career pathways, like sales, business and product and graphic design. There's a focus on creativity, trying new things, and making mistakes in a safe learning environment, then learning from those mistakes.

"You're not told what to do, and it's not just memorization. You learn by figuring out and doing it yourself," said junior Cheyanne Whitmer.

"Gone are the days where you just look to the back of the book and there are the answers," said Allen Turton IV, the school's work-based learning coordinator.

Our Manufacturing team just received this Knight suit of armor to refurbish and repair for the upcoming musical at Alden High School.

Buffalo Niagara Manufacturing Alliance member Jon Sieminski donated equipment to the school and helped to get the program off the ground. After years of industrial arts programs fading away, the need for these kinds of classes and the skilled workers they breed is skyrocketing.

"We're in a shortage right now in Western New York. There are probably 1,500 manufacturing jobs available today. With the retirement of baby boomers in the next four to five years, it's going to be up over 10,000," Sieminski said.





Mentor Challenge Donates 1,000-plus Items to Food Pantry

NORTH DAKOTA | A long line of Rugby High School students carried box after box of grocery items across the campus parking lot to the Pierce County food pantry for the Mentor Challenge food drive.

The food drive, sponsored by the school's Future Business Leaders of America chapter, collected more than a thousand food, personal hygiene and cleaning items for area families.

"This year," said FBLA Adviser Paola Trottier, "we did something different."

Trottier said groups in the school's mentor program were given checklists with 15 items to build "complete" boxes of food.

"In a completed box, two soups, three vegetables, two boxed sides, two proteins, two condiments, one juice and two cereals and a dessert are included," Trottier explained.

The bottom of the checklist had other items students could donate, such as toiletries or laundry detergent, for one extra point each.

Trottier said after the groups collected the food, "We did a live tally. As we got boxes, we did a tally so the kids would know their progress. Toward the end, we had the totals (broadcast on the school's closed-circuit televisions) so everyone knew what was going on."

FBLA President Trenton Sanford noted, "The total number of items we collected were 1,330. There were 49 complete boxes, and then, 595 extra items."

"This year, (Kari) Geisinger's mentor group won," Sanford said. "They had 280 points."

The winning mentor group was rewarded with a pizza party.

The Mentor Challenge was a contest between mentor groups, who Trottier described as students "divided amongst all the staff. Once a week, we have social/emotional learning time. We get together with our group of kids and we have activities. We get to know them so they can come to us if they need anything."

Mentor groups use lessons from the "Seven Mindsets" curriculum. "Sometimes, Trottier noted, "we bring snacks. Just in case there are any kids who need additional help, maybe they'll be more open to asking for help or we could just open their eyes to some things they could be doing for their own friends, for example."

Since the FBLA is not a mentor group, the club contributed to the drive in a different way, Trottier said.

"We went through Carol Miiller and Thrivent Financial and got \$250 for paper products and laundry soap," Trottier noted, smiling at Miiller, who was at the food bank helping to put donations on tables.

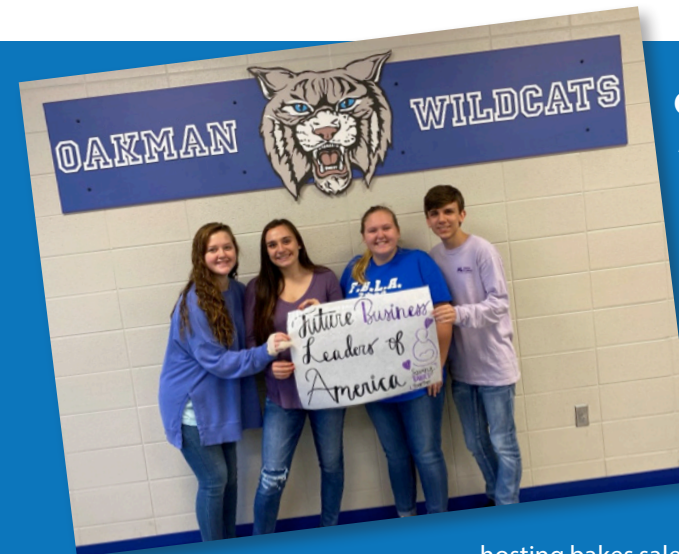
Miiller, a Thrivent member, secured the donation by applying to Thrivent's "Live Generously" program.

"Some of the staff donated food, and we had a couple of other groups that were not mentor groups donating," Trottier added.

Vonnie Degenstein, of the food pantry, said she was grateful for the generous donations.

"You did great!" Degenstein said to Trottier and Sanford. "Did you count how many boxes came in?" Degenstein said she was happy to receive donations of both complete and incomplete boxes.

"We are grateful for the food drives," Degenstein said. "We have (food donations) from the grade school and the high school and (Leever's Foods) Stuff-A-Truck."



Oakman High School's FBLA Raised Money and Awareness About March of Dimes

ALABAMA | Future Business Leaders of America students at Oakman High School gave back in a big way this past Thanksgiving.

Last week students raised \$1,855 for the March of Dimes, a nonprofit organization that provides support to mothers and babies and funds research and educational needs.

"They support research, lead programs and provide education and advocacy so that every baby can have the best possible start," Oakman High business management and administration teacher Heather Woods said.

Students raised money for March of Dimes through selling t-shirts, hosting bakes sales, and selling coffee, hot chocolate, and soft drinks to students during break periods in November.

Woods said the students also passed out "Mission to Go" bags to students. Each bag contained a ring to represent the small legs and arms of a newborn, premature baby; a folded napkin to show the size of a premie diaper; a plastic spoon to represent how much blood a premature baby would receive during a transfusion; and a coffee stirrer to show how difficult it can be for premature babies to breathe.

"It really opened up their eyes of how tiny premature babies are and how much they struggle and need our help," Woods said.

FBLA students also made posters that hung throughout the school to promote the work of March of Dimes, and they did character education sessions each morning.

"The students were very impressed with how much money they had raised. They didn't realize how much it had grown each day, and the character education in the morning brought up several stories of loved ones they knew of that were preemies too," Woods said. "All the students did a great job pulling this thing off and worked very hard."



SALT LAKE CITY 2020 – HERE WE COME



Welcome to Salt Lake City, Utah, the location of our 2020 FBLA National Leadership Conference. I am lucky enough to call Salt Lake home and am excited to share its beauty with all of our members! Utah is known for the Sundance Film Festival, Utah Jazz, and historic Temple Square.

The conference will be held in downtown Salt Lake, with the beautiful Wasatch Mountains surrounding us. From the hotels and convention center, you are within walking distance to local restaurants, shops, two malls, and various attractions.

Members who have been to Salt Lake before welcome back! For those who have not had a chance to visit Salt Lake before, I hope you take time to see the many sites and attractions that make Salt Lake unique.

Lagoon Amusement Park is a quick 20-minute drive away from Salt Lake City and has rides for everyone. Lagoon has the oldest operating wooden roller coaster in the world. Inside of the park is “Lagoon-a Beach”, a water park with slides, pools, and tubes. Take a ride on Catapult or the Sky Coaster with a friend and be strapped in 200 feet above the ground and soar through the sky. Enjoy the

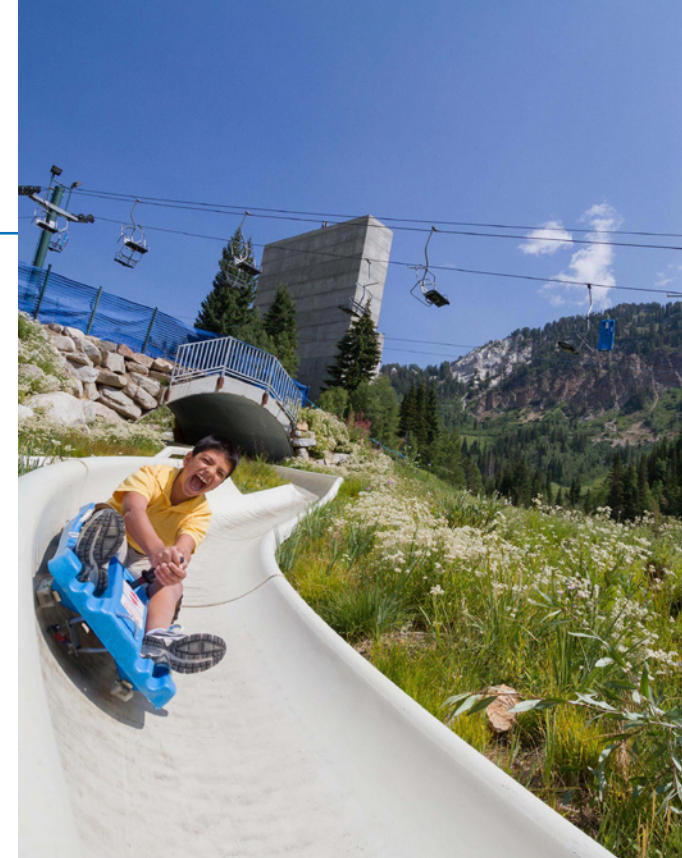


By Elizabeth Anderson
PBL Western Region Vice President

newest ride, Cannibal, with a 112 degree drop off from a 208-foot-tall tower and speeds up to 70 MPH. Cannibal has been named one of the world’s scariest roller coasters and will be a ride that will not be forgotten.

If you like the outdoors, Salt Lake is the place to be. During the winter, Utah is known for the “Best Snow on Earth” but in the summer these ski resorts turn into mountain resorts for hiking, biking, zip lining, and more. Snowbird, Park City, and Sundance are all within an hour drive from Salt Lake and each have their own summer programs. Visitors can take trams to the top of mountain peaks, ride on Alpine Slides, and see the world from 7,000+ feet. Park City also has the Olympic Park that was used in the 2002 Winter Olympics.

The top tourist attraction in Salt Lake is Temple Square. Located in downtown Salt Lake, Temple Square shows of the history of Utah, has beautiful architecture, and offers free tours in many of the buildings.



Other great sites to check out! The Clark Planetarium, Utah State Capitol, Cathedral of the Madeleine, Utah Museum of Contemporary Art, as well as the Leonardo. These museums and buildings are some of the most popular sites to visit in Salt Lake and are all within walking distance of your hotel.

Two malls are within walking distance of the convention center as well. The Gateway mall has many entertainment options including laser shows at the Clark Planetarium, comedy shows at The Lounge by Wiseguys, and concerts at The Depot. City Creek is a large outdoor mall that spans two city blocks with many restaurants and shops. I am excited to share Salt Lake City with all of the FBLA-PBL members! Our 2020 National Leadership Conference will show you A World of Opportunities!



A **WORLD** OF **OPPORTUNITY**



FUTURE BUSINESS LEADERS OF AMERICA-PHI BETA LAMBDA | 2019-20



2020 NATIONAL LEADERSHIP CONFERENCE

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