



Delta Sigma Pi Fraternity
 2024 LEAD School San Francisco
October 25 & 26, 2024
The Collaborative Leader: Mastering Teamwork and Maximizing Results

The sessions below focus on the following tracks:
Professional/Leadership Development (LD) Chapter Operations (CO)
(Sessions can change based on registration or speaker availability)

All Meeting Rooms are located on the 1ST Floor:
PENINSULA BALLROOM, PLAZA BALLROOM - General Session, PARKSIDE, PENINSULA III & IV, PENINSULA I & II, BAYSIDE

| FRIDAY, OCTOBER 25 | | LOCATION |
|-----------------------------------|--|--|
| 5:00 p.m.- 8:00 p.m. | Pre-registered Check-in Registration with Delta Sigma Pi Dinner on Your Own | PLAZA FOYER |
| 8:30 p.m.- 11:00 p.m. | Engage in some Mingling Magic snippets with Heather Rogers while networking with others this Friday evening! <i>(Refreshments Served)</i> | PENINSULA BALLROOM |
| SATURDAY, OCTOBER 26 | | LOCATION |
| Early | Breakfast on your own | |
| 7:30 a.m.- 8:30 a.m. | Pre-registered Check-in/Registration with Delta Sigma Pi <i>(if you checked in on Friday, no need to check-in again)</i> | PLAZA FOYER |
| 8:00 a.m.- 5:00 p.m. | Visit Leadership Foundation, community service, chapter sales, Delta Sigma Pi partners, and Mail Vote Information throughout the day. | PLAZA FOYER |
| 8:30 a.m.- 9:45 a.m. | Welcome & Keynote 5 Keys to Leading with an Entrepreneurial Mindset with Heather Rogers | PLAZA BALLROOM |
| 10:00 a.m.- 10:50 a.m. | Breakout Sessions I <ul style="list-style-type: none"> ▪ Recruitment Best Practices (CO) ~ Kaitlyn Perry ▪ Leadership Through Empowerment (LD) ~ Casey Porter ▪ The Resilience Advantage: Leading with Positivity (LD) ~ Lisa Brown ▪ Connect and Influence: Mastering Communication for Leaders (LD) ~ Gordon Wan | PENINSULA III & IV PARKSIDE BAYSIDE PENINSULA I & II |
| 11:00 a.m.- 11:50 a.m. | Breakout Sessions II <ul style="list-style-type: none"> ▪ Financial Management Best Practices (CO) ~ Austin Odle ▪ Salespeople Don't Sell (LD) ~ Brady Chau ▪ Constructive Conversations: The Art of Giving and Receiving Feedback (LD) ~ Claire Roberts ▪ Fact-Based Problem-Solving Decision Making (LD) ~ Melanie Parazo | PENINSULA I & II PARKSIDE PENINSULA III & IV BAYSIDE |
| 12:00 p.m. - 1:20 p.m. | Buffet Lunch and Networking <i>Network by meeting someone new!</i> Meal Served at 12:00 p.m. – Program at 12:45 p.m. (Meal Ticket Required) | PLAZA BALLROOM |

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| 1:30 p.m.- 2:20 p.m. | Breakout Sessions III <ul style="list-style-type: none"> ▪ Fundraising Best Practices (CO) – Jazze Paraiso ▪ The Tech Savvy Leader (PD) ~ Cole Novara ▪ Lead & Empower: Coaching & Mentoring for Success (LD) ~ Crystal Justice ▪ The Path to Achievement: How to Actually Reach Your Goals (LD) ~ Dzintars Grinfelds | PENINSULA III & IV PARKSIDE BAYSIDE PENINSULA I & II |
| 2:30 p.m.- 3:20 p.m. | Breakout Sessions IV <ul style="list-style-type: none"> ▪ Chapter Vision and Goal Setting (CO) ~ Sharon Kho ▪ The Art of Connection: Mastering Active Listening (LD) ~ Gordon Wan ▪ Building a Dream Team: Proven Team-Building Strategies (LD) ~ Brandon Hays | PENINSULA I & II PENINSULA III & IV BAYSIDE |
| 3:30 p.m. - 4:00 p.m. | Break, Networking & Interactive Gatherings <i>Refreshments Served</i> | PLAZA BALLROOM |
| 4:00 p.m.- 4:45 p.m. | Wrap It Up – Recognition & Raffles <i>(Must be present to win)</i> | PLAZA BALLROOM |

KEYNOTE ADDRESS: Heather Rogers
5 Keys to Leading with An Entrepreneurial Mindset



This session will be an interactive conversation exploring five keys for leading with an entrepreneurial mindset. In pair-share discussions, you'll have an opportunity to bust through a leadership block to become a more powerful instigator and collaborator. We'll explore the four-quadrant personality matrix to give you more agility as a leader, and we'll also discuss the future of entrepreneurial leadership as it relates to technology, sustainability, social responsibility and collaborative ecosystems.

Attendees will learn how teams that lead with an entrepreneurial mindset become melting pots inside their organizations, leading to greater joy, productivity and ecstatically collaborative environments. This keynote explores how infusing a self-starter approach, into the ideation process of deeply collaborative teams, turns them into mind trusts for action.

Highlights include:

- 1) Having a plan
- 2) Articulating your vision clearly
- 3) Amazing your team and clients
- 4) Mastering persuasion and influence and
- 5) Questioning everything

Heather Rogers is a nationwide speaker, mind-magician and team builder who has presented customized programs for Apple, Google, Cisco, Intuit, Oracle, Uber, Samsung, #Slack, Workday, Uber and many others. Professional highlights include performing at Barack Obama's Inaugural Ball in D.C., at Caesars Palace in Las Vegas, and performing alongside legendary artists such as Joan Baez and Rita Moreno. She also appeared with Hillary Clinton at San Francisco's "Innovation Hanger" and with Joe Biden at the Renaissance Washington Hotel in D.C. Heather is the recipient of the 2022 Eugene Burger Legacy award from the Magic and Mystery School in Las Vegas.

BREAKOUT SESSIONS I**10:00 a.m. – 10:50 a.m.****Recruitment Best Practices (CO) ~ Kaitlyn Perry**

Elevate your recruitment skills and ensure a thriving chapter! In this session, learn how to articulate your personal Fraternity story and discover how each member, regardless of role, can contribute to successful recruitment efforts.

Leadership Through Empowerment (LD) ~ Enterprise Mobility partner, Casey Porter

Want to learn how to ditch micromanagement and become the leader everyone wants to work for? This workshop will show you how empowering your team can lead to success for everyone. We'll share the secrets to building trust, boosting motivation, and creating a workplace where everyone feels valued and inspired to do their best.

The Resilience Advantage: Leading with Positivity (LD) ~ Lisa Brown

Develop the mental fortitude to overcome challenges and lead with optimism. Discover practical strategies to cultivate resilience, embrace a growth mindset, and foster a positive environment that empowers both yourself and your team.

Connect and Influence: Mastering Communication for Leaders (LD) ~ Gordon Wan

Unlock the power of effective communication as a leader. Develop the skills to build trust, inspire action, and navigate complex conversations with confidence.

BREAKOUT SESSIONS II**11:00 a.m. – 11:50 a.m.****Financial Management Best Practices (CO) ~ Austin Odle**

This interactive workshop will equip you with essential financial management skills to strengthen your chapter's financial health. Through group activities and discussions, you'll gain practical insights into budgeting, dues collection, and other key areas, empowering you to make informed financial decisions and ensure long-term sustainability for your chapter.

Sales People Don't Sell (PD) ~ Brady Chau

"Sell me this pen" is a thing of the past. If you're interested in breaking into a sales role, this is the session for you! We'll be looking past the pitch and diving into a full sales cycle from discovery to close. This session isn't limited to only people who are interested in sales, believe it or not, everyone is always selling something - join and learn more!

Constructive Conversations: The Art of Giving and Receiving Feedback (LD) ~ Claire Roberts

Tired of awkward feedback moments? Learn how to give and receive feedback like a pro! This workshop will equip you with the communication skills to crush your goals and build stronger relationships.

Beyond the Story: Fact-Based Problem Solving and Decision Making (LD) ~ Melanie Parazo

Uncover how our interpretations can shape decision-making process and learn to harness the power of facts for effective problem-solving as a team. This interactive workshop will equip you with the skills to separate stories from facts, fostering clearer communication and collaborative solutions.

BREAKOUT SESSIONS III**1:30 p.m. – 2:20 p.m.****Fundraising Best Practices (CO) ~ Jazzle Paraiso**

Explore essential fundraising best practices and unlock your chapter's potential with a collaborative brainstorming session generating innovative fundraising ideas. Leave this interactive session equipped with actionable strategies to boost your fundraising success!

The Tech Savvy Leader (PD) ~ Cole Novara

In today's digital world, tech-savvy leadership is essential for success. This workshop will explore how to use technology to maximize your chapter's impact. From streamlining communication with Google Suite and Slack to engaging alumni with Mailchimp and AI, you'll gain valuable skills to elevate your leadership and drive your chapter forward.

Lead & Empower: Coaching & Mentoring for Success (LD) ~ Crystal Justice

Develop your ability to inspire and guide others towards success. Learn essential coaching and mentoring techniques and practice them in real-world scenarios to empower your fellow members and strengthen your chapter.

The Path to Achievement: How to Actually Reach Your Goals (LD) ~ Dzintars Grinfelds

Effective leaders not only build strong teams but also inspire them towards a shared vision. This session will equip emerging leaders with the tools to set compelling goals, create actionable plans, and motivate their teams to achieve success.

BREAKOUT SESSIONS IV**2:30 p.m. – 3:20 p.m.****Chapter Vision and Goal Setting (CO) ~ Sharon Kho**

Ready to elevate your chapter's success? Through hands-on activities, you'll learn to identify key focus areas, analyze strengths and challenges, and create actionable goals to drive real results.

The Art of Connection: Mastering Active Listening (LD) ~ Gordon Wan

This interactive workshop will explore the power of active listening as a key leadership skill. Participants will learn practical techniques to enhance their listening abilities, fostering stronger connections and achieving greater success in both their personal and professional lives.

Building a Dream Team: Proven Team-Building Strategies (LD) ~ Brandon Hays

Explore the key elements of successful teams, learn techniques for fostering collaboration and trust. Then, put these strategies into practice during a collaborative problem-solving lab, tackling real-world leadership challenges together.

~ Event Location ~

Crowne Plaza San Francisco Airport

1177 Airport Boulevard

Burlingame, California 94010

Hotel Phone: (650) 342-9200

~ Complimentary WiFi ~

Network: IHG One Rewards

Password: URLCA