

# Schedule . . . Sunday, April 14

**IGNITING  
INNOVATION**



- 9:00a-5:00p PA FBLA TOUR DESK/WILL CALL . . . . . Hershey Lodge/Cocoa Lobby**  
Only advisers may pick up Hersheypark tickets. Complimentary Hershey Gardens and Hershey Story tickets are also available here.  
*Casual attire (including jeans) is acceptable.*
- 3:00p-10:30p ADVISERS CYBER CAFE . . . . . Hershey Lodge/Cocoa Board Room**  
The adviser café “social networking board room” is a place where advisers can meet, relax, collaborate, and access the Internet while away from home.  
*Casual attire (including jeans) is acceptable/name badge required.*
- 7:00p-9:00p CONFERENCE REGISTRATION . . . . . Hershey Lodge/Convention Center**  
*Casual attire (including jeans) is acceptable/name badge required.*
- 7:00p RETIRED EDUCATORS ORIENTATION/RECEPTION . . . . . Hotel Hershey/Overlook Room**  
*Casual attire (including jeans) is acceptable/name badge required.*
- 7:00p-9:00p STATE OFFICER CANDIDATE BRIEFING/  
APPROVAL OF CAMPAIGN MATERIALS . . . . . Hershey Lodge/Cocoa Suite 6**  
All candidates and their advisers must report during this time for candidate briefing and approval of campaign materials.  
*Business attire/name badge required.*
- 8:00p-8:45p SUNDAY EVENING SOCIAL . . . . . Hershey Lodge/Red Room**  
Members and advisers are invited to attend this high-energy, audience interactive evening of live entertainment featuring Industrial Rhythm from Long Island City, New York. Admission is free.  
*Casual attire (including jeans) is acceptable/name badge required.*
- 9:15p-10:15p STUDENT TEACHER ORIENTATION . . . . . Hershey Lodge/Cocoa Suite 5**  
All student teachers are encouraged to attend this meeting. This will be the only orientation session.  
*Casual attire (including jeans) is acceptable/name badge required.*
- 11:00p-6:00a CURFEW . . . . . All Hotels**  
*All students must be in their assigned room. Advisers are requested to do room checks and make sure students are in their assigned room.*

## IMPORTANT SHUTTLE BUS SCHEDULE ANNOUNCEMENT ATTENTION OFF-SITE CONFERENCE HOTEL GUESTS

For everyone’s safety, it is important that all shuttle bus riders assemble in the boarding area in an orderly and professional manner. On Monday and Tuesday, “hotel” shuttle buses will load and unload at the following Hershey Lodge entrances:

- ✓ Hershey Lodge – hotel lobby entrance – Comfort Inn, Days Inn, Hampton Inn
- ✓ Hershey Lodge – Convention Center entrance – Hilton Garden Inn, Holiday Inn Express, Hotel Hershey, SpringHill Suites

sunday



Stations will be set up in the following areas of the convention center so the length of skirts and dresses may be checked for compliance with the dress code: Cocoa Lobby, entrances to the Great American Hall, the Confection Hall to include the online testing area, and the entrance into the Chocolate Ballroom dining hall. At Hotel Hershey, a station will be set up outside Garden Terrace West. Skirts and dresses shall be no shorter than 1 inch above the top of the knees.

**\*Competitor** shuttle buses to Hotel Hershey/Harvest Building will begin boarding at Hershey Lodge **hotel lobby entrance** according to the time schedule published in the official conference program. Competitors are asked to board Hotel Hershey "hotel" shuttle bus when returning to Hershey Lodge. **(To guarantee enough seats for competitors on the "competitor" buses, we ask that ONLY COMPETITORS RIDE THE COMPETITOR BUS.)** Buses will also be available to transport spectators from Hershey Lodge to Hotel Hershey/Harvest Building and back to Hershey Lodge.

**6:30a-7:30a ELECTRONIC CAREER PORTFOLIO PRACTICE SESSION . . . .Hotel Hershey/Rose Garden**  
*Please note:* This is the only time to ensure that equipment is working.  
Competitors may not enter the room after performances have begun.  
*Casual attire (including jeans) is acceptable/name badge required.*

**6:30a-6:00p CONFERENCE HEADQUARTERS . . . . .Hotel Hershey/Garden Terrace West**  
Only advisers are permitted in the conference headquarters area.

**7:00a JUDGES AND CHIEF EVENT ADMINISTRATORS MEETING . . Hotel Hershey/Garden Terrace West**  
*Desktop Application Programming (final performances)*  
*Electronic Career Portfolio (final performances)*  
Orientation for **JUDGES** and **CHIEF ADMINISTRATORS**  
*Business attire/name badge required.*

**7:00a-11:30p CONFERENCE HEADQUARTERS . . . . . Hershey Lodge/Cocoa Terrace**  
Only advisers are permitted in the conference headquarters area.

**7:15a-4:00p CONFERENCE REGISTRATION . . . . . Hershey Lodge/Convention Lobby**  
*Casual attire (including jeans) is acceptable.*

**7:15a-7:15p INFORMATION DESK . . . . .Hershey Lodge/Convention Hall Lobby**  
The CONVENTION HALL INFORMATION DESK, located at the south entrance to the Convention Center, is staffed by members of the Executive Committee, other advisers, student teachers, and conference interns. During this time, stop by; they will try to answer your questions or lead you to someone who will. If you lost a personal item, you may find it here. Also, Facebook and Twitter social media followers will be able to pick up ribbons here.  
*Casual attire (including jeans) is acceptable/name badge required.*

**7:15a-7:15p INFORMATION DESK . . . . .Hershey Lodge/Cocoa Lobby**  
The COCOA LOBBY INFORMATION DESK, located across from the Bear's Den, is staffed by members of the Executive Committee, other advisers, student teachers, and conference interns. During this time, stop by; they will try to answer your questions or lead you to someone who will. If you lost a personal item, you may find it here. Don't forget to purchase your official PA FBLA pin and/or your FBLA Neck Wallet. These items will be sold exclusively at this desk. All proceeds benefit the PA FBLA William Selden Scholarship Fund. Also, Facebook and Twitter social media followers will be able to pick up ribbons here.  
*Casual attire (including jeans) is acceptable/name badge required.*

**7:30a-8:30a E-BUSINESS PRACTICE SESSION . . . . . Hershey Lodge/Cocoa Suite 2**  
*Please note:* This is the only time to ensure that equipment is working.  
Competitors may not enter the room after performances have begun.  
*Casual attire (including jeans) is acceptable/name badge required.*

# Schedule of Events

IGNITING  
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**7:30a-8:30a** **WEB SITE DESIGN PRACTICE SESSION** . . . . . **Hershey Lodge/Cocoa Suite 3**

*Please note:* This is the only time to ensure that equipment is working.  
Competitors may not enter the room after performances have begun.  
*Casual attire (including jeans) is acceptable/name badge required.*

**7:30a-9:30a** **TO-GO BREAKFAST** . . . . . **Hershey Lodge/Chocolate Ballroom**

Pre-order breakfast meals may be picked up here during this time.  
Seating is available in this dining hall.  
**YOU MUST HAVE A TO-GO MEAL TICKET TO ENTER THE DINING AREA.**  
*Casual attire (including jeans) is acceptable/name badge required.*

**7:30a-7:30p** **ADVISERS CYBER CAFE** . . . . . **Hershey Lodge/Cocoa Board Room**

The adviser café “social networking board room” is a place where advisers can meet, relax, collaborate, and access the Internet while away from home.  
*Casual attire (including jeans) is acceptable/name badge required.*

**7:45a** **JUDGES AND CHIEF EVENT ADMINISTRATORS MEETING** . . . **Hotel Hershey/Garden Terrace West**

*Business Ethics* (preliminary performances)  
Orientation for **JUDGES** and **CHIEF ADMINISTRATORS**  
*Business attire/name badge required.*

**8:00a** **JUDGES AND CHIEF EVENT ADMINISTRATORS MEETING** . . . **Hershey Lodge/Lebbie Lebkicher’s**

*American Enterprise Project* (final performances)  
*Business Financial Plan* (final performances)  
*Business Plan* (final performances)  
*Business Presentation* (final performances)  
*Community Service Project* (final performances)  
*Digital Video Production* (final performances)  
*E-Business* (final performances)  
*Mr. FBL* (preliminary performances)  
*Ms. FBL* (preliminary performances)  
*Partnership with Business Project* (final performances)  
*Public Speaking II* (preliminary performances)  
*Web Site Design* (final performances)  
Orientation for **JUDGES** and **CHIEF ADMINISTRATORS**  
*Business attire/name badge required.*

**ASSISTANT EVENT ADMINISTRATORS, EVENT**

**8:15a** **PROCTORS, AND TIMEKEEPERS MEETING** . . . . . **Hershey Lodge/Red Room**

*American Enterprise Project* (final performances)  
*Business Financial Plan* (preliminary performances)  
*Business Plan* (final performances)  
*Business Presentation* (final performances)  
*Community Service Project* (final performances)  
*Digital Video Production* (final performances)  
*E-Business* (final performances)  
*Mr. FBL* (preliminary performances)  
*Ms. FBL* (preliminary performances)  
*Partnership with Business Project* (final performances)  
*Public Speaking II* (preliminary performances)  
*Web Site Design* (final performances)  
Orientation for **ASSISTANT EVENT ADMINISTRATORS, EVENT**  
**PROCTORS, and TIMEKEEPERS**  
*Business attire/name badge required.*





**8:15a-11:45a COMPETITIVE EVENT PERFORMANCES\* .....Hotel Hershey**

Desktop Application Programming (final performances) ..... Park View

----- > open to spectators\*\*  
*Business attire/name badge required.*

Electronic Career Portfolio (final performances) ..... Rose Garden

----- > open to spectators\*\*  
*Business attire/name badge required.*

**\*Competitor** shuttles to Hotel Hershey will begin boarding at Hershey Lodge, hotel lobby entrance, at 7:15a and will depart promptly at 7:30a. **ONLY competitors** may ride the “competitor” shuttles. Competitors will ride Hotel Hershey “hotel” shuttle buses when returning back to Hershey Lodge. Name badges are required to board the shuttle buses.

**\*\*Spectators** will ride Hotel Hershey “hotel” shuttle buses to and from Hotel Hershey. Hotel Hershey “hotel” shuttles depart from and arrive back to Hershey Lodge Convention Center entrance approximately every 15 minutes. Name badges are required to board the shuttle buses.

**8:30a-10:00a COMPETITIVE EVENT ONLINE TESTING ..... Hershey Lodge/Convention Center**

Monday’s Objective Tests

Banking & Financial Systems ..... Empire A-D

Global Business ..... Empire A-D

Management Information Systems ..... Crystal A

*Business attire/name badge required.*

**9:00a CONTESTANTS MEET FOR INSTRUCTIONS\* .....Hotel Hershey/Harvest Building**

Business Ethics – Group 1 (preliminary performances) ..... Blue Mountain 1

Business Ethics – Group 2 (preliminary performances) ..... Blue Mountain 2

Business Ethics – Group 3 (preliminary performances) ..... Blue Mountain 3

*Business attire/name badge required.*

**\*Competitor** shuttles to Hotel Hershey/Harvest Building will begin boarding at Hershey Lodge, hotel lobby entrance, at 8:00a and will depart promptly at 8:15a. **ONLY competitors** may ride the “competitor” shuttles. Competitors will ride Hotel Hershey “hotel” shuttle buses when returning back to Hershey Lodge. Name badges are required to board the shuttle buses.

**\*\*Spectators** will ride Hotel Hershey “hotel” shuttle buses to and from Hotel Hershey. Hotel Hershey “hotel” shuttles depart from and arrive back to Hershey Lodge Convention Center entrance approximately every 15 minutes. Name badges are required to board the shuttle buses.

**9:00a-9:45a MEMBER WORKSHOPS ..... Hershey Lodge/Convention Center**

How to Negotiate and Win Whatever You Want ..... Great American Hall/Red Room

Personal Finance—Skills for Life ..... Wild Rose A

Time Management Mastery ..... Wild Rose B

*Business attire/name badge required.*  
**(see workshop section for descriptions)**

**9:15a-11:15a COMPETITIVE EVENT PERFORMANCES ..... Hershey Lodge**

Public Speaking II – Group 1 (preliminary performances) ..... Magnolia B

----- > open to spectators  
*Business attire/name badge required.*

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- Public Speaking II – Group 2** (preliminary performances) ..... Magnolia C  
 ----- > open to spectators  
*Business attire/name badge required.*
- Public Speaking II – Group 3** (preliminary performances) ..... Magnolia D  
 ----- > open to spectators  
*Business attire/name badge required.*
- 9:15a-12:00p COMPETITIVE EVENT PERFORMANCES ..... Hershey Lodge**  
**American Enterprise Project** (final performances) .....Cocoa Suite 1  
 ----- > open to spectators  
*Business attire/name badge required.*
- 9:15a-12:15p COMPETITIVE EVENT PERFORMANCES ..... Hershey Lodge**  
**Partnership with Business Project** (final performances) .....Cocoa Suite 6  
 ----- > open to spectators  
*Business attire/name badge required.*
- 9:15a-12:45p COMPETITIVE EVENT PERFORMANCES ..... Hershey Lodge**  
**E-Business** (final performances) ..... Cocoa Suite 2  
 ----- > open to spectators  
*Business attire/name badge required.*
- Business Financial Plan** (final performances) .....Cocoa Suite 5  
 ----- > open to spectators  
*Business attire/name badge required.*
- Business Presentation** (final performances) ..... Magnolia A  
 ----- > open to spectators  
*Business attire/name badge required.*
- 9:15a-1:00p COMPETITIVE EVENT PERFORMANCES .....Hotel Hershey/Harvest Building**  
**Business Ethics – Group 1** (preliminary performances)  
 Event **Performance** Room ..... Blue Mountain 1  
 Event **Holding** Room ..... Vista  
 Event **Preparation** Room ..... Coat Room  
 ----- > open to spectators\*\*  
*Business attire/name badge required.*
- Business Ethics – Group 2** (preliminary performances)  
 Event **Performance** Room ..... Blue Mountain 2  
 Event **Holding** Room ..... Vista  
 Event **Preparation** Room ..... Business Office  
 ----- > open to spectators\*\*  
*Business attire/name badge required.*
- Business Ethics – Group 3** (preliminary performances)  
 Event **Performance** Room ..... Blue Mountain 3  
 Event **Holding** Room ..... Vista  
 Event **Preparation** Room ..... Harvest PDR  
 ----- > open to spectators\*\*  
*Business attire/name badge required.*

**\*\*Spectators** will ride Hotel Hershey “hotel” shuttle buses to and from Hotel Hershey. Hotel Hershey “hotel” shuttles depart from and arrive back to Hershey Lodge **Convention Center entrance** approximately every 15 minutes. Name badges are required to board the shuttle buses.



**9:15a-1:00p COMPETITIVE EVENT PERFORMANCES ..... Hershey Lodge**

Business Plan (final performances) ..... Cocoa Suite 4

----- > open to spectators  
*Business attire/name badge required.*

Community Service Project (final performances) ..... Tower Suite 1

----- > open to spectators  
*Business attire/name badge required.*

Digital Video Production (final performances) ..... Tower Suite 2

----- > open to spectators  
*Business attire/name badge required.*

Web Site Design (final performances) ..... Cocoa Suite 3

----- > open to spectators  
*Business attire/name badge required.*

**9:15a-3:00p COMPETITIVE EVENT PERFORMANCES ..... Hershey Lodge**

Mr. FBI (preliminary performances) ..... Tower Suite 3

Ms. FBI (preliminary performances) ..... Pennsylvania Room 5806  
*Business attire/name badge required. (5th Floor Tower)*

**10:00a-10:45a MEMBER WORKSHOPS ..... Hershey Lodge/Convention Center**

Goal Setting With Attitude ..... Wild Rose A

Network Your Way to the Career, College or Business You Want ... Great American Hall/Red Room

Write With R-E-S-P-E-C-T ..... Wild Rose B

*Business attire/name badge required.*  
**(see workshop section for descriptions)**

**10:00a-11:30a COMPETITIVE EVENT ONLINE TESTING ..... Hershey Lodge/Convention Center**

Monday's Objective Tests

Management Decision Making ..... Empire A-D

Marketing ..... Empire A-D

Network Design ..... Crystal A

*Business attire/name badge required.*

**10:00a-2:00p EXHIBITOR REGISTRATION ..... Hershey Lodge/Great American Hall Lobby**

**10:45a JUDGES AND CHIEF EVENT ADMINISTRATORS MEETING ... Hotel Hershey/Garden Terrace West**

Banking & Financial Systems (final performances)

Computer Game Simulation Programming (final performances)

Global Business (final performances)

Management Information Systems (final performances)

Orientation for **JUDGES** and **CHIEF EVENT ADMINISTRATORS**

*Business attire/name badge required.*

**YOU MUST HAVE A MEAL TICKET TO ENTER THE DINING AREA.  
THE BANQUET CAPTAIN CANNOT GRANT ANYONE PERMISSION TO ENTER WITHOUT A MEAL TICKET.  
WITHOUT A MEAL TICKET – YOU WILL NOT BE SERVED A MEAL!**

**10:45a-1:30p LUNCH ..... Hershey Lodge/Chocolate Ballroom**

Meal Card **MUST** be presented.

No one will be admitted into the dining hall with a meal ticket.

*Casual attire (including jeans) is acceptable/name badge required.*

# Schedule of Events

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**11:00a-11:45a MEMBER WORKSHOPS . . . . . Hershey Lodge/Convention Center**  
He Became an Entrepreneur and Made \$1,000,000 . . . . . Great American Hall/Red Room  
Negotiation Strategies . . . . . Wild Rose A  
Write With R-E-S-P-E-C-T . . . . . Wild Rose B  
*Business attire/name badge required.*  
(see workshop section for descriptions)

**11:00a-12:45p STATE OFFICER CANDIDATE BRIEFING/APPROVAL OF CAMPAIGN MATERIALS . . . . . Hershey Lodge/Tower Suite 4**  
All candidates and their advisers must report during this time for candidate briefing and approval of campaign materials.  
*Business attire/name badge required.*

**11:15a-12:00p FIRST TIME ADVISERS ORIENTATION . . . . . Hershey Lodge/Cocoa Board Room**  
All advisers attending the State Leadership Conference for the first time should attend this meeting.  
*Casual attire (including jeans) is acceptable/name badge required*

**11:30a-1:00p COMPETITIVE EVENT ONLINE TESTING . . . . . Hershey Lodge/Convention Center**  
*Monday's Objective Tests*  
*Desktop Publishing* . . . . . Empire A-D  
*Entrepreneurship* . . . . . Crystal A  
*Business attire/name badge required.*

**11:45a JUDGES AND CHIEF EVENT ADMINISTRATORS MEETING . . . . . Hershey Lodge/Lebbie Leblicher's**  
*Public Speaking I* (preliminary performances)  
Orientation for JUDGES and CHIEF ADMINISTRATORS  
*Business attire/name badge required.*

**11:45a JUDGES AND CHIEF EVENT ADMINISTRATORS MEETING . . . . . Hotel Hershey/Garden Terrace West**  
*Client Service* (preliminary performances)  
Orientation for JUDGES and CHIEF ADMINISTRATORS only  
*Business attire/name badge required.*

**12:00p ASSISTANT EVENT ADMINISTRATORS, EVENT PROCTORS, AND TIMEKEEPERS MEETING . . . . . Hershey Lodge/Magnolia C**  
*Public Speaking I* (preliminary performances)  
Orientation for ASSISTANT EVENT ADMINISTRATORS, EVENT PROCTORS and TIMEKEEPERS  
*Business attire/name badge required.*

**12:00p-12:45p MEMBER WORKSHOPS . . . . . Hershey Lodge/Convention Center**  
How to Negotiate and Win Whatever You Want . . . . . Great American Hall/Red Room  
Social Media . . . . . Wild Rose A  
Time Management Mastery . . . . . Wild Rose B  
*Business attire/name badge required.*  
(see workshop section for descriptions)

**12:15p CONTESTANTS MEET FOR INSTRUCTIONS\* . . . . . Hotel Hershey**  
*Banking & Financial Systems* (final performances) . . . . . Rose Garden West  
*Computer Game Simulation Programming* (final performances) . . . . . Park View



**Global Business** (final performances) . . . . . Starlight Terrace East  
**Management Information Systems** (final performances) . . . . . Rose Garden East  
*Business attire/name badge required.*

**\*Competitor** shuttles to Hotel Hershey will begin boarding at Hershey Lodge, hotel lobby entrance, at 11:15a and will depart promptly at 11:30a. ONLY competitors may ride the “competitor” shuttles. Competitors will ride Hotel Hershey “hotel” shuttle buses when returning back to Hershey Lodge. Name badges are required to board the shuttle buses.

**\*\*Spectators** will ride Hotel Hershey “hotel” shuttle buses to and from Hotel Hershey. Hotel Hershey “hotel” shuttles depart from and arrive back to Hershey Lodge Convention Center entrance approximately every 15 minutes. Name badges are required to board the shuttle buses.

**JUDGES AND CHIEF EVENT**

**12:15p ADMINISTRATORS MEETING . . . . . Hershey Lodge/Lebbie Lebkicher’s**  
**Digital Design & Promotion** (final performances)  
**Job Interview** (preliminary performances)  
Orientation for **JUDGES** and **CHIEF ADMINISTRATORS**  
*Business attire/name badge required.*

**ASSISTANT EVENT ADMINISTRATORS,**

**12:30p EVENT PROCTORS, AND TIMEKEEPERS MEETING . . . Hershey Lodge/Staff Training Room**  
**Digital Design & Promotion** (final performances)  
**Job Interview** (preliminary performances)  
Orientation for **ASSISTANT EVENT ADMINISTRATORS,**  
**EVENT PROCTORS,** and **TIMEKEEPERS**  
*Business attire/name badge required.*

**12:30p-4:30p COMPETITIVE EVENT PERFORMANCES . . . . .Hotel Hershey**

**Banking & Financial Systems** (final performances)  
Event **Performance** Room . . . . . Rose Garden West  
Event **Holding** Room . . . . . Garden Terrace East  
Event **Preparation** Room . . . . . Cocoa Inn  
----- > open to spectators\*\*  
*Business attire/name badge required.*

**Computer Game Simulation Programming** (final performances)  
Event **Performance** Room . . . . . Park View  
----- > open to spectators  
*Business attire/name badge required.*

**Global Business** (final performances)  
Event **Performance** Room . . . . .Starlight Terrace East  
Event **Holding** Room . . . . . Garden Terrace East  
Event **Preparation** Room . . . . . Cocoa Inn  
----- > open to spectators\*\*  
*Business attire/name badge required.*

**\*\*Spectators** will ride Hotel Hershey “hotel” shuttle buses to and from Hotel Hershey. Hotel Hershey “hotel” shuttles depart from and arrive back to Hershey Lodge Convention Center entrance approximately every 15 minutes. Name badges are required to board the shuttle buses.



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## **12:30p-6:00p COMPETITIVE EVENT PERFORMANCES . . . . . Hotel Hershey**

Management Information Systems (final performances)

Event **Performance** Room . . . . . Rose Garden East

Event **Holding** Room . . . . . Garden Terrace East

Event **Preparation** Room . . . . . Cocoa Inn

----- > open to spectators

*Business attire/name badge required.*

**\*\*Spectators** will ride Hotel Hershey “hotel” shuttle buses to and from Hotel Hershey. Hotel Hershey “hotel” shuttles depart from and arrive back to Hershey Lodge **Convention Center entrance** approximately every 15 minutes. Name badges are required to board the shuttle buses.

## **12:45p-2:15p COMPETITIVE EVENT PERFORMANCES . . . . . Hershey Lodge**

Public Speaking I – Group 1 (preliminary performances) . . . . . Magnolia B

----- > open to spectators

*Business attire/name badge required.*

Public Speaking I – Group 2 (preliminary performances) . . . . . Magnolia C

----- > open to spectators

*Business attire/name badge required.*

Public Speaking I – Group 3 (preliminary performances) . . . . . Magnolia D

----- > open to spectators

*Business attire/name badge required.*

## **1:00p-1:45p MEMBER WORKSHOPS . . . . . Hershey Lodge/Convention Center**

**A Brand Called You** . . . . . Wild Rose B

**A Passion into Business** . . . . . Magnolia A

**Dress for Success** . . . . . Cocoa Suite 1

**Financial Literacy: The Big Picture** . . . . . Great American Hall/Red Room

**Get Off the Money Crutch** . . . . . Cocoa Suite 5

**Goal Setting With Attitude** . . . . . Wild Rose A

**Street Selling 101** . . . . . Cocoa Suite 6

**Welcome Hospitality** . . . . . Cocoa Suite 2

*Business attire/name badge required.*

(see workshop section for descriptions)

## **1:15p CONTESTANTS MEET FOR INSTRUCTIONS. . . . . Hershey Lodge/Convention Center**

Digital Design & Promotion (final performances) . . . . . Tower Suite 2

*Business attire/name badge required.*

## **1:15p-2:45p COMPETITIVE EVENT ONLINE TESTING . . . . . Hershey Lodge/Convention Center**

Monday’s Objective Tests

Accounting II . . . . . Empire A-D

Computer Applications . . . . . Crystal A

Spreadsheet Applications . . . . . Empire A-D

Word Processing I . . . . . Empire A-D

*Business attire/name badge required.*

## **1:15p-3:15p COMPETITIVE EVENT PERFORMANCE . . . . . Hershey Lodge/Convention Center**

Job Interview – Group 1 (preliminary performances) . . . . . Tower Suite 4

Job Interview – Group 2 (preliminary performances) . . . . . Parlor 1611

Job Interview – Group 3 (preliminary performances) . . . . . Parlor 2703

*Business attire/name badge required.*



**1:30p** **CONTESTANTS MEET FOR INSTRUCTIONS\* . . . . . Hotel Hershey/Harvest Building**  
Client Service – Group 1 (preliminary performances) . . . . . Blue Mountain 1  
Client Service – Group 2 (preliminary performances) . . . . . Blue Mountain 2  
Client Service – Group 3 (preliminary performances) . . . . . Blue Mountain 3  
*Business attire/name badge required.*

**\*Competitor** shuttles to Hotel Hershey will begin boarding at Hershey Lodge, **hotel lobby entrance**, at 12:30p and will depart promptly at 12:45p. **ONLY competitors** may ride the “competitor” shuttles. Competitors will ride Hotel Hershey “hotel” shuttle buses when returning back to Hershey Lodge. Name badges are required to board the shuttle buses.

**\*\*Spectators** will ride Hotel Hershey “hotel” shuttle buses to and from Hotel Hershey. Hotel Hershey “hotel” shuttles depart from and arrive back to Hershey Lodge **Convention Center entrance** approximately every 15 minutes. Name badges are required to board the shuttle buses.

**1:30p-5:00p** **COMPETITIVE EVENT PERFORMANCES . . . . . Hershey Lodge**  
Digital Design & Promotion (final performances) . . . . . Tower Suite 2  
 ----- > open to spectators  
*Business attire/name badge required.*

**1:45p** **JUDGES AND CHIEF EVENT ADMINISTRATORS MEETING . . . . . Hershey Lodge/Lebbie Leblicher's**  
Emerging Business Issues (preliminary performances) . . . . .  
Impromptu Speaking (preliminary performances) . . . . .  
 Orientation for **JUDGES** and **CHIEF ADMINISTRATORS**  
*Business attire/name badge required.*

**1:45p-4:15p** **COMPETITIVE EVENT PERFORMANCES . . . . . Hotel Hershey/Harvest Building**  
Client Service – Group 1 (preliminary performances)  
 Event **Performance** Room . . . . . Blue Mountain 1  
 Event **Holding** Room . . . . . Vista  
 Event **Preparation** Room . . . . . Coat Room  
 ----- > open to spectators  
*Business attire/name badge required.*

Client Service – Group 2 (preliminary performances)  
 Event **Performance** Room . . . . . Blue Mountain 2  
 Event **Holding** Room . . . . . Vista  
 Event **Preparation** Room . . . . . Business Office  
 ----- > open to spectators  
*Business attire/name badge required.*

Client Service – Group 3 (preliminary performances)  
 Event **Performance** Room . . . . . Blue Mountain 3  
 Event **Holding** Room . . . . . Vista  
 Event **Preparation** Room . . . . . Harvest PDR  
 ----- > open to spectators  
*Business attire/name badge required.*

**2:00p** **ASSISTANT EVENT ADMINISTRATORS, EVENT PROCTORS, AND TIMEKEEPERS MEETING . . . . . Hershey Lodge/Staff Training Room**  
Emerging Business Issues (preliminary performances)  
Impromptu Speaking (preliminary performances)  
 Orientation for **ASSISTANT EVENT ADMINISTRATORS, EVENT PROCTORS, and TIMEKEEPERS**  
*Business attire/name badge required.*

# Schedule of Events

**IGNITING  
INNOVATION**



- 2:00p-2:45p ADVISER WORKSHOP..... Hershey Lodge/Convention Center**  
**Taking BCIT into the Next Generation** ..... Tower Suite 1  
*Business attire/name badge required.*  
 (see workshop section for descriptions)
- 2:00p-2:45p MEMBER WORKSHOPS ..... Hershey Lodge/Convention Center**  
**A Brand Called You** ..... Wild Rose B  
**Interview with Confidence** ..... Cocoa Suite 1  
**Reaching Your Peak and Then Some** ..... Wild Rose A  
**Street Selling 101** ..... Great American Hall/Red Room  
*Business attire/name badge required.*  
 (see workshop section for descriptions)
- 2:00p-6:30p EXHIBITS ..... Hershey Lodge/Great American Lobby**  
*Casual attire (including jeans) is acceptable until 4:45p/name badge required.*
- 2:45p CONTESTANTS MEET FOR INSTRUCTIONS..... Hershey Lodge/Convention Center**  
*Emerging Business Issues – Group 1 (preliminary performances)* ..... Cocoa Suite 3  
*Emerging Business Issues – Group 2 (preliminary performances)* ..... Cocoa Suite 4  
*Emerging Business Issues – Group 3 (preliminary performances)* ..... Cocoa Suite 5  
  
*Impromptu Speaking – Group 1 (preliminary performances)* ..... Magnolia B  
*Impromptu Speaking – Group 2 (preliminary performances)* ..... Magnolia C  
*Impromptu Speaking – Group 3 (preliminary performances)* ..... Magnolia D  
*Business attire/name badge required.*
- 2:45p-4:15p COMPETITIVE EVENT ONLINE TESTING ..... Hershey Lodge/Convention Center**  
*Monday's Objective Tests*  
*Business Calculations* ..... Empire A-D  
*Help Desk* ..... Empire A-D  
*Word Processing II* ..... Crystal A  
*Business attire/name badge required.*
- 3:00p-3:45p MEMBER WORKSHOPS ..... Hershey Lodge/Convention Center**  
**Grid Walk** ..... Wild Rose B  
**How Leaders Manage Conflict** ..... Great American Hall/Red Room  
**Major in You!** ..... Cocoa Suite 1  
**Reaching Your Peak and Then Some** ..... Wild Rose A  
**The Power of Prezi** ..... Tower Suite 1  
*Business attire/name badge required.*  
 (see workshop section for descriptions)
- 3:00p-5:00p COMPETITIVE EVENT PERFORMANCES ..... Hershey Lodge/Convention Center**  
*Impromptu Speaking – Group 1 (preliminary performances)*  
 Event **Performance** Room ..... Magnolia B  
 ----- > open to spectators  
 Event **Holding** Room ..... Staff Training Room  
 Event **Preparation** Room ..... Magnolia A  
*Business attire/name badge required.*  
  
*Impromptu Speaking – Group 2 (preliminary performances)*  
 Event **Performance** Room ..... Magnolia C  
 ----- > open to spectators  
 Event **Holding** Room ..... Staff Training Room  
 Event **Preparation** Room ..... Magnolia A  
*Business attire/name badge required.*



**Impromptu Speaking – Group 3 (preliminary performances)**

Event **Performance** Room ..... Magnolia D  
----- > open to spectators  
Event **Holding** Room ..... Staff Training Room  
Event **Preparation** Room ..... Magnolia A  
*Business attire/name badge required.*

**3:00p-6:00p** **COMPETITIVE EVENT PERFORMANCES ..... Hershey Lodge/Convention Center**

**Emerging Business Issues – Group 1 (preliminary performances)**

Event **Performance** Room .....Cocoa Suite 3  
----- > open to spectators  
Event **Holding** Room .....Cocoa Suite 2  
Event **Preparation** Room .....Cocoa Suite 6  
*Business attire/name badge required.*

**Emerging Business Issues – Group 2 (preliminary performances)**

Event **Performance** Room ..... Cocoa Suite 4  
----- > open to spectators  
Event **Holding** Room .....Cocoa Suite 2  
Event **Preparation** Room .....Cocoa Suite 6  
*Business attire/name badge required.*

**Emerging Business Issues – Group 3 (preliminary performances)**

Event **Performance** Room .....Cocoa Suite 5  
----- > open to spectators  
Event **Holding** Room .....Cocoa Suite 2  
Event **Preparation** Room .....Cocoa Suite 6  
*Business attire/name badge required.*

**3:00p-6:00p** **CAMPAIGN BOOTH SET UP ..... Hershey Lodge/Chocolate Ballroom Lobby**

Only candidates, advisers, campaign managers, and campaign committee may enter the booth area during this time.  
*Casual attire (including jeans) is acceptable/name badge required.*

**4:00p-4:45p** **MEMBER WORKSHOPS ..... Hershey Lodge/Convention Center**

**Dress for Success** ..... Wild Rose A  
**Grid Walk** ..... Wild Rose B  
**How Leaders Manage Conflict** ..... Great American Hall/Red Room  
**Interpersonal Communication** ..... Cocoa Suite 1  
**The Power of Prezi** ..... Tower Suite 1  
*Business attire/name badge required.*  
**(see workshop section for descriptions)**

**4:15p-5:45p** **COMPETITIVE EVENT ONLINE TESTING ..... Hershey Lodge/Convention Center**

**Monday's Objective Tests**

**Business Communication** ..... Empire A-D  
**Database Design & Applications** ..... Crystal A  
**Mr. Future Business Leader** ..... Crystal A  
**Ms. Future Business Leader** ..... Crystal A  
**Parliamentary Procedure** ..... Empire A-D  
*Business attire/name badge required.*

# Schedule of Events

IGNITING  
INNOVATION



## **ORIENTATION FOR PARTICIPANTS IN THE NEW/REACTIVATED CHAPTER**

- 4:45p-5:15p** **INSTALLATION CEREMONY** ..... **Hershey Lodge**/Great American Hall  
Blue Room Stage Area  
Representatives from new or reactivated chapters participating in the Installation Ceremony should report to this meeting.  
*Business attire/name badge required.*

**YOU MUST HAVE A MEAL TICKET TO ENTER THE DINING AREA.  
THE BANQUET CAPTAIN CANNOT GRANT ANYONE PERMISSION TO ENTER WITHOUT A MEAL TICKET.  
WITHOUT A MEAL TICKET – YOU WILL NOT BE SERVED A MEAL!**

- 4:45p-7:30p** **DINNER** ..... **Hershey Lodge**/Chocolate Ballroom  
Meal card **MUST** be presented.  
No one will be admitted into the dining hall without a meal card.  
*Business attire/name badge required.*

## **2012-2013 REGION PRESIDENTS AND SECRETARIES MEETING AND PRACTICE SESSION FOR THE PARADE OF PRESIDENTS AND SECRETARIES**

- 5:30p-6:00p** ..... **Hershey Lodge**/Great American Hall  
Blue Room Stage Area  
All 2012-2013 Region Presidents AND Secretaries should report to this meeting to receive instructions for the annual Parade of Region Presidents and Secretaries.  
*Business attire/name badge required.*

- 6:15p-6:45p** **ORIENTATION OF STATE OFFICER CANDIDATES**.... **Hershey Lodge**/Great American Hall  
Blue Room Stage Area  
All candidates for state office must participate in this orientation session.  
*Business attire/name badge required.*

- 6:15p-7:15p** **DINNER FOR 2012-2013 REGION PRESIDENTS AND SECRETARIES** ..... **Hershey Lodge**/Convention Center  
Wild Rose AB  
All outgoing 2012-2013 Region Presidents and Secretaries have been invited to attend this recognition dinner.  
Attendance is by RSVP only.  
*Business attire/name badge required.*

- 7:45p-9:45p** **OPENING GENERAL SESSION AND CAMPAIGN RALLY** .... **Hershey Lodge**/Great American Hall  
There is no assigned seating for this session. Seating will be in the Blue, White, and Red Rooms.  
*National Anthem Vocalist, Jordan Luntz, Knoch High School*  
*Keynote Speaker, Aric Bostick*  
*Business attire/name badge required.*

- 10:00p-10:15p** **DELEGATES ORIENTATION MEETING** ..... **Hershey Lodge**/Great American Hall  
Blue Room Stage Area  
All voting delegates must be present for this meeting.  
The meeting will begin immediately after the close of the Opening Session.  
*Business attire/name badge required.*

- 10:00p-11:30p** **ADVISERS CYBER CAFE** ..... **Cocoa Board Room**  
Advisers are invited to stop by the café to access the Internet to keep in touch with family and friends at home.  
*Casual attire (including jeans) is acceptable/name badge required.*

monday



**10:00p-11:30p FBLA INFORMATION DESK ..... Hershey Lodge/Cocoa Lobby**

Lost and found is here! Don't forget to purchase your official PA FBLA pin and/or your PA FBLA Neck Wallet; they may be purchased here today and tomorrow. All proceeds benefit the William Selden Scholarship Fund. Social media followers may pick up ribbons here.

*Casual attire (including jeans) is acceptable/name badge required.*

**10:15p-11:30p CAMPAIGN BOOTHS OPEN ..... Hershey Lodge/Chocolate Ballroom Lobby**

**10:15p – 11:00p Voting Delegates ONLY**

**11:00p – 11:30p All Members**

*Casual attire (including jeans) is acceptable/name badge required.*

**11:30p DISMANTLE CAMPAIGN BOOTHS ..... Hershey Lodge/Chocolate Ballroom Lobby**

*Casual attire (including jeans) is acceptable/name badge required.*

**12:00m-5:45a CURFEW**

*All students must be in their assigned rooms. Advisers are requested to do room checks and make sure no students are in the halls.*

**ADVISER RECEPTION**

**Tuesday, April 16, 2013**

**10:15 p.m. – 11:30 p.m.**

**Please join us for "sweet treats" and fellowship as we close the 62nd PA FBLA State Leadership Conference**

***Sponsored by: Hershey Lodge***

***Thank You!***

On behalf of Pennsylvania FBLA, we would like to thank all of our friends along with the retired teachers and advisers for their assistance with competitive events at the HOTEL Hershey and the online testing at the Hershey Lodge during our 2013 SLC. Your leadership and organizational skills allowed us to execute this phase of the conference smoothly.

We enjoyed working with you this year and look forward to seeing you again in 2014.

***The PA FBLA Management Team:***

***Bruce Boncal, Executive Director***

***Janet Skiles, Conference Coordinator***

***Kristi Ryland, State Adviser***

***Candace Claar, Competitive Events Coordinator***

# Schedule of Events

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Stations will be set up in the following areas of the convention center so the length of skirts and dresses may be checked for compliance with the dress code: Cocoa Lobby, entrances to the Great American Hall, the Confection Hall to include the online testing area, and the entrance into the Chocolate Ballroom dining hall. At Hotel Hershey, a station will be set up outside Garden Terrace West. Skirts and dresses shall be no shorter than 1 inch above the top of the knees.

**\*Competitor** shuttle buses to Hotel Hershey/Harvest Building will begin boarding at Hershey Lodge **hotel lobby entrance** according to the time schedule published in the official conference program. Competitors are asked to board Hotel Hershey “hotel” shuttle bus when returning to Hershey Lodge. **(To guarantee enough seats for competitors on the “competitor” buses, we ask that ONLY COMPETITORS RIDE THE COMPETITOR BUS.)** Buses will also be available to transport spectators from Hershey Lodge to Hotel Hershey/Harvest Building and back to Hershey Lodge.

**YOU MUST HAVE A MEAL TICKET TO ENTER THE DINING AREA.  
THE BANQUET CAPTAIN CANNOT GRANT ANYONE PERMISSION TO ENTER WITHOUT A MEAL TICKET.  
WITHOUT A MEAL TICKET – YOU WILL NOT BE SERVED A MEAL!**

**6:00a-8:30a BREAKFAST .....Hershey Lodge/Chocolate Ballroom**

Meal card **MUST** be presented.

No one will be admitted into the dining hall without a meal card.

*Business attire/name badge required.*

**6:00a-8:30a BREAKFAST ..... Hilton Garden Inn/American Grill**

Meal card **MUST** be presented.

No one will be admitted into the dining hall without a meal card.

*Casual attire is acceptable/name badge required.*

**6:00a-8:30a BREAKFAST .....Hotel Hershey/Castilian Room**

Meal card **MUST** be presented.

No one will be admitted into the dining hall without a meal card.

*Business attire/name badge required.*

**6:00a-5:00p CONFERENCE HEADQUARTERS .....Hotel Hershey/Garden Terrace West**

Only advisers are permitted in the conference headquarters area.

*Business attire/name badge required.*

**6:30a-5:00p CONFERENCE HEADQUARTERS ..... Hershey Lodge/Cocoa Terrace**

Only advisers are permitted in the conference headquarters area.

*Business attire/name badge required.*

**7:00a JUDGES AND CHIEF ADMINISTRATORS MEETING ...Hotel Hershey/Garden Terrace West**

Business Ethics (final performances)

Client Service (final performances)

Help Desk (final performances)

Marketing (final performances)

Orientation for **JUDGES** and **CHIEF ADMINISTRATORS**

*Business attire/name badge required.*

**7:00a JUDGES AND CHIEF ADMINISTRATORS MEETING..... Hershey Lodge/Lebbie Lebkicher’s**

Emerging Business Issues (final performances)

Entrepreneurship (final performances)

Impromptu Speaking (final performances)

Job Interview (final performances)

Management Decision Making (final performances)

Mr. Future Business Leader (final performances)

tuesday



Ms. Future Business Leader (final performances)

Network Design (final performances)

Parliamentary Procedure (final performances)

Public Speaking II (final performances)

Orientation for **JUDGES** and **CHIEF ADMINISTRATORS**

*Business attire/name badge required.*

**7:00a-8:30a COMPETITIVE EVENT ONLINE TESTING .....Hershey Lodge/Convention Center**

Tuesday's Objective Tests

Accounting I ..... Empire A-D

Business Procedures ..... Empire A-D

Cyber Security ..... Crystal A

*Business attire/name badge required.*

**7:00a-5:00p INFORMATION DESK ..... Hershey Lodge/Convention Hall Lobby**

The **CONVENTION HALL INFORMATION DESK** is located at the south entrance to the Convention Center. If you lost an item, you may find it here. If in doubt where a certain meeting room or bus loading area is located, stop here and someone will be able to answer your question or direct you to someone who can. Social media followers may pick up Facebook and Twitter ribbons here.

*Casual attire (including jeans) is acceptable/name badge required.*

**7:00a-5:00p INFORMATION DESK .....Hershey Lodge/Cocoa Lobby**

The **COCOA LOBBY INFORMATION DESK** is located across from the Bear's Den. If you lost a personal item, you may find it here. If in doubt where a certain meeting room or bus loading area is located, stop here and someone will be able to answer your question or direct you to someone who can. Don't forget to purchase your official PA FBLA pin and/or your FBLA Neck Wallet. These items will be sold exclusively at this desk. All proceeds benefit the PA FBLA William Selden Scholarship Fund. Social media followers may pick up Facebook and Twitter ribbons here.

*Casual attire (including jeans) is acceptable/name badge required.*

**7:00a-6:30p ADVISERS CYBER CAFE ..... Hershey Lodge/Cocoa Board Room**

Advisers are invited to stop by the café to relax, collaborate, and access the Internet while away from home.

*Business attire/name badge required.*

**7:15a ASSISTANT EVENT ADMINISTRATORS,  
EVENT PROCTORS, AND TIMEKEEPERS MEETING .. Hershey Lodge/Great American Hall**

Emerging Business Issues (final performances) ..... Red Room

Entrepreneurship (final performances)

Impromptu Speaking (final performances)

Job Interview (final performances)

Management Decision Making (final performances)

Mr. Future Business Leader (final performances)

Ms. Future Business Leader (final performances)

Network Design (final performances)

Parliamentary Procedure (final performances)

Public Speaking II (final performances)

Orientation for **ASSISTANT EVENT ADMINISTRATORS,  
EVENT PROCTORS, and TIMEKEEPERS**

*Business attire/name badge required.*



# Schedule of Events

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**7:15a-8:00a BREAKFAST FOR 2013-2014 REGION PRESIDENTS AND SECRETARIES . . . . . Hershey Lodge/Wild Rose A**

All newly elected 2013-2014 Region Presidents and Secretaries are invited to attend this breakfast. Attendance is by RSVP only.  
*Business attire/name badge required.*

**8:00a CONTESTANTS MEET FOR INSTRUCTIONS\* . . . . . Hotel Hershey**

Client Service (final performances) . . . . . Park View  
Help Desk (final performances) . . . . . Cocoa Inn  
*Business attire/name badge required.*

**\*Competitor** shuttles to Hotel Hershey will begin boarding at Hershey Lodge, hotel lobby entrance, at 7:00a and will depart promptly at 7:15a. **ONLY competitors** may ride the “competitor” shuttles. Competitors will ride Hotel Hershey “hotel” shuttle buses when returning back to Hershey Lodge. Name badges are required to board the shuttle buses.

**\*\*Spectators** will ride Hotel Hershey “hotel” shuttle buses to and from Hotel Hershey. Hotel Hershey “hotel” shuttles depart from and arrive back to Hershey Lodge Convention Center entrance approximately every 15 minutes. Name badges are required to board the shuttle buses.

**8:00a CONTESTANTS MEET FOR INSTRUCTIONS\* . . . . .Hotel Hershey/Harvest Building**

Business Ethics (final performances) . . . . . Blue Mountain 3  
Marketing (final performances) . . . . . Blue Mountain 2  
*Business attire/name badge required.*

**\*Competitor** shuttles to Hotel Hershey will begin boarding at Hershey Lodge, hotel lobby entrance, at 7:00a and will depart promptly at 7:15a. **ONLY competitors** may ride the “competitor” shuttles. Competitors will ride Hotel Hershey “hotel” shuttle buses when returning back to Hershey Lodge. Name badges are required to board the shuttle buses.

**\*\*Spectators** will ride Hotel Hershey “hotel” shuttle buses to and from Hotel Hershey. Hotel Hershey “hotel” shuttles depart from and arrive back to Hershey Lodge Convention Center entrance approximately every 15 minutes. Name badges are required to board the shuttle buses.

**8:00a CONTESTANTS MEET FOR INSTRUCTIONS. . . . .Hershey Lodge/Convention Center**

Emerging Business Issues (final performances) . . . . . Cocoa Suite 5  
Entrepreneurship (final performances) . . . . . Magnolia B  
Impromptu Speaking (final performances) . . . . . Magnolia C  
Management Decision Making (final performances) . . . . . Magnolia D  
Network Design (final performances) . . . . . Tower Suite 2  
Parliamentary Procedure (final performances) . . . . . Cocoa Suite 2  
*Business attire/name badge required.*

**8:00a-5:30p EXHIBITS . . . . . Hershey Lodge/Great Lobby**

Today is your last chance to visit with exhibitors who support PA FBLA.  
*Casual business attire (no jeans) is acceptable/name badge required.*

**8:15a-9:00a MEMBER WORKSHOPS . . . . .Hershey Lodge/Convention Center**

**Backstabbers, Bulldozers, and Wimpy Handshakes** . . . . . Tower Suite 1  
**Fired Up – Hero On Duty!** . . . . . Great American Hall/Blue Room  
**Gamification for Business & Entrepreneurship** . . . . . Cocoa Suite 6  
**Market Madness** . . . . .Great American Hall/Red Room  
*Business attire/name badge required.*  
(see workshop section for descriptions)

tuesday



**8:15a-10:45a COMPETITIVE EVENT PERFORMANCE FINALS ..... Hotel Hershey**

Help Desk (final performances)

Event **Performance** Room ..... Cocoa Inn

----- > open to spectators\*\*

Event **Holding** Room ..... Garden Terrace East

Event **Preparation** Room ..... Witmer Board Room

*Business attire/name badge required.*

**\*\*Spectators** will ride Hotel Hershey "hotel" shuttle buses to and from Hotel Hershey. Hotel Hershey "hotel" shuttles depart from and arrive back to Hershey Lodge Convention Center entrance approximately every 15 minutes. Name badges are required to board the shuttle buses.

**8:15a-11:00a COMPETITIVE EVENT PERFORMANCE FINALS ..... Hotel Hershey**

Client Service (final performances)

Event **Performance** Room ..... Park View

----- > open to spectators\*\*

Event **Holding** Room ..... Garden Terrace East

Event **Preparation** Room ..... Witmer Board Room

*Business attire/name badge required.*

**\*\*Spectators** will ride Hotel Hershey "hotel" shuttle buses to and from Hotel Hershey. Hotel Hershey "hotel" shuttles depart from and arrive back to Hershey Lodge Convention Center entrance approximately every 15 minutes. Name badges are required to board the shuttle buses.

**8:15a-11:00a COMPETITIVE EVENT PERFORMANCE FINALS ..... Hershey Lodge/Convention Center**

Public Speaking II (final performances)

Event **Performance** Room ..... Magnolia A

----- > open to spectators

*Business attire/name badge required.*

**8:15a-11:30a COMPETITIVE EVENT PERFORMANCE FINALS ..... Hershey Lodge/Convention Center**

Impromptu Speaking (final performances)

Event **Performance** Room ..... Magnolia C

----- > open to spectators

Event **Holding** Room ..... Confection Hall Office

Event **Preparation** Room ..... Wild Rose B

*Business attire/name badge required.*

**8:15a-11:45a COMPETITIVE EVENT PERFORMANCE FINALS ..... Hershey Lodge/Convention Center**

Mr. Future Business Leader (final performances) ..... Parlor 2703

Ms. Future Business Leader (final performances) ..... Parlor 1611

*Business attire/name badge required.*

**8:15a-11:45a REGION OFFICER ACADEMY ..... Hershey Lodge/Wild Rose A**

The newly elected 2013-2014 Region Officers are pre-registered; local chapter underclassman presidents are invited guests; both groups will learn how to effectively lead their chapters by attending this dynamic leadership/teambuilding academy. Plan to stay for the duration. The first 50 officers will be accepted.

*Business attire/name badge required.*

**8:15a-12:15p COMPETITIVE EVENT PERFORMANCE FINALS ..... Hershey Lodge/Convention Center**

Emerging Business Issues (final performances)

Event **Performance** Room ..... Cocoa Suite 5

----- > open to spectators

Event **Holding** Room ..... Cocoa Suite 3

Event **Preparation** Room ..... Cocoa Suite 4

*Business attire/name badge required.*

# Schedule of Events

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## **8:15a-12:30p COMPETITIVE EVENT PERFORMANCE FINALS . . . . .Hotel Hershey/Harvest Building**

### *Business Ethics* (final performances)

Event **Performance** Room . . . . . Blue Mountain 3

----- > open to spectators\*\*

Event **Holding** Room . . . . . Vista

Event **Preparation** Room. . . . . Blue Mountain 1

*Business attire/name badge required.*

**\*\*Spectators** will ride Hotel Hershey “hotel” shuttle buses to and from Hotel Hershey. Hotel Hershey “hotel” shuttles depart from and arrive back to Hershey Lodge **Convention Center entrance** approximately every 15 minutes. Name badges are required to board the shuttle buses.

## **8:15a-12:30p COMPETITIVE EVENT PERFORMANCE FINALS . . . . .Hershey Lodge/Convention Center**

### *Entrepreneurship* (final performances)

Event **Performance** Room . . . . . Magnolia B

----- > open to spectators

Event **Holding** Room . . . . . Staff Training Room

Event **Preparation** Room . . . . . Wild Rose B

*Business attire/name badge required.*

## **8:15a-12:30p COMPETITIVE EVENT PERFORMANCE FINALS . . . . .Hershey Lodge/Convention Center**

### *Job Interview* (final performances) . . . . . Pennsylvania Room 5806 (5th Floor Tower)

Event **Performance** Room

*Business attire/name badge required.*

## **8:15a-12:30p COMPETITIVE EVENT PERFORMANCE FINALS . . . . .Hershey Lodge/Convention Center**

### *Management Decision Making* (final performances)

Event **Performance** Room . . . . . Magnolia D

----- > open to spectators

Event **Holding** Room . . . . . Staff Training Room

Event **Preparation** Room. . . . . Wild Rose B

*Business attire / name badge required.*

## **8:15a-12:30p COMPETITIVE EVENT PERFORMANCE FINALS . . . . .Hotel Hershey/Harvest Building**

### *Marketing* (final performances)

Event **Performance** Room . . . . . Blue Mountain 2

----- > open to spectators\*\*

Event **Holding** Room . . . . . Vista

Event **Preparation** Room. . . . . Blue Mountain 1

*Business attire/name badge required.*

**\*\*Spectators** will ride Hotel Hershey “hotel” shuttle buses to and from Hotel Hershey. Hotel Hershey “hotel” shuttles depart from and arrive back to Hershey Lodge **Convention Center entrance** approximately every 15 minutes. Name badges are required to board the shuttle buses.

## **8:15a-12:30p COMPETITIVE EVENT PERFORMANCE FINALS . . . . .Hershey Lodge/Convention Center**

### *Parliamentary Procedure* (final performances)

Event **Performance** Room . . . . . Cocoa Suite 2

----- > open to spectators

Event **Holding** Room . . . . . Cocoa Suite 3

Event **Preparation** Room. . . . . Cocoa Suite 4

*Business attire/name badge required.*

## **8:15a-1:00p COMPETITIVE EVENT PERFORMANCE FINALS . . . . .Hershey Lodge/Convention Center**

### *Network Design* (final performances)

Event **Performance** Room . . . . . Tower Suite 2

----- > open to spectators



Event **Holding** Room . . . . . Tower Board Room 4  
Event **Preparation** Room. . . . . Tower Board Room 3  
*Business attire/name badge required.*

**8:30a-9:30a ADVISER WORKSHOP. . . . . Hershey Lodge/Cocoa Suite 1**  
**Free Online Personal Finance Resources from EverFi**  
*Business attire/name badge required.*  
(see workshop section for descriptions)

**8:30a-10:00a COMPETITIVE EVENT ONLINE TESTING . . . . . Hershey Lodge/Convention Center**  
**Tuesday's Objective Tests**  
Networking Concepts . . . . . Crystal A  
Personal Finance . . . . . Empire A-D  
Sports Management . . . . . Empire A-D  
*Business attire/name badge required.*

**9:15a-10:00a MEMBER WORKSHOPS . . . . . Hershey Lodge/Convention Center**  
**Backstabbers, Bulldozers, and Wimpy Handshakes** . . . . . Tower Suite 1  
**Fired Up – Hero On Duty!** . . . . . Great American Hall/Blue Room  
**Gamification for Business & Entrepreneurship** . . . . . Cocoa Suite 6  
**Market Madness** . . . . . Red Room  
*Business attire/name badge required.*  
(see workshop section for descriptions)

**9:15a-11:45a OPEN COMPETITIVE EVENTS (written tests) . . . . . Hershey Lodge/Convention Center**  
Agribusiness . . . . . Great American Hall/White Room  
Computer Operating Systems . . . . . Great American Hall/White Room  
Current Events . . . . . Great American Hall/White Room  
Digital Tools . . . . . Great American Hall/White Room  
Fashion Marketing . . . . . Great American Hall/White Room  
FBLA Creed/Code of Ethics . . . . . Great American Hall/White Room  
Google Apps/Social Media/Open Source . . . . . Great American Hall/White Room  
HTML . . . . . Great American Hall/White Room  
Human Resource Management . . . . . Great American Hall/White Room  
Investment/Stock Market . . . . . Great American Hall/White Room  
Leadership . . . . . Great American Hall/White Room  
Pennsylvania FBLA Policies and Procedures . . . . . Great American Hall/White Room  
Project Management . . . . . Great American Hall/White Room  
Retail Management . . . . . Great American Hall/White Room  
The Internet . . . . . Great American Hall/White Room  
**See the program section entitled "Open Competitive Events" to learn more about participating in these events.**  
*Business attire/name badge required.*

**9:30a-10:15a ADVISERS COFFEE BREAK . . . . . Hershey Lodge/Cocoa Board Room, Cocoa Suite 1**  
*Business attire/name badge required.*

**10:00a-11:30a COMPETITIVE EVENT ONLINE TESTING . . . . . Hershey Lodge/Convention Center**  
**Tuesday's Objective Tests**  
Hospitality Management . . . . . Empire A-D  
Introduction to Business Communication . . . . . Empire A-D  
Technology Concepts . . . . . Crystal A  
*Business attire/name badge required.*

# Schedule of Events

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**10:15a-11:00a MEMBER WORKSHOPS** ..... **Hershey Lodge/Convention Center**  
Human Machine ..... Great American Hall/Red Room  
"I'm Not A Good Test Taker ..." and Other Poor Excuses ..... Tower Suite 1  
Street Selling 101 ..... Great American Hall/Blue Room  
*Business attire/name badge required.*  
(see workshop section for descriptions)

**10:15a-11:15a ADVISER WORKSHOP** ..... **Hershey Lodge/Convention Center**  
Ethics in Corporate America – "The New Industry Standard" ..... Cocoa Suite 1  
*Business attire/name badge required.*  
(see workshop section for descriptions)

YOU MUST HAVE A MEAL TICKET TO ENTER THE DINING AREA.  
THE BANQUET CAPTAIN CANNOT GRANT ANYONE PERMISSION TO ENTER WITHOUT A MEAL TICKET.  
WITHOUT A MEAL TICKET – YOU WILL NOT BE SERVED A MEAL!

**10:45a-1:30p LUNCH** ..... **Hershey Lodge/Chocolate Ballroom**  
Meal card MUST be presented.  
No one will be admitted into the dining hall without a meal card.  
*Business attire/name badge required.*

**11:15a-12:00p MEMBER WORKSHOP** ..... **Hershey Lodge/Convention Center**  
Creative Thinking Challenges ..... Magnolia A  
Friends, Fans, & Followers ..... Great American Hall/Blue Room  
Human Machine ..... Great American Hall/Red Room  
Networking, 2013 and Beyond Style ..... Tower Suite 1  
*Business attire/name badge required.*  
(see workshop section for descriptions)

**11:30a-12:30p ADVISER WORKSHOP** ..... **Hershey Lodge/Convention Center**  
Get Fired Up! "Simple Strategies the Everyday  
Hero Can Take to Keep Their Fire Alive!" ..... Cocoa Suite 1  
*Business attire/name badge required.*  
(see workshop section for descriptions)

**11:30a-1:00p COMPETITIVE EVENT ONLINE TESTING** ..... **Hershey Lodge/Convention Center**  
Tuesday's Objective Tests  
Business Math ..... Empire A-D  
Computer Problem Solving ..... Crystal A  
Health Care Administration ..... Empire A-D  
*Business attire/name badge required.*

**11:30a-1:45p VOTING AREA** ..... **Hershey Lodge/Cocoa Suite 6**  
All voting delegates should report to this room sometime during  
this time period to cast their votes for the 2013-2014 state officer  
candidates and the proposed bylaw amendments.  
*Business attire/name badge required.*

**11:45a JUDGES AND CHIEF ADMINISTRATORS MEETING** .... **Hershey Lodge/Lebbie Lebkicher's**  
Public Speaking I (final performances)  
Orientation for JUDGES and CHIEF ADMINISTRATORS  
*Business attire/name badge required.*

tuesday



- 12:00p ASSISTANT EVENT ADMINISTRATORS, EVENT PROCTORS, AND TIMEKEEPERS MEETING . . . . . Hershey Lodge/Wild Rose A**  
*Public Speaking I (final performances)*  
 Orientation for ASSISTANT EVENT ADMINISTRATORS, EVENT PROCTORS, and TIMEKEEPERS  
*Business attire/name badge required.*
- 12:15p-1:00p MEMBER WORKSHOPS . . . . . Hershey Lodge/Convention Center**  
 Creative Thinking Challenges . . . . . Magnolia A  
 Friends, Family & Followers . . . . . Great American Hall/Blue Room  
 Human Machine . . . . . Great American Hall/Red Room  
 Pennsylvania Free Enterprise Week (PFEW) 2013 . . . . . Magnolia C  
 The Tower of Teaming . . . . . Tower Suite 1  
*Business attire/name badge required.*  
 (see workshop section for descriptions)
- 12:45p-1:45p ADVISER WORKSHOP. . . . . Hershey Lodge/Convention Center**  
 Investments, The Stock Market Game and Entrepreneurship Programs. . . . . Cocoa Suite 1  
*Business attire/name badge require.*  
 (see workshop section for descriptions)
- 1:00p-2:30p COMPETITIVE EVENT ONLINE TESTING . . . . . Hershey Lodge/Convention Center**  
*Tuesday's Objective Tests*  
*Business Law* . . . . . Empire A-D  
*Economics* . . . . . Empire A-D  
*Introduction to Parliamentary Procedure* . . . . . Crystal A  
*Business attire / name badge required.*
- 1:00p-3:30p COMPETITIVE EVENT PERFORMANCE FINALS . . . . . Hershey Lodge**  
*Public Speaking I (final performances)* . . . . . Magnolia D  
 ----- > open to spectators  
*Business attire/name badge required.*
- 1:15p-2:00p MEMBER WORKSHOPS . . . . . Hershey Lodge/Convention Center**  
 Dress for Success . . . . . Cocoa Suite 5  
 Effective Meetings Using Parliamentary Procedure . . . . . Cocoa Suite 3  
 Get Off the Money Crutch . . . . . Cocoa Suite 4  
 Networking, 2013 and Beyond Style . . . . . Cocoa Suite 2  
 Networking Like a Pro . . . . . Magnolia B  
 Pennsylvania Free Enterprise Week (PFEW) 2013 . . . . . Magnolia C  
 Sensational Improvisational . . . . . Magnolia A  
 The Tower of Teaming. . . . . Tower Suite 1  
 Twisted Tower . . . . . Wild Rose AB  
*Business attire/name badge required.*  
 (see workshop section for descriptions)
- 2:00p-3:00p ADVISER WORKSHOP. . . . . Hershey Lodge/Convention Center**  
 Taking BCIT into the Next Generation . . . . . Cocoa Suite 1  
*Business attire/name badge required.*  
 (see workshop section for descriptions)
- 2:15p-3:00p MEMBER WORKSHOPS . . . . . Hershey Lodge/Convention Center**  
 "A Passion into Business" . . . . . Tower Suite 2  
 Dress for Success . . . . . Cocoa Suite 5  
 Effective Meetings Using Parliamentary Procedure . . . . . Cocoa Suite 3

# Schedule of Events

IGNITING  
INNOVATION



"I'm Not a Good Test Taker . . ." and Other Poor Excuses . . . . .	Cocoa Suite 2
Networking Like a Pro . . . . .	Magnolia B
Reaching Your Peak and Then Some . . . . .	Cocoa Suite 4
Sensational Improvisational . . . . .	Magnolia A
The Power of Prezi . . . . .	Magnolia C
Twisted Tower. . . . .	Wild Rose AB
Welcome Hospitality . . . . .	Tower Suite 1

*Business attire/name badge required.*  
(see workshop section for descriptions)

<b>2:30p-4:00p</b>	<b>COMPETITIVE EVENT ONLINE TESTING . . . . . Hershey Lodge/Convention Center</b>
	<i>Tuesday's Objective Tests</i>
	<i>FBLA Principles &amp; Procedures . . . . . Crystal A</i>
	<i>Introduction to Business . . . . . Empire A-D</i>
	<i>Introduction to Technology Concepts . . . . . Empire A-D</i>

*Business attire/name badge required.*

<b>3:15p-4:00p</b>	<b>BUSINESS SESSION . . . . . Hershey Lodge/Great American Hall</b>
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All voting delegates are required to be in attendance. The State Officer Program of Work awards will be presented, and the 2013-2014 State Officer team will be announced along with the by-law amendment results.

*Business attire/name badge required.*

<b>4:00p-4:30p</b>	<b>ORIENTATION FOR NEW STATE OFFICERS . . . . . Hershey Lodge/Great American Hall</b>
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All newly elected state officers should report to the . . . . . Blue Room Stage Area stage area immediately after the close of the Business Session.

*Business attire/name badge required.*

**YOU MUST HAVE A MEAL TICKET TO ENTER THE DINING AREA.  
THE BANQUET CAPTAIN CANNOT GRANT ANYONE PERMISSION TO ENTER WITHOUT A MEAL TICKET.  
WITHOUT A MEAL TICKET – YOU WILL NOT BE SERVED A MEAL!**

<b>4:15p-6:45p</b>	<b>DINNER . . . . . Hershey Lodge/Chocolate Ballroom</b>
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Dinner Seating 1: 4:15p (Hershey Lodge Hotel Guests)  
Dinner Seating 2: 5:30p (Overflow hotel Guests)  
Meal card **MUST** be presented. No one will be admitted into the dining hall without a meal card.

*Business attire or formal wear/name badge required.*

<b>5:15p-6:45p</b>	<b>EXECUTIVE COMMITTEE/BOARD OF DIRECTORS RECOGNITION DINNER . . . . . Hershey Lodge/Cocoa Suites 4-5</b>
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*Business attire or formal wear/name badge required.*

<b>7:00p-10:15p</b>	<b>AWARDS OF EXCELLENCE PROGRAM . . . . . Hershey Lodge/Great American Hall</b>
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Awards Program seating is assigned by region. Before entering the Great American Hall, check the seating chart assignments posted in the Great Lobby and Cocoa Lobby. Regions that met the "2013 Region Membership Incentive" will have preferred seating near the stage.

*Business attire or formal wear/name badge required.*

tuesday



**10:15p-11:15p NATIONAL LEADERSHIP CONFERENCE ORIENTATION . . . . Hershey Lodge/Cocoa Ballroom**

New state officers and advisers, first-place, second-place, and third-place winners and advisers, and others interested in attending the National Leadership Conference in Anaheim, California must be at this meeting. Fourth-place winners are also strongly encouraged to attend this meeting.

*Business attire or formal attire/name badge required.*

**10:15p-11:30p ADVISERS CYBER CAFE . . . . . Hershey Lodge/Cocoa Board Room**

This evening will be the final time to check your email.

*Casual attire (including jeans) is acceptable/name badge required.*

**10:15p-11:30p ADVISER RECEPTION . . . . . Hershey Lodge/Cocoa Suite 1, 6**

*Casual attire (including jeans) is acceptable/name badge required.*

**Sponsored by: Hershey Lodge & Convention Center**

**12:00m-6:00a CURFEW**

*All students must be in their assigned rooms. Advisers are requested to do room checks and make sure students are in their assigned rooms.*

*Thank you!*

Pennsylvania FBLA would like to thank all advisers, guests and other individuals at this year's PA FBLA State Leadership Conference who served as:

- CHIEF ADMINISTRATORS
- ASSISTANT ADMINISTRATORS
- PROCTORS
- TIMERS

We appreciate your commitment and dedication to PA FBLA and the student's participation in the Competitive Events Program. Without your knowledge, help and assistance, we would not be able to provide these opportunities to our members. Your loyal dedication of time and effort in administering these events does not go unnoticed. Again, thank you.

We hope to see you again at the 2014 SLC in Hershey!

Many thanks from,

**PA FBLA State Management Team**

Bruce Boncal, *Executive Director*

Janet Skiles, *Conference Coordinator*

Kristi Ryland, *State Adviser*

Candace Claar, *Competitive Events Coordinator*

Luke Skerpon, *Staff Assistant/Middle Level Coordinator*



# Schedule... Wednesday, April 17

**IGNITING  
INNOVATION**



**7:00a-11:30a CONFERENCE HEADQUARTERS . . . . . Hershey Lodge/Cocoa Terrace**  
*Casual attire (including jeans) is acceptable/name badge required.*

**8:30a-9:15a BREAKFAST FOR INCOMING AND  
OUTGOING STATE OFFICERS AND THEIR ADVISERS . . . . . Hershey Lodge/Cocoa Suite 1**  
*Casual attire (including jeans) is acceptable/name badge required.*

**8:30a-10:00a COMPETITIVE EVENTS SCORES POSTED . . . . . Hershey Lodge/Cocoa Suites 3-5**  
All online test scores will be posted in the Adviser Restricted Area on the pafla.org web site after the conference. Scores will also be posted in Cocoa Suites 3-5 during this time. Individual Rating Sheets for performance skill events and reports will be mailed to advisers after the conference. These results will also be posted in the Cocoa Suites 3-5 during this time.  
*Casual attire (including jeans) is acceptable/name badge required.*

**9:15a-11:00a ORIENTATION FOR NEW STATE OFFICERS. . . . . Hershey Lodge/Cocoa Suite 2**  
All newly elected state officers and their advisers are required to attend this important meeting.  
*Casual attire (including jeans) is acceptable/name badge required.*

# FYI

## FBLA T-SHIRT OUTLET WILL BE IN THE GREAT LOBBY Sun, Mon till 9 PM, Tues till 7PM

\*MANY DESIGNS  
\*TIE DYE T'S & HOODS  
\*FLANNEL PANTS

Teachers:  
Groups Orders for  
your FBLA Students

**ICPrintwear**  
& Embroidery

Come Early, Some Items Limited Quantities  
Also Some Close Out Items

PHILIP  
814-341-9951

# "ONE DIRECTION" IS IN THE HOUSE

# wednesday