



*Future Business Leaders of America  
Phi Beta Lambda*

# RECRUITMENT SCRIPT



## Recruitment 2 – 2.5 hours

**Purpose** To introduce new FBLA-PBL advisers to strategies for recruiting new members into their local chapters. Many of the ideas in this module come from the Recruitment tab of *The Chapter Management Handbook*.

**Objectives** As a result of this training, new FBLA-PBL advisers will be able to:

- ❑ Implement effective recruitment ideas and activities to build local chapter membership
- ❑ Enhance meeting and classroom interaction through the implementation of effective communication tools and motivational activities
- ❑ Leverage FBLA-PBL's exciting program of work, coupled with a variety of local, state, and national activities, to build membership

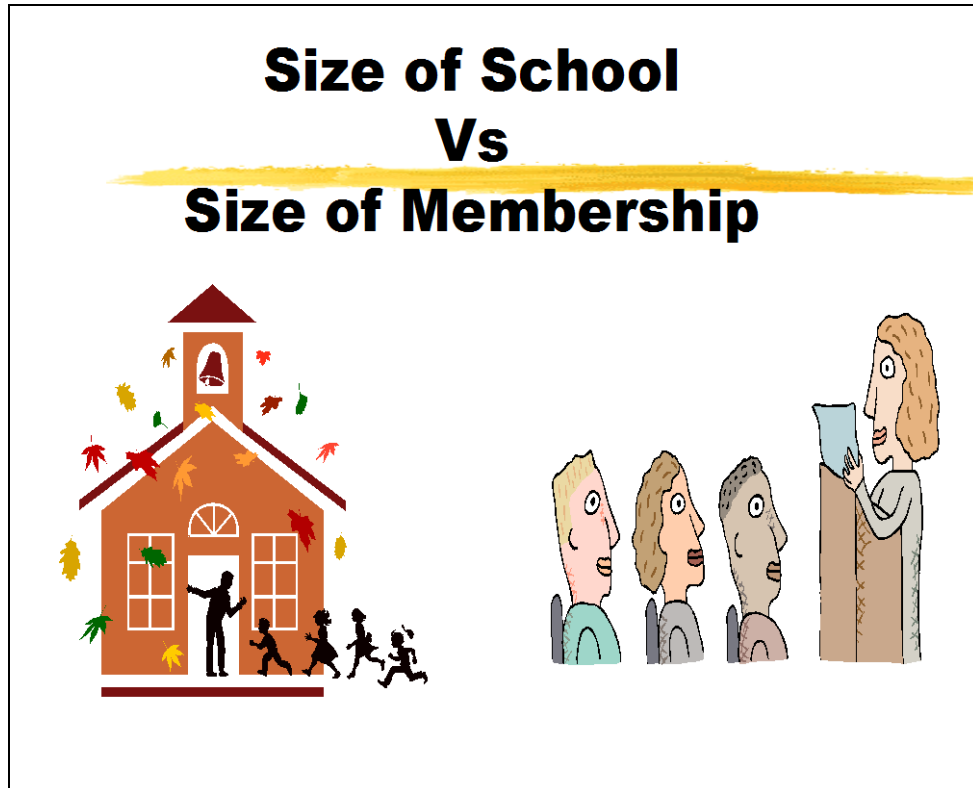
**Overview** Participants will break into three groups. Each group will be assigned one objective. Using available resources (and their ingenuity and creativity), they will develop and deliver a "training module." They will incorporate available media (flip charts, PowerPoint™, etc).

**Preparation** Facilitators of the Recruitment module should read and review the following, which includes materials, supplies, and equipment:

- ❑ Recruitment module
- ❑ *Chapter Management Handbook* – Recruitment Tab
- ❑ FBLA-PBL Chapter Promotion handout
- ❑ 25 Fun Activities handout
- ❑ Program of Work handout
- ❑ Workshop/Meeting Motivators handout
- ❑ From the Lesson Plan Library handout
- ❑ Flip charts with stands and colored markers
- ❑ Poster putty or pins to hang flip chart pages
- ❑ CD or cassette player and appropriate music (Baroque music for any reflective exercises, and contemporary, high energy music for any competitive exercises)
- ❑ A laptop or personal computer and data show projector
- ❑ *Chapter Management Handbooks*
- ❑ Sample recruiting/promotional items such as pens, brochures, and posters

**Say**

**(Display slide below.)** One of the key responsibilities of a FBLA-PBL adviser is recruiting new students to join the organization. Recruiting quality students who will remain in FBLA-PBL requires a well-planned process. The size of the school plays a role in the size of the membership. Sometimes a small school has an advantage, as there are not as many organizations. Whether you have a small school or a large school, however, FBLA-PBL provides many great resources that can make your job as a recruiter easier.



**Say**

What assumption do you have about recruiting new members for your FBLA-PBL chapter?

Generate responses. Use flip chart. Possible responses:

- Business classes are the best source for recruiting members for FBLA-PBL
- We have tried it all
- Tough job
- You never get done recruiting because students graduate
- Students are busy and it's hard to convince them to join FBLA-PBL

**Say** (Display/review slide below.) Recruit support for FBLA-PBL.

## **Recruit Support for FBLA-PBL**

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- Counselors, Administration, Staff
  - Volunteer for school events—open house, registration, referendum work, freshman orientations
  - Public Recognition for school
  - National Web Page—[fbla-pbl.org](http://fbla-pbl.org) – curriculum

**Say** Recruit support from parents. (Review the following slide.)

## **Recruit Support from Parents**

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- College Application
- Positive Activities
- Positive Role Models
- National Web Page — State & Local Web Page



**Say** Recruit from the community. (Review the slide on the next page.)

## **Recruit from Community**

- Call civic organizations: speak, volunteer at fundraisers
- Call local non-profit organizations, volunteer: Habitat for Humanity, Local Fire Dept., Election Day, Nursing homes
- National Web Page, State and Local Web Page; link from village/cities/ community web page to yours!

### **Say**

(Display slide below.) You deal with many different types of members as an adviser. You may have a quiet student who is very smart. Direct that student into a different area – perhaps a competitive event in Accounting. Or you may have a social butterfly who would be great at helping to organize social events such as a field trip or fun chapter outings. The successful advisers are those who evaluate the strengths of their members and direct them into areas where they will excel.

## **Type of Members**


- The Brain
- The Worker
- The Social Butterfly
- The Loud One
- The Quiet Type
- The Business Minded
- The Volunteer

**Say**

You can recruit students in a variety of different ways. Emphasize travel to the different conferences and the many different people that they will meet. Prepare a local website and post pictures of students involved in activities on the website. **(Review the slide below.)**

## **Recruitment of Students**

- Form a recruitment committee
  - Involve both returning and new members
  - Assign specific responsibilities
  - Ensure adequate resources are allocated
- Set realistic goals – challenging but not overwhelming
- Explain membership benefits with potential members:
  - Conferences, competitions, meeting people, travel
  - Pictures, video, local web page
  - Impact on college acceptance/scholarship—database of activities
  - Impact on future career/networking
  - Social/service/civic/financial/professional growth
- Give incentives
  - Refreshments at meetings, membership pins
- Offer Rewards
  - Give a prize to the member who recruits the most new members, a trip for paid members, etc.
- Enter competitions
  - Enter competitions at the local, regional, state, and national levels



**Say**

Where and how do you recruit? Your biggest asset is other students or members. Students sell to other students! Also, if you provide food or refreshments at meetings it encourages students to attend meetings.

**(Review the slide below.)**

## **Where/how do you recruit?**

- Word of mouth
- Kids sell to kids!
- Success stories
- Bring back your graduates
- Registration/early year activity
- Boys + Girls + Food = Recruitment
- Give your officers ownership

**Say** (Display/review slide below.) As an adviser, you must believe in FBLA-PBL. If you are enthusiastic and believe in what you are selling, your students will become excited and believe as well. FBLA-PBL can increase enrollment in your business program. Yes, it is a sacrifice with the hours that you put in, but you can see the rewards in that student who ran for an office, that turned him/herself around, or the look on the face of the student who studied hard and won an award at a regional, state, or national conference.

### **Advisers MUST believe!**

- Increase enrollment in classes
- Sacrifice – but see the rewards
- Remember the parents you recruited
- FBLA-PBL class/activity – National Web Page
- Share – Share – Share!

**Say** (Display/review slide on the next page.) The goal of your recruiting efforts is to obtain new members that have potential for growth through the FBLA-PBL program. To achieve this goal will require that you:

- Discuss and plan a winning strategy: Assess your membership. Know your membership base. Has it increased or decreased over time? Go over past membership records. Chart your findings to better visualize your growth. Once you understand these findings, you can set much more targeted, more realistic membership goals.
- Know your market and your potential members. Focus a brainstorming session around the true benefits of being involved in FBLA-PBL. Use some of the benefits that were discussed previously in this module. (Discuss the benefits of joining FBLA-PBL found in the Recruitment section of *The Chapter Management Handbook*.)
- Implement effective recruitment ideas and activities.
- Enhance your meetings and classroom interaction through the implementation of effective communication tools and motivational activities. Check out “Recruitment Tools” under the Membership section of the website.
- Leverage FBLA-PBL’s exciting program of work coupled with a variety of local, state, and national activities.

## Recruitment

- Discuss and plan a winning strategy
- Know your market and your potential members
- Implement effective recruitment ideas and activities
- Enhance your meetings and classroom interaction through the implementation of effective communication tools and motivational activities
- Leverage FBLA - PBL's exciting program of work, coupled with a variety of local, state, and national activities

**Say** You are now going to participate in an activity that will help you more fully develop these objectives. To do this, we are going to break you into three groups.

**Note** Have the participants break into three groups. Mix up the participants so that they are not sitting with the group with which they came.

**Say** You are now going to have the opportunity to take the next 30 minutes to develop a "presentation." I am going to assign each group an objective. You are to use the available resources that we have here today, as well as your ingenuity and creativity, to complete this assignment.

At the end of the half-hour, you should have developed a 5-7 minute training module to present to the group. Be sure to incorporate the available media (flipcharts, grease boards, PowerPoint™ etc.) in the room.

Let's take a moment and look at the objectives on which each team will be working.

**Note** **(Review the following three slides.)** Note that the teams will be receiving handouts for their respective objectives, so there is no need to write anything down at this time.

## **Recruitment Objective: Team 1**



- Implement effective recruitment ideas and activities to build local chapter membership
- Resources:
  - Flip Charts or PowerPoint
  - Chapter Management Handbook, "Recruiting" tab
  - "FBLA-PBL Chapter Promotion" handout
  - "25 Fun Activities" handout
  - Ingenuity and creativity

## **Recruitment Objective: Team 2**



- Enhance meeting and classroom interaction through the implementation of effective communication tools and motivational activities
- Resources:
  - Flip Charts or PowerPoint
  - Chapter Management Handbook, "Recruiting" tab
  - Bulletin Board Ideas handout
  - From the Lesson Plan Library handout
  - Workshop/Meeting Motivators handout
  - Ingenuity and creativity

## **Recruitment Objective: Team 3**

- Leverage FBLA-PBL's exciting program of work coupled with a variety of local, state and national activities to build membership
- Resources:
  - Flipcharts or PowerPoint
  - Chapter Management Handbook, "Recruiting" tab
  - FBLA-PBL Chapter Promotion handout
  - Program of Work handout
  - Ingenuity and creativity

**Say**

Now, let's look at these instructions one more time.

## **Recruitment Objectives: Instructions**

- Develop a 5-7 minute "training module"
- Incorporate available media
- Allow for both instruction as well as interaction or practice and application discussion

**Ask**

Any questions before we begin? Answer any questions and then have the groups start the process of developing their assigned presentation.

Play some baroque music softly in the background as they work together. Give the group reminders when five minutes remain. When they have completed their preparations, have each team present their module. Once the last team has finished debrief this module as follows:

**Say** The purpose of this exercise was to stress the importance of using a creative approach to analyze problems and find solutions. As you go back to your respective schools, remember to employ these creative approaches as you seek to improve your FBLA-PBL chapter's recruiting efforts.

**Ask** Are there any questions?

**Say** Thank you for participating in this module. Countless students benefit from the FBLA-PBL program. You never know – your recruiting efforts might land a future Fortune 500 CEO. Good luck!



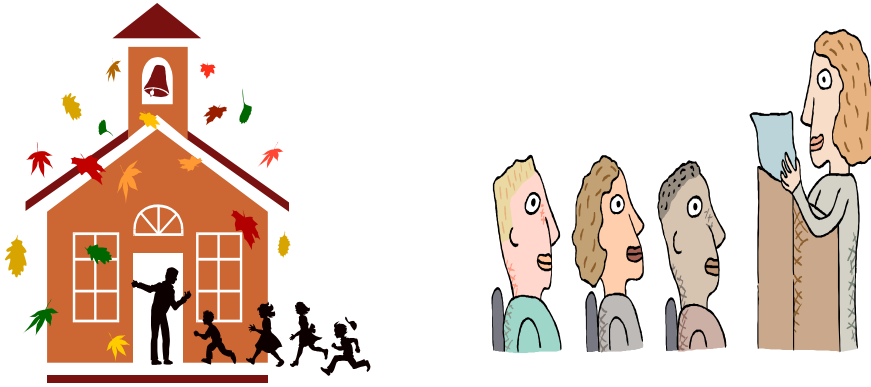
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# RECRUITMENT

## Slides



# Size of School VS. Size of Membership





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# RECRUITMENT

## Handouts



# Chapter Recruitment

☺ Ideas compiled from chapters around the country to help build local membership ☺



Compiled by Courtney Owen  
Former FBLA National President

## ***Public Visibility Projects***

- Speak on FBLA-PBL
  - To Rotary Clubs, other civic groups, Chamber of Commerce, your school board
  - To a school assembly
  - In your classes
  - At middle schools (ML Chapters)
  
- Write articles for:
  - Tomorrow's Business Leader or PBL Business Leader
  - State or local FBLA publications
  - School newspaper
  
- Contact local newspaper and have them publicize your chapter's activities (send them press releases)
- Create a chapter webpage
- Radio interview about FBLA-PBL
- TV coverage of chapter activities/meetings
- Design a chapter poster (post in area schools)
- Purchase an electronic billboard to post upcoming activities and deadlines
- Create a chapter display case (keep up-to-date pictures, articles, awards, and use this medium to highlight member achievements)

- Chapter T-shirts (get creative!)
- Appoint a public relations committee
- Utilize school intercom to remind members of events, and bring attention to members' accomplishments

## ☺ Ideas, Ideas, Ideas ☺

### ***Ideas for Local Meetings***

- Presentations from local businesses (cater these to members' interests)
- FBLA-PBL trivia games; quiz bowl competitions
- Public Speaking practice events
- Ice breakers (there are lots of books you can buy on this topic)
- Competitive Event study time
- Team building or leadership activities
- Joint meetings with:
  - Other local FBLA-PBL chapters
  - Middle Level chapters
  - Other CTSO organizations (FCCLA, FFA, TSA, HOSA, etc)
- Speakers:
  - State/national officers
  - Local businesspeople
  - Motivational speakers
  - Local celebrities (news anchors/reporters, local athletes, local politicians)
- Make a Video Project:
  - To recruit FBLA-PBL members
  - To recruit Professional Division members
  - To activate/reactivate chapters
  - To obtain corporate sponsorship
- Plan parties for special occasions
- Business videos (etiquette, business dress, public speaking, etc)
- Video tape conferences (state/national) and play during meeting (great incentive to get more members to attend conferences)
- Make a chapter scrapbook (be sure to take lots of pictures!)

- Have a Member of the Month
- Have an "FBLA-PBL All-Stars" wall - add a new star with each new member's name on it

## ☺ Ideas, Ideas, Ideas ☺

### ***Professional Activities***

- Career shadowing program
- Local business advisory committee
- Field trip to businesses
- Attend Chamber of Commerce meetings
- Hold an entrepreneurship session
- Businessperson panel - invite several local businesspersons to attend a meeting and discuss their careers, include Q & A time
- Attend a career fair
- Hold a leadership training session for newly elected officers

### ***FBLA-PBL Week (2<sup>nd</sup> Week of February)***

- Sign a Local Chapter FBLA-PBL Proclamation with mayor proclaiming National FBLA-PBL Week
- Wednesday = Adviser Appreciation Day!
- Teacher/Faculty appreciation breakfast
- Local businesspersons' breakfast
- Business students breakfast
- Wear uniforms or business dress
- Radio and newspaper spots
- Decorate school/campus with posters promoting FBLA-PBL
- Tour of businesses
- Invite parents, administrators, and community to attend meeting
- Seminars on the world of work (Education, Media, Law Enforcement, Finance, Medical, etc)
- Downtown window display
- Fruit baskets for teachers/faculty and/or administrators
- Prepare a bulletin board

## ☺ Ideas, Ideas, Ideas ☺

### ***Fund Raisers***

- Car wash
- Bake sale
- Winter dance
- Coupon books sale
- First-aid kit sales
- Concession stand at sporting events
- Prize raffles
- Football/basketball game ticket raffles
- Sell flowers for Homecoming or other special school events
- Deli International food items
- Sell Christmas wreaths and garlands
- Otis Spunkmeyer cookie sales
- Candy
- My Music Card
- Haunted house
- Operate a general store

### ***American Enterprise Day***

- Posters around town, community, and in school
- CEO Day - have members dress in their professional attire to let the other students know that they are the "Chief Executive Officers of the Future"
- Proclamation with mayor
- Individual shadowing of local businesses
- Guest speakers
- Business trivia game for the membership
- Letter to the editor/newspaper article
- Article for school newspaper
- Radio announcement

### ***Partnership with Business***

- Host an annual businesspersons' breakfast
- Conduct projects dealing with shoplifting, environment, safety, etc.
- Assist Chamber of Commerce
- Invite business speakers to chapter meetings
- Attend a local business organization's luncheon (i.e. Rotary Club)

- Participate in partnership with business shadowing project
- Do a database mailing for a local business
- Help businesses with their inventory
- Hold chapter's installation and initiation ceremony at a local business preceding a tour of facilities
- Hold a social hour with local business professionals
- Tour businesses
- Participate in the Investment Challenge and have a stockbroker come in to speak
- Work with a local bank to learn the duties of each of the different personnel

### ***Social Activities***

- Decorate a FBLA-PBL float for homecoming
- Conduct a joint meeting with another chapter
- Christmas caroling followed by a Christmas party
- Joint VSO activities such as bowling, karaoke, dance, sports event
- Pizza party, taco buffet, etc.
- End of the year banquet with a slide show
- Movie party
- Volleyball tournament
- Secret Santa
- Swimming party
- Club Olympics (different organizations competing against one another)
- Ice skating
- Adopt-a-highway
- Easter egg hunt
- Field trips (business related)

### ***Community Service***

#### ***MARCH OF DIMES***

- WalkAmerica (collect pledges per mile walked)
- WalkMania at a local elementary or middle school (poss. ML chapter)
- Blue Jeans for Babies stickers/buttons (sell to businesses - on a certain day all wearing them have privilege of wearing jeans)
- Dime Collection in school/classroom
- Sell March of Dimes Beanie Babies (contact local MOD branch for info)

- Poster Child (find a child who has benefited from the MOD, and tell their story)

### ***NATIONAL LITERACY PROJECT***

- Start a tutoring program between chapter members & local elementary/middle schools
- A group of chapter members read to an elementary classroom 1x wk/mo
- Book Drive
- Volunteer at Head Start, VICTORY, or other literary program
- Play Santa at Christmas and give books as presents

### ***TOURETTE'S SYNDROME***

- Have your local chapter create an informative flyer about this disorder
- Make a presentation in your classes/at a chapters meeting/ to a school assembly
- Make a public service announcement (obtain from Tourette's Association) on your school announcements, local radio, or news
- Speak on this topic at elementary/middle schools

### ***OTHER PROJECTS***

- Dances, car washes, carnivals, raffles, bake sales, talent shows (raise some money, have fun, all while achieving positive public visibility)
- Chapter Christmas gift-wrap (talk to mall management & see if you can set up a table)
- Go Trick-or-Treating for Cans - put flyers in mailboxes - then return a week later
- Volunteer at local shelter or soup kitchen
- Participate in Big Brother/Sister Program
- Sponsor an annual food/clothing drive at your school
- Visit a nursing home/Adopt-a-Grandparent
- Adopt-a-Highway
- Any "a-thon" (ex. twist, jump, read, etc)
- Buddy up with other student groups & VSO's and sponsor a huge community wide clothing or food drive
- Angel Tree or Christmas Angels (programs through Salvation Army)
- FBLA-PBL members teach free community classes (ex. Resume writing, job interview skills)
- Volunteer to do "grunt work" for local non-profit organization (answer phones, filing, do their mail-outs)



**25 Fun Activities  
to Help  
Build FBLA-PBL  
Membership**

1. Take all members who have paid dues on a field trip to a business.
2. Hold a breakfast meeting with juice and doughnuts for everyone.
3. Attend a dinner theater or a play as a chapter. Charter a bus and make it an all-day outing complete with shopping and business tours.
4. Sponsor a back to school picnic for business students to inform them about the many FBLA-PBL opportunities.
5. Have an ice cream social/banana split party for members.
6. Go on a chapter ski trip.
7. Plan activities with other student organizations in your school.
8. Go on a hay-ride.
9. Take members to a community-sponsored haunted house for Halloween.
10. Attend conferences at the regional/district, state, and national levels.
11. Plan monthly get-togethers and fun activities for members.
12. Design chapter FBLA-PBL shirts, sweatshirts, or jackets for members.
13. Plan activities with other FBLA-PBL chapters.
14. Conduct a data match for members and sponsor a dance where the “matches” can get together.
15. Sponsor a Halloween costume party/dance for members.
16. Sponsor a “Secret Santa” for your FBLA-PBL members.

17. Participate in FBLA-PBL Week. Sponsor a special day for each day of the week for members. Example:

- Monday FBLA-PBL Attire/Gear Day
- Tuesday Surprise “Gift” Day for Members (FBLA-PBL pens or pins)
- Wednesday Business attire day
- Thursday Blue and gold day
- Friday Cake day

18. Host a member volleyball tournament.

19. Have a member appreciation day.

20. Publicize all of your members’ and chapter’s accomplishments in the newspaper and on the school announcements.

21. During FBLA-PBL Week, place member signs with candy on the lockers of all of your members.

22. Have contests and games at member meetings.

23. Have food at your meetings.

24. Hold an end-of-the year banquet to recognize all of your members’ achievements. Give away fun “gag” gifts to each of your members.

25. Host a Christmas party for members. Bring in entertainment such as a magician or a comedian.

## FBLA-PBL PROGRAM OF WORK

Date _____
School/Chapter Name _____
Address _____
Advisers' Names _____
Name of Chapter President _____
<b>Proposed Programs for the Year</b>
National Theme _____
Major Project (briefly describe) _____
_____
_____
<b>Meetings</b>
How often will you meet? _____
At what time will you meet? _____
Where will you meet? _____
What is the average length of your meetings? _____
What will you do to encourage students to attend your meetings? _____
How are you going to promote your meetings? _____
<b>FBLA-PBL Goals</b>
<ol style="list-style-type: none"><li>1. Develop competent, aggressive business leadership.</li><li>2. Strengthen the confidence of students in themselves and their work.</li><li>3. Create more interest in and understanding of American business enterprise.</li><li>4. Encourage members in the development of individual projects that contribute to the improvement of home, business, and community.</li><li>5. Develop character, prepare for useful citizenship, and foster patriotism.</li><li>6. Encourage and practice efficient money management.</li><li>7. Encourage scholarship and promote school loyalty.</li><li>8. Assist students in the establishment of occupational goals.</li><li>9. Facilitate the transition from school to work.</li></ol>
<b>Program of Work</b>
Complete yearly activities on reverse side. Include Regional/District, State, and any National Fall Leadership and National Conferences that you plan to attend and the dates you will attend them in your Program of Work.
Signed _____
President
_____
Secretary
_____
Adviser

Month	Activities	FBLA Goals	Comments
<b>August/September</b>	Example: Have Officers create a bulletin board to encourage students to join FBLA-PBL	2, 4	<b>Help students become aware of local chapter benefits.</b>
<b>October</b>			
<b>November</b>			
<b>December</b>			
<b>January</b>			
<b>February</b>			
<b>March</b>			
<b>April</b>			
<b>May</b>			
<b>June/July</b>			

## WORKSHOP/MEETING MOTIVATORS



Communication and team-building are life-skills that are essential to the successful marketing of a product or an event. The activities listed below help increase students' ability to communicate and work effectively within a group. They may be used effectively as icebreakers and motivators throughout lessons in business classes or in local chapter meetings.

- 1. Famous Pairs Game.** For this communications game, tape the name of a famous person or character to the back of each participant. You will need an even number of participants. Each person is to find his/her match without directly talking to each other. They may give a description of who they are (once they figure it out) or say a common phrase. Use the following list as a guide.
  - Fred and Wilma Flintstone
  - George and Jane Jetson
  - George and Martha Washington
  - George and Laura Bush
  - Mickey and Minnie Mouse
  - Jack Dawson and Rose (Titanic)
  - Dawson and Joey (Dawson's Creek)
  - Chandler and Monica (Friends)
- 2. Animal Pairs Game.** This icebreaker is similar to the Famous Pairs Game, except that the pairs will have the same character on their backs. This time, each student is an animal. The students may only make the sound of the animal to find his/her pair. Use the following list as a guide:
  - Dog
  - Cat
  - Elephant
  - Lion
  - Chicken
  - Snake
  - Monkey
  - Bear
- 3. Getting to Know You . . . Multiple Choice Style.** This communications activity helps students to understand that they are not as different as they may think. This is an active learning activity in which the teacher/adviser reads a series of questions and the participants respond by selecting a multiple-choice answer. Each corner of the room should be a designated letter. Example statements:
  - If I had to see a movie, I would rather see: (A) Signs (B) Swim Fan (C) Fear.com (D) City by the Sea
  - If I could go out to eat, I would eat at: (A) Red Lobster (B) Olive Garden (C) McDonald's (D) Applebee's
  - My favorite thing about myself is: (A) My Personality (B) My Looks (C) My Car (D) My Brain
  - If I had to give up one thing at home, it would be: (A) Stereo (B) Television (C) Computer/Internet (D) Microwave

- If I could hold one of the four jobs listed, I would be: (A) Pilot (B) Webmaster (C) Lawyer (D) Doctor
4. **Partner TV Commercials.** This is a good one-minute activity. Students should get into groups of two and interview each other. They get only two minutes each. Then, the students have one minute to come up with a quick television commercial advertising their partners. You may wish to give students a guide sheet and/or do an example commercial first.
  5. **Sing a Tune.** Each student receives a slip of paper with a song title on it, with about four or five people receiving the same song. They don't show their song to anybody. Instead, they hum their song, walking around the room trying to find other people humming the same song.
  6. **I'm Going on a Business Trip.** For this activity, the students form a circle. Someone starts by saying, "I'm going on a business trip. My name is \_\_\_\_\_ and I'm taking \_\_\_\_\_." (My name is Lisa and I'm taking luggage). Students must use their names and an item that starts with the same letter. Then, the next person adds on: "I'm going on a business trip. My name is Francis and I am taking a flashlight. This is Lisa and she is taking luggage." The game continues around the circle or as long as needed.
  7. **Photo Scavenger Hunt – Poses.** For this activity, each group needs a list of poses and a disposable camera. All group members (except the one taking the picture) must be in the picture. When they arrive back at school, record the time for each group, have the pictures developed that night, and post poster boards with each groups pictures the next day. Ideas for poses/locations:
    - Police Station: You're under arrest! Three group members are cops and the rest of you are up against the building ready to be searched!
    - Basketball Court: It's time to shoot some hoops! Get your group into position as if you are playing a basketball game. Someone should be taking a shot.
    - Red Rover (playground): It's time for a playground game of Red Rover. Divide up your group into two Red Rover lines. When someone is called through, snap a picture.
    - Adopt-a-Highway: This place is a mess! Clean up the road. Get your group members to the road to pick up trash and take a picture.
  8. **Team Getaway.** Provide each team with a stack of index cards (different sizes in each stack are best). Challenge each team to be as effective a group as possible by constructing a three-dimensional model of a "getaway retreat" solely from index cards. Folding and tearing the cards are permitted, but no other supplies can be used for the construction. Encourage teams to plan their retreat before they begin to construct it. Provide marking pens so that teams can draw on the cards and decorate the getaway as they see fit. Allow at least 15 minutes for construction. Do not rush or pressure the teams. When the constructions are finished, invite the class to take a tour of the getaway retreats. Visit each construction and request that team members show off their work and explain the details of their creation. Applaud each team's accomplishments.

## FROM THE LESSON PLAN LIBRARY



Leadership, teambuilding, and communication are all key elements that lead to success. These two activities help students develop these skills and can be easily implemented into any lesson plan or chapter meeting to use as quick motivators.

- **Mixing Bag.** This activity promotes both leadership skills and fun. To prepare for this activity, the teacher/FBLA-PBL adviser will need 4-5 small bags with 5 unrelated objects placed in each bag (brush, soda can, pen, gloves, etc.). Break the class or group into teams of three or four. Hand each team a bag with 5 unrelated objects in it. Ask the teams to take about 15 minutes to take all of their props and make a short skit using each person and each prop. Then have each group present their skit in front of the class or the FBLA-PBL meeting. Offer an incentive like color pens, highlighters, bookmarkers, movie passes, etc. for the best skit.
- **The Web.** The teacher/FBLA-PBL adviser will need a large ball of sturdy rope for this activity, which helps students get to know each other and the concept of community building. Gather into a circle. Explain that you will throw a ball of rope to someone else in the circle, but will hang on to the end of the rope. When you catch the rope, say your name and, in one or two sentences, one thing that you like about yourself. Then, hold onto the rope right next to the ball and throw the ball to another person in the circle until everyone has participated. The last person throws it back to the teacher/FBLA-PBL adviser. Ask students to look at the rope design. Does it remind them of a map, a web, or a community? What happens to the design (our community) when everyone holds the rope up high, down low, pulls back and tightens the rope, walks together and loosens the rope, but not let go. Now ask one person to let go of the rope. Have that person pick up the rope. Next ask someone else to pull back tight on the rope. What happens to the design? Ask students, one at a time, to disrupt the web in some way, but without letting go of their rope. After each person has disrupted the web, and returned to their place, ask what is happening to the web. How does the group feel when one person really changes the web? If you are part of a team, or a community, what happens when someone puts tension on the group like walking away or not doing their part? To keep the web strong and secure, what do each of us need to do? To keep a team together or an FBLA-PBL chapter strong, what do we need to do? To unravel the web, have students say their name again and something the activity made you think about. Have students throw the ball to the person who threw it to them when they were making the web, but they should not hang on to any rope. Continue until the ball is returned to the teacher/FBLA-PBL adviser.