



Kwame Jackson:

See what this *Apprentice* alum had to do with the most recent National Leadership Conference **Page 9**

Summer 2004

www.pafbla.org



Penn Pal

YOUR GUIDE TO FBLA NEWS ACROSS THE STATE

Exclusive

NLC 2004

**A Definitive
Look at this year's**

**National
Leadership
Conference**

in

**D e n v e r
C o l o r a d o**



2004

PLANS OF WORK

Know how you'll be spending the better part of this year in FBLA

Four ambitious goals for Community Service, Membership, Fundraising, and Communication



Get To Know Your State Officer Team

Read officer profiles and gain insight into the personalities of our PA FBLA leaders



features

3

Defining Leadership:
A profile of this year's state officer team

View the profiles of our current State Officer team, and get a personal glimpse at the officers.

12

State Plans of Work

See the projects and activities that will shape the upcoming year for Pennsylvania FBLA.

15

Penn Pal Information
Get your school mentioned in the next issue

Penn Pal's next issue quickly approaches, and so does its submission deadline. Be sure your chapter is represented.

7 cover story

FBLA National Conference Wrap-Up

In a blink of an eye, the defining week in the FBLA year had past, and groups across Pennsylvania reached Denver International Airport, and returned home. It was a week filled with new experiences too great to absolutely amass in the time allotted. Whether it was touring the Rockies or exploring downtown Denver, there was a lot to see. So here's a wrap up to definitively give closure to one of the most exciting events of the year.

Letter from the President



Dear FBLA Members

Once again, it is time for a new FBLA year to begin. I hope you are as ready to begin this year as your state officers are! We have put together an ambitious plan of work for Pennsylvania FBLA because we have the utmost confidence that you, the hardworking members across the state, can accomplish it. If we meet our goals, I am convinced that we will once again be one of the top states in the nation, as we saw in Denver, Colorado.

“**Crossing the Finish Line...Hand in Hand**” is our theme for our 2004-2005 state project **Special Olympics of Pennsylvania**. Our goal is to raise \$95,000 as a state for this worthy cause. It won't be easy, but I believe through the continuation of key programs like the **Pledge Program**, the **Basket Auction** and the **Charity Walk** at the State Leadership Workshop we will be able to achieve this goal.

A returning goal this year is to increase our membership. This year we are asking you to raise membership by 2%. We are creating a new promotional tool called “**Leadership in Motion**” that you can show to all of your friends to spark new interest in FBLA. Another new program geared towards membership is **Double or Nothing**. This program will reward members for recruiting two members. In addition, this year we are not only encouraging chapters to recruit **Professional Division Members**, but we will also be placing it under our normal chapter membership. The chapters with the most professional members will be recognized at the State Leadership Conference.

Communication remains as a vital part of any organization. That is why the state officers plan to improve communication among the local, regional, and state chapters. We will be continuing the online meetings with Region Officers. Furthermore, this year **Penn Pal** will be published four times so you will always be receiving current information.

The key to success this year will be the hard work **YOU** the members will do. Good luck with all of your endeavors this year. Please, contact any of the officers if you have any questions. Make FBLA **The Road to Your Success!**

Sincerely

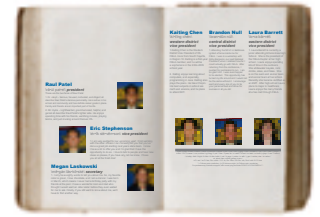
A handwritten signature in blue ink that reads 'Raul Patel'.

Raul Patel
PA FBLA President



Defining Leadership

A profile of this year's state officer team



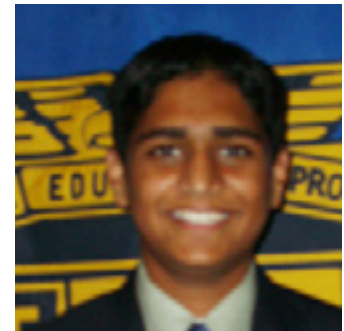
Given a few words to say of themselves, here are the free-form responses that self-define this year's state officer team

Raul Patel

\râ•ùl pat•el\ *president*

These are the two faces of Raul Patel:

1. Dr. Jekyll – Serious, focused, motivated, and diligent, all describe Raul Patel's decisive personality. He is active in his school and community and has definite career goals in place. Family and friends are an important part of his life.
2. Mr. Hyde – Lighthearted, good-humored, helpful, and genial all describe Raul Patel's lighter side. He enjoys spending time with his friends, watching movies, playing tennis, and just cruising around Denver, PA.



Eric Stephenson

\ér•îk stè•vên•son\ *vice president*

1. I am very excited for our upcoming year! From working with the other officers I can honestly tell you that you've done a great job electing next year's state team. I know I have a lot to offer you and I'm glad that I have the opportunity to do so. I love to talk to people and hear new ideas so please, if you have any, let me know. I'll see you all at the finish line!

Megan Laskowski

\mê•gán lâs•kou•skè\ *secretary*

1. I only have eighty words to tell you about me. So, my favorite color is green, I love chocolate, and I am a dancer. I was born in March, which means I never had a birthday party with my friends at the pool. I have a wonderful mom and dad who thought I would want an older sister before they even waited for me to ask. Finally, if you still want to know about me, we'll have to find another way.



Kaiting Chen

\kí•tîng chén\
western district
vice president

1. Kaiting Chen is the Western District Vice President of PA FBLA. He is from South Fayette, in Region 10. Kaiting is a first-year FBLA member, and he will be a sophomore in the 2004-2005 school year.

2. Kaiting enjoys learning about computers, and especially, programming in Java. Kaiting also plays the piano. He likes Chopin. His best subjects in school are math and science, and he plans to attend MIT.



Brandon Null

\bran•dûn nûl\
central district
vice president

1. Attending the NFLC in Baltimore ignited a flame inside me for FBLA. I was in a workshop with Abby Bergeron, our past National President, when I realized how far I could actually go with FBLA. After returning from the conference, I pushed for permission to run; I am so glad I did. I was even happier to be elected. This opportunity has turned my life around and I would not be the same without it. I encourage each and every one of you to be your personal best and strive for success in all you do!



Laura Barrett

\lo•ra bâr•rét\
eastern district
vice president

1. Laura Barrett is currently a junior attending Athens Area High School. She is the president of the FBLA chapter at her high school. Laura enjoys spending lots of time in the outdoors. She whitewater kayaks, rock climbs, skis, and hikes. She is on the swim team and soccer team at her school. Recently she became certified as an EMT. After high school Laura plans to major in healthcare. Laura enjoys the many friends she has met through FBLA.



Paul Blascovich

\pôl • blâs•ko•vích\ *treasurer*

1. A love for numbers, responsibility, and (of course) money has inspired Paul to take on the most suitable leadership position, treasurer. As treasurer of Central Dauphin East High's FBLA chapter last year, as well as his school's student and class councils for three years each, Paul has handled more than \$45,000 in the position.

2. Outside of school, Paul has a part-time job at Hershey Park and also participates in numerous extracurricular activities. In his limited free time, he enjoys going to the movies or playing pool.



Matt Thompson

\mât tôm•p•sûn\ *reporter*

1. It would be imposing for me to tell you what I think I am to you; everyone comes to their own conclusions, so step up to the plate. But if I had to offer anything, the term Iconoclast comes to mind.

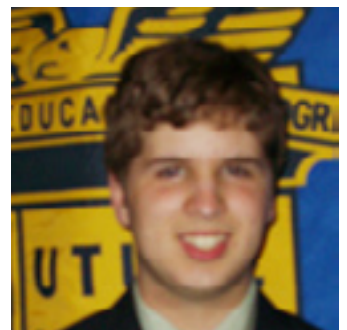
2. You will usually find me on my computer, or otherwise playing Dance Dance Revolution, fencing on my school team, jesting as a thespian, "chilling with friends," writing, or just reading that fangled avant-garde post modern literature that's all the rage these days.



Levi Cromer

\lè•ví kro•mêr\ *parliamentarian*

1. I am a senior at Chestnut Ridge High School this year. I am currently involved in Future Business Leaders of America, National Honor Society, Scholastic Scrimmage, and TSA. In FBLA, I have already competed three years, attended two NLCs, and plan on competing again this year. Outside of school activities I participate in include 4-H, soccer, and working with computers. After school, I plan to attend college and to major in physics or astronomy.





MILE HIGH SUCCESS FOR PENNSYLVANIA

DENVER

JULY 12-18TH 2004

COLORADO

FBLA NATIONAL LEADERSHIP CONFERENCE

This past NLC in Denver, Colorado was a vessel for new experiences across the board.

Whether it was your first time that far away from home, the first time you flew on a plane, or even your first NLC, there was something undeniably new and magical for everyone attending this past National Leadership Conference, win or lose. Here is a closer look at the conference...

8 event
preface

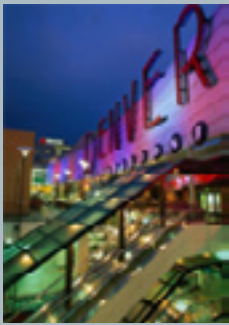
9 conference
highlights

10 national
award
winners

PHOTOS AROUND DENVER



Denver's new international airport, which is 34,000 acres (53 square miles) is a sight to behold, and sets the stage for a wonderful host of sights around Denver.



Just a stone's throw away from the Adam's Mark Hotel was this new age shopping mall, boasting a handful of cool stores and a movie theater.



Outside of the Denver Convention Center, the mirrored lettering on the sign reflects the big blue sky surrounding the whole city.



After an intense and very enjoyable week in Denver, conference-goers left with a fleeting glimpse of Denver's breath taking sunrise.

event preface

Article written by **Laura Barrett**
Eastern District Vice President

Pennsylvania was well represented this year at the National Leadership Conference, with thousands in attendance. The Pennsylvania delegation arrived on July 12 from four locations across the state. On July 13 we started the day with a Pennsylvania Meeting, where the State Project, *Crossing the Finish Line...Hand in Hand*, was announced. After our meeting, the delegation headed on a bus tour through the Rockies.

“We brought home more awards than any other state in attendance, pulling in with 32 awards.”

We stopped at several vantage points to see the sights and the buffalo. We had lunch in historic Georgetown and afterwards took a train ride around the surrounding landscape. On July 14, Pennsylvania attended the opening session where we listened to a wonderful keynote speaker talk about the 7 A's of Leadership. Also at the Opening Session, Kwame Jackson spoke about his experience on the show *The Apprentice*. For the next two days, Pennsylvania students competed in many events. Also available were some excellent workshops.

On Thursday, the Eastern Region had a meeting, and at this meeting Pennsylvania was cited for outstanding achievements of this past year. Pennsylvania's Joshua Coleman, Eastern Region Vice President, presided over the meeting. On Friday, the Eastern Region met again for voting, and Pennsylvania was again presented with many awards. That evening, delegates from Pennsylvania attended the Rockies game but due to rain many people headed back to the hotel. On Saturday, the National Leadership Conference wound down with the closing session.

We brought home more awards than any other state in attendance, pulling in with thirty-two awards. Pennsylvania had six first places, five seconds, and six third place finishes. After the closing session Pennsylvania met and had a party to congratulate all competitors. On Sunday, the Pennsylvania delegation headed back home. The National Leadership Conference was a wonderful experience that prepared all in attendance for the business world.

conference highlights

Keynote Speaker Eric Chester

Bad news for those partial to consonants, as the NLC keynote introduces the “7 A’s” in our A-Game of financial success. As Eric puts it, “*You are going to be spending half of your life at this thing called ‘work’, so if you want to make work bring your A Game every day and in every way.*” Those A’s are Attendance, Appearance, Ambition, Accountability, Acceptance and Appreciation.

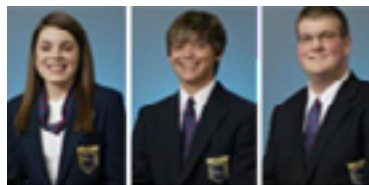


Kwame Jackson Surprises With Cameo

In a much-appreciated guest appearance at the opening session, a barrage of flash bulbs erupted from the entire floor as the charismatic runner-up from the hit television show, *The Apprentice*, arrived to give encouraging words to the more than five thousand in attendance. Donald Trump would have been proud.

2004-2005 National Officers Elected

The core officers that will guide FBLA for the upcoming year were announced at the closing session. Shown at the right are our FBLA National President Hilary Niedermeyer; Secretary Spencer Lormand; Treasurer Evan Lemoine; Parliamentarian Angela Reynolds; and Eastern Region Vice President Warren Zentz.



Competitive Events Results Announced

Perhaps the most anticipated event during the conference was the announcement of results in the competitive events. Across a multitude of events, Pennsylvania came up with a lot of Top-10 finishes. The results for Pennsylvania are posted on the subsequent pages.



NLC IN DENVER, COLORADO BY THE NUMBERS

3879.44

The number of statute miles from Harrisburg to Denver

32

The number of awards won by the Pennsylvania delegation in competitive events

95,142

The number of dollars, total, Pennsylvania FBLA raised for the American Lung Association in this past year

554,636

The total number of residents in Denver Colorado and its surrounding suburbs according to the recent census

35

The number of years nationally-recognized John Whitelock of Great Valley High School has served as an advisor

national award winners

COMPETITIVE EVENTS

First Place

- Banking and Financial Systems**, Robert Qualls, Methacton HS (Region 20)
- Business Plan**, Heather Farah/Michael Jacobi, Garnet Valley HS (Region 19)
- International Business**, Chris Prier, Great Valley HS (Region 9)
- Public Speaking II**, Erica Robinson, Boyertown HS (Region 8)

Second Place

- Business Law**, Nicole Steinbacher, Jersey Shore HS (Region 7)
- C++ Programming**, Luke Durback, Nazareth HS (Region 28)
- Parliamentary Procedure**, Levi Cromer/Angie Smith/Jessie Mitchell/Kayla Miller, Chestnut Ridge HS (Region 17)

Third Place

- Business Communication**, Noelle Steber, Hazleton Area HS/CTC (Region 16)
- Economics**, Anujit Shastri, Parkland HS (Region 28)
- Java Programming**, Andrew Matta, Mt. Lebanon HS (Region 24)
- Multimedia Presentation**, Anne Martzen/Brian Salak, Western Wayne HS (Region 22)
- Public Speaking I**, Emily Butler, Western Wayne HS (Region 22)
- Website Development**, Edison Leung/Matthew Thompson, Mt. Lebanon HS (Region 24)

Fourth Place

- Accounting II**, J. W. Garretson, Bishop Canevin HS (Region 10)
- Business Math**, Zachary Pierpoint, Freedom HS (Region 28)
- Introduction to Business**, Ravi Shah, Parkland HS (Region 28)
- Job Interview**, Raquel Hoffman, Neshaminy HS (Region 12)
- Multimedia Presentation**, Justin Wilcott, Bloomsburg HS (Region 7)
- Word Processing I**, Tim Ponticel, South Side HS (Region 13)

Fifth Place

- Business Communication**, Alex Xin, Central Columbia HS (Region 7)
- Business Procedures**, Ben Reese, North Hills HS (Region 13)
- Introduction to Parliamentary Procedure**, Katherine Lynerd, Chestnut Ridge HS (Region 17)



national award winners

Sixth Place

Desktop Publishing, Laura Klinefelter/Kathy DiPasquale, Central Columbia HS (Region 7)
Introduction to Parliamentary Procedure, Genevieve Green, Western Wayne HS (Region 22)

Eighth Place

Business Calculations, Jonathan Ziegler, Palisades HS (Region 12)
FBLA Principles and Procedures, Matthew Vitovsky, Western Wayne HS (Region 22)
International Business, Brady Schade, Chestnut Ridge HS (Region 17)
Word Processing I, Alyson Lorenz, Kennett HS (Region 9)

Ninth Place

Business Law, David Morley, Pleasant Valley HS (Region 21)
Visual Basic Programming, Jeremy Anderson, Belle Vernon HS (Region 4)

Tenth Place

Entrepreneurship, Rich Petillo/Dustin Worthington/Amar Patel, Neshaminy HS (Region 12)

SPECIAL RECOGNITION

Who's Who in FBLA, Brett Hollister, Western Wayne HS (Region 22)
Who's Who in FBLA, Joshua Coleman, Hatboro-Horsham HS (Region 20)
Outstanding Adviser, Caroline Tassone, Waynesboro HS (Region 26)
Longest Serving Advisers Attending the NLC, John Whitelock, Great Valley HS—35 years of service (Region 9)

EASTERN REGION CITATION

First Place, Largest Local Chapter Membership, Hazleton Area HS/CTC (Region 16)
First Place, Largest State Chapter Membership, Pennsylvania
Second Place, Largest Increase in State Chapter Membership, Pennsylvania
Second Place, State Recruitment of Chapters, Pennsylvania



**PENNSYLVANIA FBLA
PRESENTS...**

A SERIES OF PROJECTS TO SHAPE THE YEAR



2004

PLANS OF WORK



This year promises to be an ambitious year for Pennsylvania, as we approach these four goals:

- Raise \$95,000 for the Special Olympics of Pennsylvania, our State Project; “Crossing the Finish Line...Hand in Hand”
- Accumulate a total of 38,000 community service hours
- Increase membership by 2%
- Improve communication between the local, regional, and state chapter

On the following pages are the activities and projects that will assist in achieving these goals through the cooperation of all of PA FBLA



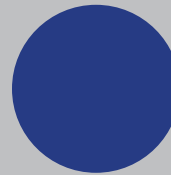
COMMUNICATION

IMPROVING NETWORKING ON ALL LEVELS AROUND THE STATE



Penn Pal

Pennsylvania expands their newsletter to four issues each year, allowing more opportunities to learn about what's happening in PA.



Fill Every Slot

No more vacancies in regional or state office positions; better and more complete leadership for our members.

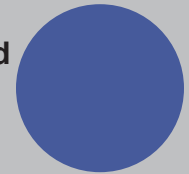
What is PA FBLA?

A project that works to increase public awareness of FBLA in Pennsylvania.



Regional Officer Leadership Program at the SLW, SLC and all RLWs

Encouraging members to take the initiative for state office.



Region Officer Forum

A new electronic basis of communication between regional and state officers.



Keystone Leadership Award

Longevity to the prestigious honor awarded to outstanding members across the state.



MEMBERSHIP

GROWING OUR PENNSYLVANIA DELEGATION

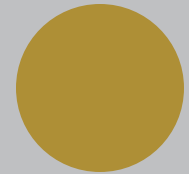
Professional Membership

It is a continuing goal of Pennsylvania FBLA to increase the membership in the Professional Division.



“Leadership in Motion”

An ambitious project to create a promotional video showing off the best of PA FBLA to current and potential chapters.



“Double or Nothing”

It's as easy as getting two friends to join FBLA. Come and help us increase membership by 2%.



Letter-writing campaign to those schools without an FBLA chapter

A practical way to increase the number of local chapters.



COMMUNITY SERVICE

REACHING OUT TO OUR NEIGHBORS IN ORDER TO HELP OTHERS

Great Ways to Serve

A list of ideas for possible activities that work towards hours of community service.



Big 33

Join the Big 33 club by completing a set number of community service hours.



FUNDRAISING

COLLECTING FUNDS TOWARD OUR STATE PROJECT

FBLA Pledge Program

Empowering chapters and regions to pledge an amount of money to put towards the state project.



Great Ways to Fund Raise

A list of ideas for possible activities that would raise money for the state project's goal of \$95,000.



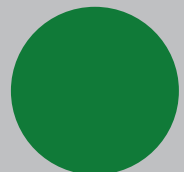
Basket Auction

At the SLW, chapters register their completed baskets. During the closing session, tickets will be randomly drawn to determine basket winners.



Charity Walk

This year, the Charity Walk will be held on Sunday, October 31, 2004 at the Penn Stater, State College at the SLW.



Casual for a Cause

Raise money by allowing teachers to dress down for the day with a set donation.



Dollar Days

Allow students the opportunity to dress differently than normal after making a donation of one dollar to the state project.



For more information on this year's Plans of Work and related activities, you can visit the PA FBLA web site at www.pafbla.org. You can download this year's Plan of Work Covers and Content from the Downloadable section of the site.



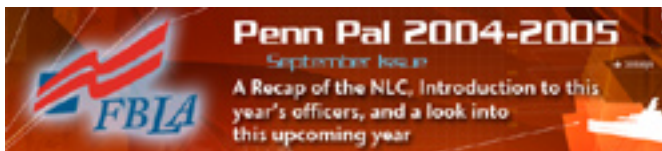
Penn Pal

Penn Pal 2004-2005

Dear Local Chapter Advisers:

As your State Reporter this year, I am ecstatic to announce our schedule for Pennsylvania FBLA's now quarterly publication-Penn Pal. Sporting a new look and feel, this year promises to be a very exciting year for the publication. The success of the publication rests on the submissions of you, the local chapter advisors. The prospect of state citation of chapter activities is more than enough reason to submit to as many issues as you can.

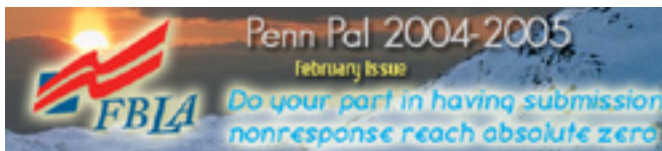
With that, I present this year's issues and deadline dates for each issue. Remember, I will accept submissions up until the deadline via e-mail at reporter@pafbla.org, or by snail mail given in the contact information below. For best results, please also attach a relevant photo at least 300x300 pixels, or roughly 4x4 inches at normal 72 dpi resolution; send the largest version of the image as possible to ensure quality.



Penn Pal-September Issue

Submission Deadline: N/A

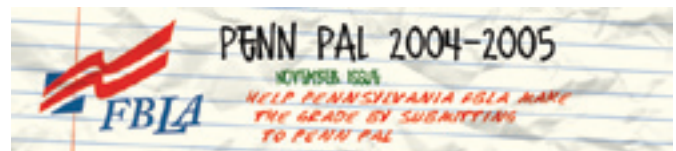
This issue reflects the activity of the greater PA FBLA delegation, and not individual chapters. November will be your first chance to submit.



Penn Pal-February Issue

Submission Deadline: January 15th

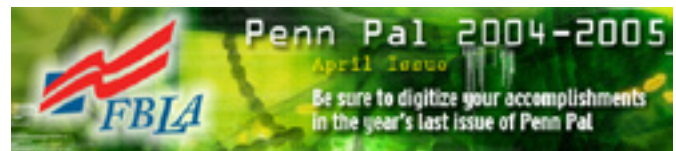
Despite the lull of winter, this issue will be hot off the presses, raving about fund raisers and community service, as well as upcoming RLCs.



Penn Pal-November Issue

Submission Deadline: October 15th

Your first chance to submit to Penn Pal this year, this issue will deal with initial happenings, but also plans and goals for the year in local chapters.



Penn Pal-April Issue

Submission Deadline: March 15th

This is it, this issue is your last chance to post your accolades for the year, including past RLCs and looking forward to the SLC.

Matt Thompson
PA FBLA State Reporter

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