



# PENN PAL

Volume XXIII, Issue 1  
Summer 2007

## MESSAGE FROM THE PRESIDENT

Pennsylvania FBLA:

Hopefully everyone is rested from their summer vacation, and ready to start another great year with Pennsylvania FBLA!

PA FBLA had great success this year at the National Leadership Conference in Chicago, IL! As a state, we brought home a record 50 individual, team, and chapter awards, in addition to multiple open event and state awards! That certainly wasn't the only record we broke at the NLC! We had a record of just over 300 people attend the NLC with PA FBLA, and we also had a record of eight first-place awards! Congratulations to all our winners, and thank you for making us PA FBLA proud!

In the upcoming year, there are multiple ways that you can get involved and experience the "Leadership in Action!"

I encourage each of you to participate in a competitive event this year. Once again, there will be some changes with the competitive event program, and I hope each of you will step up to the challenge! In addition, there are many goals and plans of work that your state officer team has set to help continue the PA FBLA tradition of excellence!

Our state project this year, the American Trauma Society - Pennsylvania Division, has many opportunities for monetary and community service donations, and I implore each one of you to check into the many activities and events there are to offer!

Finally, to further enhance your 2007-08 PA FBLA year, I hope you will attend the conferences and workshops available to you! Get your other chapter members involved as well at your respective RLW and RLC. Also, don't forget about the SLW in State College in October, and the NFLC in Cincinnati in November!

Make the most of this upcoming year! I can assure you, your time spent participating in FBLA activities, with other members from across your region, the state, and the nation will not disappoint you!

Best of luck in the year ahead!

Sincerely,



Luke Skerpon, President  
Pennsylvania FBLA

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## All About Your State Officers



**Name:** Luke Skerpon  
**Position:** President  
**School:** Sayre Area High School  
**Years in FBLA:** 5  
**Favorite Quote:** "Don't give up, Don't ever give up" - Jimmy V  
**Activities/Interests:** FBLA, Student Council, SADD, Marching Band, Jazz Band, Concert Band, Sayre Little League Vice President, NHS, Tri-M Music Honor Society, Class President, Sayre HS Athletic Announcer, Music (Playing Piano, musical instruments, Singing), School Activities, Announce/Watch sporting Events.

**Name:** Holly Schoch  
**Position:** First Vice President  
**School:** Hazelton Area High School  
**Years in FBLA:** 4

**Favorite Quote:** Life isn't about waiting for the storm to pass. It's about learning to dance in the rain.

**Activities/Interests:** FBLA, key club and other leadership developing organizations. (All in all I'm involved in over 14 other clubs and/or organizations). After high school I hope to attend Bucknell to double major in English and Business and minor in Spanish. After Bucknell I would like to go to George Washington Law School and study to become a corporate lawyer.



**Name:** Patrick Landers  
**Position:** Secretary  
**School:** Central Columbia High School  
**Years in FBLA:** 4

**Favorite Quote:** "You're here again? You kids really dig the library, don't you?" "Were literary."  
 "To read makes our speaking English good."  
 -Excerpt from Buffy the Vampire Slayer

**Activities/ Interests:** Reading ( Science Fiction, Fantasy, History), Public Policy, Government, Business, Bike Riding, Video Games, Star Wars, St, Columbia Youth Group, NHS, History and Spanish Club.

**Name:** James Rowe  
**Position:** Treasurer  
**School:** Hershey High  
**Years in FBLA:** 3

**Favorite Quote:** "Not everything that counts can be counted and not everything that can be counted counts"-Einstein

**Activities/Interests:** FBLA, Boy Scouts, Model UN, Youth and Government, Science Olympiad, Soccer, German Club, Cooking Club



**Name:** Jasmine Williams  
**Position:** Reporter  
**School:** Hatboro-Horsham High School  
**Years in FBLA:** 4

**Favorite Quote:** "One's philosophy is not best expressed in words; it is expressed in the choices one makes" - Eleanor Roosevelt

**Activities/ Interests:** FBLA, Key Club, FCCLA, Model UN, Rugby, Dancing, Track Reading (Harry Potter), Photography, Cooking, going to concerts, and majoring in Marketing and going to Law School.

## All About Your State Officers

**Name:** Leanna Noon  
**Position:** Parliamentarian  
**School:** Chestnut Ridge High School  
**Years in FBLA:** 4

**Favorite Quote:** "Take chances. Tell the truth. Date someone totally wrong for you. Say no. spend all your cash. Fall in love. Get to know someone random. Be random. Say I love you. Get angry. Be the first to say I'm sorry. Scare yourself. Sing out loud. Smile often. Dance in front of the mirror. Laugh at a stupid joke. Cry. Get revenge. Tell someone how much they mean to you. Laugh until your stomach hurts. Feel. Live. Have fun!"

**Activities/Interests:** FBLA Local President, Region 17 Secretary, Competitor in Parliamentary Procedures, NHS, Spanish Honor Society, National Business Honor Society, Modern Woodmen of American Youth Service Club, Weyany United Methodist Your Representative and Lay Delegate to Annual Conference/Senior Youth Member, Concert and Marching Band (Trumpet), Reading, Music, History, Playing baseball with friends and family, Traveling, Watching Movies



**Name:** Zachary Roberts  
**Position:** Vice President at Large  
**School:** Athens Area High School  
**Years in FBLA:** 1

**Favorite Quote:** "We should not let our fears hold us back from pursuing our hopes"-JFK

**Activities/Interests:** FBLA, Student Council, People to People Student Ambassadors, Soccer, Running Skiing, Water Skiing

**Name:** Audriana Negron  
**Position:** Vice President at Large  
**School:** Knoch High School  
**Years in FBLA:** 3

**Favorite Quote:** "Great works are performed, not by strength, but by perseverance"  
 -Samuel Johnson

**Activities/Interests:** FBLA, working, computers, babysitting, hanging out with friends



**Name:** Eliot White  
**Position:** Vice President at Large  
**School:** Pine Grove Area High School  
**Years in FBLA:** 2

**Favorite Quote:** "You must become the change you wish to see in the world." - Gandhi.

**Activities/Interests:** FBLA, PGA Academic Team, Soccer, Baseball, French Club, People to People Student Ambassador, Mission Trips (Trinidad & Tobago; Gulfport, MS), Youth Group

# State Leadership Conference

By: *Leanna Noon*

The 2007 State Leadership Conference was held at the Hershey Lodge and Convention Center for the second consecutive year. With the new changes in who could attend the National Leadership Conference in Chicago, the excitement of competition was intense.



Hershey Lodge and Convention Center

Informative workshops, open events, and competitive events were held throughout the three-day event. This year, many events began early Monday morning. For this reason, many chapters decided to come on Sunday and take advantage of the opportunity to get extra sleep, spend the day at Hershey Park, or just enjoy the hotel's amenities.



Hershey Park

The campaign area was another exciting opportunity for members to discuss the issues, meet others from across the State, and get to know the prospective state officer candidates. Over 10 candidates vied for Pennsylvania offices. The campaign area was a busy, hectic, and crowded area that members flocked to.

The last minute attempt to raise money for the 2006-2007 State Project: The American Red Cross, helped PA to raise well over \$102,700. State officers collected monetary donations at various locations around the hotel and convention center.



American  
Red Cross

*Together, we can save a life*

Following the much-anticipated Awards Ceremony where members learned if they would be attending the NLC, the members unwound at a dance with many members already looking forward to the upcoming FBLA year.



2008 State Leadership Conference  
March 30 - April 2

# National Leadership Conference

By: Jasmine Williams

**T**his past June the PA FBLA delegation traveled to Chicago, Illinois for the 2007 National Leadership Conference to find their ticket to the future.

On June 26 everyone arrived in Chicago and enjoyed dinner together as a state delegation at the famous Fogo de Chao — Brazilian Steakhouse. We dined on a variety of selections from a huge salad bar and enjoyed various cuts of meats served by Gaucho servers who carried the meats on long sliver skewers. After dinner, many PA delegates traveled to Wrigley Field to watch the Chicago Cubs in action! After



Chicago's Wrigley Field

the game, we headed back to the Hyatt Regency Hotel to catch up on sleep and get ready for a weeks worth of FBLA activities.

On June 27, PA started the morning with a state meeting, lead by the state

officer team. Members attending the meeting were taught the Pennsylvania cheers, introduced to the state officer team and members of the management team and heard the state project and theme for the first time. As soon as the meeting was



Spirit of Chicago

over the delegation boarded busses and were off to tour Chicago. On the tour we saw where the Mayor lives, the Magnificent Mile, Lake Michigan, HARPO Studios, and the oldest house in Chicago, among other things! Everyone then climbed aboard The Spirit of Chicago where we were treated to lunch, dancing, and an amazing view of Chicago. The afternoon concluded with more bus sightseeing around the city.

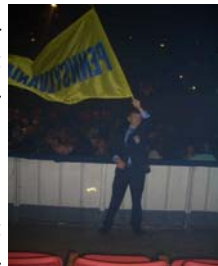
After a wonderful day of sightseeing, that evening we boarded busses to take us to the UIC Pavilion for the Opening Session. At the opening session 7,300 members, advisors, and guests were packed into the Pavilion but PA showed its enthusiasm with its loud cheers and train whistles. The opening session included speeches from National Officer Candidates and the dynamic keynote speaker Eddie Slowiski.

On Friday the 29, started the first day of competition and workshops. While our members were working hard in their competitions, there were various workshops to attend. As the conference progressed, Pennsylvania competitors continued on from preliminaries to finals and some of

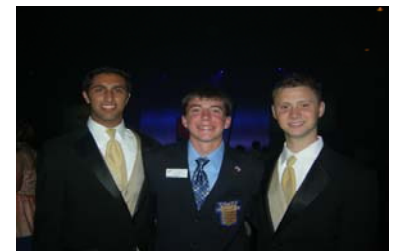
our members participated in Open Events. In addition, Holly Schoch, PA FBLA First Vice President ran a competitive campaign for National President.

July 1 marked the last day of the conference and we boarded busses once again for the Awards of Excellence Program. Pennsylvania had a record-breaking year by taking home 50 individual, team, chapter, and state awards! (Check out the list of winners, found on pages 8 & 9 of this publication) This was cause for a celebration, as PA FBLA rewarded the hard work and success of his members with a cheesecake party.

Sadly, July 2 marked the end of the conference and our time together. The PA delegation boarded busses one final time to travel to the airport and back to PA!



Eliot (VP @ Large) waving PA Flag



Milan Thakor (National Secretary), Luke (PA FBLA State President), and Joshua Wallace (National Eastern Region VP)

# State Project Goals and Plans of Work

By: Audriana Negron and Patrick Landers

At the June Executive Committee meeting the state officer team got down to business. While there, the officer's chose their goals and plans of work that will help shape Pennsylvania FBLA for the 2007-2008 year. These goals and plans address various points of PA FBLA including the state project, community service, member recruitment, and professionalism. Over many years Pennsylvania has earned a reputation for excellence, and these plans of work and goals are part of the reason why. To learn more about the state officer team's plans of work, feel free to contact a state officer or visit the PA FBLA website under the Downloadable Files section. All members, local chapters, and regions are encouraged to actively participate.

## **STATE GOALS**

- 1) Raise \$75,000 for the State Project— The American Trauma Society- Pennsylvania Division
- 2) Donate 60,000 hours of community service
- 3) Increase membership to 300 high school chapters and 13 Middle-level chapters
- 4) Develop Region Officer involvement
- 5) Initiate corporate sponsors
- 6) Stress importance of Professionalism

## **PLANS OF WORK**

Business Achievement Awards — Luke Skerpon

Keystone Leadership Award — Luke Skerpon

Corporate Sponsors — **Holly Schoch**

Region Officer Information Brochure — **Patrick Landers**

Professional Division — **Patrick Landers**

SLW Pledge Program — **James Rowe**

Great Ways to Fundraise — **James Rowe**

Dress Code Video — **Jasmine Williams**

State Leadership Workshop Basket Auction — **Leanna Noon**

Middle Level Calendar of Activities — **Leanna Noon**

SLW Charity Walk — **Audriana Negron**

Big 33 Community Service Awareness — **Audriana Negron**

Membership Madness/Mania — **Zachary Roberts**

Local Chapter Recruitment — **Zachary Roberts**

SLW White-Out and SLC Shirt Sale — **Eliot White**

# 07-08 State Project American Trauma Society

By: James Rowe

Pennsylvania Future Business Leaders of America is widely known as one of the most successful state chapters in the nation. However, in one vital way it is far more successful than any other state. PA FBLA has contributed more money to various charities over the past several years than any other state chapter. This past year, Pennsylvania was recognized at the National Leadership Conference for donating over \$108,000 to its 2006-2007 State Project, the American Red Cross, which is more than any other state donated to any organization.

Every year, the state officer team has the pleasure of selecting PA FBLA's state project. This organization and PA FBLA work together to ensure the success of both organizations. In June, the state officers met to choose the state project. Three prospective state projects out of the twelve submitted were chosen as finalists. These organizations came and made a presentation as to why they should be chosen as this year's state project. The organizations were:

- Big Brothers Big Sisters—which matches children with mentors to positively impact the children
- The American Cancer Society—which is working to eliminate cancer as a major health problem
- The American Trauma Society, Pennsylvania Division—which saves lives through improved trauma care and injury prevention.

After a lengthy discussion, the officers eagerly announced the American Trauma Society, Pennsylvania Division as the PA FBLA state project for the 2007-2008 school year. The theme for this year's partnership is "**Making it Our Business to Prevent the Predictable.**" According to the American Trauma Society, Pennsylvania Divisions website, [www.atspa.org](http://www.atspa.org) the organization "is dedicated to the prevention of trauma and improvement of trauma care." A fundraising goal of \$75,000 was established for this year and chapters throughout the state are encouraged to focus on working with and raising money for this year's state project. In addition to monetary donations, the state officers urge members and chapters to volunteer through the American Trauma Society. If you wish to make a donation to The American Trauma Society, Pennsylvania Division, checks should be made payable to "PA FBLA State Project" and mailed to:

James Rowe  
PA FBLA Treasurer  
Hershey High School  
PO Box 898  
Hershey, PA 17033



To find out how your chapter can get involved with The American Trauma Society, Pennsylvania Division, simply go to the PA FBLA website — [www.pafbla.org](http://www.pafbla.org) and scroll down to the following section. There you will find the Tool Kit that has been created to assist with your fundraising and community service needs.

## **2007-08 State Project:**

The **American Trauma Society--Pennsylvania Division** has been chosen at the 2007-08 State Project. The digital tools will be uploaded to the web site in the next few days. [Click here](#) for the American Trauma Society--Pennsylvania Division Tool Kit. [Click here](#) for information about past state projects.

The primary contact between PA FBLA and the American Trauma Society will be:

**HELPING  
YOU  
SURVIVE**

Ms. Krista Felty  
American Trauma Society--Pennsylvania Division  
2 Flowers Drive  
Mechanicsburg, PA 17050  
800.822.2358 phone  
717.766.6989 fax  
[kfelty@atspa.org](mailto:kfelty@atspa.org) e-mail





# STATE LEADERSHIP WORKSHOP



BY: ZACHARY ROBERTS AND ELIOT WHITE

The 2007 State Leadership Workshop (SLW) will once again be held at The Penn Stater Hotel & Conference Center, in State College! Join us on Sunday, October 21<sup>st</sup> and Monday, October 22<sup>nd</sup> and take action as you jumpstart your year with some fantastic leadership training.

On Sunday, the Tri-Leadership Trainers will once again be on site, to offer participants a variety of workshops in numerous leadership tracks. Some of the workshop tracks include: Entrepreneurship, Professionalism, Team-building, Communication, and Chapter Leadership, as well as a special track for Region Officers.

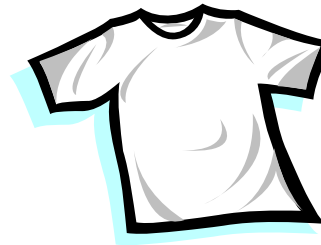
Our annual Basket Auction will be held throughout the conference. Each school that will be participating in the workshop is strongly encouraged to bring a basket. Outstanding Chapter Criteria points will be awarded for each basket.



A new and improved Charity Walk will take place and all of the proceeds will be donating to The American Trauma Society, Pennsylvania Division (ATSPA), our state project charity for the year. At the conclusion of the Charity Walk, the annual Battle of the Chapters competition will take place and the evening will be capped off with our annual theme dance. Stay tuned for more information to come on the Theme Dance.



**TR**



On Monday, members who wish to participate in the White Out the SLW campaign can once again purchase a special SLW t-shirt that can be worn with business casual attire for the conclusion of the workshop.

The events of the weekend will wrap-up with the chapters and regions making their pledges for the state project, and of course the announcement of the basket auction winners. Our goal is to make this SLW one of the best yet! We hope to see you there!

## National Business Honor Society

Are you actively in FBLA? Do you do well academically in both regular and business education classes? Would you like to receive statewide recognition for your achievements. If so, go to the PA FBLA website — [www.pafbلا.org](http://www.pafbلا.org) and scroll to the information below.

### National Business Honor Society--Pennsylvania FBLA Chapter

Pennsylvania FBLA has joined other FBLA states in creating the National Business Honor Society designed to recognize those members of FBLA who truly excel in academic preparation and an eventual career in the business world. Pennsylvania FBLA recognizes that in order to succeed as a true business leader, our members need to be well prepared in terms of their academics, career skills, and leadership development. Pennsylvania FBLA also recognizes the importance the valuable education students receive in Pennsylvania's business, computer, and information technology programs and the impact that preparation has on a student's future. [Click here for more information and an the application procedures.](#) The fall postmark deadline for applications is October 1, 2007; the spring postmark deadline is February 15, 2008.





# What's New In Competitive Events?

*By: Holly Schoch*



As always, FBLA has begun to look for new ways to better FBLA. They are doing this by giving more of an opportunity for students across the nation to take part in competitive events that are more of a match to today's ever growing economy and also to their specific interests. For the 2007-2008 school year there have been seven new competitive events added.

The first competitive event added was **Client Service**. This event provides members with an opportunity to develop and demonstrate skills in interacting with internal and external clients to provide an outstanding client service experience. In business the most important thing you can learn is how to deal with clients. Well, FBLA has always given you the opportunity to do a job interview but now they are preparing you for the world after that job interview, if and when you get the job. In this event, the client service consultant engages clients in conversations regarding products, handles inquiries, problem solving, and uncovers opportunities for additional assistance. Client Service is an event that will help develop speaking skills and also help sharpen the ability to think on your feet in a situation you may or may not feel comfortable with.

Also in today's world, computers are on a need-to-know basis. That is why FBLA has added the event **Computer Problem Solving**. In this event it is recommended that you have a broad base of knowledge and competencies in core hardware and operating system technologies including installation, configuration, diagnostics, preventative maintenance, and basic networking.

Certain types of accounting processes require that each record in the file be processed. It is because of this that FBLA created the event—**Desktop Application Programming**. In this event you will focus on the procedural style processing systems. The main area that this event covers is the programmer's skill in designing a useful, efficient, and effective program based on the topic presented.

What is the point of knowing how to use certain hardware and software in the business world if you can't help your client's or others when they are having problems? The event, **Help Desk**, is a skill that you not only hone but also use to compete. With Help Desk you must demonstrate an understanding of and ability to provide technical assistance to end users.

In today's market, ease and efficiency, when it comes to support and marketing, are key. No client wants to waste time figuring out a website that is supposed to help them better understand a company or a product. In FBLA's new event, **Internet Application Design Programming**, you focus on systems that are used over the internet or intranet. This event tests the programmer's skills in designing a useful, efficient, and effective program on the topic presented.

Although the filing cabinet, when invented, vastly helped out people around the world, we now have access to tools that are much bigger and more efficient. However, the skill to create and manage a system that works better is a skill just like any other. In the new event, **Management Information Systems**, you must demonstrate an understanding of and ability to apply the skills needed when using technology to develop these information systems that play such a crucial role in a business' ability to compete in today's business environment.

Last but not least, FBLA has also added the event, **Personal Finance**. Reading and writing may be second nature to nearly all of us, but sometimes these two skills aren't enough to get you by

**For more information go to: [www.pafbla.org](http://www.pafbla.org)**



## *National Leadership Conference Award Winners*

### First Place:

Caroline Wu—Business Communication—Great Valley High School—Region 9  
Adan Ortiz—Cyber Security—Kennett High School—Region 9  
Mike Carrera, Jaime Diecidue, and Brian Lee—Digital Video Production—Stroudsburg High School—Region 21  
Travis Moore, Moria Petchtel, and Holly Schoch—Emerging Business Issue—Hazleton Area High School—Region 16  
Clare Bateman—Introduction to Parliamentary Procedure—Western Wayne High School—Region 22  
Zorayr Khalpyan—Java Programming—Hershey High School—Region 15

### Second Place:

Emma Benintende, Neil Charagdin, and Heather Pacella—Business Plan—Stroudsburg High School—Region 21  
Zachary Gosling and Andrew Hagy—E-business—Cocalico High School—Region 18  
Jen Li—Economics—Gateway High School—Region 11  
David Guo, Andy Schlichter, and Nupur Shridhar—Global Business—Great Valley High School—Region 9  
Jesse Taylor—Introduction to Technology Concepts—Abington High School—Region 20  
Brandon Shemtob and David Plon—Management Decision Making—Wissahickon High School—Region 20  
Thinh Nguyen—Visual Basic Programming—Cumberland Valley High School—Region 26

### Third Place:

Christian Markle—Accounting I—Council Rock High School North—Region 12  
Ralph Beishline—Business Math—Southern Columbia High School—Region 7  
Tim Luciani—C++ Programming—Belle Vernon High School—Region 4  
Katie Quinn—FBLA Principles and Procedures—Western Wayne High School—Region 22  
Michael Boland—Word Processing II—Pleasant Valley High School—Region 21

### Fourth Place:

Max Wang—Business Law—Great Valley High School—Region 9  
Jocelyn Paonita—Public Speaking I—Hazleton Area High School—Region 16  
Matt Waggett—Visual Basic Programming—Belle Vernon High School—Region 4  
Matt Ugrlavitch and Philip Sabato—Web Site Development—Springfield High School—Region 19

### Fifth Place:

Lindsey Meter, Josh Shelhamer, and Sarah Wagner—Business Financial Plan—Central Columbia High School—Region 7  
Patrick Hillery—Business Math—Cumberland Valley High School—Region 26  
John Siepinski and David Ware—E-business—Bradford High School—Region 1  
Natasha Kumar—Impromptu Speaking—Hershey High School—Region 15  
Phil Calafatti—Introduction to Business Communication—Brandywine Heights High School—Region 8  
Lena Elenhein—Job Interview—Pine Grove Area High School—Region 23

### Sixth Place:

Brigid Knoll—Business Procedures—Peters Township High School—Region 24

## *National Leadership Conference Award* *Winners (cont.)*

### Seventh Place:

Anna Sawyer and Ed Howell—Emerging Business Issue—Western Wayne High School—Region 22  
 Katie Knisely—Job Interview—Claysburg-Kimmel High School—Region 5  
 Leanna Noon, Leandra Eckman, Olivia Webb, and Jennifer Hoover—Parliamentary Procedure—Chestnut Ridge High School—Region 17

### Eighth Place:

Emma Lamberton—Introduction to Parliamentary Procedure—Western Wayne High School—Region 22  
 Carol Fouad, Jessica Huynh, and Ranee Shah—Partnership with Business Project—Stroudsburg High School—Region 21  
 Joe Kashurba—Web Site Development—Somerset Area High School—Region 17

### Ninth Place:

Stephen McDonald—Accounting II—Sullivan County High School—Region 7  
 Royce Cohen—Business Calculations—Bensalem Twp. High School—Region 12  
 Nathan Welshans—Database Design and Applications—Jersey Shore Area High School—Region 7  
 Nathan Barger, Nick Drammissi, and Alexandr Nidetch—Network Design—Jersey Shore Area High School—Region 7  
 Steven DiVirgilio—Spreadsheet Applications—Pleasant Valley High School—Region 21

### Tenth Place:

Barry Haines—Accounting II—Jersey Shore Area High School—Region 7  
 Robert Duffy—Business Communication—Bishop O'Reilly High School—Region 16  
 Heather Nuss—Business Procedures—Central Columbia High School—Region 7  
 Lauren Moyer, Nicole Couturiaux, and Elizabeth Goodwin—Community Service Project—Fleetwood High School—Region 8  
 Jenevieve Claus—Introduction to Parliamentary Procedure—Western Wayne High School—Region 22  
 Abishek Mandel—Java Programming—Abington High School—Region 20

### Open Events:

Ethan Marshall—Human Resource Management—Third Place—Bayard Rustin High School—Region 9  
 Ethan Marshall—Investments—Second Place—Bayard Rustin High School—Region 9

### State Awards:

Largest State Chapter Membership—First Place in Eastern Region—13,563 members  
 State Recruitment of Chapters—First Place (tie) in Eastern Region  
 Largest Local Chapter Membership—Second Place in Eastern Region—Hazleton Area High School—Region 16—425 members  
 Local Market Share Award—Second Place in Eastern Region—Commodore Perry High School—Region 2  
 Community Service Award—First Place in Eastern Region—Waynesboro High School—Region 26  
 Largest State Chapter Membership—Fourth Place—13,563 members

### Special Recognition:

Emily Butler—Who's Who in FBLA—Western Wayne High School—Region 22  
 Dolly Oden—Outstanding Local Chapter Adviser—Jersey Shore Area High School—Region 7



Dear Local Chapter Advisors,

As your Pennsylvania State Reporter, I'm excited to start the 2007-2008 school year by announcing the dates for submitting articles and information for this year's Penn Pal. The Penn Pal is a great way for local chapters to submit articles about their outstanding achievements and share their successes with other chapters in order to assist them in achieving their ultimate leadership goal. This year's theme is "Leadership in Action" and I know that Pennsylvania FBLA will strive for nothing but the best.

The Penn Pal rests solely on chapter submissions from advisors and members, so I encourage you to submit as many articles as possible. Remember that chapters receive points toward the Outstanding Chapter Criteria and individuals can receive credit towards the Keystone Leadership Aware upon submission!

