



PENNSYLVANIA

SLC Information

The Hershey Lodge, Pennsylvania’s largest convention resort, is offering an internship to definitely **ONE** and possibly **TWO** FBLA member. This experience will give the successful candidate an overview of many of the operations within the Hershey Lodge including Front Office Operations, Housekeeping, Convention Services, Banquet Services, and Culinary and Meeting Services. This three-day experience is designed for a student with strong career interest within the Hospitality Industry. The application to apply is now published on the web site in the Downloadable Files. The application deadline is **February 10**. The successful candidate will be notified by email no later than **February 21**. The Hospitality Services Internship Application must be completed by the applicant and returned by email to: Mr. David McCabe, Assistant Director of Convention Services

dmccabe@hersheypa.com

Below are the guidelines for this internship:

1. This internship is open to all FBLA members who are interested in or planning a career in the Hospitality Industry. Applicants cannot be competitors due to the intensity of this 3-day program.
2. The intern is responsible for making (and paying) transportation and lodging/meals arrangements with his or her adviser. The prevailing SLC lodging package rate will apply.
3. The SLC Registration Fee of \$70 shall be waived for the successful candidate.
4. The internship begins on **Sunday, April 15** and ends on **Tuesday, April 17**. A schedule will be provided by Mr. McCabe, Assistant Director of Convention Services at the Hershey Lodge.
5. The intern is expected to follow the 3-day schedule provided by the Hershey Lodge—no exceptions.

There is no monetary compensation for this internship; however, there are many intrinsic rewards from this experience. Upon completion of the internship on April 17, if the intern successfully completes all the requirements of the internship as outlined by Mr. McCabe, the intern’s adviser may apply for a refund for the intern’s 2-night, 5-meal package expenses--\$257 (quad rate). (The SLC Refund Form can be found on www.pafbla.org in the Downloadable Files menu, State Leadership Conference materials section.

The printed guidelines and internship application are now published on the web site in the Downloadable Files, January 2012 State Leadership Conference Forms.

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Special points of interest:

- *All the new and exciting things chapters have been doing*
- *Images involving PA FBLA members*

Boyertown

Regional Leadership Workshop 2011

At the Regional Leadership Workshop, Chris Kaag spoke to us about his business, Corps Fitness, and his non-profit organization, IMABLE. Mr. Kaag told us the story of how IMABLE came about, why he is currently in a wheelchair, and how he got to where he is today. After this presentation, Mr. Kaag showed the students an example of the workouts done at Corps Fitness, using three representatives from each chapter. The students were also able to use the wheelchairs Mr. Kaag brought with him to the event to experience what it would be like to play sports and move about in a wheel chair. Chris Kaag was a wonderful guest speaker at this year's Regional Leadership Workshop, and the students were very inspired by his story.

Delaware Valley FBLA Students Participated in Virtual Job

Delaware Valley FBLA Students Participated in Virtual Job Shadow

FBLA students in Mrs. Angle's Business/Marketing were enlightened on high demand careers that are available to them. The students were able to research, interact and hear interviews from employees who are currently working in those areas. Students were given advice on how to prepare and what to expect in the career. All the information was done through a virtual job shadow in the classroom on Groundhog Day, February 2.

Delaware Celebrates FBLA Week

FBLA officers from the Delaware Valley High School organized activities to celebrate FBLA week. The activities included Professional Dress Day, FBLA T-Shirt Day, Adviser/Administration Appreciation Day and Recruitment Day. During the recruitment day students went to classes to create awareness and encourage students to join the organization. The students participated in an activity to create a logo and theme for next year. The winners received FBLA t-shirts.



Haverford High School FBLA host charity dodgeball tournament!

Haverford High School's FBLA hosted the school's first ever charity dodgeball tournament in the gymnasium on December 23rd, 2011. Twenty-four teams of eight players each competed in the tournament, which benefited the American Heart Association. Leading the project were Alex Spada, FBLA president, Sarah Harrington, FBLA service chair, and Helen Wedegaertner, FBLA vice president. Together, the FBLA officers organized and implemented the school-wide fundraiser. Team players made donations to play in the competition; other students and teachers gave donations to help this infamous cause. After an American Heart Association representative spoke to the students about the risks of heart disease and the importance of staying active, the dodgeballers were ready to take to the court. The goal was to raise \$1000 and gladly, success was in the air! Haverford's FBLA raised \$1400 dollars for the American Heart Association!



Hat Day at Cedar Crest High School



What has Easton Area High School's PA FBLA chapter been up to since our last Penn Pal issue? To put it simply: a lot. But that's not enough now, is it? We have recently returned from our Regional Leadership Conference. 15 high schools were represented and 500 students and advisors attended. After announcing the awards, our school is proud to have a dozen state qualifiers from several competitions. When it comes to community service, we are no slackers. For the Big 33 challenge, we have accumulated over 300 service hours. Adding to those hours is a variety of volunteer projects that our members have been participating in and even planning. One of those projects was first initiated by a local amusement park: Dorney Park. Its "Big Bucks Program" allows non-profit organizations (like FBLA) to work 8-hour shifts throughout the park. With that program, we managed to raise \$600 for our chapter. Area High School, our FBLA



Easton Area High School



To practice our planning and organizing skills, we teamed up with another club, DECA, and set up a dodge ball tournament for our high school. 16 teams participated and each club earned \$450. Our volunteer work within our own school doesn't stop at just the dodge ball tournament, however. Our members have signed up to collect all the recycling around the school. By helping our school and protecting our environment, our future business leaders of America are contributing to a cleaner future world. We have also begun planning a Career Expo in our school for all juniors and seniors. We are bringing in representatives from 16 career clusters to discuss their jobs in the Lehigh Valley. Hopefully, the Career Expo will ensure that everyone in our school has a successful future in whichever career they wish to pursue. As the year progresses, we look forward to expanding our horizons in volunteer work and event planning. At Easton Area High School, our FBLA chapter is truly making a difference.

Selinsgrove

The Selinsgrove chapter of Future Business Leaders of America recently held the FBLA region 23 conference at Susquehanna university. It took a lot of preparation from the president Jonathan Bixler, our advisor, Mrs Gavitt, and help from the chapter members. Usually held at Bloomsburg, the conference at Susquehanna was a nice change. Twelve schools of the region attended including Danville, Line Mountain, Marion Catholic, Mid-West, Milton, North Schuylkill, Northumberland Christian, Pine Grove, Selinsgrove, Shikellamy, Tri-Valley, and Warrior Run. Voting delegates voted for the region's next president. It was a tie and so the region will have co-presidents. The Selinsgrove Area High School's Tolerance Troop performed and then the schools split up into groups for workshops. The presenters for the day were: Dave Transue, Chief of Staff/Executive Director of Senate Education Committee and former FBLA member with "From FBLA to State Senate", Craig LeCadre, Senior Supervisory Special Agent at the Office of the Attorney General with "Cyber-bullying and Surfing Predators", and last but certainly not least Tammy Bonawitz former FBLA member with "Employers and You". Selinsgrove walked away with Sixteen students heading to states: the club's president, Jonathan Bixler, the teams of Nick Ney, Gabby Singh, and Jasmine Foreman competing in Entrepreneurship and Maggie Lemons, Amber Longacre, and Jojo Fina in Emerging Business Issues. The individual events that placed for states include: Nate Long and Bobby Lamont both in Personal Finance, Tara Benner in Job Interview, Max Plajer in Computer Problem Solving, Kate Plajer in Business Math, Mathew Shirk in Health Administration, and Mike Ede and Chuck Peeler both in Banking and Financial Systems. Now we continue to study for our events in hopes of sending students to nationals again. It seems that finally, after years of work, the school is starting to catch hold of the flame of FBLA enthusiasm!

Selinsgrove

The Selinsgrove chapter of Future Business Leaders of America has been diligently working to increase our member count for the 2011-2012 school year. We are trying to reach out to the student body and show them that there is a competitive event for everyone in FBLA no matter what their strengths are. The Club has begun to fundraise by selling first aid kits. We made a donation to sponsor a guest for the local banquet in honor of the rescue services that took place in response to the recent flooding. Members are all busy choosing their competitive events for the year and beginning to study for the regional level tests. Later this month the club will be running concessions for the school's play. Our chapter is trying to make this the best, most productive year yet! Our motto is "It's not funny business, it's money business!"

Fleetwood

The Fleetwood FBLA Chapter is hard at work recruiting new members. This year the school district has implemented a \$100 activity fee for students and for those only involved in just FBLA, it is too much of a burden to bear, so many members have been unable to rejoin. So to begin recruiting, our chapter members selected a theme for the year. They voted and settled with "FBLA. . .your ticket to the future" and distributed bubble gum wrapped up as gold coins. A display table was set up and members passed out literature about the benefits of membership during the 8th grade orientation. During the first meeting of the year, members were introduced to three incentives that are available to them. The membership recruitment incentive will provide a member with free dues if they recruit five new paying members. The recruitment competition will provide a \$20 gift certificate to the local mall. To be eligible, all that members must do is recruit two new paying members. And lastly, an entire class that would join FBLA would receive a pizza party during their class period. The deadline for all of the incentives is November 2, 2011. Fleetwood is hoping that all of their efforts pay off and that they can increase in numbers from last year.



Fleetwood



As the first half of the 2011-2012 school year comes to a close, Fleetwood Area High School's FBLA chapter is celebrating another successful year of partnership with local non-profit organization Friend Inc.. Located in nearby Kutztown, Friend Inc. offers a variety of social services to families in need throughout Northeastern Berks County, such as a food pantry, case management, budget counseling, support groups, and financial crisis intervention. The partnership, aimed to provide members of Fleetwood's chapter with knowledge about the operation of a non-profit organization while also giving back to the community, included a variety

of fundraisers and informational experiences that each saw impressive member participation and involvement. Chapter members organized events such as a hat day, food drive, and penny war in addition to setting up and volunteering at the school's annual holiday craft show. The funds accumulated from each of these fundraisers was donated directly to Friend, Inc.. FBLA members also had the opportunity to tour the facilities at Friend, Inc. and help organize their monthly food pantry, helping to give them a greater understanding of the organization's day to day activities and overall goals. A member of Friend, Inc.'s board of directors also paid a visit to Fleetwood Area High School to speak to FBLA members about the inner workings of the organization and the way he became involved with the non-profit side of the business world. Over all, the partnership was a great success for both Fleetwood FBLA and Friend, Inc., and has proven to be a perfect start to what members are hoping will be a productive year for the chapter.

Western Wayne

The Western Wayne High School FBLA chapter can boast three regional officers for the 2012-13 school year. Maria Ingaglio, Kaelyn Jacques, and Alfred Thorne were elected to their positions by delegates from the ten schools that comprise Region 22. These schools include Abington Heights, Carbondale Area, Delaware Valley, Honesdale, Lakeland, Mid-Valley, North Pocono, Scranton, and Wallenpaupack and, of course, Western Wayne. Serving as president of the region will be junior Maria Ingaglio. Maria has been an active FBLA member for three years. She currently serves as president of the local chapter and recently completed a term as Region 22 Treasurer. Maria has been involved in the FBLA competitive events program for three years. As a freshman, she qualified for national competition. She and her teammates placed third in the Business Presentation event. Last year Maria placed fifth in the state in Public Speaking I. This year she is once again competing in Business Presentation at the upcoming state Leadership Conference. Their topic is distracted driving. In addition to FBLA, Maria is involved in the National Honor Society, Tomorrow's Leaders Today, and the Planet Wildcat newspaper staff. She has also received several awards for her artistic ability. Kaelyn Jacques, daughter of Rick and Lisa Jacques, will serve as regional secretary. Kaelyn is a two-time national winner having won awards in FBLA Principles & Procedures and Intro to Parliamentary Procedure. This year she is a member of the chapter's Parliamentary Procedure team. During the past three years, Kaelyn has attended several FBLA conferences and workshops to further develop her leadership ability. She is a member of the National Honor Society and is one of the school's representatives to Tomorrow's Leaders Today. Finally, Alfred Thorne is the newly elected treasurer of the region. Alfred, the son of Kathy and Al Thorne, Sterling, is a WW junior and has been involved in FBLA for three years. Last year Al and his teammates placed fifth on the state level in the Entrepreneurship event. This year Alfred has qualified for state-level competition in Health Care Administration. Besides FBLA, Alfred is a member of the varsity football team, National Honor Society, and is a volunteer with the Moscow Fire Company. Some of their duties will be to conduct meetings of the region, present workshops to student members, and attend the State Leadership Workshop in November at Penn State University.

Western Wayne

In 1980, then President Jimmy Carter proclaimed November 15 as American Enterprise Day, a time to recognize American businesses. Continuing this tradition FBLA members across the country have conducted activities each year to celebrate this day. This year Western Wayne High School FBLA members did something a bit unusual. They researched the top 200 American businesses according to *Fortune* magazine and then designed a t-shirt using their desktop publishing skills. They applied the logos of these companies to the t-shirts and photocopied them on colored paper. After cutting out each t-shirt, they hung clotheslines throughout one of business classrooms and hung the t-shirts on the lines for all to see. The result was a colorful, educational display.

Greenwood FBLA

This past weekend Greenwood FBLA, Region 26, participated in the Millerstown Fall Fest and Car Show. We held a stand that let small children paint miniature pumpkins. Six of our officers and four of our new members helped out. The money raised went to the development of the Millerstown Community Park. Greenwood FBLA participated in the Fall Fest last year and we had the same outstanding turn-out. Attached is a picture of our pumpkin painting stand at the Millerstown Fall Fest.

Interboro FBLA

Interboro FBLA collected over 700 various books and sent them to service men and women through Operation Paperback. PA Operation Paperback is a non-profit organization incorporated in Pennsylvania that collects gently used books nationwide and sends them to American troops deployed overseas. Since 1999, Operation Paperback has shipped over 1.3 million books to locations around the globe. Interboro FBLA collected gently used paperbacks donated by students, faculty, friends and family in the high school community. Twenty-three boxes filled with books have been sent to servicemen and women to date. We are starting to receive thank you notes from the recipients. One marine received his box on Christmas Eve in Afghanistan. Another received his box in Qatar. Interboro FBLA will continue to receive and send books through the remainder of the school year.



Chestnut Ridge

This year Chestnut Ridge Future Business Leaders of America partnered with The Lions Den Coffee Bar. CR FBLA and The Lions Den Coffee Bar both found this project to be very successful. The Lions Den Coffee Bar is a new local business with great potential but is lacking publicity. Throughout the project, CR FBLA created marketing materials that the business could use in daily operations. The Lions Den Coffee Bar was able to give CR FBLA the opportunity to enhance skills with designing and marketing programs by creating the marketing materials. These marketing materials included new sit-down menus, take-out menus, promotional flyers for special events, special flyers, business cards, a company logo, and a Facebook page. These marketing materials were requested by the business owner because this new business didn't have any marketing materials. FBLA had a total of 81 students involved and 19 FBLA members. These students and members demonstrated great potential to make sure this project was a success. Both CR FBLA and The Lions Den Coffee Bar found this project to be a huge success this year.

Pleasant Valley

As the school year began and classes got into full swing, PV FBLA decided to get involved in the community by helping out at the annual Community Trick or Treat Night at our school. It's an annual event where many of the school's clubs including FBLA, dress up in costume, get together, and set up a fun safe environment for local kids to come and have some Halloween fun! The event was on October 25th from 5-7, and FBLA hosted several booths, including: a guessing game, Halloween safety tips, a tossing game, etc. The event was a huge success, and the turnout to the event was several hundred. All the proceeds went to our high school courtyard garden, a beautiful little place in the middle of our school where teachers often take their students on nice spring and fall days.



How To Manage The Stresses of Working In Business

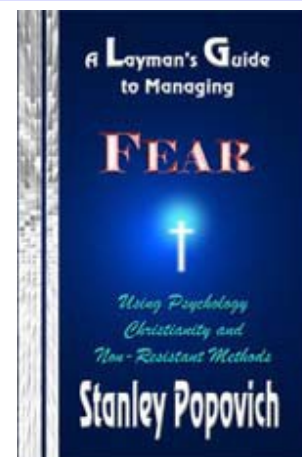
By Stan Popovich

Stress and anxiety are very common when you work in business. As a result, here is a list of techniques that a business person can use to help manage their daily stresses and anxieties.

Sometimes, we get stressed when everything happens all at once. When this happens, a person should take a deep breath and try to find something to do for a few minutes to get their mind off of the problem. A person could take a walk, listen to some music, read the newspaper or do an activity that will give them a fresh perspective on things. When facing a current or upcoming task at your job that overwhelms you with a lot of anxiety, divide the task into a series of smaller steps and then complete each of the smaller tasks one at a time. Completing these smaller tasks will make the stress more manageable and increases your chances of success. Challenge your negative thinking with positive statements and realistic thinking. When encountering thoughts that make you fearful or depressed, challenge those thoughts by asking yourself questions that will maintain objectivity and common sense. For example, you are afraid that if you do not get that job promotion then you will be stuck at your job forever. This depresses you, however your thinking in this situation is unrealistic. The fact of the matter is that there all are kinds of jobs available and just because you don't get this job promotion doesn't mean that you will never get one. Remember that no one can predict the future with one hundred percent certainty. Even if the thing that you feared does happen there are circumstances and factors that you can't predict which can be used to your advantage. For instance, you are at your place of work and you miss the deadline for a project you have been working on for the last few months. Everything you feared is coming true. Suddenly, your boss comes to your office and tells you that the deadline is extended and that he forgot to tell you the day before. This unknown factor changes everything. In dealing with your anxieties at your job, learn to take it one day at a time. While the consequences of a particular fear may seem real, there are usually other factors that cannot be anticipated and can affect the results of any situation. Get all of the facts of the situation and use them to your advantage. The more control you have over your stresses and anxieties, the better off you will be in the long run. Take advantage of the help that is available around you. If possible, talk to a professional who can help you manage your fears and anxieties. They will be able to provide you with additional advice and insights on how to deal with your current problem. By talking to a professional, a person will be helping themselves in the long run because they will become better able to deal with their problems in the future. Managing your fears and anxieties takes practice. The more you practice, the better you will become.

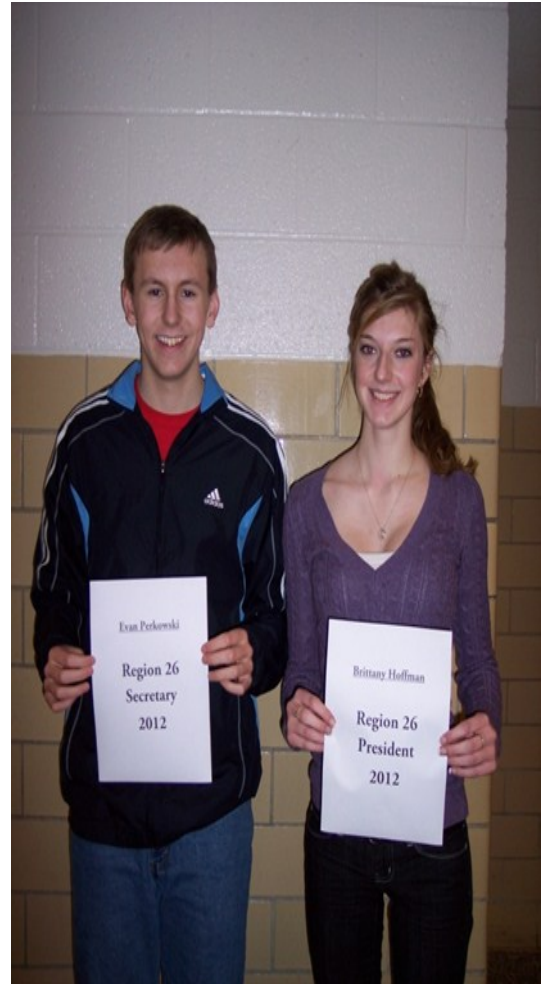
Biography of Stan Popovich

Stan Popovich is the author of "A Layman's Guide to Managing Fear Using Psychology, Christianity and Non Resistant Methods" - an easy to read book that presents a general overview of techniques that are effective in managing persistent fears and anxieties. For additional information go to: <http://www.managingfear.com>.



Waynesboro

On December 12, 2011, many of our Waynesboro FBLA students traveled to Central Penn College in order to attend workshops and attend the awards ceremony for their competitive events. Some students that are competing in a performance event gave their presentations or speeches. This trip offered workshops with local speakers that gave informational material on a wide range of business subjects. Our students were very successful in their competitive events as we had 24 students advance to the State competition which will be held in Hershey later this year. We are very happy with the performance of these students and will support them as they begin studying for the next step in their event! In addition to these students, we had two of our members run for Region offices and each of them won. Brittany Hoffman is now our Region 26 President and Evan Perkowski is our Region 26 Secretary. Our chapter would also like to thank Bethany Barefoot, our state Secretary for running a workshop on how to run for a state office. Another person we are very grateful for was Curtis Voellker, a previous State Officer from 2008 - 2009. Curtis not only announced the winners during the awards ceremony, but he also conducted a workshop. This is the second year in a row he has attended this conference and helped in such a way. This trip was a great learning experience for our chapter and our members feel a pride in the things they accomplished.



With our upcoming conference
please remember to prepare yourself
mentally and physically.

Best of luck to all members in FBLA!!



PA FBLA Officer Plans of Work 2011-2012

Goals:

1. Raise \$35,000 for American Heart Association
2. Complete 50,000 Community Service Hours
3. Increase membership to 13,500 high school members and 500 middle level members
4. Establish a Virtual FBLA Chapter with 50 members
5. Continue the State Treasurer's Council (Increase to 10 members) –Secure sponsors for SLC Awards
6. Increase Business Achievement Awards to 150 completed
7. Increase participation in the Keystone Leadership Awards program to 20
8. Increase participation in the SLC Personal Ads
9. Establish new forms of electronic communication (i.e. Podcasts and Live Classroom Meetings)



PA FBLA State Project for 2011-2012

The Pennsylvania FBLA State Officer Team has selected the American Heart Association as its charity for the 2011-2012 State Project. The American Heart Association was founded in 1915, and has since worked to build healthier lives, free of cardiovascular diseases and stroke. This charity has eleven offices across Pennsylvania.

The American Heart Association dreams of a world in which heart disease and stroke are much less prevalent in our society. Some of their goals include:

- ♥ Reducing the death rate from coronary heart disease and stroke by 25%
- ♥ Reducing the prevalence of smoking, high blood cholesterol, and physical inactivity by 25%
- ♥ Reducing the rate of uncontrolled blood pressure by 25%
- ♥ Eliminating the growth of obesity and diabetes

The money Pennsylvania FBLA raises over this next year will help the American Heart Association to achieve the goals that it has set by funding research and informative seminars that will work to spread awareness about heart disease and stroke. The Pennsylvania FBLA State Officers have created the following slogan and fundraising goal:

Slogan: “Be a Hero, Leave a Legacy.”

Fundraising Goal: \$35,000



For all FBLA Advisers

March 12, 2012, is the last day to mail the FBLA Message Order Form coupon to send good luck wishes to members and thank you notes to advisers at the 2012 State Leadership Conference. Order forms can be found on the www.pafbld.org web site in the downloadable file. Thank you in advance for supporting the SLC program and sending well wishes to special folks. Acceptable forms of payment include: school checks, personal checks, money orders, purchase order, or credit card. Make checks payable to PA FBLA; or complete and send the Credit Card Processing Form and mail the form along with \$6 per message (20 words or less) to:

Mrs. Janet F. Skiles
PA FBLA Conference Coordinator
40 Mulberry Street
Belle Vernon, PA 15012