## Pennsylvania FBLA

## Penn Pal

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## Welcome Back Letter

Dear Pennsylvania FBLA Members and Advisers:

Welcome back! I hope everyone is well rested from summer vacation and ready to start a new year with Pennsylvania FBLA!

PA FBLA once again made everyone proud at this year's National Leadership Conference in sunny Anaheim, California. Pennsylvania brought home 43 individual, team, and chapter awards in addition to multiple open event, state, and Eastern Region awards. These awards include eight first places; that's the most first place winners in PA FBLA history! With 380 people in attendance in California, Pennsylvania succeeded in "Igniting Innovation." Congratulations to all PA FBLA members on another outstanding year!

In the upcoming school year there are multiple ways for you and your chapter to achieve "Excellence in Action." I encourage each of you to compete in a competitive event this year. Some changes are being made to the competitive events as well as new events being added. Through these events you will challenge yourself and help FBLA reach new heights. In addition, your state officer team has set several goals and put together numerous plans of work to continue the tradition of excellence here in PA.

Our state project, Donate Life Pennsylvania, offers many opportunities to provide community and monetary services. Our goals is to encourage 48% of our members to become sign up to be an organ donor. Donate Life Pennsylvania is very excited to work with PA FBLA and there will be various opportunities for chapters to get involved. With your help we can reach our goals of \$30,000 and 25,000 hours of community service for Donate Life.

Make the best of your 2013-2014 FBLA year by becoming more involved within your region. Plan on attending your respective RLW and RLC; these events will allow for more networking with other members. Also, do not forget about the State Leadership Workshop held in November in State College!

Now is the time to achieve "Excellence in Action." Enjoy your school year and take advantage of all PA FBLA has to offer. I wish you the best of luck in the upcoming year. Make Pennsylvania Proud!

Sincerely,

Morgan Stahr

Morgan Stahr State President

## Meet Your State Officer Team!

#### **Morgan Stahr - President**

Grade: 12 School: Hazleton Area High School

Number of Years in FBLA: 4

**Future Goals/Plans:** After high school, I would like to attend a university in a large city in hopes of becoming a finance lawyer and eventually a politician.

**Favorite FBLA Memory (other than being elected as a state officer):** My best memory in FBLA was my sophomore year competing in Emerging Business Issues and making it on stage. The greatest moment was hearing the third place winners announced because that's when my team and I knew we would win first or second and go to San Antonio.

**Favorite Quote:** "Go confidently in the direction of your dreams. Live the life you have imagined." – Henry David Thoreau

**3 things you would want with you if you were on a deserted island:** I think my iPhone with the charger, my best friend, and a volleyball would be very useful.

Favorite celebrity or TV character: Blake Lively from "Gossip Girl"

Favorite Vacation Spot: Anywhere with a beach!

Fun Fact: I plan to one day retire and own a home in Australia!



#### **Steven Blumberg - First Vice President**

Grade: 12 School: North Penn High School

Number of Years in FBLA: 3

**Future Goals/Plans:** Become the founder of a Fortune 500 company

Favorite FBLA Memory (other than being elected as a state officer): Getting third

place in the dodge ball tournament at the SLW

Favorite Quote: "Be the change you wish to see in the world." - Gandhi

3 things you would want with you if you were on a deserted island: Survival Book,

an ax, and something for me to store water in

Favorite celebrity or TV character: Morgan Freeman

**Favorite Vacation Spot:** London, England **Fun Fact:** I go to Chipotle at least once a week.



#### Sharika Bamezai - Secretary

Grade: 12 School: Downingtown STEM Academy

Number of Years in FBLA: 3

**Future Goals/Plans:** I would love to pursue my interests in biology and business in college.

**Favorite FBLA Memory (other than being elected as a state officer):** Placing 5th at Nationals in Business Ethics!

**Favorite Quote:** "Happiness can be found in the darkest of times if one only remembers to turn on the light." – Albus Dumbledore

**3 things you would want with you if you were on a deserted island:** Sunscreen, a map, and bottled water

Favorite celebrity or TV character: Willie Garson

Favorite Vacation Spot: The beach

**Fun Fact:** I do not turn 17 until January of my senior year.



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## Meet Your State Officer Team!

#### Shela Wu - Treasurer

Grade: 12 **School:** Upper Dublin High School

Number of Years in FBLA: 4

Future Goals/Plans: To major in statistics and eventually become CEO of a business Favorite FBLA Memory (other than being elected as a state officer): At our first meeting as an officer team in June, we bonded in the room by telling scary stories. We turned off the lights and huddled into groups on two beds. Some of the officers got really freaked out and screamed, but it was hilarious, and we all became really close after that.

**Favorite Quote:** "Twenty years from now you will be more disappointed by the things that you didn't do than by the ones you did do. So throw off the bowlines. Sail away from safe harbor. Catch the trade winds in your sails. Explore. Dream. Discover." - Mark Twain

3 things you would want with you if you were on a deserted island: Water, sunscreen,

and a good book

**Favorite celebrity or TV character:** Dave Franco

Favorite Vacation Spot: Maui, Hawaii

Fun Fact: I've traveled to 24 different countries.



#### Rachel Walter - Reporter

Grade: 12 School: Claysburg-Kimmel High School

Number of Years in FBLA: 3

Future Goals/Plans: I plan to go to college to major in management with a concentration in human resources. I also plan to minor in Spanish.

Favorite FBLA Memory (other than being elected as a state officer): Placing 6th in Introduction to Business Communication at Nationals!

**Favorite Quote:** "Things turn out best for the people who make the best of the way things turn out." -John Wooden

3 things you would want with you if you were on a deserted island: Water, food,

and my dad (he is a great problem solver)

Favorite celebrity or TV character: Troy Polamalu **Favorite Vacation Spot:** Hilton Head Island Fun Fact: I don't like animals, especially dogs.



#### Kim Bischof - Parliamentarian

Grade: 11 **School:** Chestnut Ridge High School

Number of Years in FBLA: 2

Future Goals/Plans: After high school I plan to major in chemistry in college, and one day I hope to work in Germany.

**Favorite FBLA Memory (other than being elected as a state officer):** My favorite FBLA memory was my first State Leadership Conference when I was a freshman. Opening session was so full of energy and left me feeling inspired.

Favorite Quote: "Everyone you will ever meet knows something you don't." - Bill Nye (The Science Guy)

3 things you would want with you if you were on a deserted island: If I were on a deserted island, I would want to have plenty of duck tape (preferably in pretty colors), a good book, and a cooler that never runs out of food.

Favorite celebrity or TV character: Doctor Sheldon Cooper

**Favorite Vacation Spot:** Germany (I've never been there, but I can't wait visit someday)

**Fun Fact:** I can curl my tongue to look like a clover.



## Meet Your State Officer Team!

#### Sam Kessler – Vice President at Large

**Grade:** 11 **School:** Wissahickon High School

Number of Years in FBLA: 2

**Future Goals/Plans:** I want to major in business and eventually start my own business. **Favorite FBLA Memory (other than being elected as a state officer):** Against all odds, my team made it really far in the SLW dodge ball tournament last year.

**Favorite Quote:** "A person who never made a mistake never tried anything new." -Albert

Einstein

3 things you would want with you if you were on a deserted island: Food, a book, music

Favorite celebrity or TV character: Michael Bluth ("Arrested Development")

Favorite Vacation Spot: Elk Mountain Fun Fact: I was a ski racer for about five years.



#### **Justin Miller - Vice President at Large**

**Grade:** 10 **School:** Springfield High School

Number of Years in FBLA: 6th year, began in 5th grade

Future Goals/Plans: Corporate Law

**Favorite FBLA Memory (other than being elected as a state officer):** Going to the regional conferences is such a great experience to see everyone from other schools involved in FBLA.

**Favorite Quote:** "A man always has two reasons for doing anything: a good reason and the real reason." – J.P. Morgan

3 things you would want with you if you were on a deserted island: People, food,

water

Favorite celebrity or TV character: Jennifer Love Hewitt

Favorite Vacation Spot: Miami, Florida

Fun Fact: I love working at the job at Chick-Fil-A.



#### **Cory Perry - Vice President at Large**

**Grade:** 10 **School:** Sayre Area High School

Number of Years in FBLA: 3

Future Goals/Plans: I want to become a meteorologist.

Favorite FBLA Memory (other than being elected as a state officer): We found the

huge bug on Sharika's leg in California.

**Favorite Quote:** "Keep your friends close and your enemies closer." – Sun Tzu **3 things you would want with you if you were on a deserted island:** Helicopter,

camera, gas

**Favorite celebrity or TV character:** Eddie Murphy

Favorite Vacation Spot: California

Fun Fact: I am in a famous YouTube video!



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## **SLC** Memories

This year's 2013 State Leadership Conference (SLC) took place from April 15th to 17th at the Hershey Lodge and Convention Center. The conference kicked off with the opening ceremony, where a record number of 4,000 delegates were welcomed to the event. The 2012-2013 State Officer Team led the Opening Session, and candidates for the 2013-2014 State Officer Team delivered their campaign speeches. The session closed with keynote speaker Aric Bostick. Mr. Bostick's humorous & insightful talk inspired and motivated students, teaching them that no matter who they are, they are "awesome." After the session, students and voting delegates were able to view campaign booths, where they could meet officer candidates and ask them questions.

The next day, the competitive events were officially underway. Accounting, Personal Finance, Public Speaking, and Parliamentary Procedure are just a few of the 65 events in which students were given the opportunity to compete. In order to compete at the SLC, students first needed to qualify by competing in their own regions. Then, if they did well enough at the State Leadership Conference, they would be offered the ability to attend the National Leadership Conference (NLC) to be held in Anaheim, California in June.

In addition to competing, students were given the opportunity to learn from business professionals in numerous workshops. These workshops focused on a range of topics from leadership to entrepreneurship. Students could choose to attend whatever workshops they found most interesting, and they were given first-hand advice on how they can become successful in business and in life. These workshops ensured that students always had something to do. If students weren't in the mood for a workshop, though, they had full access to Hershey Lodge's recreational facilities. Mini-golf, a pool, a fitness center, Hershey's Chocolate World, and a nearby shopping center made certain that the SLC was not only an educational experience, but a fun one, too!

After all of the competitive events were over, the conference came to an end with the closing ceremony. For each event, the top ten competitors or teams were announced and given their plaques on stage. Depending on how high they placed, these students also learned whether or not they qualified for NLC. In addition to this, the 2013-2014 State Officer Team was announced. The ceremony closed with some final remarks from our 2012-2013 State President, Emily Wolfe. As usual, this past SLC was a wildly successful event, and all students should strive to attend in 2014!

# 2013-2014 PA FBLA Goals and Plans of Work

#### **FUNDRAISING**

#### **State Project:**

• Donate Life Pennsylvania

#### Goal:

• Raise \$30,000

#### Plans of Work:

- Dodgeball Tournament at the SLW
- Basket Auction at the SLW
- ♦ SLW & SLC Shirt Sales
- Photo Booth at the SLC
- "Great Ways to Fundraise" pamphlet available to all chapters



The state officer team listening to the Donate Life PA presentation.

#### **Membership**

#### Goal:

- Net Increase of 10 High School Chapters
- ♦ 13,500 Total High School Members
- Increase to 25 Middle Level Chapters
- ♦ 400 Total Middle Level Members
- Increase to 50 Virtual Chapter Members
- Create an Alumni Directory with >500 Records

#### Plans of Work:

- ♦ Membership Incentive Program
  - SLC Member at Large
  - SLC Priority Seating
  - Membership Madness & Mania
  - Middle Level Recognition



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## 2013-2014 PA FBLA Goals and Plans of Work (cont.) Service

#### Goal:

- ♦ 25,000 Community Service Hours
- Register 48% of PA FBLA Members as Organ Donors/Pledged Donors
- Increase Awareness of Donate Life PA Mission & Goals

#### Plans of Work:

- Donate Life Awareness Brochure
- Organ Donor Pledge Program
- Keystone Leadership Award
- Big 33 Community Service Hints



#### **General Goals:**

#### Goal:

Increase Participation in <u>Penn Pal</u>

#### Plans of Work:

- Penn Pal Flyer
- Chapter Spotlight (PA FBLA iReport)

#### Goal:

- Increase use of Social Media
- Increase Networking with local businesses

#### Plans of Work:

Networking Tool Kit

#### Goal:

Create Awareness of Post-Secondary Opportunities

#### Plan of Work:

SLW workshop track w/ different colleges

#### Goal:

• Increase sponsorship of SLC Awards

#### Plan of Work:

SLC Event Sponsorship Program

Check out Pennsylvania FBLA!



Cory Perry Vice President at Large

## Donate Life Pennsylvania

The Pennsylvania chapter of Future Business Leaders of America has earned its reputation as being one of the most successful state chapters in the nation. One of the main contributions to its success is a successful state project. 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. Five prospective state projects out of the eighteen 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.

#### And the PA FBLA's State Project is...

After much discussion and debate, the officers declare **Donate Life Pennsylvania** as the charity for the 2013-2014 PA FBLA state project. Our fundraising goal this year is \$30,000, but of course we would love to go beyond this. With your contributions, fundraisers, and genuine effort, I am confident that PA FBLA members will exceed this amount. There will be a "Great Ways to Fundraise" pamphlet available to you soon to aid in your fundraising efforts. The slogan for this year's partnership is "Saving Lives 30 Seconds at a Time."

#### What is Donate Life Pennsylvania?

Donate Life Pennsylvania is a nonprofit organization that includes both the Gift of Life Donor Program (GOL) in Eastern Pennsylvania and the Center for Organ & Recovery Education (CORE) in Western Pennsylvania. Both are organ procurement organizations that serve Pennsylvania and constantly work to educate Pennsylvanians. Both try to build awareness about the importance of organ and tissue donation and increase the number of people who sign up to become donors on their driver's license, learner's permit or state identification card.

#### Why did we pick Donate Life Pennsylvania?

During our June Executive Committee Meeting in Hershey, the State Officer Team was impressed by Donate Life's commitment to educate Pennsylvanians and build awareness of the huge impact of organ and tissue donation. Choosing to be an organ and tissue donor is an important decision. Therefore, the more you learn about it, the more likely it is you will understand why it is so important! Did you know that one organ and tissue donor can save up to 8 lives and heal more than 50 people? These numbers are just astonishing, and with our help, Donate Life will be able to help save even more lives.

#### Where should the money raised be mailed?

It is our hope that your chapter will join us and raise as much money as possible. As you raise money, checks should be made payable to "PA FBLA State Project" and mailed to:

Shela Wu

PA FBLA Treasurer Upper Dublin High School 800 Loch Alsh Avenue Fort Washington, PA 19034

Phone: 215.643.8900

Email: treasurer@pafbla.us



To find out more about **Donate Life Pennsylvania**, visit their website at: http://www.donatelifepa.org

Shela Wu

Treasurer

## PA at the NLC

This year Pennsylvania FBLA traveled to its rival state, California, for the National Leadership Conference. While there, students, advisers, and guests traveled to Los Angeles, where they all got the chance to tour Warner Brothers Studios, downtown LA, and Hollywood. Most importantly, students had the chance to compete in their respective competitions, and this year PA proudly brought home 43 awards, including 8 first place finishes.

Congratulations to the following award winners who made Pennsylvania proud:

#### 1<sup>st</sup> Place:

- Business Communication Mariah Hudock
- Database Design & Applications Eric Zhou
- Emerging Business Issues Ryan Conrad, Andy Nguyen, Steven Zhang
- FBLA Principles and Procedures Timothy Lescinski
- Global Business Evie Cai, Ben Cohen, Max Lock
- Public Speaking I Jordan Luntz
- Technology Concepts Lojjik Braughler
- Word Processing II Emily Valley

#### 2<sup>nd</sup> Place:

- ♦ Accounting I Angela Cai
- Business Calculations Rohan Shah
- ♦ Business Law Peter Wang
- Business Math Sean Tao
- FBLA Principles and Procedures Andrew Ge
- Sports Management Jeremy Clearly

#### 3rd Place:

- Business Law Allen Tang
- Business Presentation Susan Braverman, Quincy Morgan, Kyle Sukle
- ♦ Introduction to Parliamentary Procedure Leah Gulyas
- Personal Finance Benjamin Rowles



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## PA at the NLC (cont.)

#### 4<sup>th</sup> Place:

- Business Plan Tyler Dibert, JD Weyant
- ♦ Client Service Binh Nguyen
- Management Information Systems Derek Fake, Daniel Tunitis, Zachary Williams
- Networking Concepts Hadrian Gable

#### 5<sup>th</sup> Place:

- ♦ Introduction to Parliamentary Procedure Jack Zhang
- Parliamentary Procedure Kimberly Bischof, Jimmy Farnan, Amanda Kostryk, Mackenzi Winegardner, Madison Winegardner

#### 6<sup>th</sup> Place:

- Business Calculations Jacob Schneckloth
- Marketing Grace Brandstetter, Bryan Hall, Paige Hannah
- ♦ Technology Concepts David Koloski

#### 7<sup>th</sup> Place:

- Introduction to Business Bev Zhuge
- ♦ Word Processing II Catrina Abbott

#### 8<sup>th</sup> Place:

- American Enterprise Project Sayre Area High School
- Cyber Security Robert Hollowell
- ♦ Health Care Administration Megan Klein
- Hospitality Management Devon Sherwood
- Technology Concepts Dhananjay Ramachandran

#### 9<sup>th</sup> Place:

- ♦ Economics Alan Chen
- Emerging Business Issues Christy Havrilla, Hannah Levine, Morgan Stahr
- Management Information Systems Ryan Naugle, Chris Tran, Krishna Vallabhanen
- Networking Concepts Christian Neville
- Virtual Business Challenge Victoria Barrows, Tyler Sanford

#### 10<sup>th</sup> Place:

- Business Ethics Lexi Hasbani, Genevieve Pomeroy
- Database Design & Applications Jackie Warsaw
- ♦ Introduction to Technology Concepts Jordan Hunt
- ♦ Job Interview Kala Brumbaugh

Justin Miller Vice President at Large

## Recruit New Members!

As we prepare for a new FBLA year, growing your membership is sure to be a major goal within your chapter. Each year the State Officer Team also sets goals for membership, and this year we will be continuing with programs that have been successful in the past. In addition, new tools will be used to help increase our membership—we hope you will get onboard and help achieve these goals.

#### **MEMBERSHIP GOALS:**

- A Net Increase of 10 High School Chapters
- Increase to 25 Middle Level Chapters
- 13,500 High School Members
- 400 Middle Level Members
- 50 Virtual Chapter Members
- Develop Alumni Directory of +500 members

#### **HOW CAN YOU RECRUIT?**

<u>Start within your own schools</u>: Have fun and exciting events where you can showcase FBLA to new members. Remember how you were recruited into this great organization, and try and recruit your friends the same way!

<u>Visit your middle and elementary schools:</u> Look for students within 5<sup>th</sup>-8<sup>th</sup> grade for the middle level, this is an are of FBLA that can surely boost your membership levels! These members, who get involved early can bring an extra boost into your chapter at the high school level.

<u>Talk to friends and family outside of your school:</u> You'd be amazed at how many people out there have never heard of FBLA and who don't have it in their school. Just by sharing what FBLA has done for you could make a difference. Encourage them to start a chapter at their school or to join the virtual chapter.

As a way to encourage recruitment of new members and to show "Excellence in Action" there are various incentives available on both the state and national level.

#### **MEMBERSHIP INCENTIVES:**

- Membership Madness & Membership Mania (State & National)
- SLC Priority Seating
- SLC Member at Large
- Middle Level Recognition

To participate in any of the membership incentive programs, visit the PA FBLA website, at www.pafbla.org, click on the State Officers button on the left side and then click on Plans of Work.

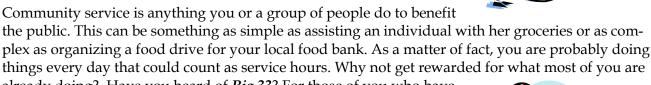
Steven Blumberg First Vice President Page 13 Penn Pal

## **Big 33**

## Community Service Hints

So often, we associate FBLA with *competitive events* and *business*, but let's take some time to talk about one of FBLA's main goals, which is all too often forgotten: *community service*. A true leader does not just tell others where to go; they take them there. As

Future Business Leaders, we need to be leaders in our communities by volunteering to help others.



already doing? Have you heard of *Big 33*? For those of you who have not, Big 33 is an award PA FBLA presents to members who have logged the most community service hours within a given school year. How do you log your hours?

- Go to the PA FBLA website at <u>www.pafbla.org</u>
- Scroll down and click on the Recognition and Awards tab
- Click on the Big 33 link.
- Scroll down and click on the link to download the appropriate Excel Student Reporting form
- Enter the necessary information and submit to your adviser by the due date listed on the form.
- Forms are submitted to the state office on a quarterly basis.

Need a little help earning hours? There is always a need for students who are willing to help out; you just need to ask the question, "How can I help?" Local food banks need help on distribution days. Churches have numerous events throughout the year with very few volunteers. Look for needs in your community, and try to fill them. If you really want to make a difference, organize something with your chapter. Your fellow members might need some service hours, too, or maybe they just like to help. You could do any number of things: read to your school's elementary students, plant flowers in public areas, or even visit a nursing home and hand out cards. The opportunities are endless.



Take advantage of the opportunities around you and gain numerous community service hours for *Big* 33!

Kim Bischof State Parliamentarian

## Get registered for this year's SLW!

PA FBLA in once again excited to hold the State Leadership Workshop in State College at the Penn Stater Hotel & Conference Center. This workshop is sure to jump start the FBLA year and promote *Excellence in Action*. Whether you are a middle level or high school member, join us on November 10-11 to network with members from across the state and develop lasting leadership skills.

From entrepreneurship to chapter management, the State Leadership Workshop provides a variety of workshops that cover a wide range of business-related topics. More specifically, the SLW allows you to choose leadership academies, leadership tracks, or individual workshops, depending on your interests. If you are a middle level member, the SLW offers a Middle Level Leadership Academy that will cover membership recruitment, leadership, community service opportunities, chapter recognition, and much more.

The SLW works to incorporate business and fun together. In addition to the Keynote Speaker and various workshop options, there will also be fun activities such as the Battle of the Chapters and the Dodgeball Tournament on Sunday evening, as well as the Basket Auction that will conclude on Monday before the conclusion of the SLW. In addition, orders will be taken PRIOR to the SLW for the State Project T-Shirt that can be worn as a component of your business attire on Monday of the SLW. Information about these items can be found by visiting the PA FBLA website at <a href="www.pafbla.org">www.pafbla.org</a>, scrolling down and clicking on the State Officers button and then clicking on Plans of Work.

Registration is now open for the SLW and and closes on October 1, 2013! Check out the PA FBLA website for more details regarding registration.

We hope to see you in the fall!

Sharika Bamezai State Secretary







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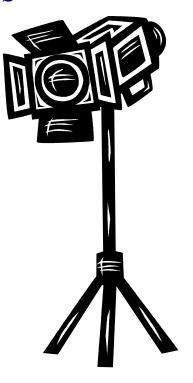
### CHAPTER SPOTLIGHT

Submitted By: Steven Blumberg

Last year the North Penn FBLA chapter advanced 49 competitors to the state conference and sent 8 competitors to Nationals! North Penn had one champion at the national conference. In 2013-2014 our club is excited to continue the success.

Our chapter had many accomplishments including: winning our school's Interclub Volleyball Tournament; placing 3<sup>rd</sup> at the State Leadership Workshop Dodgeball tournament; and reaching record membership levels. The key ingredient to our success has come through participation in all FBLA can offer.

Looking ahead, we plan to focus on four major goals centered on connecting our FBLA with business, education, and the community as well as winning big at upcoming FBLA conferences. We are excited to connect with our local chamber of commerce, colleges, and community groups to achieve our goals.

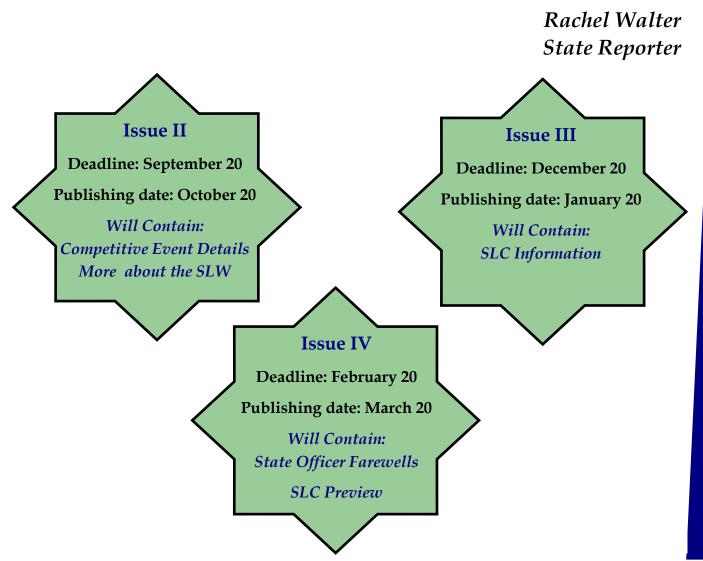


There are many opportunities to support these objectives and contribute at the local, regional, and state levels. North Penn FBLA is ready to continue the momentum we built up last year and achieve "Excellence in Action" this new 2013-2014 year!



## See Yourself in the Penn Pal!

This year I would like to increase participation in the <u>Penn Pal</u> as much as possible. I am so excited to be able to bring all of your ideas together and share them with everyone. This is a great way to show off what your chapter is doing and help out other chapters by giving them new ideas. If your chapter finds a great way to fundraise or increase membership, let us know! In addition, if your region does something exciting, don't be afraid to share that, either! I look forward to receiving articles from all of you throughout this school year.



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## A New Way to Showcase the FBLA Stars that Shine!

Do you want your chapter to be "The Chapter Spotlight" in the next <u>Penn Pal?</u>
Follow these simple steps:



Do something that you are excited to share with other FBLA chapters!



Have someone in your chapter write an article and submit pictures about what you did.



Submit it to Rachel Walter at reporter@pafbla.us and look for your article in the Penn Pal!

### Take it one step further!





Create a short video (around 30 seconds) of what it is your chapter has done.



Send your video to Rachel Walter at reporter@pafbla.us.



Look for your video on the Pennsylvania FBLA Facebook and Twitter pages!