

# CONFERENCE AGENDA

SUNDAY, October 29, 2017

- 8:00 AM**  
Press Room  
**NORTH DAKOTA ASSOCIATION OFFICER MEETING**  
*Sponsored by:*
- 11:00 AM**  
Gallery Restaurant  
**NORTH DAKOTA OFFICER BRUNCH**  
*North Dakota Officer Team Brunch*  
*Sponsored by: Holiday Inn and Convention Center*
- 3:30 PM to 4:00 PM**  
Prairie Room  
**CONFERENCE REGISTRATION**  
*Chapter Advisors should complete on-site registration and pick up conference registration materials.*
- 3:30 PM to 8:00 PM**  
Foyer and Atrium  
**CONFERENCE EXHIBITS OPEN**
- 4:15 PM**  
Royale & Crowne Rooms  
**GENERAL SESSION I**  
*Hosted by 2017-2018 Association Officer Team*  
*National Anthem,*  
*Sung by Abby Slyter, State Vice President*  
*Welcome from Jaron May, President, DECA Inc.*  
*Role Play Demonstration by Justin Welk, Sundog, and*

## ***If You Can Dream It, You Can Do It!***

***James Malinchak, ABC's Secret Millionaire***

*From a small Pennsylvania steel-mill town to Self-Made Millionaire Entrepreneur featured on ABC's Hit TV Show, "Secret Millionaire," James Malinchak is a true American Success Story! This motivational, high-energy message is sure to **Refuel, Recharge and Reenergize** you and inspire you to Live Your Dreams! James says, "Get a dream, commit to your dream, focus on your dream and never give-up when faced with obstacles. When pursuing anything you want to in your life, remember: **If You Can Dream It, You Can Do It!**"*

SUNDAY, October 29, 2017

- 5:30 PM**  
**DINNER ON YOUR OWN**  
*Check with your Chapter Advisor about chapter plans.*
- 5:30 PM**  
Prairie Room  
**CHAPTER OFFICER DINNER**  
*Special Dinner for Chapter Presidents.*
- 7:00 PM**  
Royale & Crowne Rooms  
**DECA 101**  
***Jaron May, International DECA President***  
  
This session is for all members attending the conference who are not chapter officers. Attend this session to learn more about what Limitless DECA opportunities await you this year. Find out what you can do to qualify for state or national competition, benefit through community service and other programs offered by DECA.
- 7:00 PM**  
**DECA CHAPTER OFFICER TRAINING**  
***(Chapter Officers and Advisors Only)***  
  
All chapter officers and advisors should attend the assigned training to meet with your Adopt-A-Chapter officers to learn more about Chapter Campaigns, setting goals, and working with your assigned North Dakota officer.
- Conference Room  
LACTC Devils Lake, Mandan, Minot  
*Tessa Olson, North Dakota President*
- Directors Room  
Century, South, Grand Forks Central  
*Erik Anderson, North Dakota Vice President*
- Board Room  
Bottineau, Watford City  
*Abby Slyter, North Dakota Vice President*
- Executive Room  
NVCTC Grafton, Red River, SRCTC Oakes  
*Aiden Ulmer, North Dakota Vice President*
- Frontier Room  
Davies, Sheyenne, Valley City  
*Adrian Cummings, North Dakota Vice President*
- Embassy A Room  
North, Stanley, West Fargo  
*Charles Graff, North Dakota Vice President*
- Embassy B Room  
Central Cass, Napoleon, Wahpeton  
*Bailey Skjefte, North Dakota Vice President*

**SUNDAY, October 29, 2017**

**8:00 PM**

Royale & Crowne Rooms

**GENERAL SESSION II**

*Hosted by 2017-2018 Association Officer Team*

***Give and Grow Rich: "The Most Important Leadership Lesson You Will Ever Learn"***  
***James Malinchak, ABC's Secret Millionaire***

What happens when entrepreneur leader James Malinchak is picked up by an ABC television crew, placed on an airplane with no money, credit cards, cell phone, laptop or watch, and whisked off to an impoverished neighborhood, where he has to survive for a week on \$44.66. You'll find out as James shares his inspirational story and what he now calls: The Most Important Leadership Lesson You Will Ever Learn!"

James says, "The greatest leadership accomplishment you can ever have is when you know you've made a positive difference in the lives of others!"

**9:30, 10:00, 10:30 PM BREAKOUT SESSIONS REPEATED**

Board/Executive

**LEAD WITH LIMITLESS LEADERSHIP**

*Presenters: Aiden Ulmer, State Vice President and Abby Slyter, State Vice President*

Conference/Director's

**DON'T LIMIT YOUR COMMUNICATIONS**

*Presenter: Tessa Olson, President*

Embassy A and B

**DECA PROVIDES LIMITLESS NETWORKING OPPORTUNITIES**

*Presenters: Bailey Skjefte, State Vice President and Charles Graf, State Vice President*

Sterling Room

**YOUR LIMITLESS APPROACH TO TEAMWORK**

*Presenters: Erik Anderson, State Vice President and Adrian Cummings, State Vice President*

**11:00 PM**

**CHAPTER MEETINGS (check with your advisor)**

**11:30 PM**

**CONFERENCE AND HOTEL CURFEW**

All members must be in their assigned rooms until 7:00 am.

# CONFERENCE AGENDA

**MONDAY, October 30, 2017**

**7:30 AM**

Press Room

**ND ASSOCIATION OFFICER MEETING**

*Preparation for Conference*

**8:00 AM**

**GET YOUR LUGGAGE LOADED**

*Check with your Chapter Advisor about chapter plans.*

**7:30 AM to 8:50 AM**

Poolside

**BUFFET BREAKFAST**

**8:00 AM to 11:55 AM**

**EXHIBITS OPEN**

Members are assigned a time to report to LIMITLESS COMPETITION. Please report to the Board Room for your preparation at the assigned time.

**9:00 AM**

Board Room

Royale/Crowne Rooms

Sterling Room

Embassy A Room

Embassy B Room

Prairie Room

Frontier Room

**LIMITLESS WORKSHOPS Round 1**

Limitless Competition (See Assigned List For Times)

How to Network Your Way to Success, James Malinchak

Limitless Communication Through Teamwork, Air Guard

The Great North Pole, Nicholas Killoran

Adulting: How Can I Prepare?

Dress for Success, Trapper Grenz

#Responsible, Jaron May

**9:40 AM**

Board Room

Royale/Crowne Rooms

Sterling Room

Embassy A Room

Embassy B Room

Prairie Room

Frontier Room

**LIMITELESS WORKSHOPS Round 2**

Limitless Competition (See Assigned List For Times)

How to Network Your Way to Success, James Malinchak

Limitless Communication Through Teamwork, Air Guard

The Great North Pole, Nicholas Killoran

Adulting: How Can I Prepare?

Sports Marketing Fan Experience, Justin Swanson, NDSU

#Responsible, Jaron May

# CONFERENCE AGENDA

**MONDAY, October 30, 2017**

**10:20 AM**

Board Room  
Royale/Crowne Rooms  
Sterling Room  
Embassy A Room  
Embassy B Room  
Prairie Room  
Frontier Room

**LIMITLESS WORKSHOPS Round 3**

Limitless Competition (See Assigned List For Times)  
How to Network Your Way to Success, James Malinchak  
Limitless Communication Through Teamwork, Air Guard  
How Can You Save Money, Karl Warner  
Professional vs. Business Casual, Jodi Jordheim  
Sports Marketing Fan Experience, Justin Swanson  
#Responsible, Jaron May

**11:00 AM**

Board Room  
Royale/Crowne Rooms  
Sterling Room  
Embassy A Room  
Embassy B Room  
Prairie Room  
Frontier Room

**LIMITLESS WORKSHOPS Round 4**

Limitless Competition (See Assigned List For Times)  
How DECA Has Helped Me! Panel of DECA Members  
Limitless Communication Through Teamwork, Air Guard  
How Can You Save Money, Karl Warner  
Professional vs. Business Casual, Jodi Jordheim  
Running for North Dakota Officer Positions, Tessa Olson  
#Responsible, Jaron May

**11:35 AM**

**LUNCH ON YOUR OWN**

**11:45 AM**

Poolside

**ADVISOR LUNCHEON AND MEETING**

**12:30 PM**

Royale & Crowne Rooms

**GENERAL SESSION III**

North Dakota Association Officer Team  
**Now it's time to be LIMITLESS**  
Presentation of Awards  
    Test Score Recognition  
    First Year Role Play Recognition  
    Returning Member Recognition  
*Keynote Presenter, James Malinchak*

**MONDAY, October 30, 2017**

**Workshop descriptions for Monday morning.**

***LIMITLESS (DECA Role Play) Competition (9:00, 9:40, 10:20 & 11:00)***

You will report to the BOARD ROOM to receive your role play. You will have 10 minutes to read the role play and prepare your materials to present to the judges. This is designed to be a chance for you to experience a role play before you begin preparing for future competitions.

***Adulting: How Can I Prepare? (9:00 & 9:40)***

*Ann Pollert, Recruiter, General Equipment Company*

Ann Pollert is a recruiter and will share her advice and tips on what employers are looking for and how you can "just send it!"

***Dress for Success: A perspective from a National DECA Company (9:00 only)***

*Trapper Grenz, Store Manager, Men's Wearhouse*

You will have a chance to learn about professional attire for DECA competition. Learn more about professional attire including how to tie a tie without asking your roommate or how to coordinate with the DECA blazer.

***How DECA Has Helped Me! (11:00 only)***

*Panel of DECA Members*

DECA members will share their experiences as a member of DECA. What have they done that will help them in the future. How have they benefitted from being a member of DECA!

***How to Network Your Way to Success (9:00, 9:40 & 10:20)***

***Secrets for Building Successful Relationships In and Out of School***

*James Malinchak, ABC's Secret Millionaire*

James will give you a step-by-step action plan for building a network of quality relationships. James will lead you through the most effective networking strategies known, and then help you to immediately use them in your own life.

***How You Can Save Money (10:20 & 11:00)***

*Karl Warner, New York Life*

This session will help you understand how you can save money now, then have money to start the business of your dreams. Starting now will help you as you prepare to be a millionaire later on in life.

***Limitless Communication Through Teamwork (9:00, 9:40, 10:20 & 11:00)***

*Tyrel Cale and Greg Peterson, North Dakota Air National Guard*

Are you looking for a session where you will be moving around and working with other DECA members? This session will motivate you to learn more about how communicating with other people is important as you develop teamwork skills.

**MONDAY, October 30, 2017**

**Workshop descriptions for Monday morning.**

***Limitless Leadership: Running for North Dakota Officer Positions (11:00 only)***

*Tessa Olson, North Dakota DECA President*

Are you considering a position on the North Dakota Officer Team? Tessa will share with you the application, the do's and don't's of running for office, and will answer your questions about how much time serving as a state officer really takes.

***Professional Attire vs. Business Casual (10:20 and 11:00)***

*Jodi Jordheim, Store Manager, Target*

As a former member of DECA and national competitor, Jodi knows the importance of professional attire and business casual for DECA members. She will show you how you can dress economically for your next job interview, or your next DECA conference.

***#Responsible (9:00, 9:40, 10:20 & 11:00)***

*Jaron May, President, DECA Inc. Executive Officer Team*

Did you know that there are nearly 2.6 billion social media users worldwide? There is no denying it, smartphones and social media have taken over our lives. This informative and interactive session will help you take a hard look at the impact your digital footprint can have on achieving your goals.

***Sports Marketing: Fan Experience (9:40 & 10:20)***

*Justin Swanson, Director of Fan Experience, NDSU Bison*

Learn how the NDSU Bison focus on the fan when they develop the activities including tailgating, on field experience, and other activities that happen at the game. Are you planning to do the Operations Research Project to compete at the state conference? This is a great session to learn more about Fan Experience.

***The Great North Pole: A Volunteer Opportunity for your Chapter (9:00 & 9:40)***

*Nicholas Killoran, Co-Founder, The Great North Pole*

There are great team building volunteer opportunities for your DECA Chapter. The project will be held in Fargo the week of December 4, 2017. This session is for members and advisors from the following chapters: **Central Cass, Fargo Davies, Fargo North, Fargo South, Sheyenne, and West Fargo.**