

2020 FBLA State Leadership Conference
Baltimore, Maryland
March 12-14, 2020

SLC Advisor Information
Advisor Update #5

General SLC Information

January 5, 2020

The Maryland FBLA Board of Directors is looking forward to your attendance at the 2020 FBLA State Leadership Conference. We are very excited to be in a new location this year, so please be sure to read all of the information as some items have changed from prior years. This document and other attachments contain important information for you and your students.

Additional information will be sent in the coming weeks. This information is the most time sensitive information. The Board is diligently preparing for an exciting and rewarding conference. With your help and dedication, we are going to have another great conference!

Summary of information included in this document:

1. Key Deadlines for 2020 Maryland FBLA State Leadership Conference
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1. Key Deadlines for 2020 Maryland FBLA State Leadership Conference

January 29, 2020	<ul style="list-style-type: none"> ▪ State Officer Candidate applications due
February 7, 2020	<ul style="list-style-type: none"> ▪ Written reports and other pre-judged materials due (**except for FBLA Week, which has a submission date of February 14, 2020**) ▪ Scholarship applications due (submitted online via Wufoo) ▪ Last day to notify Chuck Wallace of students who placed 1st, 2nd, or 3rd, in a performance event at regionals if they will NOT compete at the SLC.
February 12, 2020	<ul style="list-style-type: none"> ▪ Last day to register for conference ▪ Special needs form (submitted online via Wufoo) ▪ Special dietary needs form due (submitted in Blue Panda conference registration system)
February 14, 2020	<ul style="list-style-type: none"> ▪ FBLA Week prejudged materials due
February 17, 2020	<ul style="list-style-type: none"> ▪ SLC online testing window opens
March 2, 2020	<ul style="list-style-type: none"> ▪ Production tests due (submitted online via Wufoo)

March 4, 2020	<ul style="list-style-type: none"> ▪ All money due for SLC ▪ Photos for use in conference slideshow due (upload to http://upload.mdfbla.org/)
March 6, 2020	<ul style="list-style-type: none"> ▪ SLC online testing window closes at 5 p.m. (all testing must be completed by this time)
March 12, 2020	<ul style="list-style-type: none"> ▪ State Leadership Conference check-in begins at 10 a.m. ▪ Select competitive events begin at Noon ▪ State Officer Candidate mandatory meeting - 11 a.m. at Renaissance Baltimore Harborplace Hotel (must be attended by the candidate running for office, the candidate's local chapter advisor, and the candidate's campaign manager)

2. Registration Information

All participants must register for the conference through the online registration system (<https://www.gobluepanda.com/>) and stay at the hotel. There are no exceptions to this policy. This policy is in place because of risk management and insurance issues. There is no "registration only" participation or single day registration for this conference. Competitive event lists will be verified when events begin and members not fully registered will not be permitted to compete.

Online registration will begin on January 13, 2020. You will receive an e-mail from regsvr@pixelpointllc.com **when the registration system is open and it will contain your log in instructions.** Costs for attending the conference are in the attached document labeled "SLC registration fee and deadlines (2020)."

The fees listed in the attached document cover hotel accommodations and other conference costs. This includes, but is not limited to, two nights' hotel accommodations, two dinners, dance/entertainment, keynote speaker, meeting space, workshops, multimedia, conference gift, printing costs, conference participation certificate, awards for competitive events, security, and more.

The fees charged are per person and depend on room type. For example, if you have four students in a quad room, the cost to attend the conference for these students is \$295 per student for a total of \$1,180 for that room (\$295 x 4 students).

Please note that it is likely that each student will be sharing a bed with another student. Rooms with two beds are given in priority order in the following manner: Quads, then triples, then doubles. Booking a double room does not guarantee that there will be two beds in the room. Whether there are two beds or one bed is a function of all chapters' demand for rooms and the hotel's supply of rooms. The only way to guarantee one individual per bed is to book a single room. Single rooms are reserved for advisors and chaperones/guests because of liability and safety reasons. Single rooms are available to students only for those students in a situation where sharing a room is not a viable option based on medical, religious, or other reasons. Any student requesting a single room must adhere to the "Maryland FBLA - Policy regarding student overnight accommodations for conferences or activities." A copy of the policy is attached.

Special note regarding rollaway cots and room assignments: Even if there are two adults in a room, the room will have one bed that is to be shared. Rollaway cots will NOT be provided for rooms with two people that have one bed, even if they are adults. Rollaway cots will ONLY be provided when there are three individuals assigned to a room with one bed. There is a limited supply of cots and there are not enough to supply them to rooms that have only two individuals. As such, if you are registering an advisor, chaperone, or guest and want each individual to have their own bed, you will need to book each person their own room (register them at the single rate). Please do not register two individuals in the same room and expect them to each have their own bed or to receive a rollaway cot. **ROOMS WITH TWO INDIVIDUALS WILL HAVE ONE BED AND THE INDIVIDUALS WILL SHARE THAT BED. THIS APPLIES TO ADULTS AND STUDENTS ALIKE. ROLLAWAY COTS WILL NOT BE PROVIDED TO ROOMS WITH TWO INDIVIDUALS.** The hotel will not allow any exceptions to this. Please do not arrive at the hotel and expect this to not be the case. To be crystal clear, if you have two individuals in a room, they will be sharing one bed, regardless if they are adults or students. The only way to have your own bed is to register each individual as a single in their own individual room. If you were able to get a cot in a room that had two individuals with one bed in previous years, you will NOT be able to get a cot in those types of rooms this year.

Hotel room reservations will be made for you and your students based on the registration information you submit using the registration system. We will make your hotel room reservations based on the information you

submit and your room assignments. Room keys will be distributed by conference headquarters at the check in desk on the first day of the conference. It is highly likely that room keys will not be available until after 3 p.m. We appreciate your patience and understanding when checking in. We will get the keys to you as soon as they are available to us.

When you register your attendees (students, advisors, chaperones) you will list the names of the attendees by room and will register them for their competitive events.

The student names you type in the system are exactly how the names will appear on name badges and other conference information. If you misspell a name, it will be misspelled on the name badge and certificates. **We will NOT make revisions to name misspellings for name badges or certificates on site.** Please take the time to double-check the information you enter prior to submitting it to ensure all names are spelled correctly, that you have not entered a student/advisor/guest more than once, and that you have entered your students in the correct competitive event. As chapter advisor, it is your responsibility to ensure the accuracy of the registration information you submit. **Please do not submit names in the registration system using all capital letters or all lower case letters. Please use upper and lower case letters.**

Registration will conclude on February 12, 2020 at 5:00 p.m. All money for the conference is due by March 4, 2020. Please make arrangements with your school's financial secretary now to ensure you will not have a problem getting your chapter's check issued prior to March 4 so it will be **received by Maryland FBLA by March 4.**

Our refund policy for cancellations allows for cancellations and/or refunds for registration fees already paid through when the registration system closes, which for the 2020 State Leadership Conference is 5 p.m. on February 12, 2020. After that time, all arrangements for conference facilities, meeting room rentals, gifts for attendees and advisers, general session productions, keynote speakers, workshop presenters, and other expenses have been made, based on the number of registrations received. We still have to pay for them if you cancel. Your commitment to attend determines our commitment to the hotel and other vendors.

Changes (cancellations, substitutions, and/or additions) to your registration are permitted through 5 p.m. on February 12, 2020. Your chapter is financially responsible for all students you have registered in the system by 5 p.m. on February 12, 2020 regardless of whether they attend the conference or not. Cancellations, substitutions, and/or additions can be made by the advisor by modifying their registration through the use of our online registration system at <https://www.gobluepanda.com/>.

After 5 p.m. on February 12, 2020, the only changes permitted are name changes/substitutions (no cancellations or additions). There is a \$20 fee per change/substitution. No refunds or billing adjustments for cancellations will be granted after 5 p.m. on February 12, 2020. Name changes/substitutions are permitted through 5 p.m. on February 14, 2020 and can be handled by e-mailing regsvr@pixelpointllc.com with a carbon copy to djones@mdfbla.org.

IMPORTANT: When registering attendees for the conference in the registration system, you will need the t-shirt sizes for all attendees. The size choices are Small, Medium, Large, X-Large, and 2X.

In addition, you will be asked to designate the two students who will be voting delegates for your chapter at the SLC.

Also, each chapter may enter up to three students for the Battle of the Regions event.

Please have the t-shirt size, voting delegate designations, and Battle of the Regions registrants prior to entering the data in the registration system.

3. Room share requests between chapters

The registration system is designed to accept room share requests. An example of a room share request is when you have one student who wants to attend the conference but you do not have other students to put in his/her room and another chapter has the same situation. These two chapters may pair these students together for rooming purposes. It is the chapter's responsibility to identify the schools that you will be room sharing with. Both schools must request the same room share arrangement. The state chapter will not initiate or approve a room share arrangement unless both schools make the request in the registration system. When you submit your room share request, the invoice will reflect the incorrect price until all schools involved in the

room share request have submitted their registration and it has been verified by the state chapter. Once the room share request has been verified, you will receive an e-mail from the registration system to let you know you may print a revised invoice with the correct rates.

Example: If you have a room share request for one student to room share with one student from another school, when you submit your registration, the invoice will reflect the price of a single rate for your student. When the other school submits the room share request, you will receive an e-mail letting you know your invoice has been revised. The rate for this student will be changed from single to double on the revised invoice.

If any of your students are room sharing with students from another chapter and the student(s) from the other chapter cancel or do not complete their registration, your chapter will be responsible for the increased rates for the remaining students in your chapter. In other words, if you have two students sharing a room with one student from another chapter (triple rate) and that other student does not follow through on their registration or cancels their registration prior to the February 12 deadline, you will be charged the double rate for each of your students instead of the triple rate that you would have been charged if you were room sharing.

4. Participants with special needs and dietary needs

If a participant has a disability that meets the criteria specified in the ADA, please complete the Special Needs form found online at <https://mdfbla.wufoo.com/forms/participants-with-special-needs-slc-2020/> by February 12, 2020. **Please complete and submit a separate form for each participant with a special need.**

In addition, if a participant has a special dietary need such as requiring a vegetarian or vegan meal, please notate the need when registering the individual in the registration system (Blue Panda). There is not a Wufoo form for special dietary needs.

Note that all requests for special dietary needs must be submitted by the chapter advisor using the online form. **The hotel is not to be called directly to make a special dietary need request.** If the hotel receives such a request, they will notify Maryland FBLA, who will forward the request to the chapter advisor to complete the information in the registration system. All requests must be submitted by the chapter advisor by February 12, 2020. Please collect this information from your chapter members prior to completing your registration so that you are able to submit the form by the deadline of February 12, 2020.

5. Parental Authorization/Medical Form

Please ensure that you have completed parental authorization/medical forms (blank form attached) for each student attending the conference. Please have the forms alphabetized by the students' last name. Make a copy of the forms to keep with you during the conference and the originals will be turned in at the time of check-in. **Please put the originals in a brown envelope with your school name written on the front.** These forms will be checked at the time of check-in and any student that does not have a completed form will not be allowed to participate in the conference. **Please do not use the form that was used last year.**

If your county requires their own permission form, you will need to complete the attached form in addition to your county's form. We cannot accept your county's form in lieu of the attached form. The form attached has been updated and is the only form that will be accepted at check-in.

6. Arrival and Departure Information

Registration opens at 10 a.m. on Thursday, March 12, 2020. Please plan to arrive at that time or after. Arriving before 10 a.m. creates a logistical problem for the hotel as we have not contracted with them for chapters to arrive before 10 a.m.

The advisor from each chapter should report to conference registration located in the Federal Hill Foyer on the 5th floor of the hotel. Take the elevators to the 5th floor and the Federal Hill Foyer will be visible when you exit the elevator. Chapter members should remain on the bus until their advisor has completed registration. The advisor will receive the registration packet for their chapter. If you have a large number of students registered and think you will need help carrying the registration packet (conference programs, participation certificates for members, name tags, etc.), you may bring ONE student with you. The registration area is not large enough to accommodate more than two people from each chapter at one time. After picking up the registration packet, the advisor will return to their bus and distribute the items to their members. The members may then check in to their rooms if they are available or take their luggage to the designated storage area.

It is highly likely that rooms will not be available until after 3 p.m. Please have your students arrive in business attire in accordance with the FBLA-PBL dress code as there will not be an area for them to change clothes.

We will once again be collecting each advisor(s) cell phone number at the time of registration. This will be used to contact you during the conference in case of an emergency or other situation.

Some competitive events will begin promptly at Noon on Thursday (please note this is an earlier start time than in prior years when the start time was 1 p.m.). When the schedule is finalized, the details of which events will occur on Thursday afternoon will be sent to all advisors. As you are planning your transportation to the conference, please plan to arrive as close to 10 a.m. as possible to ensure that your students are at the conference in time for the competitive events at Noon. The opening session and dinner will begin promptly at 5:30 p.m. There will be limited food service at the hotel Thursday morning/afternoon. You are encouraged to have your bus stop for a meal along the way and/or have your students pack lunch/snacks. Since the conference hotel is located at the Inner Harbor, there are also many food options within walking distance of the hotel should you decide to take your students offsite as well as a large restaurant (Bunzzz Sports Bar & Grill) in The Gallery (the mall attached to the hotel) for those that do not wish to go offsite.

The conference will conclude by Noon on Saturday, March 14, 2020.

7. Dress Code

The Board of Directors has a firm policy on the dress code. The conference is a professional meeting for all attendees and should be treated as such. We will be following the dress code published by National FBLA and it is attached to this email. Members appearing for any part of the conference in attire that does not meet the standards outlined in this document will not be allowed to compete or participate in the portion of the conference they are not appropriately dressed for. In the event that the student is not appropriately dressed for a competitive event, they will be sent out of the event to go and correct this situation; however, they lose the time that it takes them to get back to their event. Please review this with your members prior to the conference. The only activities that the members may dress casually for are the evening social events (motivational speaker and dance).

8. Workshops

An excellent slate of workshops is being developed for members and advisors. This schedule will be sent in one of the future mailings that you receive. We will be running workshops on both Thursday and Friday for all attendees.

9. Format of Thursday's Opening Session, keynote speaker, and Battle of the Regions

The Opening Session will begin promptly at 5:30 p.m. and dinner will be served immediately following. After dinner, there will be a short break where everyone can change into casual clothes and we will reconvene in the Maryland Ballroom at 9:15 p.m. for Battle of the Regions. Get ready to root on your region as we have some friendly competition where we test participants' FBLA and pop culture knowledge! More details on how to register students to participate in this can be found below in #12 of this update. Following the Battle of the Regions at approximately 10:15 p.m. will be the keynote speaker's presentation (hypnotist). The Battle of the Regions and the keynote speaker are an extension of the opening session. This is the social event for the evening; there will not be a dance on Thursday evening (there will be a dance on Friday evening).

We are excited to have Brian Imbus from Imbus Entertainment Group as our motivational speaker on Thursday. Brian is a highly regarded hypnotist, and his presentation will combine humor and hypnosis with a message of personal responsibility, accountability, and leadership. Imbus Entertainment Group is the same company we used in for the past nine years and they have worked with many student groups and come highly recommended. Brian's presentation will surely not disappoint and will inspire both students and adults alike. Brian will also host a workshop on Friday. You won't want to miss it!

As part of Brian's presentation, he will select volunteers from the audience to come on stage to be hypnotized. The hypnotized volunteers are taken through an amazing journey of imagination while they become the true stars of the show! All shows are done in good taste and Brian specializes in high school presentations. Brian is a Certified Hypnotist with more than 25 years of experience and has been trained by the most well-known entertainers in the country.

As we expect the demand for those students and advisors wanting to be hypnotized will be high, to ensure each chapter receives equal opportunity to participate we will accept two names from each chapter as possible

candidates for participation. The participants will be selected from the names each chapter submits. In order to participate, the two students you submit for participation are required to have the permission slip attached to this e-mail completed (signed by the student's parent or legal guardian). You may turn in a maximum of two permission slips at the registration desk on March 12. If you submit two student names, please submit one male and one female student.

10. Photos for slideshow during General Sessions

We are compiling photos from all chapters for use in a slideshow that will be shown during the countdown for each general session of the conference (Thursday's opening session, Friday's general session, and Saturday's awards program). This is a great opportunity for your members to have the chance to see themselves on the big screen! The photos can be of your members participating in chapter activities such as chapter meetings, social events, community service projects, regional conferences, etc.

Once your chapter has gathered your photos, please upload them to the following website: <http://upload.mdfbla.org/>.

All photos must be submitted by March 4, 2020.

This initiative won't be successful without photos from every chapter, so please start getting your chapter and member photos together now.

11. Bears for Babies

We will once again be encouraging local chapters to support the March of Dimes by participating in the Bears for Babies campaign. Donations of \$1 or more should be collected for each bear distributed. 100% of the money collected is donated to the March of Dimes.

To participate in the Bears for Babies campaign:

1. Make copies of the bear drawing attached to this e-mail.
2. The bears should be sold as a \$1 or more donation, for which all proceeds will benefit the March of Dimes.
3. Each person who purchases a bear should color/decorate the bear.
4. You may cut the bear out or turn in the whole piece of paper.
5. Write the name of the individual and the chapter name on the back of each bear.
6. Complete the attached Bears for Babies submission form and turn the form in along with all money raised on the first day of the conference at the time of registration. Please submit all money raised in the form of one check or money order. **Any chapter that turns in cash for their bears or submits multiple checks/money orders (instead of ONE check or money order) will be disqualified from participating in the two awards (see details below). All money raised must be submitted in the form of ONE check or money order. NO CASH OR COINS!!**
7. Turn in ALL bears on the first day of the conference at the time of registration. **Please put all bears in a brown envelope with your school name written on the front.**

Two awards related to the Bears for Babies campaign will be given at the State Awards Program on Saturday. One award will be given for best bear design. This is awarded to the individual who the judges decide has colored/decorated their bear the best. The second award will be given to the chapter who raises the most money for the March of Dimes through this campaign.

**There are two documents attached to this e-mail related to the Bears for Babies campaign. One is a PDF of the bears that are to be sold. The second is a PDF that is the submission form which is turned in with the bears and money at the conference.

12. Battle of the Regions

Battle of the Regions is a state only event that tests students' knowledge of general business facts, current events, parliamentary procedure, and FBLA-PBL facts. Questions about FBLA-PBL facts, history, and general information will all be a significant component of the written and oral examination.

Specific guidelines and an explanation of the procedures on how the event will work are in the attached document entitled "Battle of the Regions Guidelines (Maryland FBLA) (2-15)."

Each local chapter may register up to three students for this event. These students may participate in another competitive event at the conference as the Battle of the Regions is not a part of the Competitive Events

Program. You will register your students for this event using the conference registration system. There will be an option to enter three student names for this event.

At the conference, all students registered for this event will take a written, multiple choice test on Thursday, March 12. Teams from each region will be formed by taking the top three to five test written scores from each region. Each region will be represented by one team, so your students may be paired up with students from other schools to represent your region. The number of students selected from each region will be from three to five depending on the level of response received for the event. Each region's team will have an equal number of participants.

The "live" Battle of the Regions will occur in a quiz show format on stage on Thursday, March 12. The Battle will occur immediately following the keynote speaker's presentation Thursday evening. Please review the attached guidelines for specific procedures on how the Battle will work.

Also included in the guidelines are sample questions and a list of resources that your students should study to prepare for this event.

I encourage you to offer this opportunity to your students as early as possible so that they can begin studying and preparing. This event will be highly competitive again at the SLC!

13. Maryland FBLA Scholarships

To honor our outstanding future business leaders, Maryland FBLA will offer up to three scholarships at the 2020 Maryland FBLA State Leadership Conference. Each chapter is eligible to nominate up to two (2) current senior members to apply for these scholarships. Scholarships will be awarded based upon involvement in FBLA, scholastic achievement, community service, demonstrated leadership ability, and advisor recommendation.

Applications and complete information must be **uploaded to the address listed below by February 7, 2020 at 5 p.m.** Detailed instructions are included in the attached scholarship packet.

Scholarship applications and other required documents will be uploaded online at the following address:
<https://mdfbla.wufoo.com/forms/maryland-fbla-scholarship-application-slc-2020/>

14. Middle level FBLA activities

We are excited to once again have Middle Level participation at the SLC. All middle level students and advisors will submit registration (both housing and competitive events) through the same registration system as listed above. All deadlines and required forms also apply to middle level registration. Middle level chapters will NOT submit voting delegates, Battle of the Region participants, or state officer candidates. Information on middle level competitive events can be found in the Maryland FBLA Competitive Events Handbook and additional information will be sent in the next advisor update that will contain competitive event information for FBLA as well.

Middle Level students will participate in all activities of the conference (with the exception of state officer elections and FBLA competitive events). On Friday, we have a special leadership academy that includes workshops and hands on activities specifically designed for our up and coming leaders (6-10 grades).

15. Maryland FBLA Rising Leaders Track 2020

Special workshop track for middle level, 9th and 10th grade students ***pre-registration required***

We are very excited to announce that we will once again have a special leadership track for our rising leaders on Thursday and Friday. This special track is limited to the first 50 registrants and is open to middle level, 9th, and 10th grade students only.

Facilitator - Eric McGarvey

Eric McGarvey will be leading this two-day leadership session. Mr. McGarvey is the Executive Director at Summer on the Cuyahoga in Cleveland, Ohio. Eric is also an entrepreneur offering consultation services and leadership development training. Mr. McGarvey has a long history with FBLA-PBL, serving as a former national officer in PBL and the Professional Division, Ohio FBLA Board of Directors member, Ohio FBLA State Chair/Director, and North Carolina Professional Division Executive Council member. He is often a workshop presenter at the National Leadership Conference. We are very lucky to have someone with his expertise and history with our organization at our conference. Please be sure to take full advantage of this unique opportunity and register your students for this awesome special leadership track.

Program Overview

The Rising Leaders Track will provide interactive, hands-on opportunities for members to spark their creativity and participate in a two-day team entrepreneurial design process. Friday's portion of the program includes a series of action-packed workshops and team challenges that follow the entrepreneurial design and marketing process.

Learning Objectives Covered:

Collaboration & Team Building Innovation & Idea Development Strategic Planning Entrepreneurship Marketing & Social Media	Public Speaking Financial Management Skills Prioritization Creative Problem Solving Sales Overview
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- Students will still be able to attend a few workshops on Thursday and one Friday morning
- Advisors do not need to be present during the track
- Students should have a desire to learn and participate fully in order to maximize the effectiveness of the track
- If a student has a competitive event during track, we will work around that

Complete details, including the schedule and topics for this workshop track for Thursday and Friday, will be released closer to the conference. Please note that the content of the Rising Leaders Track changes each year. If you had a student participate in this in prior years, we encourage their participation again this year as it will be an entirely new experience for them.

If you would like to register any middle school, 9th, or 10th grade students for this exclusive opportunity, please register them through the conference registration system (see #2 above on how to access the registration system).

Once in the registration system, registration for this track is in the competitive events section. Locate the "Special Track for Middle Level, 9th, and 10th group. Within this group, there is an event called "Rising Leaders Track 2020." Select the student(s) you want to register for this event. You may register as many students as you would like for this event as long as they are middle level, 9th or 10th grade students. **There is no additional charge for this workshop track.**

Registration is limited to the first 50 registrants, so register your students and submit your chapter's registration as soon as possible.