



LEAVE A LEGACY OF LEADERSHIP DURING THE UPCOMING YEAR

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Important Dates:

January

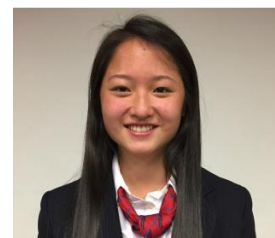
- 1 Action Awareness Begins
- 13 Regional Leadership Conferences: Online Testing Closes
- 15 March of Dimes Grant Application Deadline
- 15 Blue Ocean Entrepreneurship Competition Registration Deadline (Click [here](#) for more info)
- 17 Region 1 (SD: Jan. 24th) and Region 5 (SD: Jan. 23rd) Leadership Conference
- 20 Region 2 Leadership Conference (SD: Jan 27th)
- 25 Region 3 Leadership Conference (SD: Feb. 1st)
- 26 Region 4 Leadership Conference (SD: Jan. 31st)

February

- 17 Reports and Pre-Judged Materials due for SLC
- 19 Tomorrow's Business Leader Chapter News Deadline
- 22 State Leadership Conference Registration Deadline
- 24 State Officer Candidate Applications due
- 27 State Leadership Testing Window Opens

March

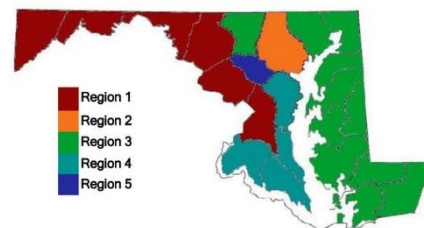
- 15 All money due for State Leadership Conference
- 23-25 State Leadership Conference



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Letter from your State President

Hello FBLA Members and Advisors!

Wow! From visiting multiple chapters to witnessing so many people be so excited to be future business leaders at our State Fall Leadership Conference, I am truly honored to be your State President.

As the 2016 year draws to an end, the 2017 year will kick off with many events. Please make sure that you study for your events and meet the January 13, 2017 testing deadline for the regional conference. Your respective regional conference dates and locations are on the MDFBLA website. I am so excited about what's in store for all of you, as you continue on to the state level or even the national level of competition.

Additionally, if you are running for a state officer position, please make sure that you upload your application to the Wufoo website, the link to which can be found on the MDFBLA website, by February 24, 2017. If you are currently deciding on whether or not to run for a state officer position, please feel free to contact me with any questions you may have! I would be more than happy to answer them.

Lastly, I am beyond excited for this year's State Leadership Conference at the Hunt Valley Inn from March 23-25, 2017. We have amazing events planned for you, and I look forward to meeting you all there!

On behalf of the entire state officer team, I wish you all the happiest of holidays!

Sincerely,
Sophie Sun



Fundraising Tips

Use these tips compiled by your State Officers to grow your chapter to new heights!

1. **Aggressively advertise!** Don't wait until the last minute to start advertising for your event; the earlier, the better! Hang up multiple flyers and signs in businesses, grocery stores, schools, libraries. Social media is also a great way to advertise.
2. **Think outside the box!** Using bake-sales and restaurants to help you raise money are great ideas, but maybe try some other ideas, such as online fundraising.
3. **Offer incentives to those participating in the fundraising.** Offer them free ice cream at next chapter meeting if you raise \$100 or host a pizza party.
4. **Fundraise in areas that appeal to a large percentage of the population so more will be interested.** Food-related events would be better than sports-related because not everyone is involved with sports. Restaurant nights work very well.

Preview of Regional Conferences

Our Regional Conferences are right around the corner. From valuable workshops to inspiring keynote speakers, see what our Regional Vice Presidents have waiting for you!

Region 1

At this year's Region 1 Conference, you will be able to grow as a leader, excel as a competitor, and connect, with both fellow peers and business professionals. Our judges this year range from business owners to college professors and even past FBLA alumni. You will be able to hear from Danny Farrar, the owner of the company, Soldierfit, and hear his story of how he built his business from the ground up while overcoming tough obstacles. Also, look forward to talking to college representatives in our College Hallway, which will contain a variety of schools excited to inform you of the opportunities their university can offer you. Last but not least, we have a special magical surprise that we are sure you will enjoy! We look forward to seeing everyone there!

Region 2

At this year's Region 2 conference, attendees will expand their leadership skills, excel as competitors, and network with other Region 2 FBLA students and business professionals. Our judges this year are made up of business leaders, former members, and teachers. We will be fortunate enough to hear from Tammy O'Donnell, a professional in leadership workshops who will be delivering one to us. We will also be lucky to see how a major corporation, Kind Bars, markets to diverse audiences. And finally we will hear from Femi Adebogun, a senior at Franklin High school, who has created three successful startup businesses while juggling school responsibilities through hard work and perseverance. We look forward to seeing everyone there!

Region 3

The Region 3 conference will be held at North Caroline High School on January 25th. Experience great workshops ranging from tips on etiquette to hospitality management. This year you will be able to hear from the one and only Comptroller of Maryland, Peter Franchot as our keynote speaker. He serves on the three-member Board of Public Works, which approves millions of dollars in State contracts each year. Comptroller Franchot has worked tirelessly to keep Maryland competitive in the knowledge-based economy, assisting working families and protecting the State's natural resources. You will also have the opportunity to compete in performance events with judges ranging from business owners to local community members. We look forward to seeing everyone there!

Region 4

The Region 4 Conference will be held on Thursday, January 26 from 3:00pm-7:00pm at Northern High School in Calvert County. We have over 35 judges all of whom range from business professionals to school board members for our performance event competitors. The conference will host four engaging and informative workshops lead by exceptional and professional keynote speakers. The workshops will be focusing on goal setting, college and career readiness, networking, and leadership, allowing members to hone in on their untapped potential for a successful future. All in all, we hope and plan to host a successful conference this January!

Region 5

Marriotts Ridge High School is hosting the Region 5 Conference on January 17, 2017. The conference will include engaging workshops focusing a wide variety of topics from marketing to personal finance. However, in addition to the workshops and keynote speakers, there will be a new aspect to the conference that is similar to the National Leadership Conferences. There will be an area, called Legacy Launcher, where organizations offering internships, jobs, volunteering events, and foreign exchange programs to high school students will have booths. The Region 5 members will be able to walk around and begin looking to create their own legacy of leadership. We look forward to seeing you all there on January 17!