



## INSIDE THIS ISSUE:

<a href="#"><u>Membership Recruitment Ideas</u></a>	2-3
<a href="#"><u>Social Activities</u></a>	4
<a href="#"><u>Middle Level</u></a>	5
<a href="#"><u>Fundraising Ideas</u></a>	6
<a href="#"><u>March of Dimes</u></a>	7
<a href="#"><u>Community Service Ideas</u></a>	8
<a href="#"><u>FBLA-PBL Week</u></a>	9
<a href="#"><u>Illinois FBLA State Events</u></a>	10
<a href="#"><u>National Fall Leadership Conference</u></a>	11
<a href="#"><u>Scrifs Networking Project</u></a>	12
<a href="#"><u>Business Achievement Awards</u></a>	13
<a href="#"><u>Go Green Project</u></a>	14
<a href="#"><u>Chapter News</u></a>	15-17

## About the Illinois FBLA Newsletter



Over this year, Illinois FBLA intends to put out newsletters designed to keep you informed as to what exactly Illinois FBLA is doing and provide interesting information about FBLA.

The contents of every newsletter will be linked to on the sidebar. Clicking on the article you wish to read will take you to that location in the newsletter.

Thanks for reading,

Nicole Gharbawi  
Illinois FBLA State Reporter

# MEM- BER -SHIP

*“If you are recruiting members, it is not because you are an undedicated member; it is because you are a member who pays attention to what is happening in your organization and wants to see progress.”*

## Membership Recruitment Ideas

**BY: PABLO A. CUARTAS,  
STATE VICE PRESIDENT, SOUTHERN AREA**

Good day. First of all, thank you for taking time out your schedule to go the extra mile and actually read a little more about FBLA. I would like to express the significance of such a quality as genuine interest in improvement.

As implied by the title of this specific newsletter, this is an article about how to be a successful recruiter for your organization. There are certain things that are not completely necessary, but definitely do make the process easier for the recruiter, you.

People Skills- This does not mean “People-I-automatically-am-super-good-at-talking-to-people-Skill.” Although, if that is the case then that is excellent. They are called skills because they are learned and developed. The more you get out and talk to other students, sponsors, advisers, and other businesspersons, the more comfortable you will get at approaching potential recruits. Put yourself in their shoes for a moment. If you were an incoming freshman and an upperclassman approached you, personally inviting you to be part of something, would you be likely to turn it down?

Know what FBLA Means- One of the biggest mistakes you could very well make is to not know your own organization. If someone asks you, “So who exactly even founded FBLA-PBL?” to try to make you look silly, then you should be able to answer right back, “Dr. Hamden L. Forkner, that’s who, big guy.” After such a standoff, the asker would more than likely join FBLA due to sheer amazement of you, a member’s, extensive knowledge and wisdom.

Remind people it is Fun- The focus of FBLA is to provide an approachable business setting for students interested in business. The business part is thoroughly taken care of with all of the conferences, workshops, and work that is put in to the organization by individuals, but remember that as much hard work there is, there is just as much enjoyment to take out. Practice positive discussion about FBLA. Be conscious that to someone about to pay money, they are very careful about just where they allocate those funds. If you say, “Oh yes, the work is grueling, and then we have to compete and then we just come back and compete again, and then we work more, and then we do canned food drives, and then they make us scrub the floors . . .” that may dissuade someone from spending their money. Everything you say can potentially be taken in a different context, so be sure to choose your words carefully when describing your organization, and don’t sell yourself short. Take pride in what you are a part of. If you are recruiting members, it is not because you are an undedicated member; it is because you are a member who pays attention to what is happening in your organization and wants to see progress. It is something to be proud of, so be proud.

I hope that these few tips were enjoyable to read through, but more so that they are taken to heart. This is not the situation you can think that someone else will take care of recruiting, because really, few people will. If there is something that you want to see done, do it. Be creative. I leave out too many specifics because I want learning to take place. Make a poster board with pictures on it, and just explain it. Write a press release for the newspaper. Call a local business and offer a spot as a professional division member. There are so many possibilities, and so many people willing to help. Be the leader. Be that person. Be the idol. Be the friend. I can assure you that if you strive to accomplish an increase in membership, there will be an increase in membership. It’s your call.

Service-Education-Progress





FALL 2011  
NEWSLETTER

# Social Activities

BY: ELIZABETH DYE, STATE SECRETARY

Nothing drives a good club or organization to keep going strong quite as well as social activities! When potential or current members are in a gathering, where the environment is more relaxed, the members tend to feel more comfortable and then the member will be more open. Social activities have many advantages. Social activities can range from elaborate parties to simple icebreakers. As a State officer, and returning member of FBLA, I have had my share of social activities and I've learned that they are beneficial and fun as well.

The advantages of social activities are numerous. Not only do these instances give members a chance to share information with other members in a comfortable and laid-back environment. Also, social activities show members that there is a fun side to FBLA and that it's not all just about business. Finally, social activities can boost membership quite well by encouraging students to participate. If you have social activities planned then encourage your members to bring a friend event. This will give the friends a chance to see how enjoyable FBLA can be and will want to become a part of your chapter. In addition, when these friends share about their great experience with their friends who did not attend the event, this may encourage those individuals to join your chapter as well.

Social activities can be as simple as a bowling night or as intricate as a scheduled dance. These activities should be well planned out. In order to plan the social events, you may want to have a social committee in your chapter. This committee can also provide an additional leadership opportunity for current members. If you wanted to plan a bowling night, one would have to call a bowling alley to find when open bowling is available and if they will give your group a rate. Then, you need to talk to you committee about what is the best option. Some of the other things to consider are will there be prizes, food, or even special games for the members? Don't forget to call the bowling alley again to reserve the lanes for the special day. It may sound like a lot of work, but it is worth it in the end, to see the members having fun.

During my time in FBLA, I have been to many social gatherings for FBLA, and I don't think I've been to an unsuccessful one yet. The most successful ones are where the members can relax, such as a video game night. There, they can talk about whatever they want, and share tips for games, while bonding with fellow members. So please make sure when you plan your program of work, to include a few social activities for your chapter. It will be worth the work!

## Middle Level

**BY: ALISON MCAULIFFE, STATE PRESIDENT**

Throughout FBLA, our primary goal is not to only develop responsible business leaders and expose them to many different kinds of business settings, but we also look for opportunities to build up the future leaders and members of FBLA. Therefore, the state officers and many local chapters are looking for new opportunities to activate and reactivate middle level or junior high chapters of FBLA across the state. We, as a state officer team, realize how important it is to develop these leaders early on so they will better understand the organization and are able to take on the challenges and fun times of FBLA.

Specifically, my chapter officer team is working on reactivating the Marion Junior High chapter. The difficult part in reactivating these middle level chapters is finding a faculty member to be an adviser as well as finding many students interested in participating in business-related activities. Reaching out to these younger teenagers is a test because of an age barrier as well as the maturity.

However, if you play your cards in the right order, it will be an easy task to develop these younger leaders. Start by speaking with the administration and/or possible adviser to see if there is an interest in starting an FBLA middle level chapter at that specific school. Then, incorporate the middle level members who are interested in participating in FBLA activities into social events or community service events that the high schoolers are hosting.

I really encourage all of you to take on the challenge to start these middle level chapters in order to develop these future leaders at an early age. Take on the task and continue building your "Gateway to Greatness."

# Fundraising Ideas

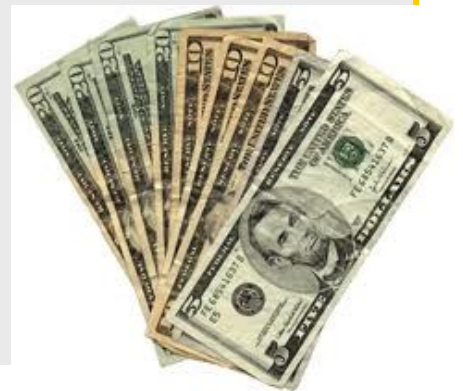
**BY: ELIJAH COX  
STATE VICE PRESIDENT, CENTRAL AREA**

Fundraising plays a huge role in all FBLA chapters. Fund raising makes up for almost all of your yearly expenses and can save you money in many ways. The more work you are willing to put into a fundraiser the more successful it will be. Fund raising can be fun if you are creative about it not to mention it can cut the cost of State and National Leadership Conferences. This money raised also goes towards fun social events like: dances, ice cream socials, and pizza nights. Finally fund raising is what helps to keep your local FBLA chapter a float as it can help cover for those rainy days. Now that I have talked a little bit about how fundraisers help you and your chapter I will now talk about ways to fund raise.

There are oh so many ways to raise money for your FBLA chapter, and they are only limited to your creativity. You could do things like sell candy bars, have a car wash, sell lemonade, or even have a kickball tournament. When selling things it is important that you approach people with a positive attitude, and even if they don't buy anything always thank them and leave with a smile on your face, who knows they may even buy something from you next time. When doing things like a lemonade stand or a kickball tournament you should definitely get the word out, so put it in the newspaper, on your school website, or even make an announcement of your schools morning news. These are just a few ideas be creative and I wish you the best of luck with your next fundraiser.



*“Fund raising can be fun if you are creative about it not to mention it can cut the cost of State and National Leadership Conferences.”*



# March of Dimes

**BY: WILLIAM HENNESSY  
STATE VICE PRESIDENT, NORTHERN AREA**

Every year, 13 million babies are born prematurely. The March of Dimes is dedicated to helping mothers have full-term pregnancies and researching the problems that threaten the health of babies. FBLA is a national partner with the March of Dimes and fundraises every year for this wonderful mission.

As FBLA members, it is our responsibility to help. Our Illinois FBLA Program of Work has set a goal to raise \$8,500 as a state for the March of Dimes this year. While this may sound like a challenge, there are many ways for you and your chapter to help us achieve our goal. One easy way to help is by participating in the annual March of Dimes walk. All you have to do is find some friends, register online, and go for a walk. Walks are hosted in many locations around the nation, so check the March of Dimes website to find a location near you.

Another way to help us raise money for premature baby health is to host your own chapter fundraising event. Many FBLA chapters have done this, and had fun with it too. Chapters have held dodge ball tournaments, penny wars, and kickball games for the sake of the March of Dimes. Even placing collection jars around the school would help us achieve our goal. This year at the State Leadership Conference, we will be fundraising for the March of Dimes during the dance. Each state officer will have a donation jar, and whichever officer raises the most money will be forced to eat baby food.

One in eight babies is born prematurely. March of Dimes is dedicated to helping these babies, and so is FBLA. With your help, we will be able to achieve our state goal of \$8,500 and help premature babies live a healthy life. Visit [www.marchofdimes.com](http://www.marchofdimes.com) for more information and ideas to get involved!





# Community Service Ideas

**BY: TOM HENNESSY, STATE PARLIAMENTARIAN**

With the Holiday season quickly approaching there are tons of community service opportunities around the corner. You could volunteer at the local soup kitchen, or get friends together to hold a food drive that you can donate to your local soup kitchen. Every little bit helps and the poor greatly appreciate it. Another way to help the poor is to volunteer at your local homeless shelter. You could help set up the beds they will sleep in and serve them dinner. In order to help the kids you and your friends can donate toys during the holiday season to cheer them up. But why just stop at toys? All the homeless would appreciate it if you set up a clothing drive to gather used clothes in your community to donate.

There are other ways to serve your community than helping the homeless. Another way to help is to volunteer at your local community center with whatever they need help with at the time. You could volunteer at elementary schools if they are holding an event for the students that go there. You can even volunteer at your high school if they are holding an event and are in need of volunteers. There are a wide variety of events at local schools that need your help.

Another idea to serve your community is to keep track of local events that are being held by other clubs or organizations. They may not have enough people from their own club that they need to get the help of others. Just because you're in FBLA doesn't mean you can only help that organization. These are great opportunities that can be a great help to the community and the group you help could help your local chapter later.

So whether you want to help the homeless, schools, or other groups there are a lot of community service opportunities out there. Don't miss out on these opportunities could be extremely helpful to the community. The best way to get more community service hours is to keep track of what's going on in your community and learning about the best ways to help your community.

# FBLA-PBL Week

**BY: KARINA WITT  
STATE VICE PRESIDENT, WESTERN**

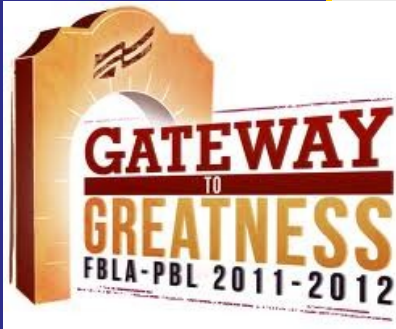
FBLA-PBL week is something that many people ask “Why do we do this?” And for others it’s just an excuse to dress up and have a lot of fun! But the real meaning behind the whole week is the ability to show your school how important your FBLA chapter is and to take into account the welcoming of your new members. This week is also a great way to get your school involved and get excited about the years activities it has in store for all of the members.



Every one in the school is always looking for a way to get to wear pajamas to school, or hats in class, or be able to bring their favorite snack with them, well here is the chance! I know that these are just the tip of the ice berg on all of the fun activities your school can do during this week but what better than to give the student body what they want for a week! This week always takes place on the 2nd week in February. Some chapters even do events at the end of the school day or Olympics to raise money for the organization of their choice. Also the Wednesday of that week is Advisor Appreciation Day! This day is a great time to thank your advisor for all the hard work that he or she puts in to your chapter. There is much behind the scenes work that many of the members do not see or recognize that their advisor does. I mean who else could handle the job of taking care of organizing a group for 50 PLUS teenager?

During this week even though you may have all of these fun activities going on, don’t lose sight of the true reason of FBLA-PBL week. Recognize the great tasks that your chapter has done in the past few years, and promote your chapter to everyone in your school. Get a group together to do service projects or go help a local shelter or food bank. FBLA week is not just about the fun that your chapter has but also the commitment that all of the members have taken to be a part of an organization to better themselves to be the Future Business Leaders of America.

So go out there and join in your FBLA-PBL week and have a great time. Also remember that FBLA is fun, rewarding, and a great organization to dive into and give it all you’ve got!



# Illinois FBLA State Events

**BY: BRADLEY MASCHHOFF**  
**STATE VICE PRESIDENT, SOUTHWESTERN AREA**

Illinois FBLA hosts many special events throughout the year. Illinois's 7 areas each host an area conference either at the President's School or a local college/university. These conferences bring local members together to compete and meet. Many host workshops during down time. Many PBL chapters work to become involved at conferences. Many business professionals also become involved with judging competitive events such as job interview or public speaking. So if you are ready to prepare yourself for the State Leadership Conference then you are ready to attend your local area conference.

FBLA Week is February 5-11, 2011 so start planning to participate in the weeks events. The National Officer sets the following days: Wednesday Feb. 8 – Advisor Appreciation Day, Friday Feb. 10 – Professional Dress Day, Saturday Feb. 11 – Community Service Day. There are many other ideas such as raising money for March of Dimes or having a teacher/member breakfast. Dress as something different everyday and visit chapter sponsors or middle school students on these days. This week comes once a year, so plan early and celebrate all week long.

The 2012 Illinois FBLA State Leadership Conference is set for March 30-31, 2012. With competitive events, workshops, sessions, and a talent show. There is something to keep everyone busy. This will not only be our best conference but our final time in Decatur. DCCH has treated us well but our growing popularity has forced us to change venues for 2013. So let's go out of Decatur with a bang and send our state members to the top spot at nationals! This year's conference will send us to our "Gateway to Greatness!"

Remember to become involved in your organization as Darlene Shannon our State Chairman always says, "You get out of this organization, what you put into it." Best of luck Illinois FBLA at your Area Conferences!

# National Fall Leadership Conference

BY: ELLEN KAUSHANSKY, STATE SECRETARY



“It’s so nice to meet you. You’re from Nebraska? It must have taken you a long time to drive here!” Conversations like this one could be heard the entire weekend in Milwaukee as people networked at fantastic workshops and met incredible FBLA members from all across the Midwest. November 11<sup>th</sup> and 12<sup>th</sup> were two days filled with life lessons, motivational speakers, and tips to help FBLA members succeed in competitive events as well as the business world in the future.

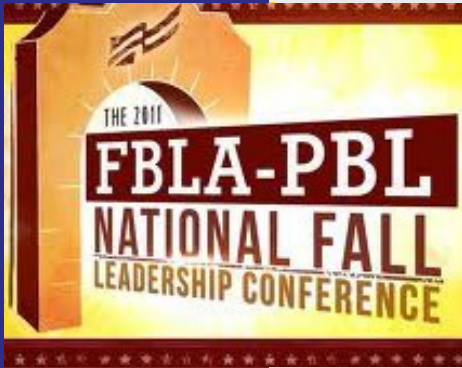
Thousands of students arrived in Milwaukee, WI on Friday, and they began to explore the city immediately. Many chapters visited the Harley Davidson Museum or the Jelly Belly Factory nearby. In fact, the attractions didn’t stop there. Many members ventured as a collective group to a Milwaukee Admirals hockey game; a special promotion was run for all FBLA members!

Much of the fun also came from the actual conference itself. Workshops were held on a wide variety of topics such as goal setting, how to dress professionally, how to buy cheap airline tickets, leaving a fingerprint as a leader, and how to be in control of the outcome of your own life. The lessons learned at these workshops were truly inspiring as countless professional motivational speakers excited FBLA members about the power to pave our own Gateway to Greatness.

Fourteen FBLA chapters from Illinois were present at the conference and the energy that came from the cheering Illinois section at the opening and closing sessions was infectious. The key note speakers both shared a message of persevering through adversity and not letting the setbacks in life get us down; success rests on our own attitude.

The conference wasn’t only about learning from adult speakers. One of the best opportunities that the conference provided was the opportunity to meet thousands of high school students from various states who all share a passion for FBLA. The connections forged, the facebook names acquired, and the hundreds of pictures taken will be invaluable memories as well as resources for the future.

BY: ELLEN KAUSHANSKY



By being forced to break out of the comfort zone of only talking to individuals from one specific school, everyone was able to learn new names and see new faces. Adding to this mingling experience was the Blue Jeans for Babies dance on Saturday night– the culmination of the NFLC conference. Each member made a donation to the March of Dimes and was able to enter a ballroom filled with FBLA members, lights, and of course great music. The smiles on everyone’s faces made it evident that this was a well worthwhile experience.

With the next national conference approaching in San Antonio, it is exciting to know that we may see many of the people we met over the weekend dressed in cowboy boots and cowboy hats as they take on the Lone Star State.

FALL 2011  
NEWSLETTER

## “Scrits” Networking Project

BY: NICOLE GHARBAWI, STATE REPORTER

Networking is an important role in the business world that can jump start a career, open doors to better opportunities, and allow a person to learn valuable information in a short amount of time. The “Scrits” Networking with Business Project is an FBLA competitive event that gives participants a procedure to follow and the tools to effective networking. “Scrits” has many benefits for its participants.

Through the “Scrits” Networking Project members will gain knowledge of various occupations and industries in their own and neighboring communities by conducting informational interviews with business professionals. They will also learn the procedures and courtesies associated with informational interviewing and networking which are effective tools when seeking career opportunities or marketing a product or service.



Members will have an opportunity to inform business people in the community about the purpose and activities of FBLA. In some cases this may lead to the support of activities sponsored by the local chapter. Last but not least, members will have the opportunity to submit a report and enter the competition for monetary awards. Monetary awards will be given to first, second and third place recipients to use as they choose.

Individually or as a team of two, participants will contact a business professional and set up an informational interview following the given procedures for the competitive event. The objective is to learn about the person's occupation or to learn about their company or industry. Based on the information gathered during the interview, the member will complete an interview summary report addressing the specific topics applicable to the interview. The interview reports will be submitted to a committee of the Advisory Council who will review the content on the basis of how well the procedures were followed and if the objectives of the project were met.

The written report should include who you interviewed, his or her company position, and describe his/her responsibilities. It should describe what you learned during the interview. What benefits you believe you derived from the interview, and to describe any additional contacts, interviews, or follow-up that resulted from the interview.

## Business Achievement Awards

**BY: MEGAN SCHMIDT  
STATE VICE PRESIDENT, EASTERN AREA**

BAA's—The Business Achievement Awards are an awesome way to get more involved in FBLA. They have four levels, Future, Business, Leaders, and America. In each of these levels you have a list of activities you have to complete. These activities help improve your business skills, and you as an FBLA member. Sometimes they even create opportunities to get involved with your community as an FBLA member. Anyone can complete a level of the BAA's. Each level gets progressively harder. Once you have completed a level you are recognized at local, area, state, and national levels depending on what level you have completed. This year at the FBLA Illinois State Leadership Conference any one that has completed a level gets put into a drawing to win a \$50 prize. There will be four different drawings, one for each level you can complete. At the National Leadership Conference, if you complete the America Level you get recognized. I encourage every one of you to take the step, complete a level of the BAA's, and become a better FBLA member.



# Illinois FBLA is Going Green!

**BY: NICHOLAS COTTRELL,  
STATE VICE PRESIDENT, CENTRAL NORTHERN  
AREA**

The world. Supposedly it's beginning to crumble; the polar ice caps are melting, the rate of unusual storms are increasing, shifts in climate becoming more sporadic, and factories and waste companies are producing more smog emissions than ever before. Whether or not these horrifying statements are due to global warming or not does not matter, what does matter are the things you and I can do to change it.

As members of the Future Business Leaders of America we are supposed to stand true to becoming "a responsible business leader." The Earth, and it's efforts to change for the better begin with us. And Illinois' 2011-2012 state officers want you all to be at the fore front of this epic change. In case you weren't aware, the National FBLA Executive Council has initiated a "Go Green Project" in their own right (which can be accessed on the National FBLA website), and it has only grown since its conception. Now Illinois FBLA will begin to join their efforts in creating, and adding a new competition exclusively for Illinois FBLA members.

As young men and women, it is our job to take responsibility in the world of business, and therefore we need to get those creative juices flowing and create companies in which almost have non-existent carbon foot prints.

It is still yet undetermined when the Illinois FBLA, "Going Green Project" will be announced to take effect, but your Illinois Area Presidents will keep you all updated along the way.

But keep in mind, regardless if you are working on any sort of green project for FBLA, or you are simply trying to make a change in your life style to better this planet, keep in mind that everyone has the power to changes any-

# Chapter News

BY: VARIOUS CHAPTERS AROUND ILLINOIS

Picture to the right: Participants of Northern Area Kickball Tournament



## Northern Area Kickball Tournament

The Adlai E. Stevenson High School chapter of Illinois FBLA hosted its first ever kickball tournament to benefit the March of Dimes on October 21, 2011. Warren Township High School, Grant High School, and Mundelein High School from the Northern Area joined Stevenson in several games of kickball— a team from Grant High School was crowned the champions of 2011. Students were asked to donate a minimum of \$5 to participate in the event and delicious food was provided for everyone following the games. It was a great opportunity for some of Illinois FBLA to get together and collect

## Warren Township High School

Every month, FBLA members from our chapter participate in a social event. During October, our members went to Richardson's Corn Maze in Spring Grove, Illinois. The theme of the maze was 'Freedom'. Sixty-one members enjoyed finding their way through the maze while having fun with friends and meeting new people. After the maze, members could go on a hayride, play games, look at the animals, or enjoy s'mores around the bonfire. This was an excellent way for our members to get to know each other while also having fun and enjoying the fall weather.

# Central High School



The 2011-2012 Central High School Local Chapter FBLA Officers: (Left to Right) Miranda Lammers, Brandon Ratermann, Brett Bierman, Jenna Kues, Meredith Timmons, Brooke Schipke. The officers along with advisor Mrs. Lisa Wiegmann are planning fundraisers and activities for the group. The group is establishing committees, and is planning for Area Contest. Each officer was assigned a committee, and is in charge of finding members to join that committee. Some of the upcoming activities they will participate in are: American Enterprise Day, Santa books, Krispy Kreme Fundraiser, and their winter coat and hat drive.

and their winter coat and hat drive.

# Wauconda High School

FBLA at Wauconda High School was established over the summer of 2010. The club consisted of 40 members. In 2011, FBLA spread across the school to all ages. There are now 129 member enrolled in FBLA. The success this year has already made an impact on the community and will continue to grow throughout the school year and beyond. Wauconda FBLA got an early start to their volunteering. They have already participated in six community services events. The community, local businesses, the Board of Education, and the school board has recognized FBLA as a successful organization and the largest club at Wauconda High School, due to its immense amount of members.



Above is a group shot taken in Decatur, IL at the 2011 State Leadership Conference.



# Marshall High School

Hello, I am a student at Marshall High School and I am going to take the Networking Concepts test on March 30 to the 31. I have been working very hard to prepare for my test so I can go to nationals and represent my state to the best of my abilities. I have studied many older tests that have come from the FBLA website. Also I have looked at many old college text books I have from when my dad was in college. I want to do well on this test to show people that knowledge truly is power in are world. If you know enough you can do anything.

# Herrin High School



Above is the Herrin Officer team: Haley Pangburn, Brandon Ryker, Luke Hampelman, Danielle, Stricker, Trevor Bolen, Mary Kate Herman, Taylor Eisenhower, and Shauna Bayles

Herrin High School's FBLA attended the annual FBLA Summer Leadership Conference in Springfield for the second time this past summer. Herrin's chapter had eight members that attended the three day conference. All the members were busy participating in workshops to show their skills in leadership.

There were also general sessions the chapter went to. The Summer Leadership Confer-

ence is a very influential experience and also helped our chapter's officers build their skills in leadership.

Our Herrin chapter held the second annual Bocce Ball tournament to help benefit the March of Dimes and chapter activities. Our group raised money, as well as created community awareness for March of Dimes. The tournament was held on Sunday, October 30, 2011 at the Herrin Bocce Ball courts. Medals were awarded to the top three teams. The food was donated by Louie's Italian Seasoning Co. Our current fundraiser in the Herrin chapter is selling Country Meats. This gives the members the chance to raise money to get them to the Southern Area Conference, and the students really enjoy them! Our chapter hopes for a very successful year, with lots more activities that help our chapter grow!