

# Adviser Conference

2024 | Sept 18 | Seattle, WA



## Agenda



FBLA Agenda							
Start	End	Dream Track (new advisers)	Lead Track (experienced advisers)				
7:30	8:00	State Officer Meet and Greet (Redondo)					
8:00	8:45	Welcome Breakfast (Redondo)					
9:00	9:45	FBLA Conferences (Rainier)	Connect Chapter Management (Redondo)				
10:00	10:45	FBLA Systems (Rainier)	Champ Camp (Redondo)				
11:00	11:45	Program of Work Lunch (Redondo)					
12:00	12:45	FBLA Competitive Events (Rainier)	100x Chpater Officer (Redondo)				
1:00	1:45	Chapter Success Guide (Redondo)					
2:00	2:30	Question and Answer Session (Redondo)					









# WA FBLA Scavenger Hunt







## Meet the Team

Angela Stone, State Director
Tiffany Perez, Deputy State Director
Josephine Reyes, State Officer Coach
Ashley Radke, Finance Manager
Ryan Underwood, Senior Director





## Interns



Kai Lincoln
Competitive
Events Intern



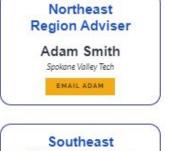
Finn Mosher<br/>Industry Intern



## **Board of Advisers**





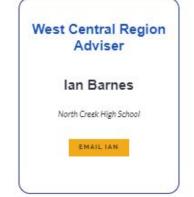
















## **Board of Directors**

#### Board Chair

Dawn Larsen Starbucks

#### Board Vice Chair

Michelle Lingg Microsoft

#### Board Secretary/Treasurer

Chantelle La Marr Block Rock

#### Past President

Joanne Lin Union High School

#### State President

Preeti Maroju Fife High School

#### OSPI / Education Liaison

Holli Ryan-Kalaleh

#### FBLA Region Adviser

Matt Monnastes Envision Career Academy

#### FBLA Region Adviser

Laura Ramos Fife High School

#### PD President

Darmeny Jones Starbucks

#### WACTA Representative

Brad Hooper North Thurston School District

#### WE-BAM Representative

Jackie Floetke Wilson Creek School District

#### Business Representative

Chelsea Monroe City of Everett

#### Business Representative

Reynide Dubreus

Marcie Parties

#### State Director

Angela Stone Washington FBLA















# 2024-2025

# Partnership Guide

**INSPIRE & PREPARE STUDENT LEADERS** 





## State Theme

# DARE TO LEAD



## State Only Events

On Campus Commerce
Concept to Campus
MOS Excel
MOS PowerPoint
MOS Word



## **National Partners**

Business U: FBLA at the Bell

Lead4Change Student Leadership Program

LifeSmarts & The National Consumers League

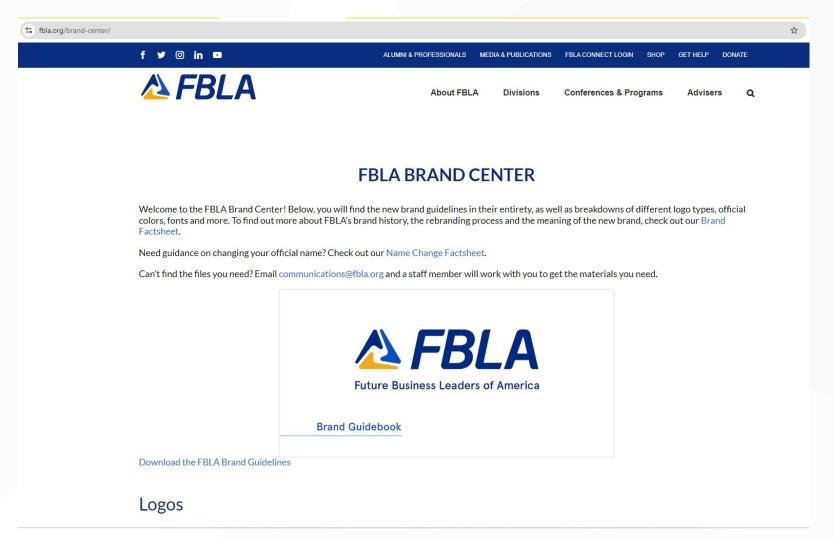
The Stock Market Game

Virtual Business Challenge



## https://www.fbla.org/brand-center/

# **Branding Update**





# FBLA PLEDGE NEW PLEDGE STARTING 24-25

I solemnly promise to support the mission of Future Business Leaders of America, abide by its Code of Ethics and Code of Conduct, and develop the qualities necessary to become a community-minded business leader.



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# **Dream Track**

Advisers with 0-2 years experience





## What is FBLA?

Future Business Leaders of America, Inc. (FBLA) is the largest business Career and Technical Student Organization in the world. Each year, FBLA helps over 230,000 members prepare for careers in business.

## **MISSION**

FBLA inspires and prepares students to become community-minded business leaders in a global society through relevant career preparation and leadership experiences.





## What do you do in FBLA?

- Attend Leadership Conferences
- Compete





# FBLA Conferences

Angela Stone, State Director



## 2024-25 FBLA Conferences

## Fall Leadership Conference (FLC)

- Workshops
- Dates vary by Region
- Locations vary by Region

## Winter Leadership Conference (WLC)

- Competition
- Dates vary by Region
- Locations vary by Region

## State Business Leadership Conference (SBLC)

- Qualified Competition
- April 23-26, 2025
- Bellevue, WA

## National Leadership Conference (NLC)

- Qualified Competition
- June 29- July 2, 2025
- Anaheim, CA





# FBLA Systems

Tiffany Perez, Deputy State Director



## FBLA Systems



Chapter Management Learning Center Leadership Community







## FBLA Connect 101

- connect.fbla.org
- Membership Management/Registration
  - Member Registration
  - Chapter Management
  - Education Program
  - Recognition







## FBLA CONNECT 101

## 1.Log in to FBLA Connect!

Make sure you have access to the chapter(s) you are responsible for.

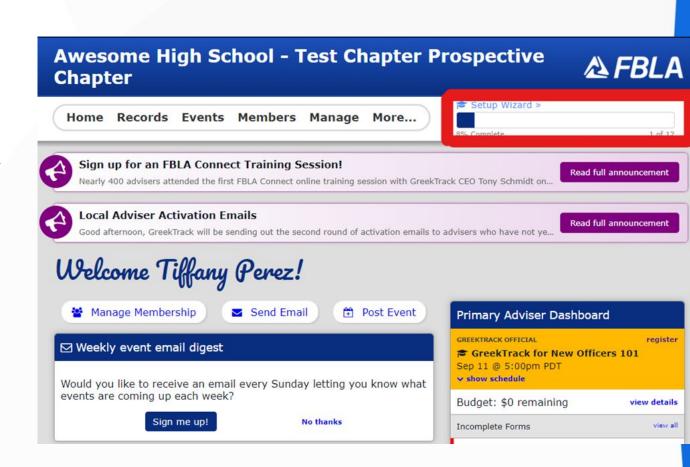
## 2. Update your Profile

Please add a photo so we can see your smiling face!

## 3. Update your School Profile

- 1. School Address
- Contact Email
   Phone Number
- 4. Update list of chapter advisers associated with your chapter





### 5. Add Members

- There are multiple options available to add members to FBLA Connect:
  - 1. Individually add an existing (returning) member
  - 2. Manually enter a new member
  - 3. Bulk upload members using the provided template
  - 4. Provide your students with a registration link (so that they can add themselves to FBLA Connect)
- 6. Transition Members from Unpaid to Active
- 7. Send Activation Emails



#### Add Unpaid Student Choose one of the four options available to add contacts to your . Option 1: Add Existing Member Search Member Database Q Transfer students, or students graduating from another school to yours, may already be in the system. Local Account Type Unpaid Student > Add Existing Member Option 2: Manual Entry Full Na Individually enter each person's contact First N Import contacts from a CSV file Option 3: File Upload information to add them to your roster. Prefer Use a CSV file to import a list of ▲ Import Contact Data (.csv) contacts onto your roster. Persor Local A Unpai Option 4: Registration Link Send this link to your prospective chapter's public registration page. You will need to approve each account before they can log in: Share a link to anyone who you would

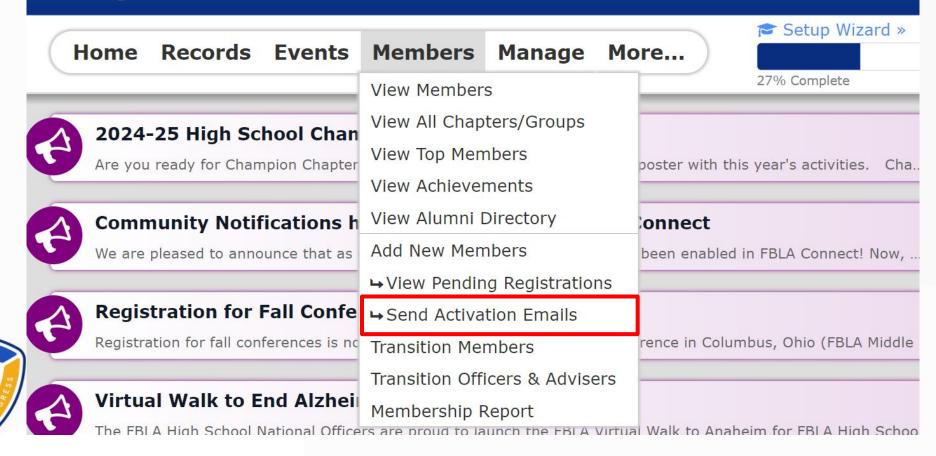
https://connect.fbla.org/awesomehighschool-testchapter/register.php

like to register to be added to your

roster.



Awesome High School - Test Chapter High School Chapter



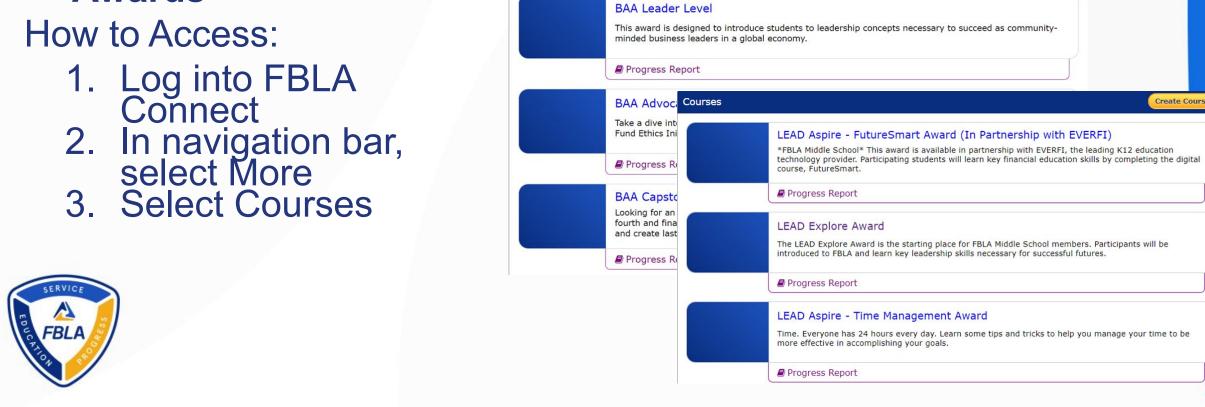
8. Generate invoice to view four payment options

```
☐ Pay by Mail (Check)
☐ Purchase Order
☐ ACH
☐ Credit Card
```



# FBLA CONNECT STUDENT BENEFITS Click to View Video

- High School: Business Achievement Awards
- Middle School: LEAD Awards



**BAA Contributor Level** 

Progress Report

their experience as an FBLA member.

In this award program, members are introduced to FBLA and ways that they can make the most out of

Create Course

## CHAMPION CHAPTER

### HIGH SCHOOL DIVISION

### **SUMMER STARTER**

August 1 – September 25

#### SHAPING SUCCESS

September 26 -November 6

### **SERVICE SEASON**

November 7 -January 8

#### CTE CELEBRATION

January 9 – March 5

#### CHAMPION PLUS

Deadline: May 1

### MIDDLE SCHOOL DIVISION

Monthly Tasks from August 2024 - May 2025 Deadline: June 1



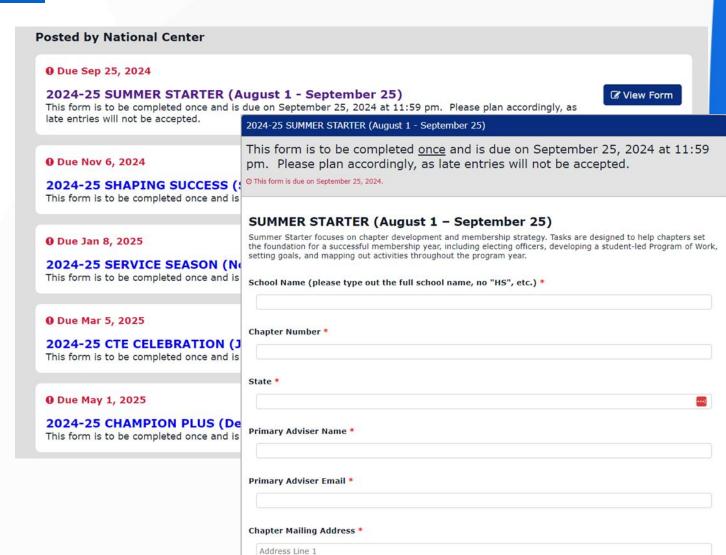
# FBLA CONNECT STUDENT BENEFITS Click to View Video

## **Champion Chapter**

## How to Access:

- 1. Log into FBLA Connect
- In navigation bar, select More
- 3. Select Forms





## FBLA CONNECT CHAPTER TOOLS

Manage Officer Positions

Officer Positions

**Create/Assign Chapter Officer Positions** 

President President (Primary) 0 🗟 X Communications Communications 0 2 X Competitive Events Competitive Events O X Historian . Historian ORX Membership Membership 0 2 X Parliamentarian Parliamentarian ORX Secretary Secretary 0 2 X State Adviser State Adviser State Officer State Officer O RX State Staff State Staff 0 1 X 0 2 X Treasurer > Treasurer ORX Vice President Vice President **Adviser Positions** Actions 0 0 Primary Adviser Primary Adviser (Primary) Co-Adviser Co-Adviser ORX

**Define Officer Positions** 

#### Add an officer position Title Roles Roles help define what this officer position does. Your national staff will be able to send relevant resources to your officers based upon the roles tagged to each officer. Co-Adviser □ Second Communications □ Sompetitive Events ☐ Nation ■ Membership □ Parliamentarian □ • President □ Primary Adviser □ Secretary ☐ State Accountant □ State Adviser ☐ State Chair ☐ State Officer □ State Staff □ National Treasurer □ Vice President Applies To Can this position be held by only officers, advisers, or either one? Officers Only O Advisers Only O Both Officers and Advisers Add Position

Assign Members to Positions

Actions

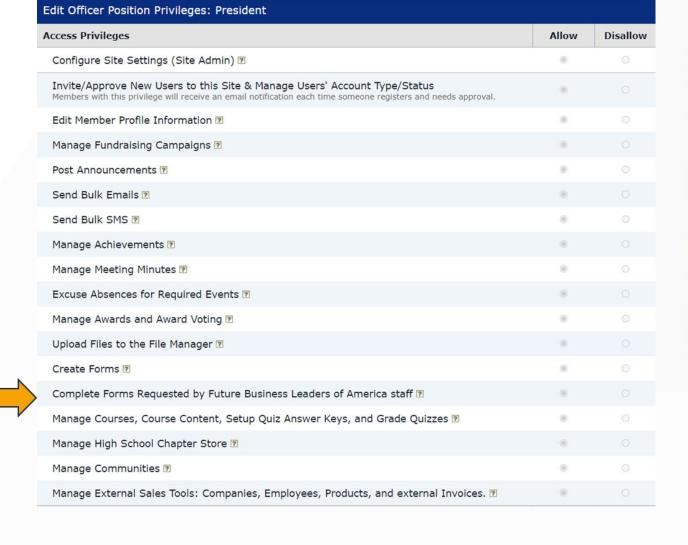


## FBLA CONNECT CHAPTER TOOLS

# **Assign Chapter Officer Privileges**

Allow officers to
Complete Forms for
Champion Chapter
Access



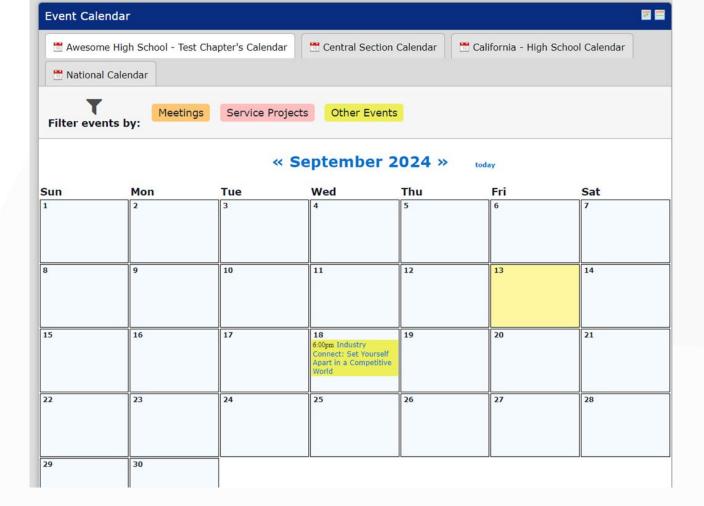


# FBLA CONNECT CHAPTER TOOLS Click to View Video

+ Add Event

Manage Event Types

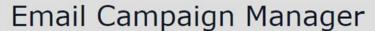
**Chapter Calendar** 





# FBLA CONNECT CHAPTER TOOLS Click to View Video

## **Email**



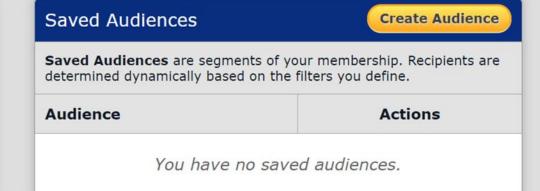
Send emails to your subscribers or general announcements to your membership.

Compose Email

✓ Manage Email Templates

Email Subscription	ns	Create Subscription	
Your members may opt- email related to a specif		criptions to receive	
Subscription	Subscribers	s Actions	

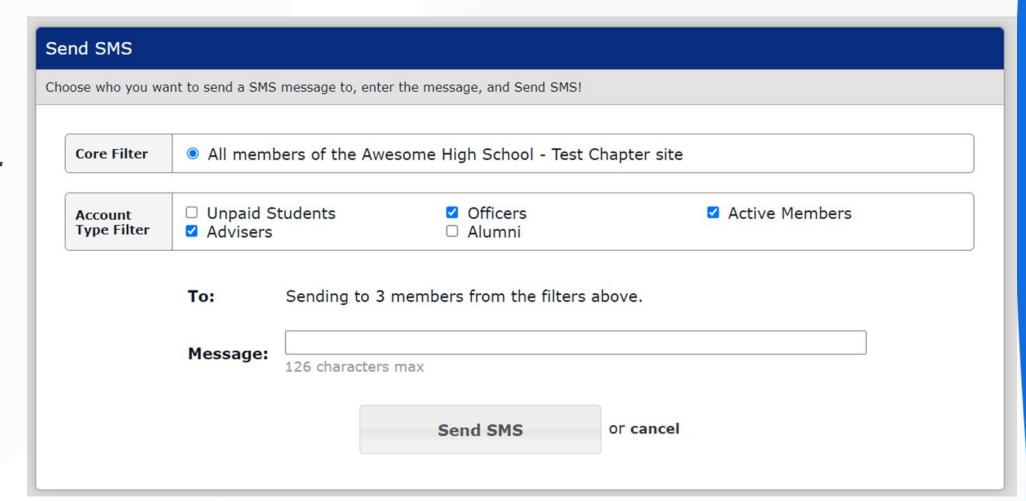
You have no subscriptions.





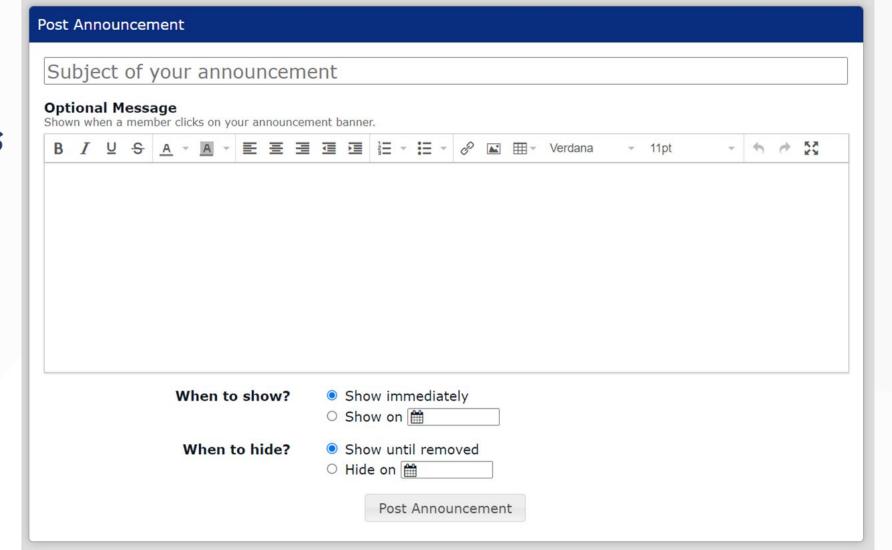
Recent Emails			View All Emails
Subject	Date <b>▼</b>	Sent By	Actions
	You haven't sent any emails yet. compo	se Email	

SMS – Send a text



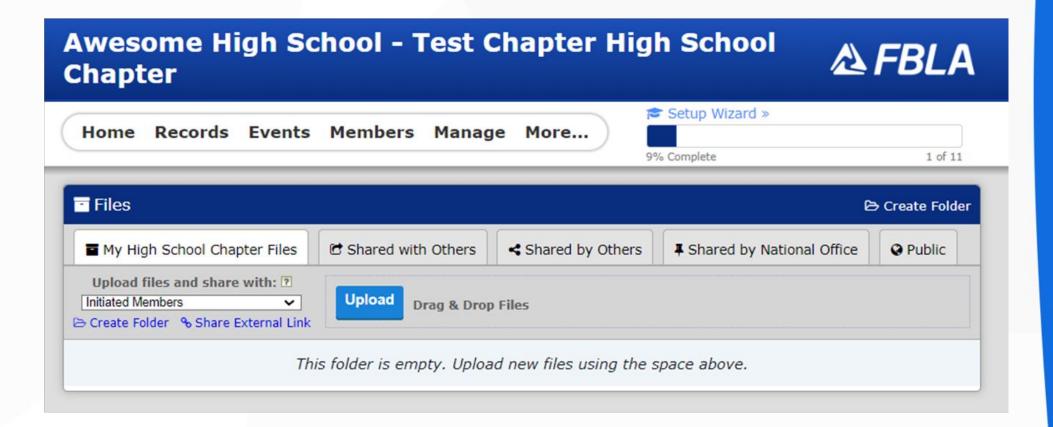


**Announcements** 





#### **Files**





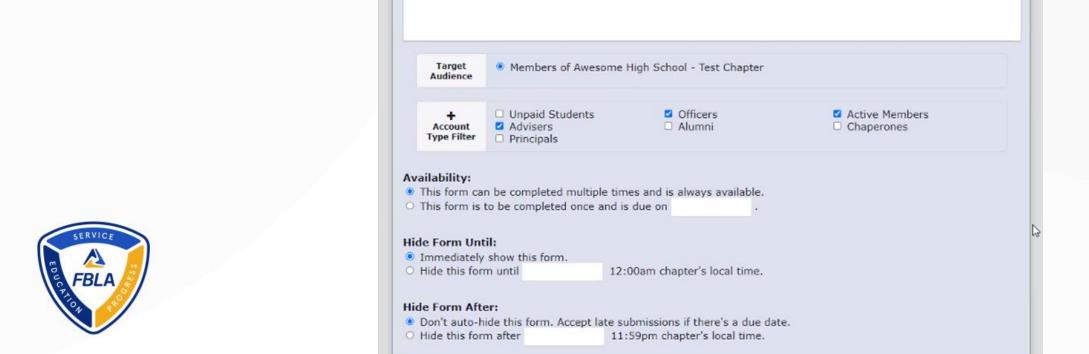
Create Form

Form Title

Form Description:

BIUSAIA

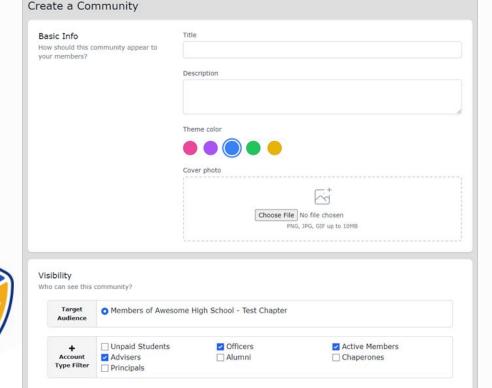
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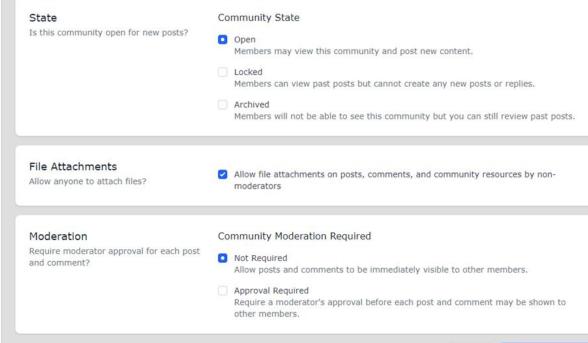


## FBLA CONNECT CHAPTER TOOLS

#### **Communities**







Create Community

- app.gobluepanda.com
- Conference Management/Registration
  - Event Registration
  - Competition Registration
  - Housing



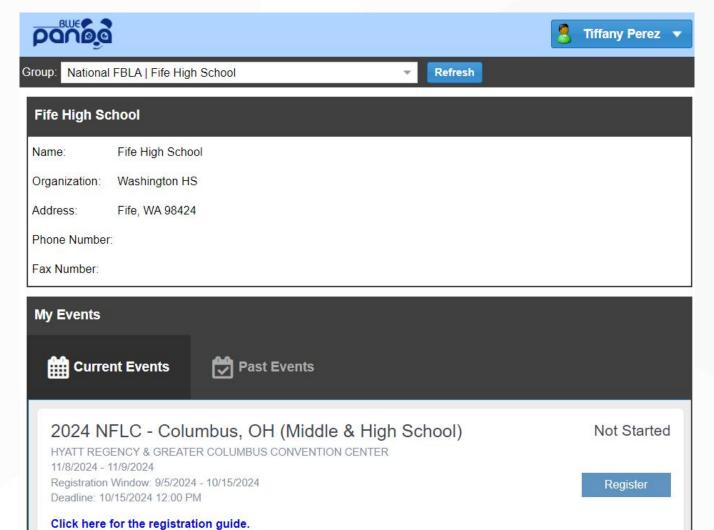








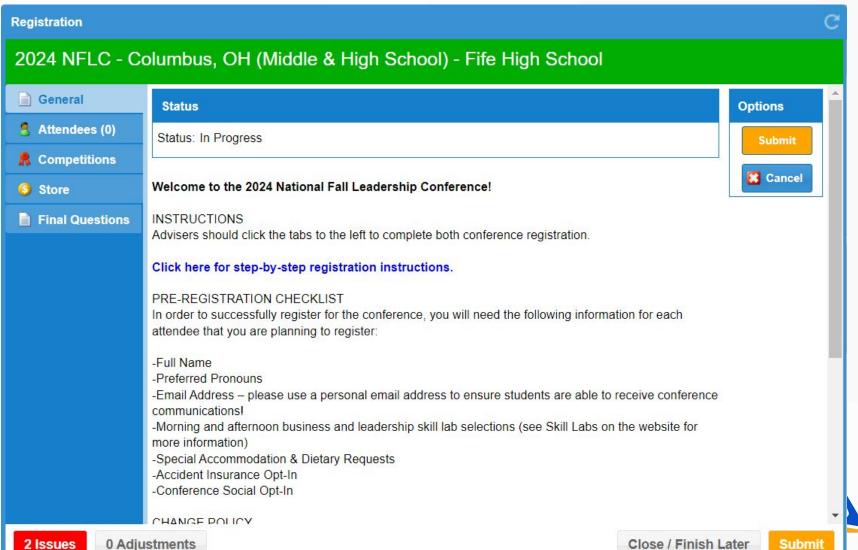








2 Issues



Washington

## FBLA Competitive Events

Angela Stone and Tiffany Perez



## Competitive Events

- Types
- Preparedness





## **Event Types**

- Objective Tests: An online, objective test administered at the conference focusing on business knowledge.
- Presentation Events: The presentation of a project, speech, or interview in front of judges
- Production Events: A production event consists of two parts: a production test and an objective test administered on-site at the NLC
- Role Play Events: An objective test, with a final round of competition consisting of an extemporaneous response to a prompt



## Competitive Event At a Glance

**High School Poster:** 

https://www.fbla.org/media/2024/07/24-25-HS-Competitive-Events-Posterpdf.pdf

Middle School Poster:

https://www.fbla.org/media/2024/07/24-25-MS-Competitive-Events-Poster.pdf





## Lead Track

**Experienced Advisers** 





## Connect Chapter Management

Tiffany Perez



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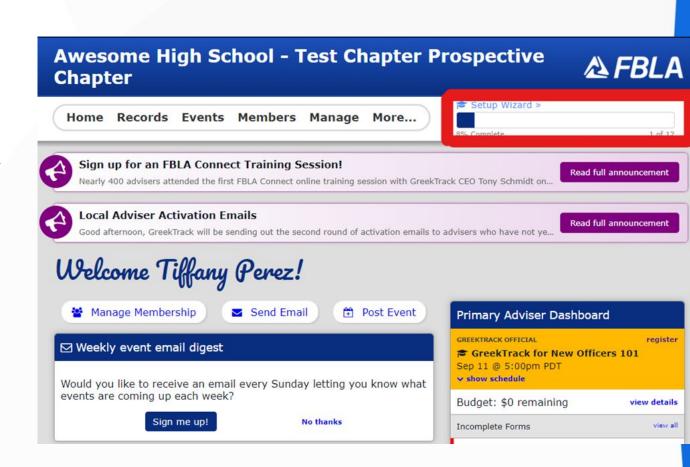
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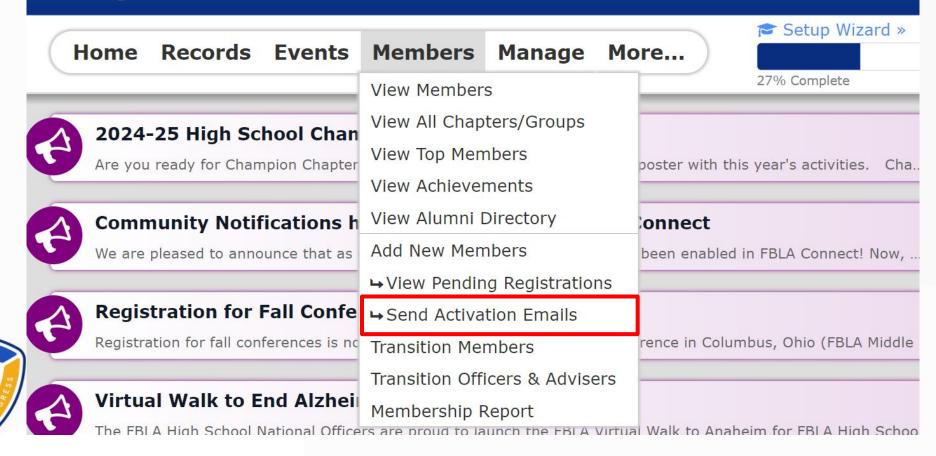
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Awesome High School - Test Chapter High School Chapter



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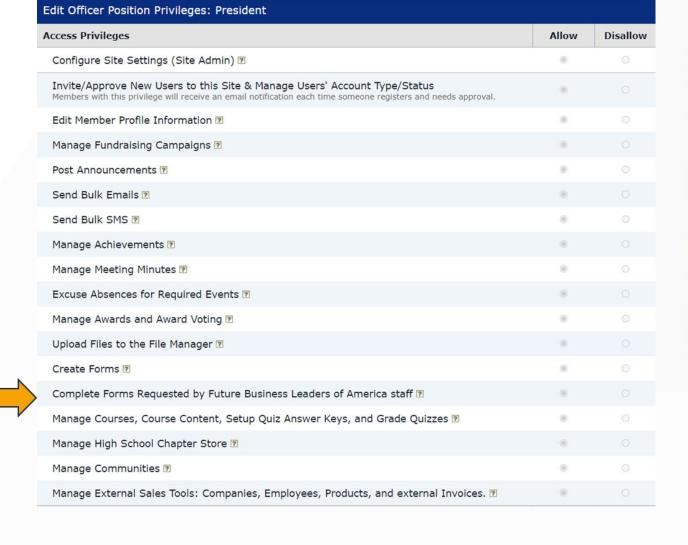


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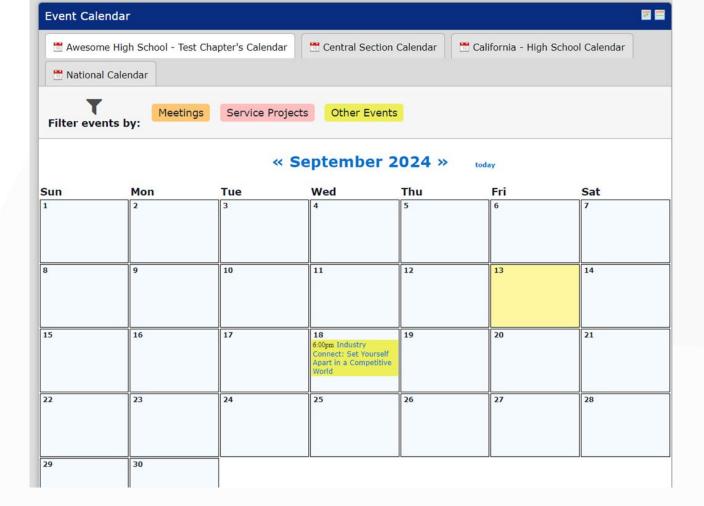




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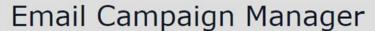
Manage Event Types

**Chapter Calendar** 





#### **Email**



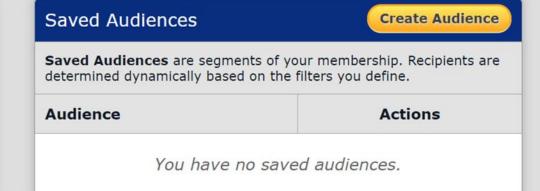
Send emails to your subscribers or general announcements to your membership.

Compose Email

✓ Manage Email Templates

Email Subscriptions		Create Subscription	
Your members may opt- email related to a specif		criptions to receive	
Subscription	Subscribers	s Actions	

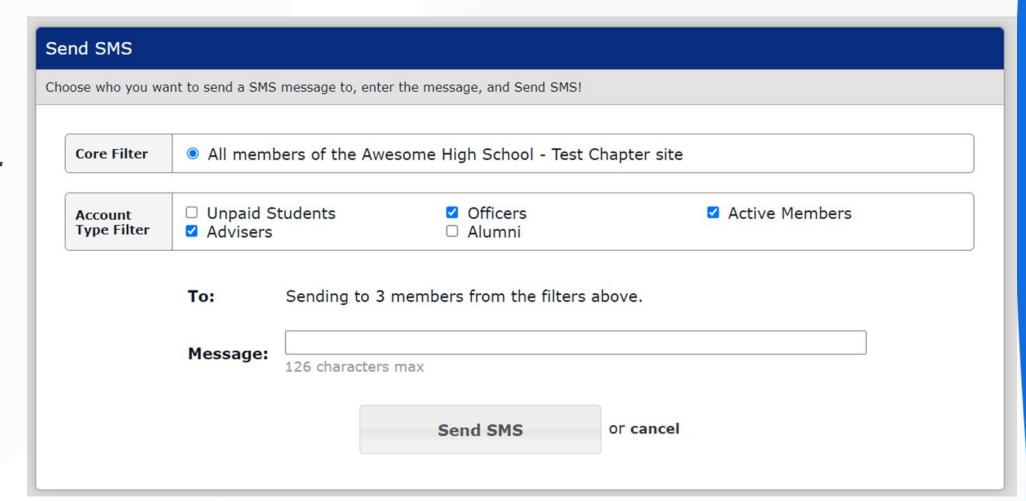
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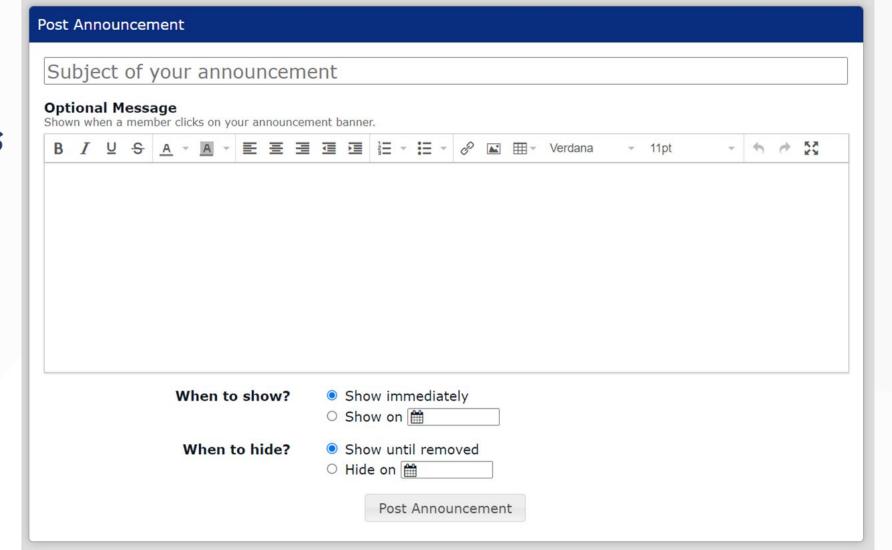
Recent Emails			View All Emails
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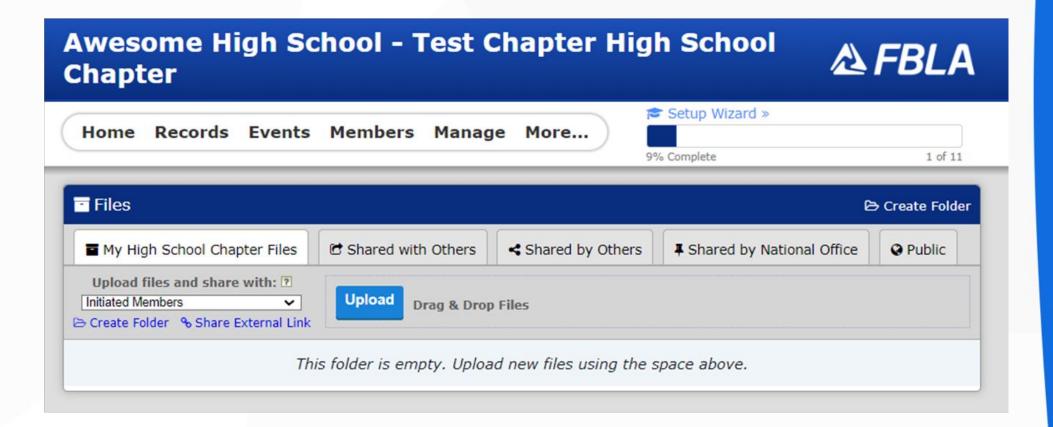


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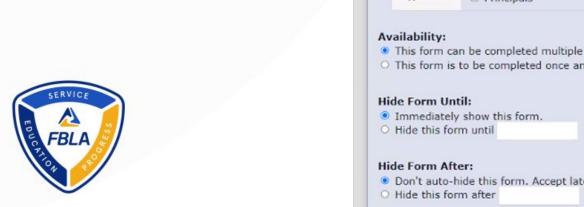


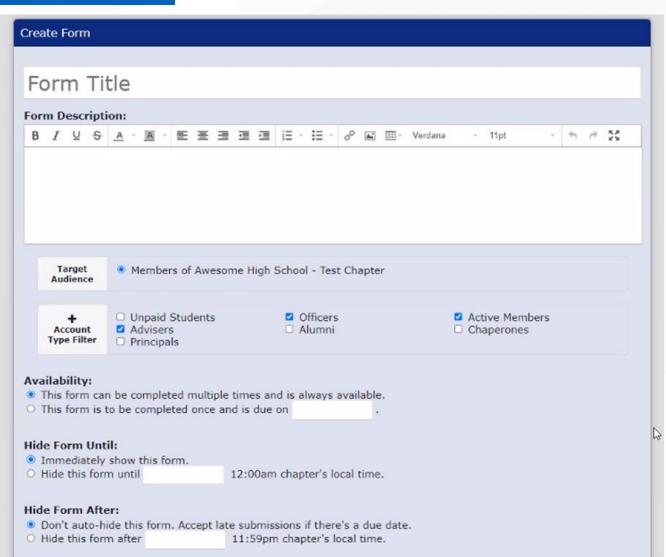
#### **Files**





**Forms** 

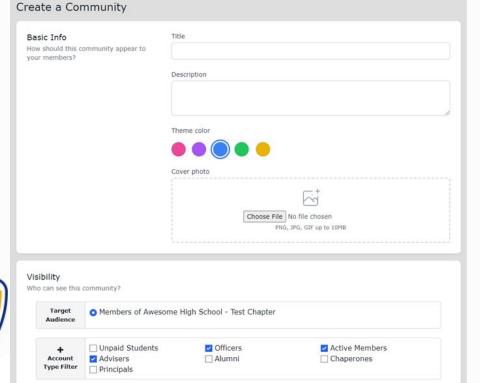


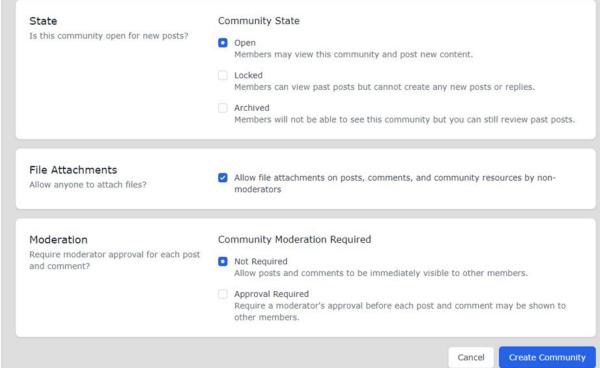


## FBLA CONNECT CHAPTER TOOLS

#### **Communities**







## Champ Camp

Laura Ramos, Fife High School Adviser, Board of Advisers Chair



## What is Champ Camp?

Champ Camp is an opportunity for students to showcase, practice and work directly with a mentor in a specific competitive event. before attending NLC!



## Host your own Chapter Champ Camp!

- Select a location (not at your school)
- Ask the WA FBLA Board of Directors, your own Advisory Committee and business partners to be mentors
- Presentation Events only



## Champ Camp Agenda

- 1. Welcome
- 2. Tips and Tricks about Competition
- 3. Tips and Tricks about General Presentation
- 4. Presentation Breakouts
- 5. NLC Experience Sharing



### **Presentation Breakout**

1:1 Mentorship

Blank Rating Sheet and SBLC Rating Sheet

Student gives presentation

Feedback given

Student gives presentation again

(approximately a 2 hour process)



## 100x Chapter Officer

Josephine Reyes, State Officer Coach



### WHAT IS **THE 100X OFFICER**

100% of desired personal transformation:

- emotional intelligence,
- mental ability,
- holistic leadership strength,
- effectiveness

100Xs **Multiply** 100%

Health

- Provide resources,
- Develop students greater skills for a greater impact
- Embracing growth
- Engaging in leadership

### Revisiting the Program of Work

#### Mission & Vision

- Align chapter's long-term sustainability with FBLA and school standards.
- Encourages students to explore their interests with support

#### **SMART Goals**

 Are the goals ambitious but achievable? Do they allow students to measure their leadership growth?

#### Complex Projects & Teamwork

- How can we encourage students to take ownership of larger, and/or more impactful projects?
- Stepping stones of leadership for those entering chapter officer positions
- Multiplying Leadership

#### Resource Maximization

 Are we using our chapter's resources—whether financial, human, or technological—as effectively as possible?

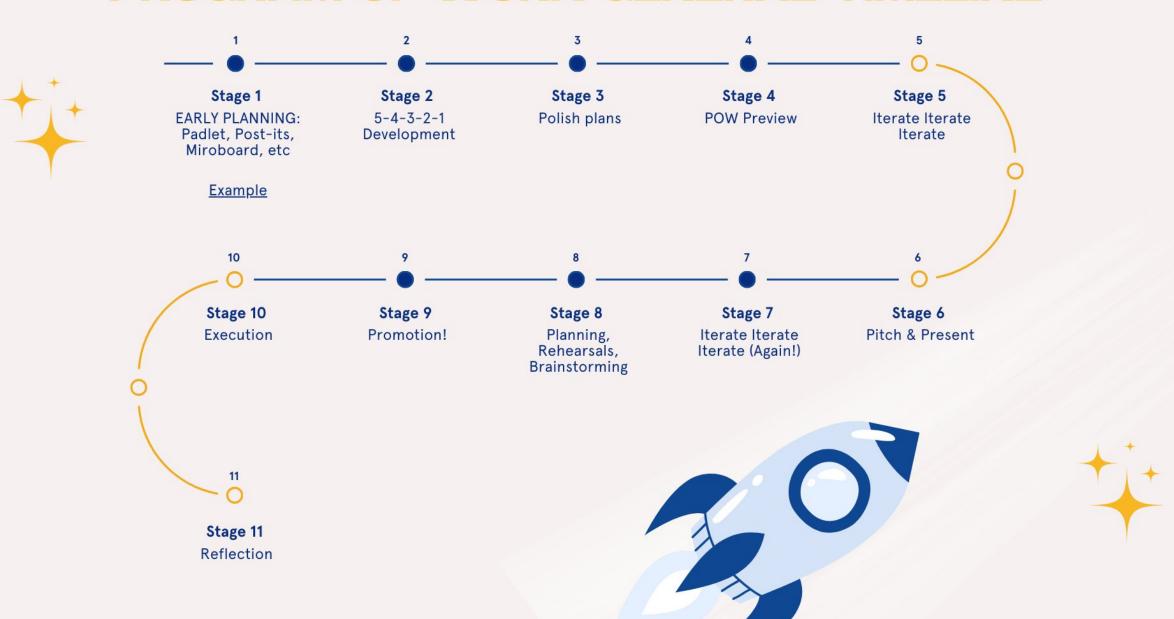
01

02

03

04

#### PROGRAM OF WORK GENERAL TIMELINE



**GROW GOALS MINUTES ACTIONS PER OBJECTIVE OBJECTIVES PER GOAL TEAMMATES (MINIMUM)** PERSON W/ OWNERSHIP



## POW GOAL SETTING



















## POW GOAL SETTING

#### STATE OFFICER PADLET



- Fundraising
- Student Store
- Sponsorships



- Awards
- Competition Support
- Chapter Shoutouts
- Local community support
- Elections



- Recruitment
- Retainment
- Membership Fairs



- Social Media
- Events
- Merch
- Chapter Specific prizes, events, and celebrations



- Chapter Officer Training
- Leadership Opportunities
- Workshops
- Competition Practice and Preparation
- College readiness
- Alumni Networks



- Chapter Meetings
- Committees
- Collaboration with other FBLA Chapters or CTSOs at school
- Increase Social Media Following
- Increase interest in business and leadership on campus
- Conferences

#### STATE OFFICER POW GROUPS & GOALS

#### COMMUNICATIONS

#### GOALS:

 Increase communication between members, chapter officers, and advisers by 50% through active promotion/advertisements, workshops, and communication platforms.

#### MEMBERSHIP ENGAGEMENT

#### GOALS:

- Increase and retain overall membership engagement by 200%
- Increase region comradery and participation by 200%

#### INDUSTRY RELATIONS

#### GOALS:

- Alleviate financial burden among members in relation to conferences.
- Increase cooperation and presence between Washington FBLA, business professionals, and alumni to provide for tomorrow's business leaders.
- Assist in facilitating the transition between middle/high school and work through professional development and career readiness opportunities.

#### RESOURCES

#### GOALS:

- Increase Top 10 awards at the 2025 NLC by 50%
- Achieve cumulative workshop attendance of 30+ attendees
- Achieve online viewership of 10,000+ views

GOAL: Increase Top 10 awards at NLC by 50% and achieve cumulative workshop attendance of 30+ attendees and online viewership of 10,000+ views		LEADER: Hunter MEMBERS: Suzanne, Kayla, Teigan  (All, Josephine, Irene)	
Objectives	Action Items	Partner	Due Date
Continue the LeaderLINK interview series	Enhance interview sign-ups links through a free Calendly interface connected to Zoom - Each person will have their own Calendly LeaderLINK sign-up link	Hunter	June 15th
3 interviews per person, 12 in total	Create a list of interviewees and write general scripts to be approved by Josephine	All & Josephine	July 15th October 1st
	Begin interview scheduling Interviews posted on @wafbla Instagram and YouTube - Interviews will be approved by Josephine before sending to Irene for posting	All	Various dates; 2 per month from October to March
Refresh our current resources with new updated information for the 2024-25 program year	Organize a meeting to review each guide/resource Create document with list of changes	All	July 15th July 17th
	Review changes with Josephine & Hunter via zoom meeting	Teigan, Hunter &	TBD
	Update all competitive event resources with the 2024- 25 national event changes	Teigan & Hunter	November Ist
	Update/check all links throughout the webpage and guides	Teigan	November Ist

4 ACTIONS



Create the Washington FBLA Dress for Success Guide	Organize a meeting to create a brainstorm document for the guide	All	July 5*
	Create rough draft of the guide based off the brainstorm document	Suzanne & Hunter	August 15th
	Create a list of links to be embedded into the guide in the shopping section	Suzanne	August 15th

GOAL: Increase Top 10 awards at NLC by 50% and achieve cumulative workshop attendance of 30+ attendees and online viewership of 10,000+ views		LEADER: Hunter MEMBERS: Suzanne, Kayla, Teigan	
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		·	
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Suzanne & Hunter

Suzanne

August 15th

August 15th

for the guide

brainstorm document

the shopping section

Create rough draft of the guide based off the

Create a list of links to be embedded into the guide in

Create the Washington

**FBLA Dress for Success** 

Guide



1 OWNER

## GOING B.I.G.

## BASELINE

Based on historical achievement, what is a goal that won't take much time, effort, or resources

## **IMPROVEMENT**

What can be achieved with more time, attention, and organization

## GRAND SLAM

HUGE GOALS! Will take a lot of time, effort, and a dedicated team. Produces a MAJOR impact

## BASELINE INITIATIVES

#### COMMUNICATIONS





- Washingtonian Newsletter Series
  - This Newsletter Series will be uploaded to the WA FBLA Website as well as available through the Linktree in our bio.

#### **INDUSTRY RELATIONS**

Resources Refresh





- NLC Scholarship
  - This will be a continuation of the NLC Scholarship from last year

#### MEMBERSHIP ENGAGEMENT

Member/Chapter/Adviser of the Month







Continuations of previous programs with an addition of Adviser of the Month

#### **RESOURCES**







• Member Success Guide, Competitive Events 101, Exploring Competitive Events, Online resource access.

## IMPROVEMENT INITIATIVES

#### COMMUNICATIONS







- Chapter Officer Workshop Series & Community
  - Intent on creating more resources for Chapter Officers specifically and creating opportunities for them to network and collaborate with other executive teams.

#### **INDUSTRY RELATIONS**







- Career/Volunteer Internship Database
  - Sourcing local volunteer and internship opportunities that a member can apply to

#### **MEMBERSHIP ENGAGEMENT**





- Member Game Night
  - Singular State-wide game night hosted by the POW.

#### RESOURCES





- LeadeLINK Interviews:
  - These interviews will be pre-recorded with a focus on talking to inspirational figures from our community to learn from on competitive events, chapter management tips and running for state/national office.

## GRAND SLAM INITIATIVES

#### COMMUNICATIONS







- Merchandise Pop-Up Store
  - Pre-order items special to Washington FBLA that utilizes creative fashion and design to create a unique experience in the state & to help grow capital.

#### **INDUSTRY RELATIONS**









- Champ Camp
  - Recruiting Alumni, Volunteers, and general support in collaboration with the Resources POW

#### **MEMBERSHIP ENGAGEMENT**





- Monopoly Membership Campaign
  - Yearly membership activity campaign to promote healthy competition and active member participation throughout the term.

#### RESOURCES







- Champ Camp:
  - Logistically planning: schedule, content, moderation, and hosting for a one-day Virtual Champ Camp that is created as a "kit" for chapter officers to bring to their own schools/communities.

## MULTIPLY ON A TEAM

## Some strategies used in the 100X Program:

- Strategic Delegation: Let students manage subcommittees or lead teams.
- Conflict Resolution: Coach them on handling team dynamics independently. [GO TO THE SOURCE]
- Cross-Chapter Collaboration: Encourage collaboration between chapters in your region to broaden their network.
- Sustained Leadership: Push for year-long projects with milestones rather than single events.
  - Or overarching goals with events planned within them
- Autonomy
  - Allow students to lead process from start to finish, including problems
  - Challenges, hurdles, and failures







## MULTIPLY AS AN ADVISER



#### Celebrating Success:

- Establish recognition mechanisms that motivate and model leadership for future students.
- Keeps students motivated and shows future members what they can aspire to.

#### Leveraging Technology:

 Discuss how to integrate tools like task managers and collaborative platforms for student leaders.

### Building an Inclusive Leadership Pipeline:

- Encourage leadership roles for all students, not just officers.
- Fosters culture of leadership
- Encouraging underclassmen to take on leadership roles early helps create continuity in your chapter.

## MULTIPLY AS AN ADVISER

- POW teaching goals: situational leadership, resilience, and delegation.
- Building a Legacy Leadership Pipeline:
  - Train students to mentor future officers, creating sustainability in leadership.
  - Legacy Toolkits \* End of Year Project/Reflection
- Goal Setting for Long-Term Impact:
  - How to guide students in setting multiyear goals that benefit the chapter after they graduate.



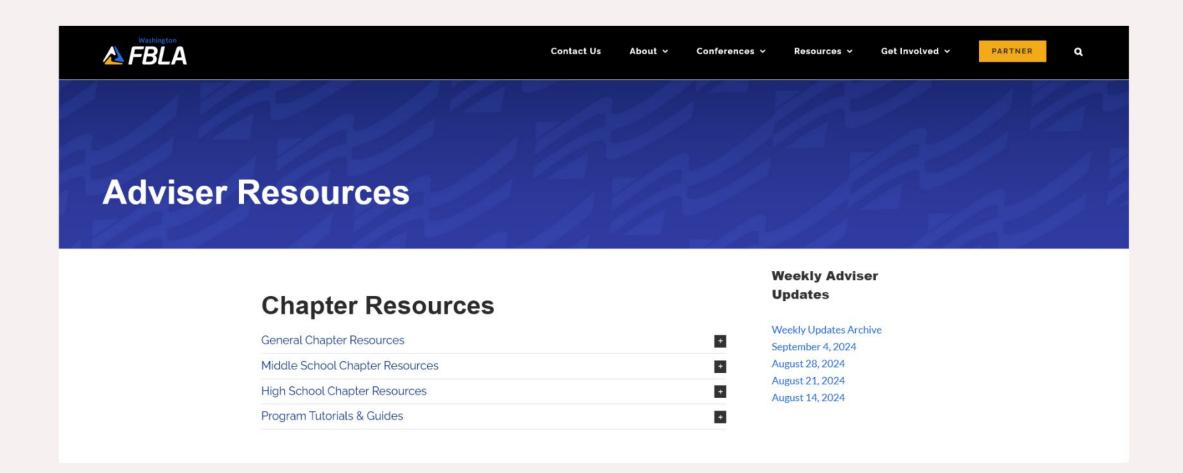












## WAFBLA.ORG/ADVISER-RESOURCES

# Chapter Success Guide

Angela Stone, State Director



# What does a bowling lane, Brad Pitt, a dart board and WA FBLA have in common?



Q&A

