

 *PBL Business*

Volume 26, Number 1, Fall 2015

LEADER

A Publication for Members and Advisers of Phi Beta Lambda



2015-2016

CONNECT

FUTURE BUSINESS LEADERS OF AMERICA-PHI BETA LAMBDA

 **FBΛ · ΦΒΛ**

National Board of Directors

Karen Heslep, Chair

PBL Adviser
Arkansas State University-Mountain Home
kheslep@asumh.edu
Southern Region

Lisa Weeks, Chair-elect

FBLA-PBL State Adviser
Alabama State Department of Education
lweeks@alsde.edu
Southern Region

Elizabeth A. Garofalo

FBLA Adviser
Canastota High School
egarofalo@canastotacs.d.org
Eastern Region

Lee C. Marcoux

FBLA State Director
Connecticut State Department of Education
lee.marcoux@ct.gov
Eastern Region

Stacey Yardley McIff

PBL Adviser
Snow College
stacee.mciiff@snow.edu
Western Region

Stacy M. Nahas

KPMG LLP
stacynahas@kpmg.com
Business & Industry Representative

Shea Padilla

FBLA-PBL State Chair
Arizona Department of Education
shea.padilla@azed.gov
Western Region

Piera Palazzolo

Dale Carnegie Training
piera.palazzolo@dalecarnegie.com
Business & Industry Representative

2015–16 PBL National Officer Team

Karthik Krishnan

PBL National President
Maryland
pblpres@fbla.org

Travis London

PBL National Secretary
Kentucky
pblsec@fbla.org

Peter Choi

PBL National Treasurer
California
pbltres@fbla.org

Elizabeth Alvarez

PBL National Parliamentarian
Florida
pblparl@fbla.org



Deb Parman

PBL Adviser
Colorado Mesa University
dparman@coloradomesa.edu
Mountain Plains Region

Kelly Wilkerson

FBLA Adviser
Warren Township High School
kwilkerson@wthsh.net
North Central Region

FBLA-PBL Division Presidents

José Espinel

FBLA National President
fblapres@fbla.org
Georgia

Karthik Krishnan

PBL National President
pblpres@fbla.org
Maryland

Blake Reynolds

Professional Division National President
pdpres@fbla.org
Massachusetts

Ex-Officio Members

Ted L. Harshbarger, Past Chair

PBL Adviser
Peru State College
tharshbarger@peru.edu
Mountain Plains Region

Jean M. Buckley

FBLA-PBL
President and CEO
ceo@fbla.org

Dana McAllister

PBL Eastern Region Vice President
New Jersey
pblervp@fbla.org

Kennedy Reynolds

PBL Mountain Plains Region Vice President
Oklahoma
pblmpvp@fbla.org

Kimberly Clark

PBL North Central Region Vice President
Missouri
pblncvp@fbla.org

Candace Grace

PBL Southern Region Vice President
Georgia
pblsrvp@fbla.org

Mikayla Khramov

PBL Western Region Vice President
Arizona
pblwrvp@fbla.org

National Staff

ADMINISTRATION

Jean M. Buckley
President and CEO
ceo@fbla.org

Elena R. Daly

Executive Assistant to the President
eassistant@fbla.org

Becky Grant, CMP

Programs Coordinator
programscoordinator@fbla.org

Mary Ait

Staff Accountant
finance@fbla.org

Colin Murphy

Customer Service Associate
general@fbla.org

MEMBERSHIP

Troy D. White

Director, Marketing & Membership
marketing@fbla.org

Lisa Smothers

Membership Director
membershipsdir@fbla.org

Tom Payne, CPA

Director, PBL College/University Relations
phibetalambda@fbla.org

Ashley Witherspoon

Customer Service/Database Associate
custserv@fbla.org

CONFERENCE

Richard Bowen

Conference Director
conferencedir@fbla.org

Robert Smothers

Conference Manager
conferencemgr@fbla.org

EDUCATION

OPEN

Education Director
education@fbla.org

Stephen Lock

Education Associate
education2@fbla.org

COMMUNICATIONS

Laura Morgan

Communications Manager
communications@fbla.org

FBLA-PBL

1912 Association Drive
Reston, VA 20191-1591
P 703.860.3334
F 866.500.5610
fbla-pbl.org

Table of CONTENTS

Message from the President	2
CONNECT through Recognition	3
Thank You to Our National Sponsors	4
Awards & Recognition	5
NLC 2015 Winners	6
Choosing Your PBL Competitive Event	14
2015 NFLC	16
CONNECTing with CMAP	17
National Fundraisers	18
PBL Partners	18
Chapter News	20
FBLA-PBL Week 2016	21



FutureBusinessLeaders



PBL_National



Future Business Leaders of America-Phi Beta Lambda



youtube.com/fblapblinc



fbla_pbl

Calendar of Events

DECEMBER

- 10 Non-stop November ends
- 15 Dues deadline to receive winter publications
- 18 Fall Stock Market Game ends

JANUARY

- 1 Action Awareness begins
- 15 March of Dimes Grant: application deadline
- 25 Spring Stock Market Game begins

FEBRUARY

- 1-28 National Career and Technical Education Month
- 7-13 FBLA-PBL Week
- 8 National Presidents' Forum
- 9 Each One Reach One Day
- 10 Adviser Appreciation Day
Professional Attire Day
- 11 Career Awareness Day
- 12 FBLA-PBL Spirit Day
- 13 Community Service Day
- 26 *PBL Business Leader*—spring issue copy deadline



Message from the President

Seasons greetings, PBL members!

Where has the time gone? With the fall semester behind us, we start to look to the spring semester and the big push for membership recruitment.

As we turn our focus from fall conferences toward final projects and exams, it's important that you do not lose sight of what's ahead. Competitive event season will be here before you know it, so take the time now to choose your competition. Whether you're competing in an individual, team, or chapter event, make sure you prepare so that you can join us on stage during the Awards of Excellence Program at the National Leadership Conference in Atlanta, Georgia in June.

Take full advantage of the competitive event guidelines on our redesigned national website, fbla-pbl.org, or even the sample tests from our [MarketPlace](#). Wherever you look, there are endless opportunities for you to learn more about your event or the association as a whole.

During the holidays, take some time to tell your members, advisers, and administrators how thankful you are to have them in your life. I know that there is one—make that eight things—that I'm thankful for this holiday season ... my wonderful national officer team. Make sure you CONNECT with them to get the most out of your membership experience.

From my team to yours, we wish you happy holidays.

Yours Truly,

Karthik Krishnan
2015–16 National President

CONGRATULATIONS TO THE 2014–15 MEMBERSHIP AWARD WINNERS*

Largest Local Chapter

Johnson & Wales University (RI)—201 members

Largest Local Chapter—Professional Division

Central Carolina Community College (NC)—20 members

Largest State Chapter

California—684 members

Largest State Chapter—Professional Division

North Carolina—134 members

Largest Increase in State Chapter Membership

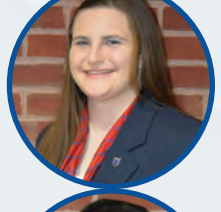
Alabama—164 members

State Recruitment of Chapters

Virginia—8 chapters

*awards were presented at the 2015 NLC

2015-16 PBL NATIONAL OFFICERS



CONNECT through Recognition

Below are national programs you can use to recruit and retain members and earn recognition for you and your chapter. See the awards chart on page 28 of the *Chapter Management Handbook* for deadlines, awards earned, and application/information links.

Membership Awards

Local Chapter

- Largest Local Chapter
- Largest Local Chapter Membership—Professional Division

State Chapter

- Largest State Chapter
- Largest Increase in State Chapter Membership
- Largest State Chapter Membership—Professional Division
- State Recruitment of Chapters

Individual Recognitions

Membership Madness

Recruit five new members.

Membership Mania

Recruit 10 new members.

Career and Membership Achievement Program (CMAP)

Leadership development program that focuses on Service, Education, and Progress. Three levels: Director, Executive, and President.



Who's Who

Nominated by state chair, recognizes most outstanding member in each state.

Outstanding Local Chapter Adviser

Nominated by state chair, this recognizes a local adviser who makes an outstanding contribution at local, state, and national levels.

Adviser Service Recognition

Recognizes local and state advisers for years of service (5, 10, 15, etc.).

Adviser Wall of Fame

Recognizes advisers and state chairs with 20 or more years of service to FBLA-PBL.

Businessperson of the Year

Nominated by state chair, this recognizes a business leader who contributes to the success of FBLA-PBL on the local, state, and/or national level.

Chapter Recognitions

Connect Ten—NEW

Local chapters increase membership by ten or more members over last year's number.

Big Ten (September 1–April 1)

Largest ten chapters in the nation are listed on fbla-pbl.org.

100 Percent Class Participation

Local chapters recruit 100 percent of a single class.

Membership Achievement Award

Local chapters increase membership over last year's total.

Chapter Challenge

Contest that encourages recruitment, retention, and member involvement. NLC delegates from chapters that complete Super Sweeps, Non-Stop November, and Action Awareness receive a pin in their NLC registration packets.



Super Sweeps (August 1–October 20)

Complete 10 tasks focused on recruitment and retention.

Non-Stop November (November 1–December 10)

Complete five tasks focused on membership involvement. The tasks will be specifically related to March of Dimes Prematurity Awareness Day/Month and American Enterprise Day.

Action Awareness (January 1–March 1)

Complete four tasks focused on FBLA awareness. The tasks are specifically related to FBLA-PBL Week, CTSO Month, and America Saves.

Outstanding Chapter—local chapters complete a series of membership, community service, and education activities.

Good Neighbor

Local chapters charter or reactivate any chapter (FBLA, PBL, FBLA-Middle Level).

Gold Seal Award of Merit (Hollis and Kitty Guy Award)

Chapters are nominated by state chair. Local chapters participate in projects and programs identified with the goals of FBLA-PBL. Each state may select two chapters or 15 percent of its total number of active chapters (whichever is greater).

THANK YOU TO OUR NATIONAL SPONSORS!

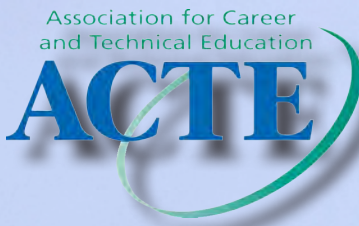
FBLA-PBL expresses appreciation to our new and returning 2015 NLC competitive event sponsors. For more information on our partners, visit the scholarship, fundraising, and educational programs pages on fbla-pbl.org.

NEW SPONSORS



RETURNING SPONSORS





FBLA-PBL swept the ACTE Outstanding Business Education Student Awards in the secondary and postsecondary divisions for the second straight year!

Congratulations to these PBL members earning national recognition.

Region I	Karthik Krishnan	<i>PBL Virtual Chapter (MD)</i>
Region II	Elizabeth Alvarez	<i>Florida International University (FL)</i>
Region III	Kimberly Clark	<i>Culver-Stockton College (MO)</i>
Region IV	Kennedy Reynolds	<i>Oklahoma State University (OK)</i>
Region V	Tory M. Arnberger	<i>Fort Hays State University (KS)</i>

Congratulations to the state and local chapters earning **Super Sweeps** recognition.

<i>Place</i>	<i>State</i>	<i>Points</i>
1st Place	Oklahoma	4,090
2nd Place	Nebraska	1,144
3rd Place	Kansas	724
4th Place	North Carolina	649
5th Place	Florida	529



- | | |
|--|--|
| Appalachian State University (NC) | Oklahoma State University-Tulsa (OK) |
| California State University-Fullerton (CA) | Palm Beach State College (FL) |
| Cayuga Community College (NY) | Peru State College (NE) |
| Central Carolina Community College (NC) | Pfeiffer University (NC) |
| Central Christian College of Kansas (KS) | Rutgers University-New Brunswick (NJ) |
| Chadron State College (NE) | Saint Charles Community College (MO) |
| Chipola College (FL) | Southeast Missouri State Univ. (MO) |
| Columbus Technical College (GA) | Stanly Community College (NC) |
| East Central Community College (MS) | Truman State University (MO) |
| Emporia State University (KS) | Tulsa Community College-Metro Campus (OK) |
| George Mason University (VA) | University of Missouri-Columbia (MO) |
| Midland University (NE) | University of Tennessee-Knoxville (TN) |
| Moultrie Area Technical College-Tifton Campus (GA) | University of Virginia-Charlottesville (VA) |
| Northeast Community College (NE) | Valencia College-East Campus (FL) |
| Northern Arizona University (AZ) | West Georgia Technical College-Douglas Campus (GA) |
| Oklahoma Panhandle State University (OK) | Winthrop University (SC) |
| Oklahoma State University-Stillwater (OK) | |

Accounting Analysis & Decision Making

sponsored by Junior Tours

1. Brandon McGibany & Jeff Steuer—DeVry University Phoenix (AZ)
2. Yvonne Waddle—West Georgia Technical College-Carroll Campus (GA)
3. Michelle Bennett & Elizabeth Brewer—Appalachian State University (NC)
4. Man Ko, Yehudeh Weatherspoon, & Christopher Wong—Miami Dade College-Kendall Campus (FL)
5. Nicole Jubin & Kara Meyer—Bloomsburg University (PA)
6. Jessica Corbett & Laura Sugrue—Hillsborough Community College (FL)
7. Forrest Davis—Baylor University (TX)
8. Scott Lawrence, Makyla McDougal, & Daniel Smith—Arkansas State University (AR)
9. Stephen Gillispie & Lacey Pettry—BridgeValley Community & Technical College-South Charleston (WV)
10. Hassan Ali—University of Alabama (AL)

Accounting for Professionals

sponsored by American Institute of Certified Public Accountants

1. J Tyler Edgel—Southern Utah University (UT)
2. Angela Jacobs-Ferris—BridgeValley Community & Technical College-South Charleston (WV)
3. Andy Garcia—University of Texas Pan-American (TX)
4. Hannah Aycock—University of North Alabama (AL)
5. Ryan Schmid—Southwestern Oklahoma State University (OK)
6. Andrew Tolentino—California State University-Fullerton (CA)
7. Dee Martress—Walla Walla Community College-Clarkston (WA)
8. Jessica Jordan—University of Mississippi-Tupelo Campus (MS)
9. Brandie Westhart—Peru State College (NE)
10. Elliott Taylor—Virginia Commonwealth University (VA)

Accounting Principles

sponsored by KPMG LLP

1. Emily Graham—Coastal Carolina University (SC)
2. Ashley Quiring—University of Nebraska-Lincoln (NE)
3. Eduard Reynoso—Miami Dade College-North (FL)
4. Kimberly Clark—Culver-Stockton College (MO)
5. Michael Meloy—Cowley County Community College (KS)
6. Leslie Willard—University of Mississippi-Tupelo Campus (MS)
7. Aaron Blum—University of Illinois Urbana-Champaign (IL)
8. Trenton Yamashita—University of Utah (UT)
9. Allison Schlender—University of Nebraska-Lincoln (NE)
10. Erik Olson—Tulsa Community College-Metro Campus (OK)

Business Communication

sponsored by Friends of the Association

1. Taylor Libbert—Truman State University (MO)
2. Hannah Aycock—University of North Alabama (AL)
3. Kari Thompson—Snow College (UT)
4. Theresa Jones—Kaskaskia College (IL)
5. Katrina Schiedemeyer—University of Wisconsin-Oshkosh (WI)
6. Justin Blann—Southern Arkansas University (AR)
7. Juliane Marie Veloso—George Mason University (VA)
8. Mark Clifton—University of Nebraska at Omaha (NE)
9. David Adams—Pasco Hernando State College-Brooksville (FL)
10. Mary Golden—Binghamton University (NY)

Business Decision Making

sponsored by International Assembly for Collegiate Business Education (IACBE)

1. Trevor Christensen & Michael Hill—Utah Valley University (UT)
2. Katreen Far & Keith Prive—Northern Kentucky University (KY)
3. Ahrash Aleshi & Kirisa Pettis—Embry-Riddle Aeronautical University (AZ)
4. Allison Silver & Lindsey Stoneman—College of the Canyons (CA)
5. Roberto Bermudez, Noe Gonzalez, & Stephanie Gutierrez—Miami Dade College-Homestead Campus (FL)
6. Alexander Wessels & Zach Zobel—Peru State College (NE)
7. Anthony Hammond & Megan Lewin—Colorado Mesa University (CO)
8. Karen Pedraza & John Rahlfs—Baylor University (TX)
9. Daniel Bevins & Dalton Stanley—Eastern Kentucky University (KY)
10. Franklin Cochran & Tamika Hampton—Atlanta Technical College (GA)

Business Ethics

sponsored by The Fund for American Studies, Institute on Business and Government Affairs

1. David Herrington & Skhi Pace—West Georgia Technical College-Carroll Campus (GA)
2. Kelly Beyermann & Jessica Hollis—Chattahoochee Technical College—Marietta (GA)
3. Matthew Bryan, Natalie Cabo, & Jonathan Gallego—Miami Dade College—North (FL)
4. Abner Molina, Chris Parkinson, & Leon Saunders—Broward College (FL)
5. Jordan Parkinson & Mark Prezioso—State University of New York (NY)
6. Kevin Gajdos, Joey Gallagher, & Maria Pizzo—Saint Charles Community College (MO)
7. Cortnee Jolley & Tracie Semadeni—Snow College (UT)
8. Morgan Miller & Sarah Robertson—Arkansas State University (AR)
9. Nicole Pisack & Sahithi Talagadadevi—Rutgers University-New Brunswick (NJ)
10. Cris Contreras & Leonardo Cruz—Central Carolina Community College (NC)

Business Law

sponsored by API

1. Paul Dezso & Cindy Nyoumsi—College of the Canyons (CA)
2. Nousheen Karimi & Mounika Mutyala—University of Texas at Dallas (TX)
3. Ruby Fernandez & Carlos Rocha—Webber International University (FL)
4. Sydney Davied, Cade Liebhaber, & Jeff Manuel—Williams Baptist College (AR)
5. Gail Brown & Kathryn Thomann—Central Carolina Community College (NC)
6. Steven Redd—Snow College (UT)
7. Alexis Bounds—Mississippi Gulf Coast Community College-Perkinston (MS)
8. Titus Houston—Mountain Empire Community College (VA)
9. Jimmy Martin & David O'Brien—North Arkansas College (AR)
10. Akpedje Benjamin Amoussou—Peru State College (NE)

Business Presentation

sponsored by PDC Productions

1. Kristina Bynum—University of Louisiana at Lafayette (LA)
2. Daniel Bevins, Laura Jackson, & Dalton Stanley—Eastern Kentucky University (KY)
3. Stacy Mosley & Brianna Westfall—BridgeValley Community & Technical College-South Charleston (WV)
4. Kenzie Booker & Emily Woods—Southwest Baptist University (MO)
5. Nick DeBrodie & Leah Simpson—University of Missouri-Columbia (MO)
6. Elisha Gupta, Juan Juy, & Xiao Xin Liang He—California State University-Fullerton (CA)
7. Samuel Rose—PBL Virtual Chapter (CO)
8. Young Yashica—Lawson State Community College Bessemer Campus (AL)
9. Taylor Galloway, Jeff Manuel, & Megan Weick—Williams Baptist College (AR)
10. Joseph Staup—BridgeValley Community & Technical College-South Charleston (WV)

Business Sustainability

sponsored by Friends of the Association

1. Cris Contreras & Genesis Santini—Central Carolina Community College (NC)
2. Edgar Monzon & Sarah Catherine Sefcik—Baylor University (TX)
3. Christie Baran—Pfeiffer University (NC)
4. Manasa Chinta, Sunny Sheth, & Dhara Singh—Rutgers University (NJ)
5. Xiao Xin Liang He & Samantha Mendoza—California State University-Fullerton (CA)
6. Cabrina Oliver & Joy Tyler—Mississippi Gulf Coast Community College-Perkinston (MS)

Client Service

sponsored by Friends of the Association

1. Mande Bloodworth—South Georgia Technical College-Cordele (GA)
2. Jeff Steuer—DeVry University Phoenix (AZ)
3. Kay Yamada—University of Utah (UT)
4. Hetal Karia—Heartland Community College (IL)
5. Zachary Patch—Butler Community College (KS)
6. Jessica Steeby—Walla Walla Community College—Clarkston (WA)
7. Steven Babcock—Missouri Southern State (MO)
8. Vanessa Throener—Northeast Community College (NE)
9. Allison Hall—Arkansas State University-Mountain Home (AR)
10. Robyn Iverson—Lake Region State College (ND)

Community Service Project

sponsored by PITSCO

1. Tyler Dibert, Taylor Galloway, & Garrett Williams—Williams Baptist College (AR)
2. Daniel Smith, Rebecca Taylor, & Sarah Thompson—Arkansas State University (AR)
3. Preston Sunneberg & Taylor Zillig—Peru State College (NE)
4. Gerald Bishop & Nikki Rains—Moultrie Area Technical College-Tifton Campus (GA)
5. Betsy Trujillo—Miami Dade College-Kendall Campus (FL)
6. Tracie Semadeni—Snow College (UT)
7. Zachary Allen & Madelon Taylor—East Central Community College (MS)
8. Ethan McLawhorn & Kathryn Thomann—Central Carolina Community College (NC)
9. Kristi Becker & Kyra Ester—Heartland Community College (IL)
10. Carla Marsten & Abner Molina—Broward College (FL)

Computer Applications

sponsored by PITSCO

1. Jessica Chin—Robert Morris University (PA)
2. Eric Huynh—Hendrix College (AR)
3. Angela Lore—Rowan-Cabarrus Community College (NC)
4. Crystal Davis—Blue Ridge Community College (NC)
5. Erin Mitchell—North Platte Community College (NE)
6. Rachel Mahagan—Howard Payne University (TX)
7. Deana Taylor—State Fair Community College (MO)
8. Jordan Simmons—University of North Alabama (AL)
9. Julie Pham—California State University-Fullerton (CA)
10. Sandy Meador—Carver Career Center (WV)

Computer Concepts

sponsored by API

1. Travis Logue—DeVry University Federal Way (WA)
2. Jeffrey Scott—Stevenson University (MD)
3. Jordan Fisher—Colorado Mesa University (CO)
4. Ian Hyzy—Milwaukee School of Engineering (WI)
5. Dave Lore—Rowan-Cabarrus Community College (NC)
6. Michael LeRoy—Milwaukee School of Engineering (WI)
7. Corey Wells—Dalton State College (GA)
8. Delponja-rai Howard—Florida State University-Tallahassee (FL)
9. Tyler Jacob—Southern Crescent Technical College (GA)
10. Matt Manigold—Rutgers University-New Brunswick (NJ)

Contemporary Sports Issues

sponsored by API

1. Erik Prousa—Illinois State University (IL)
2. Dylan McCauley—Drexel University (PA)
3. Grant Moore—McCook Community College (NE)
4. Kyle Cox—Polk State College (FL)
5. Roy John, III—Lawson State Community College-Birmingham Campus (AL)
6. Lance English—Doane College (NE)
7. Mark Creech—Northern Arizona University (AZ)
8. Alex Thornton—University of Pittsburgh (PA)
9. Crystal Curlee—Pfeiffer University (NC)
10. Kelly Streeter—Missouri Southern State (MO)

Cost Accounting

sponsored by IMA® (Institute of Management Accountants)

1. Rebecca Taylor—Arkansas State University (AR)
2. Angela Jacobs-Ferris—BridgeValley Community & Technical College-South Charleston (WV)
3. Hope Harsh—Peru State College (NE)
4. Eva Dye—Oklahoma Panhandle State University (OK)
5. Chelsea Boucher—South Hills School of Business & Technology (PA)
6. Jaime Zea Sandoval—Campbell University (NC)
7. Yvonne Waddle—West Georgia Technical College-Carroll Campus (GA)
8. Michael Helme—Virginia Commonwealth University (VA)
9. Jarred Thacker—University of Pikeville (KY)
10. Michelle Bennett—Appalachian State University (NC)

Cyber Security

sponsored by Friends of the Association

1. Jonathan Maxwell—College of the Canyons (CA)
2. Corey Wells—Dalton State College (GA)
3. Ryan Hall—DeVry University Federal Way (WA)
4. Matthew Reape—Morrisville State College (NY)
5. Bethany Joiner—Southeast Missouri State University (MO)
6. Joshua McNaught—Utah Valley University (UT)
7. Emmanuel Sosa—Utah Valley University (UT)
8. Mark Hale—East Central Community College (MS)
9. Aaron Huff—Jones County Junior College-Technical (MS)
10. Travon Rougely—Pulaski Technical College (AR)

Desktop Publishing

sponsored by Friends of the Association

1. Maddy Groue & Alyssa Miller—Mississippi Gulf Coast Community College-Perkinston (MS)
2. Tyler Johnson—Mississippi Gulf Coast Community College-Perkinston (MS)
3. Whitney Goeman & Grant Moore—McCook Community College (NE)
4. Farhan Babar & Elena Huffman—Saint Charles Community College (MO)
5. Lorraine Albert & Bradley Maschhoff—Kaskaskia College (IL)
6. Danielle Shu—University of Florida-Gainesville (FL)
7. Jacob Amundsen & Kelsey Haddox—Southern Utah University (UT)
8. Kristin Phatthong—University of Arkansas-Fort Smith (AR)
9. Sarah Thompson—Arkansas State University (AR)
10. Wendi Smith—Eastern Kentucky University (KY)

Economic Analysis & Decision Making

sponsored by Friends of the Association

1. Victoria Jackson & Jesse Print—Pfeiffer University (NC)
2. Christie Baran & Samuel Barker—Pfeiffer University (NC)
3. Jordan Duke, Brinley Fromm, & Evan Marx—Bloomsburg University (PA)
4. Devante Southerland—Longwood University (VA)
5. John Carosello, Aiden Herzog, & Mwangi Karuri—Embry-Riddle Aeronautical University (AZ)
6. Logan Grote—Des Moines Area Community-Urban (IA)
7. Adam Hall, Donald Hensley, & Jarred Thacker—University of Pikeville (KY)
8. Dustin Hageman—Doane College (NE)
9. Raul Barnes, Ralph Mompont, & Eduard Reynoso—Miami Dade College-North (FL)
10. Shane Cataract—Hillsborough Community College (FL)

Emerging Business Issues

sponsored by College Works Painting

1. Elizabeth Alvarez, Lais Negron—Florida International University (FL)
2. James Massengale & Ed Villaverde—Beckfield College (KY)
3. Hannah Morgan, Ethan Risley, & Michaela Thompson—Williams Baptist College (AR)
4. Stephen Bus & Quentin Ingram—Central Carolina Community College (NC)
5. Kianté Brewer & Damonta Winbush—Louisburg College (NC)
6. McKell Nelson & Josh Shelhamer—Utah State University (UT)
7. Alex Candra & Kimberly Hong—California State University-Fullerton (CA)
8. Nathan Gibson, Shawna Jenkins, & Jeffery Young—Meridian Community College-MCC/IST (MS)
9. Joshua Frerichs & Isaiah Spears—Peru State College (NE)
10. Megan Lewin, Kathryn Oshiro, & Aubany Roybal—Colorado Mesa University (CO)

Entrepreneurship Concepts

sponsored by My College Options

1. Christopher Bigelow—Utah Valley University (UT)
2. William Bower—Pikes Peak Community College (CO)
3. Michael Hill—Utah Valley University (UT)
4. Kyle Prisock—Missouri Southern State (MO)
5. Nicholas Schneller—State University of New York (NY)
6. Alicia Bednar—Chipola College (FL)
7. John Wimberly—University of Alabama (AL)
8. Tricia Douglas—Rowan-Cabarrus Community College (NC)
9. Michael Nyhan—South Florida State College (FL)
10. Kelsay Schmidt—Colorado Technical University (CO)

Financial Analysis & Decision Making

sponsored by Visa Inc.

1. Iyyad Rayyan—Grand View University (IA)
2. Colby Cochran & Ty Koonce—Oklahoma Panhandle State University (OK)
3. Steven Saed—University of Pittsburgh (PA)
4. Ryan Larsen—San Jacinto College South (TX)
5. John Rhine & Carlos Remice—South University-Savannah, West Georgia Technical College-Douglas Campus (GA)
6. Antonio Cajade, Kelly Loy, & Nicholas Mallery—Miami Dade College-Kendall Campus (FL)
7. Cherith dos Santos, Cade Liebhaber, Megan Weick—Williams Baptist College (AR)
8. Jacob Khan—Georgetown College (KY)
9. Tyrance Billingsley—Tulsa Community College-Metro Campus (OK)
10. Carlos Sanchez & Kelly Zelaya—Central Carolina Community College (NC)

Financial Concepts

sponsored by SunTrust Bank, Inc.

1. Ashton Wolter—Truman State University (MO)
2. Ashley Quiring—University of Nebraska-Lincoln (NE)
3. Mary Grace Parker—Seminole State College of Florida-Heathrow (FL)
4. Deborah Kroboth—Lee University (TN)
5. Steven Saed—University of Pittsburgh (PA)
6. Klevi Bejo—University of Miami (FL)
7. Christian Horn—University of Miami (FL)
8. Loren Wortham—Oklahoma State University-Stillwater (OK)
9. Brynn Burns—University of Missouri-Columbia (MO)
10. Joseph Korkames—Hendrix College (AR)

Financial Services

sponsored by Friends of the Association

1. William Graham—Chipola College (FL)
2. Cherith dos Santos—Williams Baptist College (AR)
3. Jocelyn Johnson—Midland University (NE)
4. Brant Parker—Southern Utah University (UT)
5. Katie Hagood & Brea Preskitt-Bailey—Colorado Technical University (CO)
6. Josue Pena, Carlos Sanchez, & Kelly Zelaya—Central Carolina Community College (NC)
7. Tanner Thiessen—San Jacinto College Central (TX)
8. Jordan Mazariegos—Oklahoma State University-Tulsa (OK)
9. James Hegg—South Georgia Technical College—Americus (GA)
10. Anna Watts—North Platte Community College (NE)

Forensic Accounting

sponsored by Friends of the Association

1. Brian Billings, Justin Blann, & Austin Taylor—Southern Arkansas University (AR)
2. Nicole Jubin & Kara Meyer—Bloomsburg University (PA)
3. Giselle Garcia & Kevin Trujillo—Miami Dade College-Kendall Campus (FL)
4. J Tyler Edgel & Brant Parker—Southern Utah University (UT)
5. Eric Roughton, Charquele Simien, & Justin Tomlinson—University of Mount Olive (NC)
6. Tyler Gilroy & Michael Kawaski—Keystone College (PA)
7. Amanda Barlow, Allison Gahrman, & Leah Stamey—Gaston College (NC)
8. Scott Lawrence, Makyla McDougal, & Daniel Smith—Arkansas State University (AR)
9. Alexander Anderson, Alicia Barton, & Alicia Bednar—Chipola College (FL)
10. Paige Brzeskiewicz & Dominic Worth—Illinois State University (IL)

Future Business Educator

sponsored by Friends of the Association

1. Skhi Pace—West Georgia Technical College—Carroll Campus (GA)
2. Brittany Ballou—Fort Hays State University (KS)
3. Elizabeth Brewer—Appalachian State University (NC)
4. Dieff Vital—Miami Dade College—Wolfson (FL)
5. Amanda VanBuskirk—Lackawanna College (PA)
6. Catherine Acosta—Miami Dade College-Kendall Campus (FL)
7. Joseph Graham—South Georgia Technical College—Americus (GA)

Future Business Executive

sponsored by Friends of the Association

1. Glenn Gilyot Jr.—Xavier University of Louisiana (LA)
2. Allison Holbrook—Alice Lloyd College (KY)
3. Catrina Rockholt—Oklahoma State University-Tulsa (OK)
4. Alex Moses—Le Moyne College (NY)
5. Alexander Wessels—Peru State College (NE)
6. Talynn Griggs—Des Moines Area Community College (IA)
7. Peter Traficante—Rutgers University-New Brunswick (NJ)
8. Erika Prado—Gaston College (NC)
9. Kevin Carballo—Florida International University (FL)
10. Michael Chamberlain—PBL Virtual Chapter (UT)

Help Desk

sponsored by Friends of the Association

1. Nicole Staples—Southern Illinois University (IL)
2. Sterling Brunson—Stevenson University (MD)
3. Delphia Schoenfeld—Fayetteville State University (NC)
4. Rachel Keys—Eastern Kentucky University (KY)
5. Gian King—Rutgers University-New Brunswick (NJ)
6. Montu Patel—Rutgers University-New Brunswick (NJ)
7. Susan Burns—Chipola College (FL)
8. Steven Saulter—Snow College (UT)
9. Franklin Cochran—Atlanta Technical College (GA)
10. Joseph Lussier—Madisonville Community College (KY)

Hospitality Management

sponsored by Friends of the Association

1. Leslie Elrod—Dalton State College (GA)
2. Ed Villaverde—Beckfield College (KY)
3. Natalie Calvo—University of Florida-Gainesville (FL)
4. Katrina Schiedemeyer & Joe Wachtveitl—University of Wisconsin-Oshkosh (WI)
5. Kathryn Oshiro & Currey Ventling—Colorado Mesa University (CO)
6. Shelby Crosley—Southwestern Oklahoma State University (OK)
7. Daisy Dobbins—DeVry University Federal Way (WA)
8. Roxanna Lopez & Aldemar Sanchez—Cerritos College (CA)
9. Elizabeth Anderson & Edgar Gomez—Snow College (UT)
10. Asad Ghani, Anuj Patel, & Montu Patel—Rutgers University-New Brunswick (NJ)

Human Resource Management

sponsored by Long Island University (LIU)

1. Gail Brown—Central Carolina Community College (NC)
2. Hailey Ketchum & Rebecca Stearns—Truman State University (MO)
3. Alicia Ward—Mississippi State University (MS)
4. Crystal Brosious, Johanna Hernandez, & Roxanna Lopez—Cerritos College (CA)
5. Heather Brown & Amelia Higgins—Colorado Mesa University (CO)
6. Ahrash Aleshi & Kirisa Pettis—Embry-Riddle Aeronautical University (AZ)
7. Kayla LaRocca—Southern New Hampshire University (NH)
8. Akpedje Benjamin Amoussou, Zakarias Ruei, & Cody Sullivan—Peru State College (NE)
9. Elizabeth Batts & Catherine Steiner—South Florida State College (FL)
10. Vonterica Davis—Lawson State Community College-Birmingham Campus (AL)

Impromptu Speaking

sponsored by API

1. Adriel Rivera—San Jacinto College South (TX)
2. Naomi Stiwich—State College of Florida-Venice (FL)
3. Chris Xia—Rutgers University-New Brunswick (NJ)
4. Gustavo Reyes—Fort Hays State University (KS)
5. Nicholas Cunningham—Winthrop University (SC)
6. Jake Giles—Snow College (UT)
7. Sara Ho—University of Texas at Dallas (TX)
8. Macy Frazier—Southern Arkansas University (AR)
9. Ian McKee—Durham Technical Community College (NC)
10. Raven Tiem—Oklahoma State University-Tulsa (OK)

Information Management

sponsored by API

1. Dylan Downhill—Northern Arizona University (AZ)
2. Joseph Lussier—Madisonville Community College (KY)
3. Timothy Rodriguez—University of Virginia-Charlottesville (VA)
4. Regan Katz—Southwest Baptist University (MO)
5. Justin Byrd—Lackawanna College (PA)
6. Sahithi Talagadadevi—Rutgers University-New Brunswick (NJ)
7. Austin Dennis—Tulsa Community College-West (OK)
8. William Cheng—Rutgers University-New Brunswick (NJ)
9. Jonathan Lam—Cerritos College (CA)
10. Tyler Jacob—Southern Crescent Technical College (GA)

Integrated Marketing Campaign

sponsored by Friends of the Association

1. Elisha Gupta & Juan Juy—California State University-Fullerton (CA)
2. Grace LaPoint—Evangel University (MO)
3. Victoria Williams—West Georgia Technical College–Douglas Campus (GA)
4. Troy Fields & Drew Kasch—Chadron State College (NE)
5. Davina Resto—Ocean County College (NJ)
6. Martha Brucker & Morgan King—Catawba College (NC)
7. Austin Anderson, Giovanni Rodriguez, & Reshma Thomas—Broward College (FL)
8. Ana Benes-Lugo, Shanna Knowles, & Claudia Romero—Miami Dade College-Kendall Campus (FL)
9. Dawn Bro—DeVry University Phoenix (AZ)
10. Virginia Easley, Layne Leopard, & Ben Pace—East Central Community College (MS)

International Business

sponsored by Friends of the Association

1. Margarita Raygoza-Ibarra—Oklahoma State University-Tulsa (OK)
2. Toomas Goult—Catawba College (NC)
3. John Von Helms—Milwaukee School of Engineering (WI)
4. Christopher Bigelow—Utah Valley University (UT)
5. Zachary Powers—Northern Kentucky University (KY)
6. Ian Bradley—University of Utah (UT)
7. Ryan Buckley—Copiah-Lincoln Community College (MS)
8. Fabio Diniz—Pfeiffer University (NC)
9. Harold Rye—University of the Ozarks (AR)
10. Derek Bolser—Des Moines Area Community College-Urban (IA)

Job Interview

sponsored by FBLA-PBL Professional Division

1. Katherine Garmon—University of Alabama (AL)
2. Eva Dye—Oklahoma Panhandle State University (OK)
3. Rebecca Herman—Southern Illinois University (IL)
4. Alison Hiler—Northern Kentucky University (KY)
5. Quyen Tien—California State University-Fullerton (CA)
6. Bethany Salgado—University of Texas at Dallas (TX)
7. Voilanda Cartwright—Lawson State Community College-Birmingham Campus (AL)
8. Drew Kasch—Chadron State College (NE)
9. Emily Tomlinson—Madisonville Community College (KY)
10. Brittany Laughlin—BridgeValley Community & Technical College-South Charleston (WV)

Justice Administration

sponsored by PITSCO

1. Tammie Huff—BridgeValley Community & Technical College-South Charleston (WV)
2. Victoria Auten—Broward College (FL)
3. Shelby Lee—Stevenson University (MD)
4. Mandee Bloodworth—South Georgia Technical College–Cordele (GA)
5. Jenna Woitaszewski—Doane College (NE)
6. William Stark—Embry-Riddle Aeronautical University (AZ)
7. Delphia Schoenfeld—Fayetteville State University (NC)
8. Andrew Mitchell—Southeast Missouri State University (MO)
9. Malcolm Gomez—Miami Dade College–North (FL)
10. Ryan Norton—North Georgia Technical College (GA)

Local Chapter Annual Business Report

sponsored by PITSCO

1. Truman State University (MO)
2. University of North Alabama (AL)
3. California State University-Fullerton (CA)
4. Central Christian College of Kansas (KS)
5. Florida State University–Tallahassee (FL)
6. Williams Baptist College (AR)
7. South Arkansas Community College (AR)
8. North Platte Community College (NE)
9. West Georgia Technical College–Douglas Campus (GA)
10. Moultrie Area Technical College-Tifton Campus (GA)

Macroeconomics

sponsored by Nonprofit Strategic Directions

1. Rebecca Hubbard—J. Sargeant Reynolds Community (VA)
2. Shannon McDonough—University of Alabama (AL)
3. Asheley Thomas—West Kentucky Community & Technical (KY)
4. Adrian Peart—Florida International University (FL)
5. Luke Sutton—Tulsa Community College–Metro Campus (OK)
6. Eric Vaughn—West Georgia Technical College-Carroll Campus (GA)
7. Benjamin Truong—University of Arkansas–Fort Smith (AR)
8. Logan Grote—Des Moines Area Community College-Urban (IA)
9. Jesse Print—Pfeiffer University (NC)
10. Kiante Brewer—Louisburg College (NC)

Management Analysis & Decision Making

sponsored by Friends of the Association

1. Noah Beery & David Sagae—University of Utah (UT)
2. Kesha Beethe, Kenny Bias, & Marshall Klontz—Peru State College (NE)
3. Seth Barron, Matthew Chaput, & Danny Jones—Southern Arkansas University (AR)
4. Rafael Pena & Ardalan Rahimi—Miami Dade College-Kendall Campus (FL)
5. Ryan Kassees, Evan Simpson, & Jacob Wilcox—Bloomsburg University (PA)
6. Coleman Hart & David Spencer—Pennsylvania State–Brandywine (PA)
7. Robert Blanton & David Culbertson—North Arkansas College (AR)
8. Alexander Pettis & Noah Vodisek—Illinois Central College (IL)
9. Anthony Hammond, Zackary Robinson, & Steven Schopen—Colorado Mesa University (CO)
10. Miranda Gerda, Johnzel Iniba, & Sandy Sy—College of the Canyons (CA)

Management Concepts

sponsored by Friends of the Association

1. Letitia Dennis-Boger—Rowan-Cabarrus Community College (NC)
2. Jeremy Laster—BridgeValley Community & Technical College-South Charleston (WV)
3. Ashley Johnson—Barton College (NC)
4. Mark Clifton—University of Nebraska at Omaha (NE)
5. Mark Prezioso—State University of New York (NY)
6. Forrest Fink—Milwaukee School of Engineering (WI)
7. Kalina Keester—Murray State College (OK)
8. Robert Waller—Dalton State College (GA)
9. Cory Herzog—Southeast Missouri State University (MO)
10. Brittany Ballou—Fort Hays State University (KS)

Marketing Analysis & Decision Making

sponsored by Life University

1. Anuj Goyal & Sharod Hinton—University of Miami (FL)
2. Nghia Ho, Brenda Lim, & Milton Tan—Embry-Riddle Aeronautical University (AZ)
3. Shannon Ronhovde—University of Nebraska-Lincoln (NE)
4. Jessica Jacobs—Cottey College (MO)
5. Asia King & River Norris—Wake Technical Community College (NC)
6. Charles Robinson—Southern Illinois University (IL)
7. Kortney Kirkland, Orren Taylor, & Shawna Yockey—Labette Community College (KS)
8. Nousheen Karimi & Mounika Mutyala—University of Texas at Dallas (TX)
9. Mike Prousa—Illinois State University (IL)
10. Billy Hughart—Tulsa Community College-West (OK)

Marketing Concepts

sponsored by Junior Tours

1. Miguel Olivares—California State University-Fullerton (CA)
2. Tara Kemp—Central Christian College of Kansas (KS)
3. Joe Wachtveitl—University of Wisconsin-Oshkosh (WI)
4. Brandon Creamer—University of Minnesota-Twin Cities (MN)
5. Heather Shirley—Georgia Northwestern Technical College-Floyd (GA)
6. Demetrica Wright—Atlanta Technical College (GA)
7. Hannah Tatum—Oklahoma Panhandle State University (OK)
8. Ian Lamb—Cowley County Community College (KS)
9. Stephanie Gonzalez—Miami Dade College-Wolfson (FL)
10. Jeffrey Scott—Stevenson University (MD)

Microeconomics

sponsored by Nonprofit Strategic Directions

1. Rebecca Hubbard—J. Sargeant Reynolds Community (VA)
2. Shane Cataract—Hillsborough Community College (FL)
3. David Szabo—Emporia State University (KS)
4. Deborah Kroboth—Lee University (TN)
5. Axel Woerner—Pfeiffer University (NC)
6. Gabrielle Hass—University of Wisconsin-Oshkosh (WI)
7. Dave Lore—Rowan-Cabarrus Community College (NC)
8. Ashton Wolter—Truman State University (MO)
9. Amanda Guevara—Isothermal Community College (NC)
10. Benjamin Truong—University of Arkansas-Fort Smith (AR)

Mobile Application Development

sponsored by Friends of the Association

1. Alec Crow—University of Arkansas at Little Rock (AR)
2. Daniel Gonzalez, Jenilice Novoa-Miralles, & Jonathan Petote—Miami Dade College-Kendall Campus (FL)
3. Kelsey Haddox & Ian Pierce—Southern Utah University (UT)
4. Michael Gotwald—Oklahoma State University-Stillwater (OK)
5. Kelli McNabb—Southwest Baptist University (MO)
6. Bethany Joiner & Matthew Reishman—Southeast Missouri State University (MO)
7. Trason Carver & John Gillis—Utah Valley University (UT)
8. Ervin Harris Allen—Temple University (PA)
9. Tyler Johnson—Mississippi Gulf Coast Community College-Perkinston (MS)

Network Design

sponsored by Friends of the Association

1. Ryan Hall & Travis Logue—DeVry University Federal Way (WA)
2. James Fuller, Aaron Huff, & Robert Mullis—Jones County Junior College-Technical (MS)
3. Salvador Bahena & James Fleming—Central Carolina Community College (NC)
4. Ryan Crawford, Joe Knight, & Logan Stratton—South Arkansas Community College (AR)
5. John Beal, Dustin Gerdes, & River Towne—Peru State College (NE)
6. Debbie Bivens, Nathan Gibson, & Ryan Sanders—Meridian Community College-MCC/IST (MS)
7. Andrew Crutcher & Matthew Reishman—Southeast Missouri State University (MO)
8. Yaohua Hu, Jerry Osorio, & Jaime Palencia—Miami Dade College-North (FL)
9. Justin Hollingsworth & Justin Robison—South Arkansas Community College (AR)

Networking Concepts

sponsored by National Technical Honor Society

1. Andrew Crutcher—Southeast Missouri State University (MO)
2. Jordan Fisher—Colorado Mesa University (CO)
3. Matthew Reape—Morrisville State College (NY)
4. Jerry Osorio—Miami Dade College-North (FL)
5. Eloy Lopez—Atlanta Technical College (GA)
6. Yaohua Hu—Miami Dade College-North (FL)
7. James Fuller—Jones County Junior College-Technical (MS)
8. James Leonard—Savannah Technical College (GA)
9. Jonathan Lam—Cerritos College (CA)
10. Logan Stratton—South Arkansas Community College (AR)

Organizational Behavior & Leadership

sponsored by Friends of the Association

1. Letitia Dennis-Boger—Rowan-Cabarrus Community College (NC)
2. Allison Holbrook—Alice Lloyd College (KY)
3. Robin Despard—Southern New Hampshire University (NH)
4. Gustavo Reyes—Fort Hays State University (KS)
5. Zachary Powers—Northern Kentucky University (KY)
6. John Wimberly—University of Alabama (AL)
7. Steven Redd—Snow College (UT)
8. Taylor Libbert—Truman State University (MO)
9. Brad Taylor—Indiana University of Pennsylvania (PA)
10. Kayla LaRocca—Southern New Hampshire University (NH)

Parliamentary Procedure

sponsored by Friends of the Association

1. Stacy Manson, Arista Nowicki, Lisa Poppe, & Taylor Ziegler—Doane College (NE)
2. Lucia Ahmed, Albert Amaya, Angel Juan, & Michelle Rodriguez—Miami Dade College–North (FL)
3. Samir Alsamarrae, Henry Furman, Georgi Hoeksema, & Victoria Jackson, & Anslee Smith—Pfeiffer University (NC)
4. Ian Bradley, Alexandria Haslam, David Sagae, & Caitlin Steed—University of Utah (UT)
5. Anthony Gilmore, Sana Khalid, Janet Parga, & Aldemar Sanchez—Cerritos College (CA)
6. Susie Berry, Debra Herbert, Ryan Norton, Mia Sharpton, & Emily Sullens—North Georgia Technical College (GA)
7. Alejandra Ceron, Terri Estrada, Cherie Kelly, Bridget McNeill, & Monica Sagastume-Ceron—Central Carolina Community College (NC)
8. Jacques Britton, Beatrice Collins, Keaunte Jackson, & Fredrick Mitchell—Lawson State Community College–Birmingham Campus (AL)
9. Regina Adams, Candace Grace, Rose Livingston, Nadine McGowan, & Cindy Wilson—West Georgia Technical College–Douglas Campus (GA)
10. Zack Graham, Austin Hendrickson, Michael Meloy, & Edna Vega—Cowley County Community College (KS)

Personal Finance

sponsored by Friends of the Association

1. James Weeks—Copiah-Lincoln Community College (MS)
2. Tapiwa Choto—Minot State University (ND)
3. Kelly Beyermann—Chattahoochee Technical College—Marietta (GA)
4. Kelly Loy—Miami Dade College-Kendall Campus (FL)
5. Jaykumar Patel—Copiah-Lincoln Community College (MS)
6. Denise Hamby—University of Arkansas Community College–Morrilton (AR)
7. Ryan Larsen—San Jacinto College South (TX)
8. Christian Horn—University of Miami (FL)
9. Kane Konsure—Eastern Oklahoma State College (OK)
10. Carrie Taylor—Upper Iowa University (IA)

Project Management

sponsored by Friends of the Association

1. Daniel Pulliam—Herzing University–Kenosha Campus (WI)
2. Regan Katz—Southwest Baptist University (MO)
3. Gerald Bishop—Moultrie Area Technical College-Tifton Campus (GA)
4. Alex Thornton—University of Pittsburgh (PA)
5. Margaryta Shchukina—University of Alabama (AL)
6. Katy Schmidt—Baylor University (TX)
7. Andrea Wimberly—Oklahoma State University-Stillwater (OK)
8. Kylee Gwinn—University of Nebraska-Lincoln (NE)
9. Leah Burch—West Georgia Technical College–Douglas Campus (GA)
10. Martile Blackman—South Florida State College (FL)

Public Speaking

sponsored by Dale Carnegie Training

1. Ashley Hemphill—Grand View University (IA)
2. Kevin Nguyen—University of California, Los Angeles (CA)
3. Chris Xia—Rutgers University-New Brunswick (NJ)
4. Christina Thomas—Chowan University (NC)
5. Zaman Rashid—Pfeiffer University (NC)
6. Brian Barcelo—Broward College (FL)
7. Hudson Powell—West Georgia Technical College–LaGrange (GA)
8. Rebecca Miller—Stephen F. Austin State University (TX)
9. Sarah Wilcox—Illinois State University (IL)
10. Prayant Hanjra—PBL Virtual Chapter (CO)

Retail Management

sponsored by Men's Wearhouse Group

1. Hailey Ketchum—Truman State University (MO)
2. Brandon Creamer—University of Minnesota-Twin Cities (MN)
3. Michael Chamberlain—PBL Virtual Chapter (UT)
4. Katrina Sams—Stanly Community College (NC)
5. Elizabeth Miller—State College of Florida-Venice (FL)
6. Andrew Mitchell—Southeast Missouri State University (MO)
7. Johanna Hernandez—Cerritos College (CA)
8. Ashley Johnson—Barton College (NC)
9. Xue Ling Lee—Rutgers University-New Brunswick (NJ)
10. Dustyn Murphy—Oklahoma Panhandle State University (OK)

Sales Presentation

sponsored by Friends of the Association

1. Cole Harden—New River Community College (VA)
2. Kesha Beethe—Peru State College (NE)
3. Martile Blackman—South Florida State College (FL)
4. Kathleen Thompson—Harrisburg Area Community College–Gettysburg (PA)
5. Isaac Shook—Evangel University (MO)
6. Jonathan Jardee—Tulsa Community College-West (OK)
7. Chase Clontz—Pfeiffer University (NC)
8. Lauren Nelson—Morehead State University (KY)
9. Jeremiah Johnson—South Georgia Technical College–Cordele (GA)
10. Andy Rodriguez—Illinois State University (IL)

Small Business Management Plan

sponsored by Praxis

1. Afsha Maknoja & Sazmin Momin—Baylor University (TX)
2. Hiam Hafizuddin—University of Illinois Urbana-Champaign (IL)
3. Aaron Klaes—Baylor University (TX)
4. Joseph Conte, Michael Finucane, & Cassie Love—Pasco-Hernando State College (FL)
5. Nina Rogers & Danielle Wittman—Ocean County College (NJ)
6. Alexander Iglesias, Alexy Menendez, & Sophia Paradela—Miami Dade College-Kendall Campus (FL)
7. Elana Carson & Jessica Turner—College of the Ozarks (MO)
8. Mckay Anderson & Noah Beery—University of Utah (UT)
9. Zachary Patch & Megan Schuster—Butler Community College (KS)
10. Travis Meyer, Brad Taylor, & Mason Varner—Indiana University of Pennsylvania (PA)

Social Media Challenge

sponsored by CPS23 Marketing, LLC

1. Phimlamphay Dimanh & Bethany Salgado—University of Texas at Dallas (TX)
2. Sarah Melkus & Kaylin Westfall—BridgeValley Community & Technical College-South Charleston (WV)
3. Jason Broussard—San Jacinto College Central (TX)
4. Sarah McClanahan & Lauren Nelson—Morehead State University (KY)
5. Taylor Conrad & Erik Prousa—Illinois State University (IL)
6. Jacob Hofer—Ashford University (IA)
7. Caleb Brown, CrisAnn Bryan, & Katie Hillman—East Central Community College (MS)
8. William Kackmeister, Jenna McCleary, & Vanessa Throener—Northeast Community College (NE)
9. Dylan Kennedy—Southeast Missouri State University (MO)
10. Chaya Hayman, Nina Rogers, & Danielle Wittman—Ocean County College (NJ)

Sports Management & Marketing

sponsored by Friends of the Association

1. Tiffany McKee—Stevenson University (MD)
2. Ian Lamb—Cowley County Community College (KS)
3. Alex Aguirre—Arkansas State University (AR)
4. Christian Szafran—Temple University (PA)
5. Kelly Streeter—Missouri Southern State (MO)
6. Mark Creech—Northern Arizona University (AZ)
7. Stephen Pinchak—Cayuga Community College (NY)
8. James Brooks—University of Pikeville (KY)
9. Glen Tonge—Utah State University (UT)
10. Tiara Smith—Alabama State University (AL)

Statistical Analysis

sponsored by Friends of the Association

1. Aaron Blum—University of Illinois Urbana-Champaign (IL)
2. Steven Schopen—Colorado Mesa University (CO)
3. Alex Alexander—Southern Arkansas University (AR)
4. Allison Schlender—University of Nebraska-Lincoln (NE)
5. Shannon McDonough—University of Alabama (AL)
6. Lisa Poppe—Doane College (NE)
7. Jim Harmon—Polk State College (FL)
8. Leah Simpson—University of Missouri-Columbia (MO)
9. Kaitlin Eckl—University of North Alabama (AL)
10. Zach Craig—University of North Dakota College of Business & Public Administration (ND)

Strategic Analysis & Decision Making

sponsored by Friends of the Association

1. James Massengale & Shawna Raines—Beckfield College (KY)
2. Robert Brennan, Lindsey Stoneman, & Sandy Sy—College of the Canyons (CA)
3. Tim Buff, Erik Gorenflo, & Philip Stolarski—Le Moyne College (NY)
4. Jake Giles—Snow College (UT)
5. Stephen Bus & Ryan Siler—Central Carolina Community College (NC)
6. Courtney Barnhill & Gabrielle Gore—Southeastern Community College (NC)
7. Heather Brown & Amelia Higgins—Colorado Mesa University (CO)
8. Kenny Bias & Zach Zobel—Peru State College (NE)
9. Kristen Longoria—San Jacinto College South (TX)
10. Jeanyliz Arce, Lazaro Fernandez, & Kyle Rodriguez—Miami Dade College-Kendall Campus (FL)

Website Design

sponsored by GEICO

1. Bryan Elliott & Josh Elliott—North Arkansas College (AR)
2. Amber Joiner & Stephen Salyer—Southeast Missouri State University (MO)
3. Mark Frage & Bailey White—Broward College (FL)
4. Salvador Bahena, James Fleming, & Joshua Panee—Central Carolina Community College (NC)
5. Jessica Ferretiz & Georgi Hoeksema—Pfeiffer University (NC)
6. Ryan Crawford—South Arkansas Community College (AR)
7. Tyler Acklin & Evan Dodson—University of Missouri-Columbia (MO)
8. Joseph Gamez—Central Arizona College (AZ)
9. Brittney Acuna & Juan Grajales—Miami Dade College-Kendall Campus (FL)
10. Samantha Cochran, Madison Crockett, & Ashlie Pilotti—Coastal Carolina University (SC)

Word Processing

sponsored by Friends of the Association

1. Kevin Nguyen—University of California, Los Angeles (CA)
2. Jennifer Miletell—South Arkansas Community College (AR)
3. Kendra Tolley—Carver Career Center (WV)
4. Mary Blacketer—Peru State College (NE)
5. Emmalee Smith—Missouri Southern State (MO)
6. Mary Golden—Binghamton University (NY)
7. Kinsey Modlin—Chowan University (NC)
8. Nicole Nance—Southwestern Illinois College (IL)
9. Renee Pearson—Atlanta Technical College (GA)
10. Sarah Stewart—Flint Hills Technical College (KS)

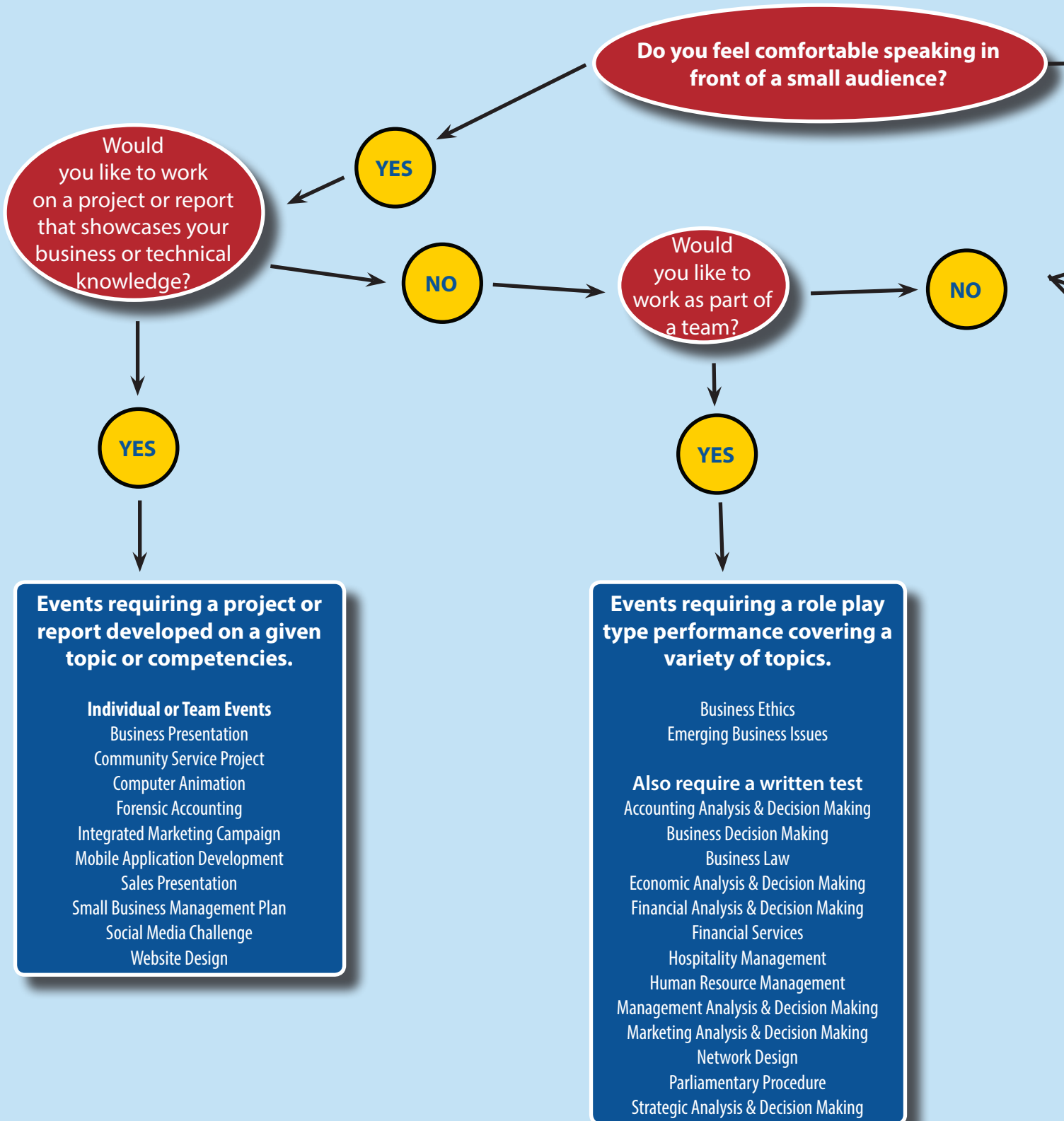
**Make plans now
to CONNECT at
#NLC16PBL in Atlanta!**

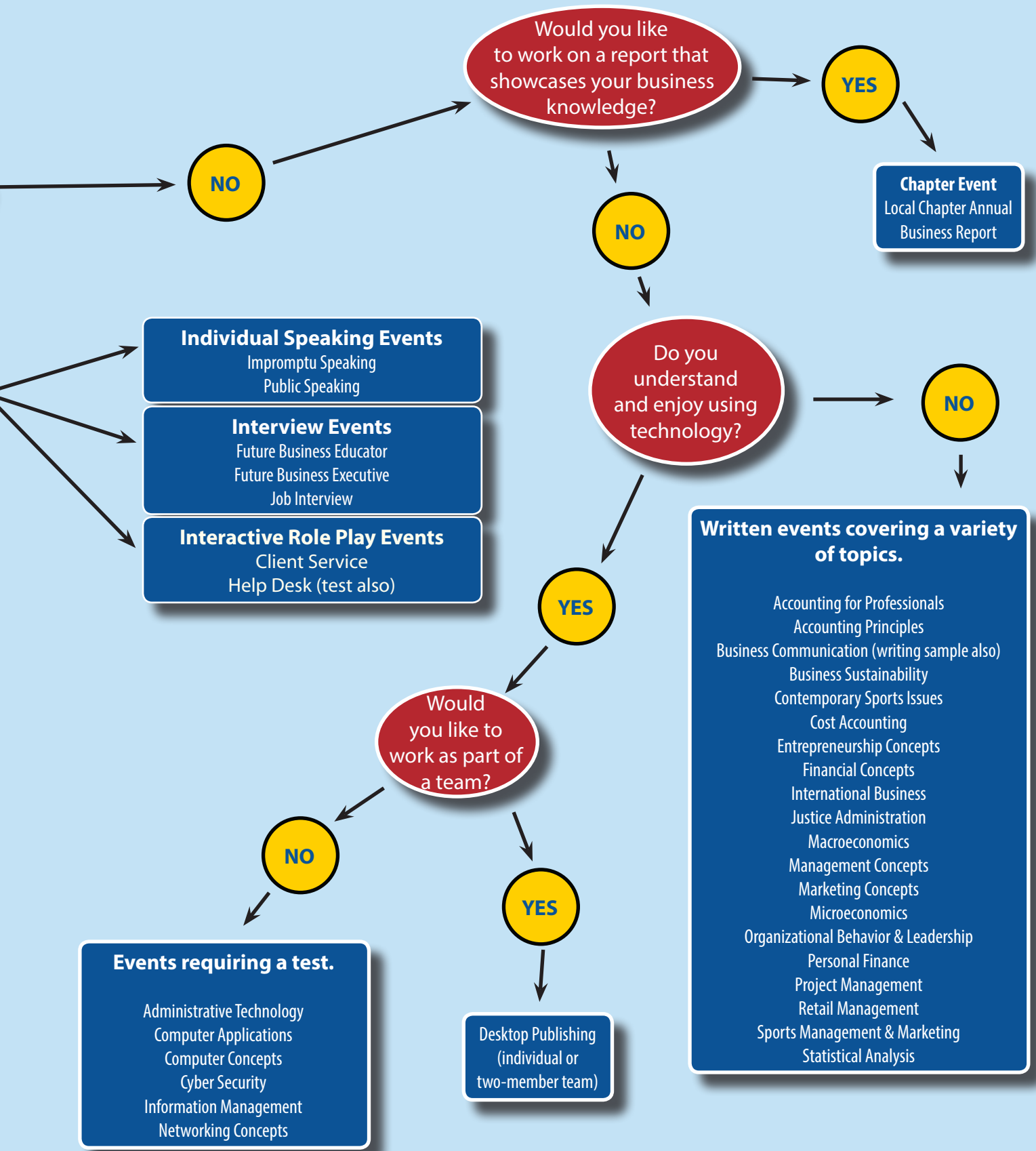
**Watch the NLC promo below and
check out page 14 for help choosing
your competitive event.**



Choosing Your PBL Competitive Event

START HERE





FBLA-PBL members and advisers across the country CONNECTed at this year's National Fall Leadership Conferences (NFLCs). More than 5,000 attendees met in Omaha, Nebraska; Charleston, South Carolina; and Baltimore, Maryland in November.

Opening keynote speaker Patty Hendrickson (@PattySpeaks) told attendees "Don't cheat the world out of your wonderful." Hendrickson, national partners, business professionals, and state leaders helped members enhance their skills through interactive and informative workshops. Each city also featured résumé review for attendees performed by members of the FBLA-PBL Professional Division.

Attendees at all three conferences had the opportunity to network with members and exhibitors, meet national officers, vote on the 75th anniversary membership theme, and bid in the pilot online auction.

The Omaha NFLC included business tours and an exclusive track for state officers and closing keynote speaker Aaron Davis (@acdavisco). Charleston highlighted the *FBLA-Middle Level Program*, the state officer track, and closing keynote speaker Alex Sheen (@becauseisaidiwould). Baltimore hosted the *PBL Pathways* program, state officer track, the pilot *FBLA Foundations* track, and closing keynote speaker Johan Khalilian (@Johanneus).

Each conference ended with the March of Dimes Blue Jeans for Babies Dance. Attendees donated \$5,434.74 to help save babies.

The 2016 NFLCs host cities are:

- Milwaukee, Wisconsin (November 4–5)
- Daytona Beach, Florida (November 11–12)
- Dallas, Texas (November 18–19)



Fall Membership Awards

- Largest Local Chapter
- Largest State Chapter
- State Recruitment of Chapters
- Largest Increase in State Chapter Membership
- Largest Local Chapter—Professional Division
- Largest State Chapter—Professional Division

- East Central Community College (MS)**
- North Carolina**
- Illinois & Virginia**
- North Carolina**
- Central Carolina Community College (NC)**
- North Carolina**

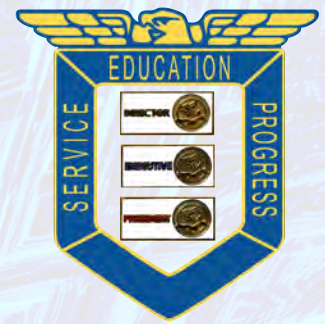
NFLC Attendance Awards

- Omaha, Nebraska*
- Charleston, South Carolina*
- Baltimore, Maryland*

- Largest Local Chapter Delegation
- Peru State College (NE)**
- New River Community College (VA)**
- Rutgers University–New Brunswick (NJ)**

- Largest State Chapter Delegation
- Nebraska**
- North Carolina**
- New Jersey**

CONNECTing with CMAP



by PBL National Parliamentarian Elizabeth Alvarez

The PBL Career and Membership Achievement Program (CMAP) is a leadership development program focused on Service, Education, and Progress. This program encourages students to participate in various community service, professional development, and leadership activities and submit evidence of their participation through an online program in order to achieve the three different levels: Director, Executive, and President. CMAP is an excellent tool to help members of your chapter increase their participation in leadership activities while rewarding them for their efforts.

CMAP has been revamped and new activities have been added this year. Some of these new activities include creating a LinkedIn account or writing an email to one of your state or national officers and telling them about your FBLA-PBL experience. These new activities will certainly help PBL members become responsible business leaders who are prepared for the workforce.

Within my own chapter, we have found it successful to make it a requirement for our members competing at the State Leadership Conference to complete at least the director level of CMAP. This encourages our members to increase their participation within our chapter when it comes to community service, attending general meetings, and remaining aware of all the opportunities offered by the FBLA-PBL National Center.

Using CMAP within your chapter can help you have a more involved membership. It helps to inform your membership of the ease of completing the activities within this program, since many of them are things that they have already done such as creating a résumé and cover letter or participating in a community service event. If used to its full potential, CMAP can be used as an incentive for your chapter members to participate in activities and to bring home more recognition for your school and state! Learn more at go.fbla.org/CMAP.



The CMAP Director level focuses on an introduction to community service, career research, and PBL involvement at the local level.

Recognition: Pins presented at a local awards ceremony or PBL event.

Deadline: March 1

go.fbla.org/CMAPdirector



The CMAP Executive level focuses on developing job interview skills, state and national PBL involvement, public relations activities, and leadership skills.

Recognition: Pins presented at a PBL state meeting or conference.

Deadline: March 1

Prerequisite: Director Award

go.fbla.org/CMAPexecutive



The CMAP President level focuses on total association leadership, business skills, and involvement in community.

Recognition: Pins, ribbons, and certificates presented at the National Leadership Conference.

Deadline: March 1

Prerequisite: Director and Executive Awards

go.fbla.org/CMAPpresident

2014–15 CMAP President Level Winners

Jennifer Miletello—*South Arkansas Community College (AR)*
Elizabeth Alvarez—*Florida International University (FL)*
Kevin Carballe—*Florida International University (FL)*
Robert Waller—*Dalton State College (GA)*
Karibbe Rodriguez—*Dalton State College (GA)*
Juan Nunez-Ramos—*Dalton State College (GA)*
Emaceo Moses—*West Georgia Technical College - Douglas Campus (GA)*
Nadine McGowan—*West Georgia Technical College - Douglas Campus (GA)*

Rebecca Arnold—*Central Georgia Technical College-Warner Robins (GA)*
Sandy Foley—*Central Georgia Technical College- Warner Robins (GA)*
Jerry Hayes—*Moultrie Area Technical College-Tifton Campus (GA)*
Erika Prado—*Gaston College (NC)*
Michael Gotwald—*Oklahoma State University (OK)*
Nicholas Cunningham—*Winthrop University (SC)*
Ashley Amundsen—*Southern Utah University (UT)*

National Fundraisers

Association Motor Club Marketing (AMCM) offers a roadside assistance program that earns profit now and on renewals. Email fbla@amcm-online.com, call 605.254.8876, or visit amcmfbla.com.



Better World Collective provides a brand new and easy-to-use online auction platform called Auction360. Visit betterworldcollective.com/fbla for more information.



Country Meats features fresh smoked snack sticks that everyone loves! Sell for \$1 and receive 45% profit! For FREE SAMPLES call 800.277.8989 or visit countrymeats.com/samplepack.



Krispy Kreme Fundraising offers doughnuts, BOGO cards, certificates, and coffee to help your chapter raise some dough! Visit krispykreme.com/fundraising, email fundraising@krispykreme.com, or call 800.4KRISPY.



Ozark Delight Lollipops are only available for fundraising. They do not sell to stores or other retail markets. Call 800.334.8991 or visit ozarkdelight.com.



Popcorn Palace offers premium popcorn in lots of flavors guaranteed to be fresh and delectable. Keep 50% profit upfront. To get your free information kit, call 800.873.2686 or visit popcornpalace.com/Home/Fundraising.



Schermer Pecans offers a delicious and healthy fundraising product. Call 800.841.3403, email schermerpecans@yahoo.com, or visit pecantreats.com.



School Spirit Coffee provides personalized packaging for their coffee fundraiser. Call 800.570.1443, email Debbie@schoolspiritcoffee.com, or visit schoolspiritcoffee.com.



Tom-Wat Fundraising features multiple fundraisers from catalog sales to cookie dough and much more. Call 800.243.9250, email sales@tomwat.com, or visit tomwat.com.



PBL Partners

For over 30 years, the mission of the **National Technical Honor Society** has been to recognize and honor top students in career and technical education. NTHS and FBLA-PBL are natural partners. We believe innovative leadership combined with educational excellence cultivates future leaders and strengthens communities.

Scholarships totaling over \$225,000 are being awarded to NTHS members in 2016, a powerful incentive for FBLA-PBL students to become NTHS members. With over 3,800 chapters nationwide, NTHS brings business and education together by opening career opportunities in career and technical fields.

As FBLA-PBL prepares students for careers in business, why not join NTHS at your school? Celebrate your achievements with NTHS and FBLA-PBL.

Discover NTHS at nthsof.org.



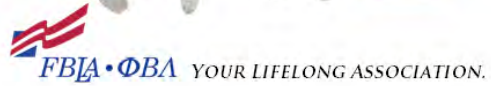
National partner **GEICO** continues to provide a special discount opportunity for members of FBLA-PBL. To find out how much you could save, visit geico.com/fbla-pbl or call 800.368.2734 and mention that you are an FBLA-PBL member. Have your current coverage information available in order to secure a comparable quote.

IMA® (Institute of Management Accountants) has always



been a strong supporter of students through its various scholarships, awards, and competitions. Be sure to check out all IMA has to offer students at imanet.org/students. Of special note is the new IMA Accounting Honor Society (iahs.org), which launched in March, to recognize and honor academic achievement in the study of accounting. For more information, please visit the websites listed or contact Jodi Ryan, Director of Student and Academic Relations at jryan@imanet.org.

Four Divisions. One Goal. Your Career Success.



Connect with the Professional Division today!

- Facebook.com/ProfessionalDivision
- @ProfessionalDiv

CHECK-IN WITH FBLA-PBL MEMBER BENEFITS



Unlimited mileage and up to 20% off!
800.GO.ALAMO
Contract ID# 7000461



Receive 28% off emergency roadside service. Look for purchase links at fb-la-pbl.org under Membership Benefits (Discounts).



Your shopping supports FBLA-PBL.
bit.ly/amazon_fb-la-pbl



One free certification test for FBLA, PBL, and PD members. Access codes are in the Adviser Area at fb-la-pbl.org



FBLA-PBL members get 10% off Princeton Review's online courses for the SAT, ACT, and GMAT. For more information, call 800.273.8439



Save hundreds on your car insurance with special FBLA-PBL savings.
800.368.2734



Save 50% on in-store purchases when you use the coupon located on the FBLA-PBL national website. Look for the link under Membership Benefits, Discounts and Added Benefits.



Save up to 15% when you shop via the FBLA-PBL website. Use Company Code EP10687. Look for the link under Membership Benefits, Discounts and Added Benefits.
800.473.4732



Save 20% with your FBLA-PBL card. ID# 5492731

Great Hotel Discount Programs for Members
Major hotel chains offer reduced rates—up to 15% off—don't miss out!



Hyatt Hotels
10% off at participating Hyatt properties
877.393.8034
Group Code: CR51684



Wyndham Hotel Group
Up to 15% off their best available rates
877.670.7088
ID# #8000001640



Visit fb-la-pbl.org, under Membership Benefits, Discounts and Added Benefits and save 10%.

GEORGIA

Columbus Tech PBL students welcomed guest speaker Connie Ramsay-Austin of Habitat for Humanity who spoke about how Habitat for Humanity creates a sense of pride for new homeowners and builds teamwork characteristics for volunteers. She stressed how having a positive and safe living environment benefits both the lives of parents and their children, while revitalizing lower income communities. She also discussed the process of owning a home via the organization and tips on becoming a responsible homeowner. In an effort to become more involved in the local community, the students will be volunteering their time on homes in Columbus Tech's own backyard.



OKLAHOMA

Nine Oklahoma Panhandle State University PBL members participated in the chapter's first-ever career day visiting Happy State Bank and Brown, Graham, & Company, P.C. Certified Public Accountants in Amarillo, Texas. Members toured both organizations, heard presentations from employees, and were also treated to a networking lunch with many tax shareholders and audit staff members at Brown, Graham, & Company. According to PBL Vice President Sam Lemin, "[It was] a great experience that helped me understand what it would be like in the workplace."



NEW JERSEY

Rutgers University-New Brunswick PBL participated in the annual Scarlet Day of Service, one of Rutgers' largest community service events. Members worked outdoors at Rutgers Gardens. All 19 volunteers helped lay soil for crops to grow or helped dig up tree roots to clear the field. It was a truly remarkable experience to help conserve the environment.



VIRGINIA

George Mason University (GMU) PBL participated in Witch Watch 2015. Witch Watch is an opportunity for student organizations to ensure those in the Fairfax and Mason communities enjoy a safe trick-or-treating experience. GMU PBL gave out candy and played mummy bowling with trick-or-treaters. GMU PBL had a blast giving back and connecting with the community!



**Submit your chapter news and photos at
go.fblla.org/news**

FBLA-PBL Week

February 7–13, 2016

Make plans now to celebrate #FBLAPBLWeek2016!

The second week of February is FBLA-PBL Week. Chapters are encouraged to publicize their activities, boost their membership, and gear up for spring events. FBLA-PBL Week also coincides with National Career and Technical Education (CTE) Month. This is an excellent opportunity to inform the public about the purpose of school-to-work activities and programs.

**Monday
February 8**

National Presidents' Forum

All three division national presidents (FBLA, PBL, and Professional Division) host a live Internet broadcast to kick off FBLA-PBL Week.

Register today at go.fbla.org/webinar_2-8-16

**Tuesday
February 9**

Each One Reach One Day

Talk to peers and community members about your FBLA-PBL experiences. And, of course, ask them to join!

**Wednesday
February 10**

Adviser Appreciation Day/Professional Attire Day

Dress for success and share your appreciation for those that teach, lead, and mentor your chapter.

**Thursday
February 11**

Career/Awareness Day

Get involved with your Professional Division and connect with community leaders.

**Friday
February 12**

FBLA-PBL Spirit Day

Show your FBLA-PBL spirit by posting a group photo on Instagram and tagging @fbla_pbl

**Saturday
February 13**

Community Service Day

Choose a community service project to support. Suggested activities include working with the March of Dimes, volunteering at a homeless shelter, or conducting a blood drive.