

# The Kansas Exchange

A Kansas FBLA Publication

"The Road to Your Success"

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## Upcoming Events

- January 8  
- State Officer Candidate Interviews/Board Meeting
  
- January 17  
- District VI Conference
  
- January 22  
- District VII Conference
  
- January 26  
- District III Conference
  
- January 29  
- District I Conference  
- District V Conference
  
- February 7  
- District II Conference
  
- February 10  
- District IV Conference

## Kansas Detours to Omaha for NFLC

Over three hundred and seventy members and advisers detoured to Omaha, NE on the road to their success for the National Fall Leadership Conference. Kansas was one of the nine states that attended the conference including, Colorado, Iowa, Missouri, Nebraska, North Dakota, South Dakota, Texas, and Wyoming.

The conference was packed with opportunities for FBLA members to improve themselves on the road to their success. In these two days, on November 5 and 6, members attended workshops, heard keynote speakers, watched the Battle of the States, and explored downtown Omaha.

The conference began with a state meeting for Kansas delegates. State Officers took this opportunity to introduce different cars that FBLA members can take on the road to their success, ranging from a Dodge Caravan, to a UPS Truck, and a

Corvette. Members then moved to the opening session. At the opening session members and advisers

Career Perspective", to "Getting It Together Your Way". Later that evening members attended the closing session



State Officers, Brett Eakin - President, Bethany McGhee - Parliamentarian, and Trent Patterson - District VII Vice President, participate in the Battle of the States.

where they listened to keynote speaker Patrick George motivate them about "How important do you think

you are?". The Omaha NFLC was a great opportunity for members to learn about business, future careers, and FBLA opportunities.

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The Omaha NFLC was a great opportunity for members to learn about business, future careers, and FBLA opportunities.

- Matt Ebert

On the second day of

the conference, members attended workshops ranging from "Overcoming Man's Top Fear: Public Speaking" (facilitated by KS FBLA State Officers), "A Fresh Perspective on



State Officers (L-R) Brett Eakin - President, Riclyn Resco - District IV Vice President, and Matt Ebert - Editor presented "Overcoming Man's Top Fear: Public Speaking".

## Letter from the Kansas FBLA State President

Dear Kansas FBLA,

Along every great road trip you must stop to refuel. Many times at this stop you review the map and see where you have been and where you still need to go. As Kansas FBLA looks at the road already traveled we find many accomplishments. We have built new leadership abilities at the Summer Leadership Seminar. We have met new friends at the National Fall Leadership Conference. We have recruited or reactivated five new chapters in the State of Kansas.

In the State's Program of Work under the focus of communication we have made giant leaps. Abby Navinsky, our State Secretary, has nearly finished the State Directory and will be sending that out within the next month. Matt Ebert, our State Editor, has now completed two of the state newsletters, keeping you informed of all news and events. Our District Vice Presidents have mailed out monthly updates to advisers and chapter Presidents making sure that they know the important deadlines.

The State Executive Board met with the Governor of Kansas on November 8<sup>th</sup>, 2004 to proclaim FBLA-PBL Week in February, accomplishing one of our Public Relations goals. The State Executive Board made it a goal

to recruit or reactivate five new chapters, which we accomplished in early November. Even the event sponsorship committee has been hard at work to organize the program.

Together we have passed through difficult bumps in the road. After seeing where we have been, we also notice that much is left to cover. This long journey, which began a few months ago, is only now beginning to take off. The State Executive Board is working hard to increase Middle Level involvement. District Vice Presidents will be involving middle level students in their District Conferences, either by timekeeping or anything else they need help with. Also, our State Historian, Amy Jones, has been working to improve the recognition process of the Quality Member Award and national programs. These changes you will notice at the State Conference. The Chapter Mentoring Program will be instituted later this month.

We have traveled far and yet the map shows several places we still need to visit. I challenge you to search for a new road of success. This is the time that you as members of FBLA shine. A community service project that is just under way, someone is



starting to study for the Intro to Business test, and everyone sets his or her sightson the State Leadership Conference. I look forward to seeing you at your respective District Conference and I hope you have a safe and happy Holiday Season. I close with a quote from J.R.R. Tolkien, "Still round the corner there may wait, a new road or a secret gate."

Sincerely,

Brett Eakin  
Kansas FBLA State President

## Program of Work

### Completed Goals

- The State will recruit or reactivate five chapters.
- State Directory completed.
- State Officers met with Governor Kathleen Sebelius to declare National FBLA-PBL Week in Kansas.

### Future Goals

- The State Executive Board will strive to increase the total membership by 200 members to surpass 2,800 Kansas FBLA members.
- In order to support the members that qualify to compete at the

National Leadership Conference, the State Executive Board will strive to gain sponsors for each national event at the State Leadership Conference.

- Increased promotion will occur during FBLA Week.

## Letter from the Mountain Plains Region Vice President

On the *Road to Your Success*, I hope you will agree that the first leg of the journey has been successful! Whether this was recruiting new members, attending Fall Leadership Conference, or the National Fall Leadership conferences, I hope that you have gained the members, resources, and motivation needed to journey onward.

One great way to utilize your fuel supply is through community service, especially now that the holiday season has arrived. Please don't forget that a great organization to raise funds and awareness for is the March of Dimes. The national FBLA team is encouraging every local chapter to raise \$100 for the March of Dimes. If every chapter in the

nation did this, FBLA will have raised \$1.5 million for this great organization and so many premature babies!

Finally, it's still not too late to recruit more members on the road to success. If you still want to receive the winter and spring issues of *Tomorrows Business Leader*, get your dues in by December 15. Planning a social event that's for "members only" is a great incentive to get more members involved in FBLA.

It was a pleasure meeting many of you at the Omaha NFLC. You have the fuel necessary to complete this journey full blast. Now it's up to you to jump behind the driver's seat and hit the accelerator!



Debbie Garber  
National Mountain Plains Region  
Vice President

## Quality Member Award

Hello! I hope everyone is having a great school year. Now that you are in full swing, I encourage you to participate in the Quality Membership Award. You are judged on FBLA activities that you are involved in and a short essay about your experiences. All participants will be recognized at the State Conference in the spring. I competed and placed in the top 10 last year, so if anyone has any questions please feel free to contact me. Being recognized as a Quality Member would be a great way to finish your 2004-2005 Road to Success. Good luck!

- Amy Jones,  
State Historian



Applications for the Kansas FBLA Quality Member Award can be found on the Kansas FBLA website at [www.ksfbla.org](http://www.ksfbla.org). Start filling out your application today to be recognized at the 2004-2005 State Leadership Conference.

## Letter from Kansas PBL

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Bow to the power of Kansas FBLA! The energy coming from the delegates at the Omaha National Fall Leadership Conference was truly remarkable, and I commend you for your spirit, enthusiasm, and overall allegiance to the organization. It was a pleasure meeting and networking with the members of Kansas FBLA, and I like to take a moment to talk about the power of networking.

Networking is a great tool, and in today's economy, the saying "it's not what you know, but who you know" is exceedingly true. So, what is networking? There is no specific definition of networking, but it can be found in all of the dimensions of the following example. My girlfriend's Dad's best friend's banker is the cousin to Sharla Gibbons, the sister-in-law of Carly Fiorina, the CEO of Hewlett Packard. Although there are many dimensions in this network, it definitely shows how networking can make a large world seem quite small.

Networking begins with first impressions. Treating others how you want to be treated is no longer the model that business leaders

necessarily utilize. Mastering the art of treating others how they want to be treated lays a sound foundation for a network that will benefit everyone involved. Many people focus all of their attention on the first impression, and often skip the second crucial aspect of networking, rapport! Overlooking rapport can make the difference of forming a networking or simply making an acquaintance. Many people go wrong with the first two sentences of a conversation by not learning the name of the subject they are speaking with! When being introduced to someone, shake their hand, repeat their name, and correlate it to something that will help you remember it. Name recognition is of utmost importance in establishing rapport.

Finally, a great tool for improving, and a must on every FBLA-PBL member's supply list should be a business card. Business cards are inexpensive, easy to make, and can be tailored to fit your personality. The exchange of business cards is a standard business protocol, and

allows for the creation of many networking opportunities, even when time for face-to-face communication is inexistent. So get cracking and make one today!

We're all on the road to our success as members of FBLA-PBL. Networking is a simple tool that can be utilized at your local chapter, state, and national functions. Get to know everyone that you can, because we all learn and grow from each other, and remember it's not always what you know!

Thank you for the opportunity to submit this article to The Kansas Exchange. The State officers of Kansas Phi Beta Lambda would also like to extend a thank you to the great work done on the Governor's Proclamation. Keep up the good work, and we look forward to seeing what Kansas Future Business Leaders of America have in store for 2005!

Tyler Dupy  
KPBL Communications Officer  
KSU-PBL President

## Important Websites

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### National Website

[www.fbla-pbl.org](http://www.fbla-pbl.org)

The National Website is an immeasurable resource to members and advisers. Not only does it allow advisers to register members and register for conferences, it also has a special adviser's area. There are also a number of tools for members. It provides resources to get members going.

### National Message Boards

[www.fbla-pbl.org/forum/default.asp](http://www.fbla-pbl.org/forum/default.asp)

The National Message

Boards allow members to contact other members and advisers from other states. Members have the opportunity to compare project ideas and other chapter activities. This is a great alternative to the Chapter Management Handbook.

### Mountain Plains Regional Website

<http://fbmp.fbla-pbl.org/>

The Mountain Plains Website is just a great way to find out what other states are in the Mountain Plains Region. There are multiple resources available for recruitment

and other chapter activities.

### Kansas Website

[www.ksfbla.org](http://www.ksfbla.org)

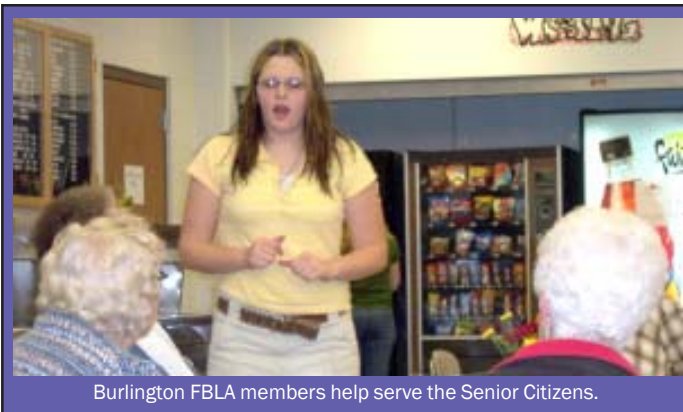
The Kansas FBLA State website has information important to Kansas FBLA members and advisers. This site contains many documents and forms put together by Kansas FBLA State Officers for members. Take some time to look through all the important information available at KSFBLA.org.

## Twenty-Five Years of Service - Burlington High School

Submitted by Zachary Smith,  
District I Vice President

In 1980, the FBLA chapter in Burlington, Kansas, came up with an idea that would become an annual tradition of Burlington High School: a Thanksgiving Senior Citizen's Dinner. Today, 25 years later, the custom lives on.

At the beginning of September, the preparation began. All local members were assigned three local businesses by Senior Citizens' Dinner Committee Chair, Emily Renyer, to go and ask them to donate doorprizes to give out during Bingo. Then, invitations were sent out to all seniors who have attended in the past that are on the database list. After the envelopes were sealed and mailed and the doorprizes began flowing in, it was getting time for the big day.



Burlington FBLA members help serve the Senior Citizens.

On Wednesday, November 17, 2004, 87 seniors came to the high school around

11:30 am and met in the auditorium. At 11:45, Helen Hoch, FBLA adviser, welcomed everyone and thanked the group for attending. First, Zach Smith, local chapter president, led the group as they sang three Thanksgiving hymns to get them into the holiday spirit. Then, bingo cards were passed out to all seniors and they played good old fashioned bingo. When someone had five in a row and they yelled Bingo, their card was checked and they received a free doorprize. After all prizes were given out, the group moved out of the



District I Vice President Zach Smith calls out Bingo numbers at the 25th annual Senior Citizens Dinner.

auditorium and was seated in the cafeteria.

Around 12:50, Thanksgiving lunch was ready. They ate a large slice of turkey, stuffing, mashed potatoes and gravy, green beans, a wheat roll and pumpkin pie for dessert. Members from the local chapters helped the school cooks serve the meal. They also brought the meals to everyone and served drinks. "It is so rewarding to serve the seniors of our community and show them our respect and gratitude," said Zach Smith. "They enjoy our company and getting to hear about our achievements and hard work at school." So after 25 years, the routine has not greatly changed and in the next 25 years, I bet the tradition will live on!

## Canton-Galva FBLA - Canton-Galva High School

Submitted by Tyler Becker,  
Canton-Galva Editor

From our FBLA chapter, 33 members attended NFLC in Omaha, Nebraska. Students enjoyed the keynote speakers and various workshops. We had our annual pancake feed and silent auction on October 9. It ran from 7:00 AM to 2:00 PM.

Total profits were \$2400. We've also recently finished up our QSP sales: total sales were \$5400, however, we are unsure of how much of that is profit. On October 30, we had our Halloween Carnival/Haunted House from 6:00 p.m. - 8:00 p.m. . We had about 150 kids come into the carnival, and of those children that came

through the Haunted House, we made 9 cry. The carnival was held at our fairgrounds in a building and the Haunted House was outside. The carnival was free of charge and there were 13 different games for the children to play.

## Red Wheel - Clifton-Clyde High School

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Submitted by Amanda Zenger, Melissa Kieffer, and Matt Carlson

Clifton-Clyde FBLA members once again raised money by selling Red Wheel Products. Forty-five members received their fundraising packets at enrollment and then had a month to sell. Red Wheel products came in Wednesday the 29<sup>th</sup> and students then had to deliver and collect

their money. One third of the total profit made goes to the seller. The money helps pay for the expense of upcoming trips such as the National Fall Leadership Conference in Omaha, Nebraska and State FBLA in Topeka.

An FBLA informational meeting was held September 20, 2004 in the gym. There were 48 members

present, and the meeting was called to order at 1:10. Officers then gave their reports over upcoming events, and then committee reports were given. New business concerning radio spots, the National Fall Leadership Conference, and American Free Enterprise day was discussed. The meeting was adjourned at 1:30.

## Hanover FBLA - Hanover High School

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Submitted by Erin Loges,  
Hanover President

Canned goods, ice cream sundaes, and sports posters all helped the Hanover High School chapter of FBLA get off to a good start. The officers started off the year by creating sports schedule posters, which were sold and distributed throughout the community. This was their first fundraiser. Another fundraiser will be sucker sales during home basketball games. To recruit new members, the

officers also planned an all-school ice cream social during the second week of school. Ice cream sundaes were served in the cafeteria during the last twenty minutes of the day to students, faculty, and staff. The Trick-or-Treat for canned goods community service project and Halloween party for members, taking place in early November, was the first activity for all dues-paying members of the Hanover chapter. FBLA members went door to door and collected non-perishable food

items from community businesses and members. The food was then donated to the Washington County food pantry. Prizes for best costumes and most items collected were also awarded. The members of the officer team hope to continue the recent success that the chapter has achieved at district competition under the leadership of their new adviser, Ms. Autumn Sump.

## Jackson Heights FBLA - Jackson Heights High School

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Submitted by Erin Tanking,  
Jackson Heights Editor

The Jackson Heights FBLA currently has 26 members and a new advisor. Mrs. Cheryl Stanley is our new business teacher and advisor. She has many new, creative ideas to make this year one of the very best.

FBLA members were given the opportunity to job shadow at a business of their choice. It is a really great opportunity to explore some careers. It also gives the students an idea if it could possibly be a career of their own someday.

Several junior and senior members had the opportunity to travel to Emporia State University on

October 6 to attend ESU Career Day. The members went to three different workshops to listen to various speakers. Each speaker discussed business occupations and their experiences with their careers. The day ended with a mock interview, which demonstrated good interviews and bad interviews. Each member who attended received a free T-shirt.

Some of the fundraisers that FBLA members have partaken in are working in concession stands, hosting a middle school Halloween dance, and selling items out of a catalog called "American Greetings Finishing Touch". Members sold Christmas decorations, wrapping

paper, candy, candles, and stationery.

The officers of the Jackson Heights FBLA chapter made the trip to Omaha, Nebraska on November 5-6 to attend the National Fall Leadership Conference. After attending many workshops, a state meeting, opening and closing sessions, and a Blue Jeans for Babies March of Dimes dance, the officers were full of new ideas and insights to bring back to their local chapter.

Members also contributed canned goods during a food drive to earn more FBLA membership points. It sure has been a busy year for the Jackson Heights FBLA chapter.

## 3rd Annual Raffle a Success - Jefferson County High School

Submitted by Abby Navinsky,  
State Secretary

The 3<sup>rd</sup> Annual Jefferson County North FBLA Fundraising Raffle has been completed and was a huge success. All 83 members of JCN-FBLA were asked to sell 100 raffle tickets for one dollar each, and almost all members welcomed this challenge with open arms. New members were given the opportunity to get their JCN-FBLA polo shirt for free by selling 110 tickets. Michelle Foster, senior, was the top seller, turning in \$280. Freshmen Heather Edwards and Kelsey Schuler came in second and third, raising \$129 and \$118, respectively. Overall, members

brought in \$7623. This money goes towards registration and lodging costs at the state conference.

The businesses in and around the community continue to offer support with more donations than ever this year. Forty-seven businesses and patrons donated everything from cash to a side of beef, and even tuition costs to a Highland Community College class, for a total of 85 prizes. State Parliamentarian Bethany McGhee, Pleasant Ridge High School, drew the winners on October 1, 2004, and they were announced that evening during halftime of the varsity football game.

American Free Enterprise Day

is being celebrated by giving cookies to local businesses. Members are asked to bring two-dozen cookies each, and then cookie platters are put together by the officers and then given away. During this week, flyers and bulletin boards are put up to educate students about the freedom to start their own business.

For the 5th year in a row, JCN-FBLA is teaming up with the Community Blood Center to sponsor a blood drive on December 15, 2004. Patrons wishing to donate can make appointments ahead of time, and walk-ins are also welcome.

## Lyndon FBLA - Lyndon High School

Submitted by Trent Patterson,  
District VII Vice President

Members from Lyndon FBLA have been busy recruiting new members and working to involve all members in activities. Seventeen new members have been recruited for a total of 51 members.

In October, members gathered

at the Patterson's for a bonfire, hot dog and marshmallow roast. Food was devoured, games were played, but the most exciting time was the chubby bunny contest!

Eleven members and two sponsors traveled to Omaha for the National Fall Leadership Conference. All conference attendees enjoyed the

keynote speakers and the sight of downtown Omaha.

Currently, LHS FBLA members are preparing for competition at the District VII Conference to be held at Lyndon. Despite all of the hard work, we look forward to hosting the event in January.

## Pleasant Ridge FBLA - Pleasant Ridge High School

Submitted by Sami Kramer,  
Pleasant Ridge Reporter

The Pleasant Ridge FBLA chapter is off to a rolling start. Our community service project plans have been put to order, and everyone is excited to launch the mission.

Most of the officers of this year's team, as well as a few members, traveled to Omaha, Nebraska, for the National Fall Leadership Conference, where they got the chance to put their leadership skills to the test. They attended workshops, listened to keynote speakers, and channeled their sights

to the goals set for the year.

Earlier in October, the chapter held a best legs contest to raise



Pleasant Ridge FBLA members and chapter officers traveled to Omaha, NE for the National Fall Leadership Conference.

money for the March of Dimes. Two student representatives from each class, as well as two teachers, were chosen to model their legs. With the school's help, the chapter raised over \$230.

Plans are ready for the national American Enterprise week. Activities include an FBLA trivia quiz and a fashion show.

Our FBLA chapter is looking forward to upcoming events, and is looking back at recent ones. Now that we have hit the ground running, the chapter sees no challenge too difficult, no problem too tough.

## Halloween Party - Rossville High School

Submitted by Krystle Thompson,  
Rossville Reporter

On October 27, 2004, Rossville High School's Future Business Leaders of America organization had their annual Halloween party. The theme was Mexican, so everyone brought some type of Mexican food dish. We dined on tacos, nachos, and everyone's favorite, puppy chow for dessert. Several members were



Winners of the costume contest were (L-R) Rachelle Brown, Arica Shepard, and Krystle Thompson.

dressed up in their Halloween costumes, which were anything from a devil, to a monk, to sumo wrestlers! Arica Shepard won the costume contest by dressing as a witch. Lacy Hoobler and Whitney Fox performed a dance in their sumo outfits for our entertainment!

## American Enterprise Day Tour - Rossville High School

Submitted by Krystle Thompson,  
Rossville Reporter

On Tuesday, November 30, almost 50 members of the Rossville High School's Future Business Leaders of America Organization went on an informative field trip for American Enterprise Day. This is a day established to remind Americans that we have the freedom to start our own businesses, run our own companies, enjoy lower prices through competition and achieve a more productive economy.

Members started the afternoon



Members listened to Marsha Sheahan speak on the benefits that a chamber has to offer.

then headed for Target's Distribution

Center. The 1.3 million square foot distribution center will initially employ approximately 650 people, with several hundred team members added during the first five years of the facility's operation. It is located at the intersection of US Highway 75 and SW 57<sup>th</sup> Street and services 50 Target stores in our area. Regional distribution centers receive shipments from suppliers, ship products directly to Target stores nationwide, and provide storage space for merchandise. Needless to say, the building was huge and was fun to walk around on the tour.

The second and last stop of the trip was at the Greater Topeka Cham-

ber of Commerce. There they watched a presentation on how the



The Rossville FBLA Chapter participated in American Enterprise Day by visiting the Target Distribution Center and the Greater Topeka Chamber of Commerce.

ber of Commerce is trying to influence companies, like the Target Distribution Center, that Topeka has the best opportunities and is the best location for them to relocate, or start their business here. We learned that Topeka has state of the art fiber optic cables for the best banking, Internet, and networking opportunities. Topeka has recently celebrated its 150<sup>th</sup> birthday.

## Wamego FBLA - Wamego High School

Submitted by Taylor Symons,  
Wamego Historian

Although Halloween was 5 days away, that did not stop twenty-five Future Business Leaders of America members at Wamego High School from trick or treating and collecting canned foods for the Wamego Council of Churches Food Pantry. FBLA, which has been an active club within WHS for many years, was looking for an opportunity to do some-

thing for Wamego. Sponsors Karen Hynek and Dan Shupe took this opportunity to create "Trick-or-Treat-so-Kids-can-Eat" to help the food pantry prepare for the coming winter season. Participants in TTKE showed up at 6:30 p.m. fully garbed to Trick-or-Treat like "the old days", except this time for canned foods, and not chocolate bars. Costumes ranged anywhere from an escaped convict, to a nun, to a smurf. Four teams were as-

sembled between the members and were sent to different areas of Wamego to collect the canned foods. After an hour, all four teams reconvened at WHS for the FBLA Halloween party. All together, 370 items were collected to help restock the food pantry. The WHS Future Business Leaders of America appreciate the community support for this project!

## What's Happening in Wellsville FBLA... - Wellsville High School

Submitted by Jami Samsel,  
Wellsville Editor

Wellsville's FBLA chapter started off September by helping out at a Special Olympics Soccer Event on the 12<sup>th</sup>. The encouragement and assistance given by our fourteen members who attended was greatly appreciated.

Wellsville FBLA used a Cross-Dress Makeover Contest to raise money for the March of Dimes. The contest consisted of five male teachers and five male seniors. After displaying the contestant's pictures on separate cans and having the student body vote with their spare change, the winner of each group dressed up as a girl at our Homecoming Pep Rally. We also donated pumpkins to the Wellsville pre-school children to decorate. Each pre-school class decorated their own pumpkin and competed against the other classes. The pumpkins were then displayed on Homecoming night to raise additional funds for the March of Dimes. Overall, we raised approximately \$100.

September 22<sup>nd</sup> and 23<sup>rd</sup> Parent/Teacher Conferences were held. As a service to the school, FBLA

members provided homemade cookies for the teachers.

The Wellsville Day's Mini Carnival was a great success. It was compiled of booths with several different activities. Some of these activities included: face painting, softball toss, basketball shoot, and dart throwing. With the tickets being 25 cents for each contest, we made over \$400. The proceeds were donated to the Wellsville Chamber of Commerce to help pay for the downtown speaker system.

In October, our chapter held a three day Youth Volleyball Camp, which was open to all 1<sup>st</sup>-6<sup>th</sup> graders. T-shirts were designed for the participants and individual and group pictures were taken. The camp was extremely successful, with our chapter raising over \$500.

On October 13<sup>th</sup> our annual BYOB (Bring Your Own Banana) took place during seminar. This is always a popular event, and helped to bring our membership to 92 members. As a reward for joining FBLA, coupons for a free snack during lunch were given to the sophomore class for having the highest percentage of members at 32%. FBLA members

trick-or-treated for canned goods on October 27<sup>th</sup>. We collected over 600 canned goods and non-perishable food items for the Franklin County Hope House.

On November 5<sup>th</sup>, the Wellsville FBLA officer team traveled to Omaha for the National Fall Leadership Conference. We had the opportunity to listen to great motivational speakers, attend workshops and still have time for outside fun.

As a school service, 20 members from our organization assisted with the Scholar's Bowl Tournament that was held on November 10<sup>th</sup>. They kept score, timed answers and served as gophers.

Once again, our FBLA chapter helped sponsor the annual Veteran's Day Program on November 11<sup>th</sup>. This consisted of the choir singing, a speech from State Representative Tom Holland and tidbits from our Wellsville Auxiliary members.

For American Education Week (November 15<sup>th</sup>-19<sup>th</sup>) inspiring

(continued page 10)

## What's Happening in Wellsville FBLA... - (cont)

educational quotes were placed in the school bulletin, which was read the first hour of every day. Also, a committee of eight members created magnets or candy bar wraps for the entire district's teaching staff,

custodial staff, transportation department, cafeteria assistants and all other personnel. Each magnet included a saying that allowed us to express our thanks.

Although things have been

quite busy in Wellsville FBLA, we are now our chapter is busily preparing for the District VI Conference to be held in Pomona.

## Yates Center FBLA - Yates Center High School

Submitted by Whitney Pollock,  
Yates Center President

On the weekend of November 5<sup>th</sup>, sixteen excited Yates Center High School FBLA members made their way on a five-hour bus drive to Omaha, Nebraska to attend the National Fall Leadership Conference. With everyone dressed in business attire, the good-looking group attended many business related workshops and strived to learn the ways of the business world. After attending the workshops the group was able to relax in a very nice hotel and eat at various restaurants in the Omaha area.

After eating, the chapter attended an opening session which provided a guest motivational speaker who grabbed everyone's attention. As chapter member Jessie Morrison stated, "Eddie was an amazing motivational speaker. We laughed, we cried, and we did the sledgehammer on top of our chairs! He was really talented. I have never before seen kids our age be so excited and so motivated. Even the guys were dancing like no one was watching!"

As the opening session wound down, the chapter enjoyed their "hang-out" time and then, after a

long hard day, returned to their hotel rooms to rest their bodies for the long day ahead of them. Waking up to the sound of various alarm clocks, the chapter again made their way down the elevators to attend more jam-packed sessions, learning about proper business attire, managing one's time, as well as going into deeper subjects like what exactly the "professional image" is. Finally, the workshops ended and the conference was over. With new knowledge and ideas, President Whitney Pollock hopes to make this year one of the chapter's best.

## Kansas Exchange Deadlines

Deadline	Mailing Date	Article Ideas
February 25, 2005	March 30, 2005	District Conference Results National FBLA Week Events
April 18, 2005	May 2, 2005	State Results National Conference Plans

Mailing Address: Kansas FBLA Exchange  
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School Fax: (785) 584-6379

Email Address: matt\_ebe86@yahoo.com

When submitting an article by email, please attach it as a Microsoft Word Document. Any pictures should be attached as well, not inserted within the article. Please keep pictures in .jpg format and write a short caption if possible. Thanks in advance for your cooperation.

Special Thanks to everyone who submitted articles for the Kansas Exchange.