

National Officers Spearhead Tornado/Disaster Relief Fund for FBLA-PBL Chapters

The FBLA-PBL National Officers are seeking your help to assist those chapters impacted by the recent tornadoes and flooding that swept through the Midwest and South. It's estimated that 173 tornadoes touched down in 24 hours, a new record for a single storm system in modern times. The death toll has surpassed 300 and continues to rise as the recovery efforts for victims continues. Hundreds more were seriously injured. The twisters rampaged cities like Tuscaloosa, AL; left thousands homeless and more than a million people without power; and destroyed many schools.



In the aftermath of a severe tornado, University of Alabama senior Bradley Dorsett carries his belongings from his damaged apartment on April 28, 2011 in Tuscaloosa, AL. (Photo: Twitpic)

Along the Mississippi River, levees have been breached and farmlands inundated by rising floodwaters, as thousands of people have been forced from their homes.

“The 2011 Tornado/Disaster Relief Fund will aid our chapters impacted by the severe weather and help cover their travel expenses to the NLC if needed,” said Professional Division National President Jr. Calton. “It’s the least we can do to show our support for our fellow FBLA-PBL family members in need.”




Microsoft Store Offers a Great Opportunity to FBLA-PBL—VOTE TODAY!

From April 25 to July 3, the Microsoft Store is hosting their Giving Kids Tools for Tomorrow program. They have selected three organizations that are dedicated to providing a brighter future for children: FBLA-PBL, Boys Hope Girls Hope, and Scholarship America. Each can receive up to \$100,000 in software. Each time a vote is cast for FBLA-PBL we will receive \$5 worth of Microsoft software. Voting is easy! Just visit the program’s Facebook page at microsoftstore.com/givingkidstools, or stop by a Microsoft Store near you. It is not necessary to make a purchase to vote. Just be sure to vote by July 3 to support FBLA-PBL. Each person may only cast one vote. Please share with your co-workers, family, and friends and help us show the power of FBLA-PBL!

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PLEASE DONATE!
 Visit the [FBLA-PBL 2011 Disaster Relief Fund](#) Web page to make your secure, online donation.

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Breaking Barriers at the 2011 NLC in Orlando— The Professional Division Experience

BY ERIC MCGARVEY, PROFESSIONAL DIVISION NATIONAL VICE PRESIDENT



It is exciting to know that we are just weeks away from the 2011 National Leadership Conference (NLC) as we return to sunny Orlando, FL—home of some of the most exciting theme parks in the world and all types of adventures including the NLC experience!

If you have yet to make plans to attend this year's conference then now is the time! The collegiate level, PBL NLC, will be held June 23–26; while the middle and high school levels, FBLA NLC, will take place June 28–July 1.

We have many opportunities for our Professional Division (PD) members to participate in while supporting our FBLA and PBL students as they compete amongst their peers representing the best of the best from across the country.

Your registration offers a variety of conference benefits. PD members may attend any of the conference workshops that will contain beneficial information in areas of career exploration, community service, leadership, personal development, and more! There are also some amazing keynote speakers lined up throughout each conference. In addition, there will be special recognition of PD members at both conferences during the judge and administrator orientations, along with a bag of local offers and discounts

to be handed out at the conference registration booth.

If you are a business professional then you should also consider serving as a judge during the student competitions. This allows you to experience the accomplishments of our students firsthand while giving back to the organization that has supported a large number of individuals like yourselves over the years. To sign up, please visit www.fbla-pbl.org/judges/judgesform.asp or contact Ray Wu-Rorrer at educationspec@fbla.org today.

There will also be an opportunity to visit the many exhibits and campaign booths to be on display while networking with fellow Professional Division members, advisers, judges, and students from across the country.

This year the PD and Phi Beta Lambda national officer teams are also working together to implement a networking and resume drop session at the PBL NLC that will be held on June 24 from 1:30 p.m.–2:15 p.m. This is a great opportunity to interact with students who will soon be graduating and looking to work for companies that support our organization. A pilot PD Open Events Program will provide an



opportunity for members to participate in some friendly competition during the PBL NLC. Four topics will be available: Environmental Business, Leadership, Government & Civic Awareness, and Social Network. Are you up for the challenge?

These are just some of the great opportunities we have in store for our PD members, and we encourage you to take advantage of all the great activities the NLC has to offer this year in Orlando.

So what are you waiting for? Visit www.fbla-pbl.org/2011NLC and register today! You don't want to miss this spectacular event as we continue *Breaking Barriers* in Orlando! 🚀



Making the Difference in Students' Lives

Consider Helping FBLA-PBL Reach More Students, More Powerfully and Contribute to the Annual Giving Fund

BY BRAD HOWARD, PROFESSIONAL DIVISION NATIONAL SECRETARY/TREASURER

Think back and pretend for a moment you are in high school or college again. Knowing what you now know, would you do anything differently? Would you seize more opportunities? Take different courses? Try new experiences? Work harder? Most of us would answer yes to all of the above.

Because we can't go back in time (yet, at least), we can help guide and offer our expertise to today's young people in the hopes they can make better decisions as they get older. Helping more young people reach higher, seize more opportunities, and better prepare themselves for the future continue to be the driving forces behind the Professional Division.

Your interest and involvement in FBLA-PBL through the Professional Division demonstrates your passion for our young people and the future of our country, and we thank you for your support. Professional Division members in nearly all 50 states present at leadership conferences, mentor students, and help organize community service projects. However, as business professionals and educators, busy schedules and family commitments can often make it difficult to reconcile passion and reality. For many of us, it is not always possible to volunteer our time.

When you can't give your time, another powerful way you can support FBLA-PBL's efforts is to make a financial donation and support the FBLA-PBL Annual Giving Fund. Your contribution will support scholarships and other student development programs—bringing business and education together.

Since FBLA-PBL is a nonprofit 501 (c)(3) educational association, all contributions are completely tax-deductible. Moreover, your contribution could help one more student ignite his/her passion for community service; help one more student realize his/her potential by traveling to a conference to compete or run for office; or, help reward one more student who has worked hard all year to place first at the National Leadership Conference.

FBLA-PBL continues to be the nation's premier student business organization; and every year our organization offers more challenging events, more effective leadership programs, and more diverse products. However, like any nonprofit, we can only do as much as our financial resources allow.

So, please consider making FBLA-PBL a philanthropic priority this year. Whether you can give \$5, \$500, or \$5,000, every single contribution

makes a difference in the lives of our students. You can easily make a secure donation online at www.fbla-pbl.org/giving or contact the national center at 800.325.2946.

Your Professional Division national officer team has pledged to make promoting the FBLA-PBL Annual Giving Fund one of its top priorities, and we hope you will do the same.

Looking back to your youth, how would having a scholarship to attend a national conference changed your life? How would having stronger, more effective programs in your local chapter better prepared you for your career? Your contribution will directly support these efforts. The Annual Giving Fund will help keep FBLA-PBL on the forefront of education and will help bring our mission to more students in a more powerful way.

Please contribute today—no amount is too small, and every contribution is very much needed. ✨



ROAD TO ORLANDO

This summer join thousands of FBLA-PBL members, advisers, and professional members **Breaking Barriers** in Orlando, Florida at the 2011 National Leadership Conference!

The 2011 NLC will be filled with achievement, opportunities, and excitement, so it's time for you to make plans to attend! The workshops will feature informative, motivational sessions on a variety of topics. Come visit the exhibits to get information about fund-raising opportunities, colleges and universities, technology vendors, and to network with other future business leaders from across the country.

In addition to all of the competitive events, the NLC also includes certification tests, open events, and tours. Need some certification work completed? We have a great list of opportunities for you to take advantage of at the conference. Check our Web site for additional information.

There are many wonderful things to experience in Orlando during your free time. Whether you visit Pointe Orlando for shopping, the 20-theater Regal Cinema, SeaWorld, Aquatica Waterpark, Universal Studios, Disney Parks, or even downtown Orlando, you are sure to have a great experience!

You can get up-to-date information about the NLC as details are gathered and posted on our Web site. The *NLC Guide* is also available for download on the Web site.

HOTELS

Housing for the PBL 2011 NLC will be at the Hilton Orlando. Housing for the FBLA 2011 NLC will be at the Hilton Orlando, Rosen Centre, Rosen Plaza, and Rosen Inn at Pointe Orlando hotels—all within walking distance of the Orange County Convention Center on International Drive (iDrive).



Hilton Orlando



Rosen Centre



Rosen Plaza



Rosen Inn at Pointe Orlando

WANTED: JUDGES FOR COMPETITIVE EVENTS

We are in need of over 500 business and technology professionals* to serve as judges on one or more of the following dates at the Hilton Orlando: June 24, 25, 29, and 30. Please consider recruiting business colleagues, parents, and nonbusiness teachers to judge at this year's event. Judges are asked to volunteer for five to six hours in either a morning or afternoon session. Presentation events include business and financial plans, interviews, management, programming, and technology. Lunch and parking will be provided for all judges.

Don't wait! Have your contacts sign up online by June 10 or contact Ray Wu-Rorrer at 800-325-2946 x 129 or educationspec@fbla.org.

*Please note that FBLA-PBL advisers are not eligible to serve as judges.



CONFERENCE DATES

PBL NLC June 23–26
FBLA NLC June 28–July 1

ONLINE NLC REGISTRATION

Online registration is now open. NLC registration questions can be directed to 800-FBLA-WIN. Complete your registration early to take advantage of early bird savings.

NLC CONFERENCE REGISTRATION RATES

	Early Bird Until May 20	Regular May 21–June 10	Onsite June 11–Onsite
FBLA	\$95	\$105	\$115
PBL	\$105	\$115	\$125

2011–12 Professional Division National Officers Announced



President: Brad Howard
Communications Director for member of Congress

Qualifications:

- Arkansas Professional Division Professional member since 2006
- Professional Division National Secretary/Treasurer, 2009–10, 2010–11
- PBL National Southern Region Vice President, 2004–05
- PBL National Parliamentarian, 2003–04
- FBLA State Officer, 2001–02
- 13 years of involvement with FBLA-PBL



Vice President: Eric McGarvey
President, Youreka! Personal and Small Business Solutions, Inc.

Qualifications:

- North Carolina Professional Division Professional member since 2001
- Professional Division National Vice President, 2009–10, 2010–11
- Professional Division National Secretary/Treasurer, 2008–09
- National Professional Division Strategic Task Force, 2008
- North Carolina Professional Division State President, 2004–08
- PBL National Southern Region Vice President, 1999–00
- State and national conference speaker, 2000–Present



Secretary/Treasurer: Kelvin Hill
Teacher, Baldwin Public Schools

Qualifications:

- Mississippi Professional Division Professional member since 2002
- Former FBLA and PBL member
- Member of PD Strategic Planning Committee, 2009–10
- 2008 March of Dimes President Award
- 14 years of involvement with FBLA-PBL

You Got the Job—Now How Do You Negotiate the Salary? Expert Recruiter Reveals Insider’s Secrets to Getting Paid What You Want

BY BILL HUMBERT

As the job market recovers, a unique phenomenon is beginning to happen, and one expert warns it could cost you money.

“As people who have been looking for work a long time start to get back into the workforce, many of them are so happy just to get a job that they sometimes accept a lower salary than they have to,” said Bill Humbert, author of *RecruiterGuy’s Guide to Finding a Job* (www.recruiterguy.com). “Some employers feel that they can probably get away with a lowball offer, and many job hunters will grab it just so they can have a job. The truth is there are ways to get the job and still get what you want.”

Humbert isn’t a career coach, but rather his expertise comes from working the opposite side of the job stream as a recruiting consultant for corporations. He knows how companies calculate salary, and how to judge their thresholds. His advice for job hunters includes:

Don’t Offer Salary Requirements—When you are asked to include salary requirements with your resume, that is typically a company’s first screen, and it can be used against you. I’ve seen people agonize over what to reveal, because they are afraid of pricing themselves out of a good job. My advice is to simply put “Open” in that spot. If your qualifications are on target, they’ll call you. If in the interview you’re asked what you made at your last job, reply by asking about the range for the one you are applying. You’d be surprised how much managers or human resource representatives will tell you.

Don’t Give Away Too Much—In many job applications, an employer will ask for your salary history. It is perfectly acceptable to write “Willing to discuss at appropriate time during interview process” and leave those numbers blank. Writing down those numbers pigeonholes you, and reduces your negotiation power.

Don’t Negotiate Salary—That’s right. Don’t negotiate salary in the interviews. Instead, negotiate when you give them your salary requirements. When they ask you for that figure, tell them you don’t know what you’d require until you have a clear picture of the job requirements and potential for advancement over the next five years. After you have that information, and you’re asked again for that number, respond by asking to go through what I call your “impacts”—areas of your job that directly impact the company’s bottom line.

This discussion will allow you to demonstrate what you bring to the table. At the end of that discussion, simply tell them that you are very interested in the position, and that you’d seriously consider any offer they’d like to make.

Keep Networking—Once you have a job offer, it’s not a done deal until you accept it. Until that happens, keep networking and looking for jobs. It may give you valuable market-worth data about the position you’ve been offered. It may also be a safety net in case something goes awry between the time you receive an offer and the time you accept it.

Accepting the Offer—Once an offer is given, you have the right to ask for a clarification on it. Asking “Is there any flexibility in this offer?” may help to open a discussion of increasing the offer. If it does, don’t expect a large boost in base pay, but rather, an extra week of paid vacation, a signing bonus, or other such perks.

“Keep in mind that salary negotiation is more art than science, so these tips may not always apply,” Humbert added. “Many hourly workers don’t have as much flexibility on pay, and some companies have policies that would require you to adjust the script a little to fit those situations. The key thing to remember is that you don’t have to give them a salary range that would jeopardize your earning potential, and that you don’t have to accept their first offer most of the time. Remember that they are interviewing you because they need to fill that position. It’s important to the company to have someone in that job, and while they are considering you, they aren’t doing you a favor. They need what you have to offer, so you should get the best offer out of them that is possible.”

Bill Humbert, also known as RecruiterGuy, is a Washington, DC native and a graduate of Assumption College in Worcester, MA. He has been a professional recruiter since 1981, having worked with clients such as MCI Telecommunications, The Washington Post, Comsat Labs, USF&G Insurance, Geico Insurance, CSX Technology, Telegroup, LeFebure, Intermec Technologies, Digital Broadband Communications, Trex Company, Acciona Energy and others. He is also an AIRS trained contract recruiter consultant. He has read more than 400,000 resumes, interviewed more than 13,000 candidates over the phone or in person, and has worked with more than 3,000 hiring managers. In the past 15 years, he has helped companies hire more than 1,300 new employees nationwide from the C-level (CEO/CFO/CIO) to college recruit.

Join FBLA-PBL and the March of Dimes This Spring

Walking together for stronger, healthier babies

March of Dimes and Future Business Leaders of America-Phi Beta Lambda (FBLA-PBL) have had a productive and proactive relationship since 1970. If you were an FBLA or PBL member, you may likely have walked in one of our Walk-a-thons or WalkAmerica, sold items in your school, and joined us at the national convention miniWalk. Now, you can join thousands of corporate teams and FBLA, PBL, and ML student members across the country in the March of Dimes largest annual fundraiser, March for Babies!



You can sign up online at marchforbabies.org, and if the March for Babies in your area has already taken place then you can certainly start planning for next year. You can also get involved, as many FBLA-PBL members do, during November which is Prematurity Awareness Month. You and your colleagues can be a part of community awareness events, health fairs, advocacy efforts, and other activities that happen throughout the month, like World Prematurity Day on November 17.

Millions of dollars have been raised by FBLA-PBL members like you for March of Dimes in our 40 years of partnership to support the mission: to improve the health of babies by preventing birth defects, premature birth, and infant mortality. You can join more than 20,000 companies big and small who walk in March for Babies each year. From senior management to individual team members, everyone in your organization can feel good about helping babies.

Participating as a company team creates a special camaraderie that carries over into the workplace, similar to the team building FBLA-PBL members feel each year as they support our mission through fundraisers and awareness events.

By contacting your local March of Dimes office, at marchofdimes.com/contactus.html, you can get support and supplies for fund-raising and volunteer needs. You even can find ideas and resources through the *March for Babies Company Team Captain Handbook*. The March of Dimes and FBLA-PBL partnership is growing and is continuing to make a positive difference for the over half a million babies born prematurely every year. On behalf of these babies and families, thank you.




Exclusive Savings!

FBLA-PBL members could get an additional discount on car insurance.



Discount amount varies in some states. One group discount applicable per policy. Coverage is individual. In New York a premium reduction is available. Some discounts, coverages, payment plans and features are not available in all states or companies. Government Employees Insurance Co. • GEICO General Insurance Co. • GEICO Indemnity Co. • GEICO Casualty Co. These companies are subsidiaries of Berkshire Hathaway Inc. GEICO: Washington, DC 20076. GEICO Gecko image © 1999-2011. © 2011 GEICO

Past National Officer Contact Information Needed

 We are updating the contact information for all the past national officers of FBLA, PBL, and the Professional Division. If you are a past national officer or have the contact information for others, please click the following link to update the contact information: http://www.fbلا.org/web/module/pastofficers/main_interior.asp

Contact Ray Wu-Rorrer at 800-325-2946 x129 or e-mail educationspec@fbلا.org if you have questions. Please share this with others who might know the contact information for any past national officers.

Membership Reminder!!

Please update your professional membership information online:

1. Go to our National Web site (www.fbلا-pbl.org)
2. Click on Membership
3. Scroll down to the Professional Division
4. Click on Renew Your Professional Division Membership (this will bring you to an editing screen)
5. Put in your User Name and Password. If you have forgotten this information, scroll below the boxes and click on "Forgot User Name and Password." Your credentials will be e-mailed to you.
6. Once you have successfully logged in, click on "Continue to Edit Member Profile."
7. Update or review your contact information (address, phone, fax, e-mail, company, etc.)
8. Click on post to update any changes.



Keep in mind as you search the Web that GoodSearch.com donates a penny to our organization every time you do a search through their Web site. With a quarter million FBLA-PBL members, pennies could add up quickly. GoodSearch is powered by Yahoo! so you get great results.

CHECK-IN WITH FBLA-PBL MEMBER BENEFITS

 Unlimited mileage and up to 20% off! 1.800.GO.ALAMO ID: 7000461	 Provides a 10% discount to advisers when ordering via e-mail at: gloria@educationgetreal.com . Visit educationgetreal.com .	 Save hundreds on your car insurance with special FBLA-PBL savings. 1.800.368.2734	 Provides FBLA a 20% discount when using promo code FBLASAT. PBL members receive a 20% discount on the GMAT using promo code FBLA-GMAT. Visit knewton.com/sat or call 1-888-KNEWTON.	 FBLA-PBL members get 10% off Princeton Review's online courses for the SAT, ACT, and GMAT. For more information, call 1.800.2Review.
 Your shopping supports FBLA-PBL	 Save 10% with your FBLA-PBL card. ID: 5492731	 TEST PREP AND ADMISSIONS PBL receives \$100 discount on the GMAT using discount code PBL100. Visit kaptest.com/fbla-pbl .		
 One free certification test for FBLA, PBL, and PD members.				

Great Hotel Discount Programs for Members

Major hotel chains offer reduced rates—up to 20% off—don't miss out!

 10% off at participating Hyatt properties 877.393.8034 Group Code: CR51684	 20% off their best available rates 877.670.7088 ID: 20941	 15% off for FBLA-PBL 800.733.5466 ID: FBL
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