



**YORK**

**LEADERSHIP:  
WHAT MAKES A  
LEADER?**

**NEW**

**EBL**

**EXPRESS**

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*George Washington*

**FIRST PRESIDENT OF  
THE UNITED STATES OF  
AMERICA**

"Liberty, when it begins to take root, is a plant of rapid growth."

*"Visionary"*

## NYS FOUNDATION AND THE HUMANITARIAN AWARD

### DANIEL WILLIS

The New York State FBLA Foundation was incorporated and established as a separate entity in 2002. Its purpose being to hold fundraisers and raise money through donations and grants in order to facilitate the awarding of travel grants to NYS FBLA members in order for such members to participate in national competitions. The travel grants will assist in defraying the cost to members who represent New York State FBLA at the national conference.

The Foundation also sponsors the Humanitarian Award which initially was funded with a gift from North Dakota FBLA after the tragedy of 9/11. The New York State FBLA Foundation will continue to award three-\$150 SLC grants to three FBLA members who have demonstrated outstanding community service between July 1, 2016 and January 31, 2017. The form can be found online [www.nysfbla.org](http://www.nysfbla.org).

The Foundation is governed by a Board of Trustees. The present members are Ms. Gloria LaSota, Professional Division Representative and Chairperson; Mrs. Nancy Latour, Advisory Council Representative; Mrs. Lisa Perry, NYS FBLA Board of Trustee Representative.

## WHAT MADE HIM A LEADER?

Washington served as a general and commander-in-chief of the colonial armies during the American Revolution, and later became the first president of the United States, serving from 1789 to 1797.

"IT'S KIND OF FUN TO DO THE IMPOSSIBLE" -WALT DISNEY

# STEP UP AND LEAD

BY ALANNA KRAMER

The power or ability to lead other people is the textbook definition of leadership. However there is much more to it than directing people and empowering them to embrace the mission.

Leadership is a natural trait within individuals that grows through opportunities and experiences. There are many styles of leadership, and as we progress through life we will be exposed to many different ones. Each will have an impact on us in shaping our own style.

The tracing of leadership can go back to the 1840's, the "Great Man Theory" that believes leaders are born and not made. As we evolved there were several more theories that were developed to include the various styles believed to define the leader the most. The most widespread one's are: Great Man Theory, Trait Theory, Behavioral Theories, Contingency Theories, Transactional Theories and Transformational Theories. Each of these theories are unique and discuss the different styles of being a leader. Looking back on these styles they have changed the way people lead.

Leadership is a trait that individuals use to not only help themselves grow but help those around them grow as well. To me leadership is a trait that ultimately reveals who can and cannot step up to the plate when there is pressure and guide their team in the right direction to success. This year the New York State Officer team is excited to "Suit Up and Step Up" to lead New York State members into a successful year. Show your leadership this year by stepping up to the plate to guide your team in the right direction.



# LEAD, ACHIEVE, SUCCEED.



*Neil Armstrong*

## FIRST MAN TO WALK ON THE MOON

*"Mystery creates wonder and wonder is the basis of man's desire to understand."*

*"Risk Taker"*

## WHAT MADE HIM A LEADER?

After serving in the Korean War and then finishing college, he joined the organization that would become NASA. He joined the astronaut program in 1962 and was command pilot for his first mission, Gemini VIII, in 1966. He was spacecraft commander for *Apollo 11*, the first manned lunar mission, and became the first man to walk on the moon.



## A SUCCESSFUL START TO THE SCHOOL YEAR

### MOUNT SINAI FBLA CHAPTER

These first few months have been a bustling start to the year for the Mount Sinai High School Chapter of NYS FBLA. With officers having been elected at the end of last year, the chapter was more productive and was able to get a head start on this year's agenda.

The first order of business was the Otis-Spunkmeyer Cookie Dough Fundraiser that the club used to raise capital for the charities which we support as well as to finance club expenses. The fundraiser was quite a success as \$1,600 was generated in sales. This was a tremendous success and we hope to do even better in the years to come.

Additionally, the officers, a few select members and our advisor Mrs. Clancy attended the fall district meeting at Hofstra University. There they participated in workshops regarding career choice, entrepreneurship, and business trends. As the conference concluded, Chapter President, Patrick Scharf, represented the group in a round of FBLA trivia.

One key moment was when our very own Vice President, Alec Piergiorgi, won the raffle and received a Hofstra University sweatshirt that he wore with pride over his suit for the remainder of the trip.

It wouldn't have been a true meeting without a photo op. Chapter Photographers Khudija Malik and Lindsay Stancampiano were on the scene to capture every moment.



Remember, the deadline date for Program of Work submissions is February 15!!! POW materials can be uploaded using the forms located at [www.nysfbla.org](http://www.nysfbla.org)

# "A LEADER IS A DEALER IN HOPE" -NAPOLEON BONAPARTE

## STYLES OF LEADERSHIP

BY BIANCA SUMMERVILLE

In 1939, psychologist Kurt Lewin and some of his colleagues conducted a series of leadership decision experiments. Through these experiments, he discovered that there were three styles that continuously occurred. He dubbed these leadership styles autocratic, democratic, and laissez-faire. All of these styles are named for a style of government that you may have learned about in history class.

In an autocratic leadership, the leader makes all decisions, and there is no discourse allowed. There is no consultation involved in this style of leadership, which could obviously lead to some friction within the team, as people like feeling valued. This style of leadership may lead to high levels of discontent, as people enjoy having their opinions valued, and a leader could seem out of touch and unreasonable when assigning workloads and deadlines.

In a democratic leadership style, the people are involved in the decision making, although the leader may have final say in what actually occurs. This style tends to make people feel valued in their roles, which may lead to higher quality work in the long run. However, since everyone is given a chance to give their opinion, making decisions may start to take a longer amount of time than it would under an autocratic system.

In a laissez-faire system, leaders are minimally involved in decision making. Instead, people make their decisions from themselves, although they could be held responsible for the outcome of their work in some cases. This style of leadership could lead to assignments not being completed in a timely outcome, as people may create their own deadlines. None of these styles are superior to each other, although they each have their own pros and cons.

As FBLA members, many of us are in positions of leadership, so we should all consider these basic styles of leadership as well as any other behavior we have seen in effective leaders in the past in order to develop a style of leadership that works for ourselves as leaders as well as for those we lead.

## HOW FBLA FORMS LEADERS

BY JULIANNA PRATO

Webster's Dictionary defines leadership as "the power or ability to lead other people," and that's exactly what FBLA shapes individuals for. Being a member is the first step in becoming not only a powerful business leader but a leader in anything you can do. However, just joining FBLA isn't enough, once in the organization it is up to you to take the initiative to become a leader. Fortunately however, FBLA has numerous different ways to help form leaders.

The first and largest way to demonstrate leadership in FBLA is by running for local, state or national office. Becoming an officer on any level is an amazing experience and accomplishment. Regardless, running for office is not an easy task. You have to write a resume, an application, conduct an interview and even give a speech, but the work doesn't end there. Once you have the position then you must fulfill the responsibilities of the position. However, not only do you have more responsibilities but you also have members looking up to you. Members will begin to look up to you for guidance and it is your responsibility to help. Not only is it humbling but truly gives you knowledge to lead others in a positive and happy manner while getting a worthwhile experience.

Lastly, the way to become a leader through FBLA is simply getting involved! For most new members FBLA can be intimidating because so many returning members are already on the road to becoming a leader. Nonetheless this should not stop you! The reason why these members already seem so confident is because they got involved in FBLA. It is important that you try your hardest to become as active as possible! By attending meetings, conferences and chapter activities you not only are making new friends and learning new things but you are growing confidence in you that you never even knew you had.

Every single member in FBLA are already on the road to becoming a leader, however, it is up to you to take charge and become the best leader that you can!

# NEW YORK JETS BUSINESS DAY

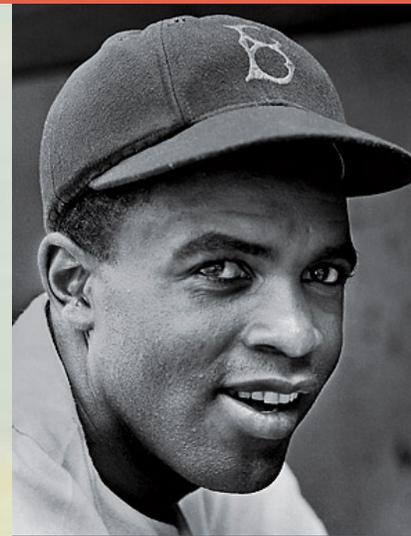
## MINISINK VALLEY FBLA

On Thursday, October 20th, Minisink Valley FBLA traveled to Met Life Stadium to participate in the second annual "Sports Business Day" hosted by the New York Jets. The club brought 69 members and three chaperones to the event, which had over 1,000 students in attendance overall.

This event was created in order to give students insight into all the various behind the scenes jobs that help a sports franchise run on a day to day basis. The students were given a guided tour of the stadium, including access to the locker room and field. At each stop of the tour, a Jets employee spoke to the group about what they did working for the Jets and some of the techniques they used to do their job to the best of their abilities.

Junior Austin Jedziniak said "For the first time I viewed a stadium as more than just a place to play sports, but also as a place to do business."

Overall it was an exciting and educational day for Minisink Valley FBLA.



*Jack Roosevelt  
"Jackie" Robinson*

## PROFESSIONAL BASEBALL PLAYER

*"A life is not important  
except in the impact it  
has on other lives."*

*"Breaking the status quo"*

## EMPOWERING ATHLETES

### CANASTOTA FBLA

Canastota High School hosted the annual Special Olympics. Each year, special education students from all over the area come to Canastota to participate in track events, play games, make arts and crafts and have a fun time! It is such a special day for these students; something they look forward to all year. Many Canastota High School students volunteer their time during the day to be a buddy to one of the athletes, help run an event, help with the arts and crafts tables or play games with the athletes in between their events. Canastota FBLA actively participates in this event every year. It is one of the many community service projects they get involved in. Members of FBLA volunteer time to prepare for the event and to help out on the day of Special Olympics. Many members take on leadership roles throughout the day to make sure everything runs smoothly. Canastota FBLA looks forward to helping each year.

## WHAT MADE HIM A LEADER?

Jackie Robinson became the first black athlete to play Major League Baseball in the 20th century. He signed with the Brooklyn Dodgers in 1947, and throughout his decade-long career, Robinson distinguished himself as a talented player and a vocal civil rights activist. In 1955, he helped the Dodgers win the World Series.

"The most powerful *leadership* tool you have is your own personal example."

John Wooden

## LEADERSHIP

BY CASEY GROSSO

Ever since you were a kid you have probably been told be a leader, not a follower. It sounded so simple, but as time goes on you begin to realize being a leader takes a lot of time, work, and dedication.

A leader is not someone who just tells others what to do then expects it to be done without any further help or instruction. In order to be a leader you must be someone others can look up to and seek for help. This means leadership is who you are, not what you are. Donald H. McGannon once said, "Leadership is action, not position". In other words, leadership comes from your character and personality.

For example, if a friend is struggling in a class and having a hard time understanding it, become the person they can turn to. Take the time out of your day to sit there and help them go through it. Being a leader is just like being a guide.

It is not easy, but if you put in the effort the results are amazing. You gain not only respect from others, but their friendships in the process.

It is time to step up New York State and become the leaders we were born to be!



*Ellen DeGeneres*

**Talk Show Host,  
Comedian, Animal  
Rights Activist**

*"Sometimes you can't see yourself clearly until you see yourself through the eyes of others."*

*"Humanitarian"*

## WHAT MADE HER A LEADER?

Ellen DeGeneres hit it big as a stand-up comedian before starring on her own sitcom, *Ellen*. In 1997, she came out as gay, and became a staunch advocate of LGBT rights. She has been the host of her own award-winning talk show, *The Ellen DeGeneres Show*.

Don't forget to complete your BAA level work and submit so you can be recognized at the State Leadership Conference!!



*Bill Gates*

**Business Leader,  
Entrepreneur,  
Philanthropist**

*"To win big, you  
sometimes have to take  
big risks."*

*"Inspiring"*



## DISTRICT 7 FALL DISTRICT MEETING

BY LINDSAY BAZAN

On November 4, District 7 held their annual Fall District Meeting. District 7 members interviewed for District positions and were appointed to the following. Congratulations to the District 7 Officer Team! **Assistant State Vice President** - Gabrielle Edwards, Canastota High School **District Reporters** - Lucas Barnello, Canastota High School and Mary Melo, Little Falls High School **District Historians** - April Dabrowski, Canastota High School; Geena Morotti, Little Falls High School and Ruaiyah Shaik, Rome Free Academy **District Treasurer** - Carly Cashel, Canastota High School **District Secretary** - Matthew McDermott, Canastota High School Madison County **Representative** - Julia DiVeronica, Canastota High School Oneida County **Representative** - Zachary Wright, Rome Free Academy Herkimer County **Representative** - Alexis Venettozzi, Little Falls High School. The District 7 Fall Meeting was a success. 145 members from Madison, Oneida and Herkimer Counties were in attendance. Martin Babinec, current candidate for Congress, was the opening speaker and we finished the day with a representative from The ALS Association as our closing speaker. District 7 is looking forward to our Spring District Meeting on January 12!



## WHAT MADE HIM A LEADER?

Through technological innovation, keen business strategy and aggressive business tactics, he and partner Paul Allen built the world's largest software business, Microsoft. In the process, Gates became one of the richest men in the world.

## GOOGLE HANGOUT CALL WITH NASDAQ

MONROE-WOODBURY FBLA

On September 28, 2016, Monroe- Woodbury FBLA had the privilege of calling Jeffrey LaRocque, the Director of Market Intelligence at NASDAQ, using Google Hangout. Last February, many members of MW FBLA had the opportunity of attending the NASDAQ closing bell ceremony where we originally met some of the NASDAQ employees.

The members who attended the September 28 special meeting were able to learn about what it's like working at NASDAQ as well as take a virtual tour of the office! LaRocque started off by introducing himself in addition to explaining his job at NASDAQ. He told the members how he originally attended college at Coastal Carolina for political science until he realized he wanted to go into the business world.

After he told the club about himself and his job, he took his laptop and walked us around the office and introduced many of the other employees within his department. We were able to view the large screens that gave real time data on the market and he also gave us a view outside the window. NASDAQ is found right in the heart of Times Square. The views from his office window allowed us to see the streets of New York City as busy as ever.

Towards the end of the call, LaRocque allowed any member to ask him questions. We thanked for him for his time. He closed our meeting with his invitation to take a tour of the facility. The MW FBLA group plans to tour NASDAQ sometime in December.



*Oprah Winfrey*

**TALK SHOW HOST,  
TELEVISION  
PRODUCER, ACTRESS**

"The biggest adventure you can ever take is to live the life of your dreams."

*"Game Changer"*

## WHAT MADE HER A LEADER?

Starting as a small town farm girl, Winfrey moved to Baltimore, where she hosted a hit television chat show, *People Are Talking*. Afterward, she was recruited by a Chicago TV station to host her own morning show. She later became the host of her own, wildly popular program, *The Oprah Winfrey Show* from 1986 to 2011.



## DISTRICT 5 FALL DISTRICT MEETING

### GREENWICH FBLA

Twenty Greenwich students traveled to the Lake George Holiday Inn on Wednesday, October 26th to participate in the FBLA District 5 Fall District Meeting for 2016. This year the chapter was heavily involved in the meeting. Arek Gordon the NYS FBLA District 5 Vice President was in charge of putting the meeting together and running the entire meeting. The Chapter Role Call included 5 chapters and over 75 students from around the region (including the Greenwich Chapter). The Keynote Speaker for the meeting was Dr. Duffy, President of SUNY Adirondack. She spoke about how she achieved her position and told students that any entity that you involved with, is a Business.

The meeting also consisted of several workshops. The day ended with reviewing our next meeting and competitions, reviewing our state and national charities (ALS and March of Dimes) and discussing Chapters' best practices.

## DISTRICT 12 FALL DISTRICT MEETING

### Sharon Luo

Over one hundred people representing five FBLA chapters were present at the FBLA District 12 Fall District Meeting on October 19th, held at Williamsville East High School. The FDM started off with a speech by Alanna Kramer, State Vice President for District 12 and a senior at Williamsville East. The keynote speaker, Alan Kramer, spoke to the students about the significance of making connections in business. Ann Wang, a junior at Williamsville East and chapter co-vice president, said, "I chose to join because it's a great opportunity to meet other people... (And) FBLA has definitely changed who I am."

## DISTRICT 4 FALL DISTRICT MEETING

### BY GILLIAN MATHEWS

On October 28th, District 4 held their Fall District Meeting at Bryant and Stratton College! This year, there was a record attendance with over 150 members and advisors. It was so busy that we held two opening sessions! With two state officers in attendance, Sophia Danziger and Gillian Mathews, members got the chance to interact and network. There were workshops discussing national updates and even interactive, adventure-based team building workshops. During the opening sessions, keynote speaker Karen Spinelli; spoke about a local ALS center. The St. Peters ALS Regional Center provides both medical and emotional support to help maintain quality of life throughout the course of this disease. Members were extremely satisfied with the professional atmosphere at Bryant and Stratton in Albany, NY. In addition, the registration surcharges and annual coin challenge raised money for the NYS Foundation. Overall, the District 4 FDM was a success!

# MAKING STRIDES FOR CANCER

## TRI-VALLEY FBLA

On October 16th the Tri-Valley chapter of FBLA participated in the Making Strides for Breast Cancer Walk at Woodbury Commons in Monroe, New York to support FBLA advisor, Brenda Hay, as she battles breast cancer. Joining FBLA were members of the Tri-Valley Teachers Association (TVTA), Tri-Valley Essential Support Staff Association (TESSA) and the community walking for "Team Brenda" and raising \$4,260 for the American Cancer Society. Ms. Hay has been a chapter advisor for over 20 years. She first became involved in FBLA as a high school student and is currently a Lifetime Professional Division member.



*Nancy Brinker*

## LEADER IN THE GLOBAL BREAST CANCER MOVEMENT

"The very first step toward giving to others is grateful recognition of our own assets."

*"Researcher"*

## WHAT MAKES HER A LEADER?

Promising her sister who was dying from breast cancer that she will do everything possible to end the shame, pain, fear and hopelessness caused by this disease. Only one generation later her sister's name, Susan G. Komen, has helped spark change for breast cancer research. Brinker has been the CEO of Susan G. Komen for the past 7 years leading for new research to be done for breast cancer.

Next FBLA Express article submission deadline 30! Submit your chapter news to: [reporter@nysfbla.org](mailto:reporter@nysfbla.org)

# FBLA SPONSORED BLOOD DRIVE

## CLYMER FBLA

The 5th Annual Keith Reed Memorial Blood Drive was held at Clymer Central School on October 26. Mr. Reed was the school superintendent until his untimely death in 2012. He was a strong supporter of donating blood. Clymer FBLA members sponsored the event by making the arrangements to use the school building, promoting the event throughout the community, soliciting blood donors, and volunteering at the event itself. FBLA members signed community members into and out of the building, helped unload and reload the truck, set up and clean up, handed out refreshments in the canteen area, as well as processed check-in for each blood donor.



*William Harvey*

**JOURNALIST,  
SCIENTIST, MEDICAL  
PROFESSIONAL**

"All that we know is still infinitely less than all that remains unknown"

*"Trailblazer"*

# HOSTING A BLOOD DRIVE

## JOHN JAY FBLA

On October 20, 2016, the FBLA Chapter at John Jay High School held its biannual blood drive to benefit the lives of citizens in Dutchess County. For every blood donation made, up to three lives can be saved. Blood drive coordinators learn how to take leadership, work with different groups and people across an organization, bring people together in a spirit of teamwork, and promote a cause that saves millions of lives each year. Organizers learn about civic responsibility and project management skills as a result of organizing and coordinating a blood drive. Donating a pint of blood can be scary, and hosting a blood drive can be intimidating. At the end of the day, volunteers remember that their endeavors are saving the lives of patients who are able to recover from diseases and accidents that might have been fatal without a blood transfusion. The John Jay Chapter of FBLA was proud to host this event and help people across the nation. They look forward to serving the community in the future.



# WHAT MAKES HIM A LEADER?

William Harvey was a 17th-century British physician who became the first to document an understanding of blood circulation.



# INSPIRATION: LEADERS IN ACTION

## THE WALT DISNEY STORY

DANIEL WILLIS

Throughout time spent in Disney, we all enjoy the parks and the hotels and the genuine hospitality that is part of the Disney experience.

But what do we know about the man who started it all? Walt Disney had humble beginnings. Met with failures around every corner, Disney did not back down in the pursuit of his dream. Motivation Mania brings us the story of Walt Disney.

Walt Disney's success story was full of painful events and failures.

When he returned from serving as a Red Cross volunteer in World War I, he'd had enough time to think about his future. He wanted to make cartoon motion pictures. So in 1920 he started his own company at the age of 19, drawing cartoons of the creatures from his childhood.

At the same time he had so little money to pay the rent, being forced to live with friends and often going without food. He failed to sell a single cartoon.

At the age of 22, he went bankrupt after the brutal failure of a cartoon series in Kansas City. He went bankrupt several times. He also wanted to become a Hollywood actor but it never happened. He was once fired by a newspaper editor who accused him of being lazy and lacking imagination and creative ideas.

Three years later he left Kansas City for Hollywood to pursue his childhood dream. He set up a studio in a converted garage and, after five years – a long time when he was without an income, he struck a little success with a short animation of *'Alice in Cartoonland'* and *'Oswald the Rabbit'*.

But again in 1928 some of his cartoonists left taking Oswald with them. Disney was shattered. His success was short lived and he returned to having nowhere to live and little money for food.

But his secret of success was within him. Out of the disaster he created his first Mickey Mouse character and, suddenly, he was on the road to real success.