

NEW YORK STATE FBLA EXPRESS

# BREEZING THROUGH BUSINESS



WINTER EDITION

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# Letter from Your President

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## Andrew Danziger

Greetings New York State FBLA members and advisors,

I hope you all enjoyed a long and relaxing holiday break and are looking forward to the new year ahead of us. As another page in the calendar turns, and another year with it, we look upon a blank slate of opportunities for 2020. No matter where you stood last year, we all have the opportunity to start fresh and with a new attitude.

Luckily, for our members and advisors, there couldn't be a more appropriate platform for you to utilize this new outlook than in FBLA. We begin counting down the days until our State Leadership Conference in April, and that means preparation for competitive events is underway. Put your newfound determination into compounding a one-of-a-kind presentation or learning all there is to know about a subject test. Another important new year's resolution is to always remember to be yourself. In FBLA, the same proverb rings true. Whether it be campaigning for office, delivering a presentation, or entering an interview, it is crucial to stay true to who you are.

In campaigning, don't focus on what you think voting delegates want to hear, be yourself. Show them why you are passionate about this organization, why you want to increase your involvement, and why you have a desire to make FBLA even better. For a competitive event presentation, don't assume that everything you say needs to be what the judges want to hear. They like to see unique presentations tailored to your passions and interests; so be yourself. Lastly, in an interview, don't let the intimate setting throw you off. Walk in with confidence, a smile on your face, and—you guessed it—remember to be yourself.

In all of these instances in our amazing organization and infinite others throughout the world, never forget to be yourself. I hope you all have a happy and healthy new year.

Regards,  
Andrew Danziger

# FAVORITE WINTER FBLA TRADITIONS

## Andrew Danziger President

My favorite FBLA holiday tradition is selling Gertrude Hawk Chocolates from their Winter Catalogue and delivering the sweets to everyone who bought, wishing them a happy holidays!



## Andrew Fox Executive Vice President

My favorite tradition during the holiday season is to participate in my local community's Christmas on Main Street festivities! My chapter and I help children create crafts, frost cookies, and write letters to soldiers! This is a great way for us to give back to our local community!

## Jillian Bent Secretary

My favorite FBLA winter tradition is beginning preparation for conferences! From attending our SDM to preparing for the SLC, our chapter becomes closer through working together in different competitions and activities.

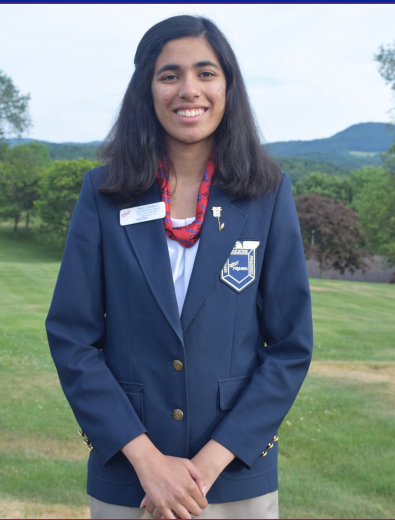




# FAVORITE FALL FBLA TRADITIONS

## Katelynn Mangual Treasurer

My favorite FBLA tradition is hosting a holiday party before break, everyone brings snacks and has a great time before the new year.



## Riva Shukla Reporter

My favorite FBLA winter tradition is participating in the Santa Letters Typing Party my chapter hosts. We write personalized letters to children in the district signed from Santa. It's a great way to get together and celebrate the holidays!

## Aisha Bhakta Historian

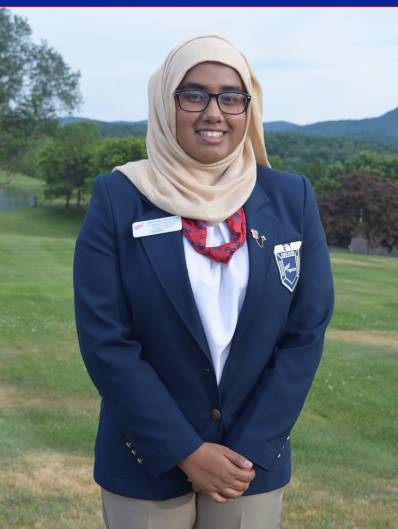
My favorite winter tradition is gift wrapping at the mall with my chapter. Every year, we advertise around the neighborhood and set up a table at our local mall and gift wrap for free.



# FAVORITE FALL FBLA TRADITIONS

## Dante Howard Parliamentarian

My favorite winter FBLA tradition is the district 3S social. It's always great to spend time with my friends in the district and make new ones as well.



## Maryam Bacchus District 1N State Vice President

My favorite FBLA winter tradition is the spring district meeting! It is the start of a new year, competition season, and a great time to meet new people.

## Madison Crilley

### District 1S State Vice President

My favorite winter FBLA tradition is my chapter's annual "holiday-gram" fundraiser. It's a great way to get members involved in fundraising while providing a fun holiday activity for the whole school.



# FAVORITE FALL FBLA TRADITIONS

## Spencer Dicembrino District 3N State Vice President

My favorite winter FBLA tradition is volunteering at Carmel's Holiday on the Lake where we give out hot chocolate during the festival and parade.



## Zoe Hanfmann District 3S State Vice President

My favorite winter FBLA tradition is our annual food and coat drive! Giving back to your community is very important, especially during the holidays when families need it the most.

## Madeleine Biles District 5 State Vice President

My favorite FBLA tradition is drinking hot chocolate at our chapter's December meeting. It's a great way to get in the holiday spirit.

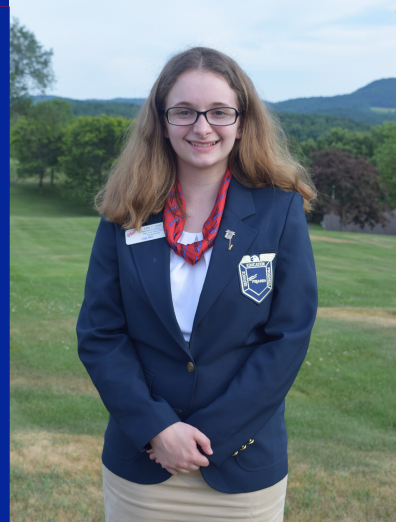




# FAVORITE FALL FBLA TRADITIONS

## Emily Case District 7 State Vice President

One of my favorite winter FBLA traditions is volunteering with my chapter to wrap presents for members of the community! I also like having a Christmas party with my chapter!



## Chai Ratnakaram District 12 State Vice President

My favorite FBLA tradition is the FBLA chapter party that my chapter throws every year to celebrate success and in spirit for SLC. This tradition also entails preparing for SLC.

"I believe in process. I believe in four seasons. I believe that winter's tough, but spring's coming. I believe that there's a growing season. And I think that you realize that in life, you grow. You get better." - Steve Southerland



# FBLA-PBL Week

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## Andrew Fox

Hello New York State FBLA, My name is Andrew Fox and I am your Executive Vice President. I hope you are all enjoying the New Year; I cannot believe it is 2020! This is a great time to get more involved in FBLA and have some fun as well! Coming up next month in February is FBLA-PBL Week! I encourage you all to to park in the festivities of this fun-filled week. Listed below is the activity for each day during the week of February 2, 2020 through February 8, 2020.

Sunday February 2, 2020: Share your FBLA-PBL story on social media. Tell why you joined, your favorite FBLA-PBL memory, or what FBLA-PBL has done for you. Tag your story on Facebook, Twitter, or Instagram with #FBLAPBLWeek.

Monday February 3, 2020: Our National President, Travis Johnson will host a live Internet broadcast to kick off FBLA-PBL Week.

Tuesday February 4, 2020: Talk to peers and community members about your FBLA-PBL experiences. And, of course, ask them to join!

Wednesday February 5, 2020: Dress for success and share your appreciation for those that teach, lead, and mentor your chapter.

Thursday February 6, 2020: Get involved with your Professional Division and connect with community leaders.

Friday February 7, 2020: Show your FBLA-PBL pride by posting a group photo to the FBLA-PBL Facebook page and using the hashtag #FBLAPBLWeek on Twitter and Instagram.

Saturday February 8, 2020: 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.

I cannot wait to see what you all accomplish during FBLA-PBL week and in the coming months before the State Leadership Conference this April in Rochester, New York. Feel free to contact me by email or on Instagram @afoxfbld if you have any questions!

# The NYS Program of Work

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Jillian Bent

Hello New York State FBLA! As we transition into a new year, it is essential to set reasonable but challenging goals. Taking time in January to set these goals will ensure success into the new year. As we find ourselves working through the school year it is important to continue setting our sights on the new opportunities that lie ahead. One way to challenge yourself in the upcoming semester is by completing the New York State FBLA Program of Work.

The 2019-2020 POW is located underneath its individual tab on the New York State FBLA website ([nysfbla.org](http://nysfbla.org)); it includes twelve challenges that help members stay active throughout the year! These activities range from creating videos to be shared on social media, researching different career opportunities, or even creating a powerpoint presentation explaining FBLA.

Individuals or chapters that complete one of the twelve challenges will receive a ribbon commemorating their accomplishment.

While members are very active during conferences, sustaining engagement throughout the year can be a challenge. Chapters facing this disconnect may find assistance through the completion of our POW. While working on each challenge, chapters will revive disengaged membership while completing work that aligns with NYS FBLA goals. Completing the Program of Work is a great way to receive recognition at the State Leadership Conference. If you have any questions on any POW, don't hesitate to reach out to your advisor, a board of trustee member, or a state officer. We are looking forward to reviewing your submissions.

# Volunteering

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## Katelynn Mangual

Since it is the time to give back as we start the new year, I would like to encourage everyone to volunteer. Volunteering can be a wonderful experience as helping others and donating your time brings lots of joy. Volunteering can help you complete and receive the Community Service Award (CSA). This award will be given out during the State Leadership Conference in April. There are three awards you can receive based on the number of hours you complete. First is the CSA Community Award which you receive when you log in 50 hours of community service, second is the CSA Service which is you receive when you log 200 hours of service, the last is CSA Achievement which is obtained when you log 500 hours of community service. The hours logged in to complete the award are cumulative and build on each other to achieve 50, 200 or 500 hours. Community services activities you can complete with your FBLA chapter include volunteering at your local community center or a retirement home, at the library helping with the books, and tutoring or reading to children. There are opportunities at soup kitchens and food banks. Some volunteer activities such as hosting a community clean up day or recycling bottles from the area will help complete volunteer activities as well as complete Program of Work activities such as Go Green and Community Clean-Up.

Happy volunteering!

# BAAs and CSAs

## Aisha Bhakta

As part of FBLA, there are many ways to be an active member and earn awards for your efforts. Two of these ways are through the completion of the Business Achievement Awards and the Community Service Awards.

The Business Achievement Awards, or BAAs, are a leadership development program in which activities relating to FBLA goals, career growth, and leadership skills must be completed. Members who partake in this program have the opportunity to enhance their skills and knowledge about business, as well as give back to their communities. The BAAs consist of four levels: Future, Business, Leader, and America. Each level gets increasingly more challenging and also builds upon the work of previous levels. Every level is based off of three core concepts: service - improving members' school and surrounding areas and businesses, education - focusing on activities that prepare members for their futures and careers, and progress - focusing on activities that promote FBLA at all levels. The deadline to complete the Future, Business, and Leader levels is March 1, and the deadline for completing the America level is April 25. Completion of all this program will get members recognition at the state, or even national levels!

The Community Service Awards, or CSAs, are awards that recognizes members' extraordinary commitments to community service. The CSAs have three levels based on number of community service hours: CSA Community - 50 hours, CSA Service - 200 hours, and CSA Achievement - 500 hours. The hours earned toward the CSAs are cumulative and build throughout members' FBLA membership. The deadline for submission of the CSA Community and CSA Service levels is March 1, and the deadline for submitting the CSA Achievement level is April 25. Earning this award can bring recognition at all levels, as awardees of the CSA Service and CSA Community levels receive certificates from their advisors, and awardees of the CSA Achievement level receive pins at the National Leadership Conference!

All information about both of these awards are available on the FBLA National website, [www.fbla-pbl.org](http://www.fbla-pbl.org). Completing these awards is a great way to get involved in school and in your community and it can help put you on the right path to becoming a more successful and involved FBLA member!



# Tips on Studying Parliamentary Procedure

Dante Howard

As the new year begins, SDM is just weeks away! SDM offers great workshops and networking opportunities, but most importantly it features preliminary rounds of competitive events. With parliamentary procedure (parli pro) as one of these events, there are only weeks left for some of you to learn the content for this competition. The amount of information there is to learn can seem daunting in such a short time, but let me reassure you three weeks is plenty of time to prepare. In addition I have several tips for studying parli pro to help you in this event.

The most obvious way to study is to read Robert's Rules of Order, however with 700 pages of dense reading this may not be the most practical way to get started. Instead I recommend checking out Robert's Rules of Order in Plain English by Dorris Zimmerman. This book is a 100 page simplified version of the book that can easily be understood by anyone. The information in the book is the core of what parli pro is about and if you can get through those pages you're sure to do well on the exam at SDM.

Another great resource for studying parliamentary procedure is the internet. By simply searching "parliamentary procedure study guide" you will find several great pdfs available online, my favorite of these being done by a former California state parliamentarian. These study guides are also great ways to get started when you feel clueless on what parli is about. When it comes to the specifics of parliamentary procedure such as vote requirements and motion classifications some memorization is needed to master the material. The best way to memorize this is through using the Quizlet resource, which can be found with a simple search.

My final tip is to reach out to an expert - like me. If you ever have any questions about parliamentary procedure feel free to email me at [parliamentarian@nysfbla.org](mailto:parliamentarian@nysfbla.org). I'll be happy to help you out and get you prepared for SDM!

## District 1N Update

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Maryam Bacchus

Happy new year to the members and advisors of New York State FBLA! I hope you all had a restful and fun-filled holiday break. Now that school and FBLA have resumed, our Spring District Meetings are fast approaching! I have been preparing as much as possible to ensure District 1N and 1S have a successful day. I hope to see you all there! Additionally, as we progress into the year, I would like you all to be reminded of the following:

- The District 1N/1S Spring District Meeting will be held on January 17, 2020 at Hofstra University. Please submit your registration packets, and sign up for tests as soon as possible!
- The deadline for dues to compete at the State Leadership Conference is January 15, 2020. If you do not pay your dues, you will not be eligible to compete at SLC.
- The Program of Work deadline is March 1, 2010, which is readily approaching. I encourage you all to complete as many challenges as possible!

I am thoroughly excited for what this year has to bring for FBLA. As competition season ensues, remember to stay on top of deadlines, meetings and preparation for all events. However, take time for yourself every one in a while to decompress and be sure that you are functioning as your best self.

## District 1S Update

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Madison Crilley

Hello District 1S! I hope that all of you had a fantastic holiday season! I cannot wait to see what this new year will hold for our district! I would like to thank all of our members who filled out State Officer applications for their commitment to our organization! As a reminder to all of our potential candidates, the State Officer Exam will be given at our upcoming Spring District Meeting. I cannot stress the importance of studying enough. There is a candidate study guide for this exam that can be found at the front page of the NYS FBLA website. I highly recommend utilizing resources such as Quizlet to study for this exam, as well as any other competitions that you may be signed up for. It is extremely simple to use, portable, and best of all- free. As I stated these last few months, I would like to remind you all that the complete Program of Work, and information on how to get involved is available on [www.nysfbia.org](http://www.nysfbia.org), and I highly recommend that all of your chapters participate. For more information on each committee, and their specific challenges, visit us on Instagram at @newyorkfbia every Wednesday for Program of Work Wednesday! Our Spring District Meeting will take place on January 17, 2020 at Hofstra University. I cannot wait to see all of you! Good luck on all of your competitive events. As always, please contact me with any questions or concerns at [svp1s@nysfbia.org](mailto:svp1s@nysfbia.org).

## District 3N Update

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### Spencer Dicembrino

The District 3N Spring District Meeting will be held at Carmel High School on February 13, 2020 with a snow date of February 14, 2020. The time for both dates is 3:00 p.m. to 8:00 p.m. Our school's auditorium, Casey Hall, will be our main meeting area, and then the surrounding classrooms will be for the competitions.

Only one member per chapter may compete in each state elimination performance event (Introduction to Decision Making, Job Interview, Impromptu Speaking, Introduction to Public Speaking, Public Speaking and Client Services). Students may compete in Parliamentary Procedure as a team of 4 or 5, or as individuals for the individual event. In total, a student can participate in three events, with exception for the State Officer exam and the Parliamentary Procedure exam.

The catering will be done by Bucci Brothers of Mahopac. We will be providing dinner, which will be a variety of sandwiches, salad, chips, and beverages.

Our FDM went very well, and so I hope you all continue to treat our upcoming SDM with your utmost respect which I am confident that you all will provide. A tip I can give you is to start studying now for your competitions. I hope to see you all in February.



## District 3S Update

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Zoe Hanfmann

Hello from District 3S! To start, I hope everyone had a relaxing and enjoyable holiday! We recently had our first district social. Eleven of our members were in attendance on Friday, January 3, for a night of bowling and networking! Everyone had a fantastic time and left eager for our next event: the Spring District Meeting. Our Spring District Meeting will be held on Thursday, February 6th, 2020 from 3:30 pm – 8:15 pm at Lakeland High School with a snow date of Friday, February 7, 2020. During our spring conference, there will be a keynote speaker, a plethora of workshops and competitions, dinner, and an awards ceremony! There will be a variety of different tests, both written and hands on, as well. Our Spring District Meeting is an exciting time for our members, as we are highly competitive, and driven. Before our Spring District Meeting, four of our very own state officers, including myself, will be heading to Rochester, NY for the annual January Joint Meeting. There we will be planning for our annual State Leadership Conference with the entire officer team. SLC will be held in Rochester from April 1-3, 2020! If you have any questions or concerns about anything I am always here to help! Contact me at [svp3@nysfbla.org](mailto:svp3@nysfbla.org) at your earliest convenience.

## District 5 Update

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### Madeleine Biles

Hello everyone! My name is Madeleine Biles and I am your State Vice President for District 5. I Hope you are all having a great start to the new year and are preparing for your FBLA event.

These past few months have been quite busy in our district, especially with the Spring District Meeting fast approaching. The District 5 Spring District Meeting will be held at the Lake George Holiday Inn on Wednesday, February 12th, 2020. At this meeting, members will have the opportunity to participate in written events as well as some speaking events. Members can also practice their networking skills at this meeting. Registration packets have been sent out, so make sure to ask your adviser for a permission slip.

This past month at our January Joint Meeting, my fellow state officers and I started preparing for the State Leadership Conference. This is a fun-filled conference where you can compete and qualify for nationals, attend engaging workshops, and network with members from across the state! I highly encourage each and every one of you to step out of your comfort zone and compete in at least one event at States.

I hope to see you all at the Spring District Meeting and at the State Leadership Conference. If you have any questions about either of these events, don't hesitate to reach out to me at [svp5@nysfbla.org](mailto:svp5@nysfbla.org). To stay updated about District 5 news, follow [@nysfbla5](https://www.instagram.com/nysfbla5) on Instagram. Have a great winter season and I hope to see you soon

# District 7 Update

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## Emily Case

District 7 FBLA has made outstanding progress! I am very pleased to announce that the District 7 Fall District Meeting was a huge success. The workshop presenters loved meeting all of the members in our district and were impressed with how professional everyone in attendance was, they also admired how attentive they were when they were taking notes. Now, our attention is directed to the Spring District Meeting, which will take place on January 10th at Morrisville State College. After the Spring District Meeting, we would like to be as prepared as possible for the competitions at the State Leadership Conference for those who advanced in their competitions. As we all know, the competition gets a bit harder at the state level. To reach this goal, we plan to hold a district social before the big event so that we can all see each other and practice our most imperative events. Those participating in the same event can even help each other out and practice, and even give a few pointers. Also during the social, we plan on studying for speaking competitions as well as improving skills in speaking competitions, such as Impromptu Speaking and Job Interview with local business professionals. I plan to have the local members work with our FBLA members so that they can ask any questions that they may have regarding their competition performance. I'm looking forward to planning this event even further. I am trying to work with all of the schools in District 7 so that this event can be as collaborative as possible! I would also like to welcome Oneida High School as well as Oriskany High School to District 7, who will also be attending the Spring District Meeting. I can't wait to see everyone at the State Leadership Conference!

## District 12 Update

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Chai Ratnakaram

Welcome back to FBLA Express, members and advisors! The District 12 Spring District Meeting (SDM) is fast approaching! The Spring District Meeting is a great opportunity to compete for the first time if you are new to FBLA! Winners at the district level will have the opportunity to represent our district in their respective event at the State Leadership Conference this April.

The 2020 District 12 Spring District Meeting will be held on February 1, 2020, at Williamsville East High School in Buffalo, NY, from 7:30 AM -11:00 AM. Be sure to talk to your advisors to learn what paperwork and other information you need to provide to attend the event. I hope to see you all there.

Additionally, I would like to congratulate the following individuals for being selected as the District 12 Officers!

- Reporter: Kevin Wang
- Secretary: Dan Purizhansy
- Historian: Ryan Chou

I cannot wait to see our turn out at SDM, and I look forward to seeing what we accomplish as a district coming into the new year. If you have any questions, concerns, or ideas, feel free to contact me at [svp12@nysfbla.org](mailto:svp12@nysfbla.org).



## School News

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### Clymer Central School

The Clymer Central School FBLA chapter has been busy serving others. An ongoing partnership with local veterans included a special meet and greet with ten WWII Veterans on September 25 at SUNY Jamestown and hosting a Veteran's Breakfast and Recognition program on November 12. The chapter hosted a consortium of college representatives from Western New York on September 12, and a Red Cross Blood Drive on October 23. We have continued to organize and offer monthly CHAOS activity nights for the middle school students at our school as our major chapter fundraiser and just recently completed our annual holiday food drive for the community food closet. We are also sponsoring a pop tab collection at our school to benefit the Ronald McDonald House in Buffalo.

## District 5's Future SDM

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Sofia Amrock

The FBLA Spring District Meeting is approaching fast! The Spring District Meeting is a meeting that members of FBLA must attend to attempt to earn a position of attendance at the State Leadership Conference. In order to earn this position, students must participate in a competitive event of their choice to strive for the state or district qualifying placement for that event. There are two types of events that students can choose to participate in; team events and individual events. Individual events and team events consist of presentations. Members can compete in an interview or take a test as an individual event as well. Presentations consist of different categories. Some of these categories are speeches, demonstrations, and team performances. Speeches can only be done as an individual event. The team performance is a collaborative objective test where teams are presented with a situation and given time to figure out a solution for the situation. As students compete at this state level conference, the members who receive the top placement will then move onto the National Leadership Conference. All event submissions must be completed prior to the Spring District Meeting. For more information about the FBLA Competitive Events visit: <https://www.fbla-pbl.org/>.

## Santa Letters Typing Party

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### Jeffery Shah

December 5, 2019 marked the FBLA Holiday Typing Party for John Jay FBLA. The party consisted of the creation of Santa Letters, which were letters written to young children across the community. The creation of the Santa Letters is one of John Jay FBLA's biggest community service projects throughout the year, and the entire club was hard at work. The members of John Jay FBLA wrote unique letters children in the community, making it appear that Santa himself wrote the letters. The letters included all of the deeds of the children that would earn them a spot on the "Nice List", including good behaviors or working hard in school. Additionally, the letters would include the gifts that the children would receive this holiday season. These deeds and the gifts the children would receive were given by the parents of the children receiving the letters. After finalizing the Santa Letters, John Jay FBLA celebrated the occasion with hot chocolate, Christmas Caroling, and sweet treats, perfect activities for the holiday season.

Similar to the Fall District Meeting, the upcoming Spring District Meeting is another fantastic event that includes multitudes of activities available to FBLA students in the 13N district. Many details are unknown to increase the surprising immersion for students, however, we do know that it will be chock full of fun and great experiences. Previous experiences of district meetings were interesting and always seemed to improve character between FBLA students just as the Fall District Meeting has. It's always good to know what's happening in FBLA to keep up to date with all of its amenities and opportunities to eventually even utilize in college applications or experience in general. I hope you heed my advice and go to the FBLA Spring District Meeting; I promise you won't regret it!

# Monroe Woodbury FBLA Blood Drive

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Kevin Huang

This past November, Monroe Woodbury FBLA hosted its annual blood drive with the help of the New York Blood Drive (NYBD), one of the largest independent, community oriented, nonprofit blood centers in the United States. New York Blood Drive is an organization dedicated towards saving lives, improving public health, and strengthening communities through their extensive, well developed research institute, medical services, blood products, and a database comprising of 50 years of research available to anyone. They are a leader in their field, collecting and distributing 2000 units of blood products everyday to over 20 million residents in New York, New Jersey, and beyond. Monroe Woodbury FBLA is honored to be partnered with an organization that shares the same core ethics and ideals of service, leadership, and education. Members of Monroe Woodbury FBLA were able to volunteer and help with all the processions of the blood drive, which included escorting donors after having their blood taken, watching and taking care of the donors, providing proper nourishment, staying alert in case anyone fainted, and making sure the whole event ran smoothly without any hiccups. It was a great opportunity for members to get hands-on experience with a professional organization and making a true impact in their community due to their service. Thanks to many donors, the blood drive was able to collect lots of blood, which is often used to save lives. On average, one pint of blood can be used to save three people, and on that day, Monroe Woodbury FBLA was able to get about 70 pints of blood, potentially saving many lives. The experience and education that the members obtained from this event was very important and Monroe Woodbury FBLA will definitely continue to work together with New York Blood Drive to make a positive impact in this community.