

WORKSHOP DESCRIPTIONS

10 Ways to Build an Innovation Mindset

Presented by: Chad Kennedy

This workshop is designed to help you build your innovation and entrepreneurial mindsets. Every organization from technology-based “giga giants” to non-profit sustainable companies requires continuous innovation to survive and thrive. They need professionals with a key skill, “Innovation Mindset”, which frames how you approach problem-solving from a place of abundance and trains your mind to be ready to tackle them.

Adviser Meeting and Competitive Events Update

Presented by: Missey Boucher-Goodman and Seth Filo

This session is for advisers wanting to know what the changes, modifications, and updates are for this year's competitions and competitive events. We will also talk about update and changes in FBLA Arizona this year.

Aligned Leadership: Building Trust Through Inner Confidence

Presented by: Vanessa Crues

In leadership and employability, confidence and clear communication are essential. This session dives into the power of aligning your inner belief with your outward message. Discover how mixed messages and self-doubt can undermine your influence and learn tools to build genuine confidence that resonates with those you lead. By aligning your inner voice with your goals and message, you'll be equipped to inspire trust, boost team engagement, and maximize your impact as a leader.

Be A Financial Leader

Presented by: Emily Schwartz

Learn the financial skills to not only succeed in your own careers, but to be a center of influence among your peers and future coworkers that builds strong financial habits for future success and goals.

Being a High Road Leader (Servant Leader)

Presented by: Rick Seltzer

Valuing others and increasing inner strength as an employee.

Being An Everyday Leader

Presented by: Drew Norton

Every day in every area of your life there are opportunities to show up as a leader for yourself and for others. You are capable of being a leader wherever you are.

Business Dress and Etiquette

Presented by: Carolyn Odisho

In this interactive workshop, students will learn the essentials of professional dress and workplace etiquette. Participants will explore appropriate attire for various business settings, understand the impact of first impressions, and practice key etiquette skills, including introductions, and communication. This session is designed to prepare high school students for future internships, job interviews, and professional environments, helping them make a confident and polished entrance into the world of work.

Careers in Tech

Presented by: Melissa Drake

You don't need to have a degree in tech to work in tech.

Character, Capital, and Capacity: How do your 3 Cs measure up?

Presented by: Robin Palmer

You are building habits now that will impact your employability and your future credit score. In this session, you'll evaluate your character, capital, and capacity as a student. Then you'll review characteristics of a fictitious individual to determine how they measure up. Would you hire them or give them a loan? Come discover the importance of these three Cs.

Communicating Like a Leader

Presented by: Dr. Tuby Akinlosotu

This workshop will cover the skills a leader needs to communicate effectively and how to speak directly, concisely, and motivational to get others to follow.

Communication, Teamwork, and Resilience in Public Health: Lessons from the Field

Presented by: Mya Davis

Session Overview:

In this session, Mya Davis will explore the critical role of communication and teamwork in public health, especially in ensuring that health initiatives reach and resonate with as many people as possible. Drawing on her experiences as an Environmental Health Program Manager, Mya will discuss how collaboration with colleagues, stakeholders, and communities enhances the effectiveness of public health programs.

She will also share how being adaptable, flexible, and resilient has been vital to her success in a rapidly evolving field. From managing unexpected challenges to adjusting strategies based on new information, these qualities are key to making a lasting impact on public health outcomes.

Additionally, Mya will explain how she leverages data and public health trends to identify pressing health issues and craft solutions that promote well-being across Arizona communities. To conclude, she will offer advice to those interested in

science, especially those uncertain about which career path to take, and highlight the rewarding opportunities in public health.

Key Presentation Topics:

- *The Power of Communication and Teamwork:*
Mya will explain how strong communication and collaboration are vital in public health, ensuring that programs reach diverse populations effectively.

- *Adaptability, Flexibility, and Resilience in Public Health:*
Learn how Mya has navigated challenges and changes in the public health landscape by remaining adaptable, flexible, and resilient. She will share examples of how these traits have helped her maintain and grow successful programs.

- *Using Data and Public Health Trends to Solve Problems:*
Mya will describe how public health data and trends guide her decision-making processes, allowing her to identify critical issues and develop impactful, community-driven solutions.

- *Advice for Aspiring Scientists:*
Mya will provide insights and guidance for students or individuals interested in science but unsure about their future career path, emphasizing the diverse and rewarding opportunities in public health.

Learning Outcomes:

- *Participants will:*
 - Understand the importance of communication and teamwork in public health success.
 - Learn how adaptability and resilience can enhance professional growth and the impact of public health initiatives.
 - Gain insight into how public health professionals use data and trends to solve real-world problems.
 - Receive practical advice on exploring career paths in science, with a focus on public health.

Competition Preparation

Presented by: Kevin English

FBLA Arizona Competition Prep Workshop Description:

Get ready to elevate your competition game with expert tips and tricks from a judge's perspective! This workshop will guide you through every step of the competition process, from effective prep time strategies to making a great first impression when greeting the judge. You'll also learn how to deliver a powerful presentation and master the art of closing with impact. This is an interactive session, so come prepared to participate, practice, and refine your skills. Perfect for those looking to gain the edge in their next FBLA competition!

Countdown Connections (Middle School ONLY)

Presented by: FBLA State Officers

Middle schoolers come to this exciting middle school only session to learn about time management while having fun making connections with other middle schoolers. The session will be led by the state officers while you will engage in communication and fun hands on activities.

Digital Citizenship and Cyberbullying

Presented by: Maya Salas

As we live more and more of our personal, educational, and professional lives online, responsible online etiquette becomes increasingly important to our future opportunities and outcomes. This workshop explores ways to be a respectful digital citizen by providing methods to stay safe online, maintain a positive online presence, and report inappropriate online behavior such as cyberbullying. Additionally, we'll discuss the educational and professional consequences of poor online conduct and how responsible digital citizenship is a workplace skill employers seek.

Entrepreneurial Vision

Presented by: Tunji Adebayo

This workshop uses engaging stories of entrepreneurs to inspire students to see their world with "FORE" sight. It seeks to shift students' mindsets from criticisms to Feedback, problems to Opportunities, "Bad Odds" to calculated Risk-taking, and from Dreamers to Executors.

Everyone Communicates Few Connect

Presented by: Dave Sousa

This will be a session that will give you some great tips on how to become a better communicator, therefore enhancing your leadership and employability skills.

Everything Rises and Falls with Leadership Workshop

Presented by: LaVita Morris, M.Sc, M.A, B.A

Everything Rises and Falls with Leadership interactive workshop is designed to ignite the spark of high school students. The workshop will focus on four key areas: leadership, resilience, communications, and personalities styles. We'll equip & empower the students with an exploratory assessment, fun activities and impactful discussions to reinforce these concepts.

FBLA Arizona Student Competitive Events

Presented by: Seth Filo

This session is for students wanting to know what the changes are for this year's competitions and competitive events.

Learn about Franchise Ownership!

Presented by: Bruce Irvine

Learn about Franchise Ownership! In this session students will take a leadership survey and learn the Pros and Cons of franchise ownership. Students will also identify the relationship of leadership styles, interests, and future skills with different Franchise Ownerships.

How to Close the Sale

Presented by: John Blake

This will be an introduction session on how to be successful in closing the sale. We will discuss determining the prospect wants or needs, how to show how you meet their needs and asking for the order.

The presenter has 50 years of experience in marketing and sales.

How to Compete in Parliamentary Procedure

Presented by: Joe Theobald

The parliamentary procedure competition held every Spring is an excellent opportunity to practice essential meeting skills. While all are invited to participate as teams, there are essential skills and some knowledge required to perform at your best. What is involved and what is useful for the competition will be described.

How to Communicate with Authority & Conviction

Presented by: Dr. Tuby Akinlosotu

This workshop is about confidence and specific skills needed to communicate a goal or vision to a team or to a potential employer.

How to Start a Business Before Your 20s?

Presented by: Arturo Portillo

Students will learn fundamental economic concepts for every entrepreneur, which are also crucial for market development and understanding. We will focus on innovation and value creation to help you discover new opportunities and be able to turn them into successful business models.

Impact Statement Presented

by: Troy Maskell

Learn how to be concise and intentional when you communicate about your future.

Interview Mastery

Presented by: Stephanie Strehans

Learn the STAR Technique for effective storytelling in interviews. Navigate interview do's and don'ts and tackle common interview questions. Gain insights into the selection process and post-interview follow-up strategies.

Interviewing: Preparing for Success

Presented by: Rutherford Pascal

I will walk them through how to prepare for interviews the right way:

1. Know your strengths.
2. Understand the Job description thoroughly.
3. Write out answers to potential questions in a story format.
4. Practice those answers (all answers under 2 minutes in a STAR model).
5. Write down questions to ask the interviewers. I will break them up into groups to practice answering one question.

Laws of Growth

Presented by: Rick Seltzer

Seeing and adding value to yourself consistently no matter what your circumstances.

Leaders in Action: Bringing Your Best to the Business World

Presented by: LaVita Morris, M.Sc, M.A, B.A

To introduce FBLA FLEX students to fundamental leadership skills through interactive activities, helping them discover resilience and the importance of adaptability in leadership.

Leadership Game Presented

by: Dave Sousa

We will play a game that will allow you to engage with fellow students on the topics of personal and professional growth.

Leading High Performing Teams

Presented by: Shuping England

Shuping will be discussing how to lead high performing teams. It will be based on his book - ***Leadership High Performing Contact Centers and Teams.***

Leading with Empathy

Presented by: Dr. Tuby Akinlosotu

This workshop is about understanding empathy and its role in effective leadership.

Leading Yourself the Power of Belief

Presented by: Rutherford Pascal

Discuss the power of believing in yourself walk them through how everyone that succeeds greatly at anything have an unmitigated belief in their ability and themselves. I will talk about how leading yourself is the most difficult person to lead but when you get good or better at leading yourself the chances of achieving at any endeavor is more likely. I will have them pair to talk to a partner about what they believe their number skill is and later what are they passionate about.

Let's Talk About AI

Presented by: Audrey Dieken

In this workshop you will learn about how Generative AI works, misuses and quality uses. Be involved in the conversation and help teach us what you know about AI and how you want to use it.

Life After High School

Presented by: Pierre Evans

Life After High School™ is a youth-focused program designed to help middle and high school students prepare for a successful future beyond graduation. The program fills the gaps and equips students with the practical skills and knowledge necessary for real-world success. By focusing on key areas such as personal development, sales development, personal development, and goal setting, “Life After High School” empowers students to take control of their futures. The program offers mentorship, and actionable strategies to help young people build confidence, make informed decisions, and navigate the transition from school to adulthood with purpose and clarity.

Micro-Inequities in the Workplace

Presented by: Heather Zahara

This presentation helps students broaden their perspective in understanding how others communicate through verbal, and non-verbal dialog, while highlighting diversity and inclusion in business.

My Career Advisor/Career Exploration

Presented by: Stephanie Strephans

My Career Advisor (MCA) - Career Exploration

Discover the intuitive features of MCA, your personalized career advisor. Explore job titles, education, training options and required skills. Gain insights into income expectations for various career paths.

Preparing for the Right Opportunities

Presented by: Naomi Mbawi Ntsambi

People who look forward to getting a job focus principally on the opportunity they want to get but most often the level of preparation put in does not match the opportunity they desire. In this session, we will share few keys (Inspired from John Maxwell growth/leadership principles) that will help you in your preparation process so that you build sufficient inner growth/leadership capacity to spot, catch and excel in the right job opportunity.

Principles of Success

Presented by: Dave Sousa

Bring a pen and note taker as you will be given questions that will help guide you on your journey to success. You will also have an opportunity to be selected to share your responses.

Real Success

Presented by: Rick Seltzer

Attitude is everything! It can change the way you see our situation as an employee!

Resume Writing

Presented by: Christena Boelter

Come to this class to learn how to format and write a basic resume or cover letter. Get your resume accepted by computer tracking systems and land yourself an interview! Stay after this workshop for our Resume Lab to write and walk away with a resume.

Self-Hypnosis for Self-Improvement

Presented by: Michael DeSchalit

Learn how self-hypnosis can help you not only to de-stress your life, but also help you reach your personal and professional goals. Learn how to use some simple self-hypnosis techniques that will help you to relax and refocus.

Selling is Leadership

Presented by: Drew Norton

I believe that selling is a form of leadership. Everyday life and every part of life is selling. Your ability to sell is part of your ability to lead

Shifting Your Mindset

Presented by: Kim Reynolds

Workshop will focus on the power of shifting mindset from fixed to growth, lack to abundance, and employee to entrepreneur, and how this shift increases employability and develops a stronger leader.

Sponge Bob's Secret Formula for Future Success

Presented by: Alexis Calahan

Join us for a fun-filled leadership workshop inspired by SpongeBob and his friends. This session will show you how to lead with optimism and tackle challenges with confidence. We'll explore how to set goals, inspire others, and develop the skills needed to become an effective leader. With interactive activities and a splash of humor, you'll learn valuable leadership strategies to guide your team to success—no jelly fishing required!

State Councils and Running for State Office

Presented by: FBLA State Officer

Are you interested in helping the state officers by begin on a state council? Or are you interested in becoming an FBLA State Officer next year? Then this session is for you. Learn the application process, the expectations, and what it takes to be a state officer.

Storytelling

Presented by: Troy Maskell

Learn how to confidently tell your story and make an impression that will make you memorable.

Strategic Decision-Making

Presented by: Tunji Adebayo

This workshop builds on the mindset shift covered in session one and provides students with examples of entrepreneurial decision making and the tools they need to do it. The Passion, Time, Skills, and Confidence framework is the essential four-step process that will guide students through transforming strategic decisions into creative opportunities.

The Eller College of Management at the University of Arizona

Presented by: Dave Wietecha

We will share information about career outcomes and resources for students, our admissions process, classes, majors, minors, certificate programs, advising, global programs, ways to get involved as a student, and how a degree from one of the top business programs in the country can set you up for a successful career.

The Innovation Creative Process Workshop

Presented by: Chad Kennedy

This workshop introduces the creative process used to create new ideas for tech products or software. All organizations require a product development and management team that leverages this process to innovate the future.

The Power of Priorities: Clear Focus, Faster Progress

Presented by: Michael Schneider

In a world full of choices, clarity and priorities are the real game-changers for achieving meaningful progress. Join us to discover how focusing on what truly matters can accelerate your path to success. I'll share strategies to clarify your top priorities, align your actions, and build the momentum that leads to high-impact growth. Learn how to cut through the noise, make confident decisions, and create a future built on purpose and passion.

Time Management

Presented by: Melissa Drake

How can I improve my time management to assist me at school and work?

Trust and Teamwork

Presented by: FBLA State Officers

How well do you trust your teammates? Come join the state officers for a workshop full of fun learning about trust and working together as a team.

Turning Your Personal SWOT into an Elevator Pitch

Presented by: Robin Palmer

Meeting new people, beginning a job interview, campaigning as a Student Council officer, and networking with others all require you to introduce yourself and share personal skills and experiences with others. In this session, you will identify items in your personal SWOT and turn them into an elevator pitch that can be used to pursue future opportunities.

Unleash Curiosity and Wonder

Presented by: Michael DeSchalit

This presentation will teach students how to use curiosity and wonder to discover what their purpose is in life, how to go after that purpose, how to think outside of the box when dealing with obstacles that come into your path and how to fit all the pieces of the puzzle of life in order to achieve your maximum level of success.

Unleash Your Potential - Skills of the Future

Presented by: Karla Blanco

Unleash Your Potential: 7 Steps to Living Your Dream by Karla Blanco offers a transformative approach to career planning and personal growth. Through a seven-step process, Blanco combines practical, actionable advice with deeply inspiring insights, breaking away from traditional vocational guidebooks.

Participants are guided to design their dream career, understand job satisfaction, create a "Board of Advisors," and reflect on the skills of the future.

This session empowers individuals to take control of their career paths and achieve their full potential.

Unlocking a Mindset for Leadership

Presented by: Drew Norton

You are enough. If you want to level up in life its start by having the proper mindset about yourself!

Vampires at Work: Handling Conflict and Drama

Presented by: Kostas Voutsas

Unlock your potential. Explore how to handle conflict and difficult people. Learn concrete techniques for dealing with conflict and difficult people in the workplace.

What You Need to Know About Money Before 20

Presented by: Howard Beatty

This program introduces students to important financial topics that will help them understand how to plan for their financial future, how to think about their studies now to make the most of that financial future, and how to choose a career. It also explores how every action has a cost, explains why stocks have higher yields than bonds, and helps students.

Why Should I Hire You?

Presented by: Troy Maskell

Learn how to stay composed in real world interview situations.

Wonders of Human Cooperation

Presented by: James Taylor

Explores the limits of human knowledge by beginning with Leonard Read's classic essay, "I, Pencil." The essay explores how pencils can be ubiquitous when no one person knows how to build one from scratch. This paradox provides insights into all things humans produce. Students are prompted to start thinking about centralized versus decentralized approaches to solving complex problems.

