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Welcome to a New Year

Written By:
Ryan Apigian
Virginia State President

Hello Virginia FBLA! Welcome back to another exciting school year. Your state officer team looks forward to making this a successful year for your chapter!

FBLA's Mission is to bring business and education together in a positive working relationship through innovative leadership and career development programs. Use this mission statement to help plan your activities for the year. Let me tell you about some activities you can take part in.

One of the first activities for this year is to connect with other members in your region at your Regional Fall Conference. If you are a new member it is a great time to see FBLA at the next level, and interact with other chapters.

You can connect with the Virginia State Service Project, the ASK Childhood Cancer Foundation. This organization has been helping make life better for children with cancer for 40 years. Supporting the ASK Childhood Cancer Foundation allows the organization to conduct diagnos-

tic research, fund the position for a patient counselor/chaplain, and serves as a support group of families of children with cancer. Your chapter can help ASK by raising money, collecting gift cards or collecting donations of needed items.

One way to connect with your community is by holding a Lead2Feed project. Lead2Feed is a organization that challenges FBLA chapters to develop leadership skills while developing a community service project. Lead2Feed teams work through leadership lessons as they plan their community service project (which may be Project ASK). Chapters can submit their Lead2Feed projects for an opportunity to earn the organization and their local chapter cash awards.

Stay in touch with what is going on around the state by liking our Facebook page "Virginia Future Business Leaders of America" or by following us on Twitter @VAFBLA.

Together we will make our 2015-2016 year the best one yet.

For more information:

[ASK Childhood Cancer Foundation](#)
[Lead 2 Feed](#)

Get to Know Your

2015 - 2016 Virginia State Officer Team

Ryan Apigian

Position: President
High School: Robinson Secondary School
Region: Northern Virginia Region
Hobbies/Activities: Crew Rowing

Miranda Bolt

Position: Vice President at Large
High School: Floyd High School
Region: VWCC Region
Hobbies/Activities: Dance

Sean Howard

Position: Secretary/Treasurer
High School: Riverbend High School
Region: Germanna Region
Hobbies/Activities: Hanging out with friends

Camber Thornhill

Position: Reporter
High School: Giles High School
Region: New River Region
Hobbies/Activities: Softball and Outdoor Activities

Isaias Noda

Position: Parliamentarian
High School: Robinson Secondary School
Region: Northern Virginia Region
Hobbies/Activities: Playing the guitar

Monica Wuhrer

Position: Corresponding Secretary
High School: Robinson Secondary School
Region: Northern Virginia Region
Hobbies/Activities: Drawing

Rickey Murray

Position: Vice President Representing the VSU Region
High School: Prince George High School
Region: VSU Region
Hobbies/Activities: Watching Youtube

Kareena Oner

Position: Vice President Representing the Northern Virginia Region
High School: Robinson Secondary School
Region: Northern Virginia Region
Hobbies/Activities: Writing

<p>Katherine Vaughn Position: Vice President Representing the Germanna Region High School: Brentsville District High School Region: Germanna Region Hobbies/Activities: Riding Horses</p>	<p>Halley Stapleton Position: Vice President Representing the UVA College at Wise Region High School: Virginia High School Region: UVA College at Wise Region Hobbies/Activities: Spending time at the beach</p>
<p>Nathan Salomonsky Position: Vice President Representing the Longwood Region High School: Powhatan High School Region: Longwood Region Hobbies/Activities: Golf and FBLA</p>	<p>Olivia Kinser Position: Vice President Representing the New River Region High School: Tazewell High School Region: New River Region Hobbies/Activities: Band</p>
<p>Christopher Emodi Position: Vice President Representing the Tidewater Region High School: Landstown High School Region: Tidewater Region Hobbies/Activities: Anything with friends</p>	<p>Willow Pederson Position: Vice President Representing the Capitol Region High School: West Point High School Region: Capitol Region Hobbies/Activities: Chorus</p>
<p>Cana Curtis Position: Vice President Representing the Shenandoah Region High School: Sherando High School Region: Shenandoah Region Hobbies/Activities: Arcade</p>	<p>Tara Purdy Position: Vice President Representing the Colonial Region High School: Gloucester High School Region: Colonial Region Hobbies/Activities: Being with friends</p>
<p>Rachel McDaniel Position: Vice President Representing the VWCC Region High School: Floyd High School Region: VWCC Region Hobbies/Activities: Soccer and Playing Music</p>	<p>State Adviser: Mrs. Anne Chapman aachapman@fcps.edu State Specialist: Mrs. Sandy Mills smills@vafbla-pbl.org</p>

How to Recruit and Retain FBLA Members

Written By:

Olivia Kinser

Vice President Representing the New River Region

Recruiting new members has always been a challenge for organizations. In addition to recruiting new members, FBLA chapters need to retain their members from year to year. Many students are involved in multiple organizations, athletics, and other extracurricular activities creating issues with time availability and financial limitations.

FBLA chapter membership can be increased by generating interest in easy and cost effective ways. Creativity and planning are key aspects to growth. Here are a few recruiting ideas to help you get started.

A great way to recruit new members is to have your local chapter officers and members serve as guides for back to school orientation. This activity provides access to potential recruits and their parents, allowing them an oppor-

tunity to discuss the benefits of FBLA, as well as FBLA activities, conferences, and competitive events.

Additional recruitment tools include: (1) FBLA officers and members visiting business classes throughout the school day to inform perspective members about FBLA and encourage them to participate; (2) Preparing locker signs for all members with the current year FBLA theme; (3) Preparing flyers to inform students of upcoming meetings and events; and (4) Preparing a PowerPoint presentation outlining the benefits of FBLA and highlighting local chapter accomplishments and participation in FBLA activities.

Recruiting and retaining FBLA members can be challenging but rewarding. Regardless of the tools you choose to use, remember to be creative, use all available resources, and most of all have fun!

Sample Agenda

Call to Order

The meeting will come to order, (Rap gavel once.) _____ will lead us in the FBLA pledge.

Welcome and Introductions

Welcome to the November meeting of the Admiral Byrd Middle School Chapter of FBLA

Minutes of the Previous Meeting

The Secretary will read the minutes of the previous meeting.

(The President is seated while minutes are read.)

Are there any corrections to the minutes? (Pause)

(If none): The minutes stand approved as read.

(If correction): If there is no objection, the secretary will make the correction. Are there further corrections? (Pause) If not, the minutes stand approved as corrected.

Treasurer's Report

The Treasurer will now report

(The President is seated while report is read.)

Are there any questions? (pause)

The Treasurer's report will be filed.

Reports of Officers and Standing Committee Members (if appropriate)

May we have the report of the Social Committee?

(The President is seated while report is read.)

Unfinished Business

The next business in order is unfinished business.

(Review minutes of the last meeting to determine any unfinished business to be brought before the chapter. If there is no unfinished business, move to New Business without announcing the heading of Unfinished Business.) (See next page)

Sample Agenda Continued

New Business

The next business in order is new business:

First of all, we will have a report from our special committee on the school service project.
(The President is seated while report is read.)

It has been moved and seconded that we gather classroom trash cans and spray paint huskies on them. Is there any discussion? (pause for discussion; once it stops,)

Is there any further discussion?

If there is no further discussion, we will proceed with the vote. It has been moved and seconded that we gather classroom trash cans and spray paint huskies on them. All those in favor say "AYE." All of those opposed, say "No."

If it passes: The aye's have it and the motion is carried. Or

If it doesn't pass: The no's have it, and the motion is lost.

Is there any other new business?

Announcements

(Have list prepared)

Are there further announcements?

Program

The vice-president will present the program.

(Thank speaker, etc.)

Adjournment

Is there any further business? (pause)

Since there is no further business, the meeting is adjourned.

(Rap gavel once)

Virginia's Membership Numbers

Written By:

Willow Pederson

Vice President Representing the Capitol Region

Have you ever wondered just how many members Virginia FBLA has? First, let's start off with the National Data so you get an idea of the overall system. At the National Level, FBLA has nearly a quarter of a million members. Many people, including the majority of our members, don't realize just how big FBLA is as an organization, nor do they realize how many members Virginia alone has. Now, let's take a look at Virginia FBLA's Membership Numbers. (Virginia Membership Data 2015)

- Total Members: 11,248
- Total New Members: 8545

Percent Retention: 85% (this number does not include graduating seniors)

- Total Chapters: 231
- Reactivated Chapters: 4
- New Chapters: 4

Virginia FBLA makes up 5% of all National Members (over 250,000).

Total Virginia Members
(Professional Division, Middle

School, and High School):
12,175

While Virginia is one of the best states in the nation (maybe I'm biased), trends from the data show a decrease in membership numbers, slowly dropping from 13,004 five years ago. Why? Reasons could include a lack of knowledge about what FBLA does for students; publicity within schools or possible division funding cuts or redistribution. Virginia FBLA Members, these obstacles can be overcome. I challenge you to raise our membership number from 11,248. You have the ability to connect with new members at the local level. Now you're wondering: How? Go check out the next article on "How to Recruit Members."

**Want to find out more about
Virginia's Membership Numbers?**

Contact Mrs. Mills:
smills@vafbla-pbl.org

Check out the calendar at
www.vafbla-pbl.org for
important dates.

It's As Easy As A...P...I...C!

Written by:

Cana Curtis

Vice President Representing Sherando Region

Hello fellow future business leaders! My name is Cana Curtis and I am our state vice-president representing the Shenandoah region. For this edition of our newsletter I decided to write on a topic that plagues us all in our local, regional, and even national chapters: keeping members interested. We have all experienced that feeling when you just don't feel like being involved in something anymore or you don't know how to keep people coming back. It happens in business, relationships, and even in our organization. So the question is how do we keep members interested? After being in leadership roles for roughly six years I have developed an answer to this plaguing problem. APIC. Attitude. Personal. Incentives. Communication.

Attitude is everything. When you see that members are starting to lose interest, you have to continue to run meetings and events just as you would if they were filled to capacity. Everyone needs to feel like they are important. If you begin to slack off, those people who have attended meetings constantly might begin to slack off as well. No matter the outcome, you must keep a positive attitude wherever you are representing this organization.

Personalize the organization. Most people reject the organization because they get too hung up on what the "B" stands for. While it is very true that this organization helps establish phenomenal leadership skills in the business world, it also establishes leadership skills in real life. Make sure to inform members that this organization helps to build well rounded people. Our competitive events program consists of events from building animations to public speaking. Regional conferences have workshops, as well as ropes courses. There is something for everyone.

Incentives. Let's face it. In this day and age, the way to attract people is by giving them something. Instead of trying to fight this fact, use it as an advantage. Make sure that food is plentiful at meetings. Talk to business teachers and see if any extra credit can be given in exchange for involvement in FBLA activities. Make sure not to get lost in the incentives, but use them to keep the interest alive.

Communication is key. You have to be able to communicate effectively with others to be able to find the problem. Asking for input on how meetings are run or different leadership activities will help your members see what they want to see out of the organization and helps you use time more effectively.

From now on when you feel that you're losing members and you don't know how to handle the situation, remember APIC.