

DELTA SIGMA PI GULF WESTERN REGIONAL CONFERENCE
EMPOWERING LEADERSHIP
JANUARY 28, 2017



OFFICIAL CONFERENCE AGENDA

DSP GULF WESTERN REGIONAL CONFERENCE AGENDA

8:30 AM -	Doors Open: Check In and Networking Reception - <i>Dicke Smith Lobby</i>
9:50 AM	<p style="text-align: center;">*Recruiters from San Antonio area will be present*</p> <ul style="list-style-type: none"> - Continental Breakfast
10:00 AM -	Session 1: Keynote Speaker - <i>Ruth Taylor Recital Hall</i>
10:50 AM	<ul style="list-style-type: none"> - Mark H. Rose, CFA, <i>Chief Investment Officer, Argo Group</i>
11:00 AM -	Session 2: Breakout Sessions
11:50 AM	<ul style="list-style-type: none"> - Lisa Mclin, <i>VP of Sales, Rackspace</i> - Ruth Taylor Recital Hall - Rob Stockhausen, <i>Spurs Sports & Entertainment</i> - Northrup 040 - Rene Pena, <i>cPanel</i> - Northrup 214 - Paul Brodie, <i>Brodie EDU</i> - Northrup 312
12:00 PM -	Lunch - <i>Skyline Dining Room in Coates University Center</i>
12:50 PM	
1:10 PM -	Session 3: Breakout Sessions
2:00 PM	<ul style="list-style-type: none"> - James Sanders, <i>VP, Morgan Stanley</i> - Northrup 040 - Cathleen Franke, <i>Enterprise Rent - A - Car</i> - Northrup 214 - Albert Torres, <i>Managing Principal, Waddell & Reed Inc.</i> - Northrup 232 - Paul Brodie, <i>Brodie EDU</i> - Northrup 312 - Leslie Dailey, <i>Cogeco Peer 1</i> - Northrup 318
2:10 PM -	Session 4: Breakout Sessions
3:00 PM	<ul style="list-style-type: none"> - James Sanders, <i>VP, Morgan Stanley</i> - Northrup 040 - Alumni Panel: Jacklyn Romero and Deltasig Alumni - Northrup 312 - Nitin Kumar, <i>Northwestern Mutual</i> - Northrup 314 - Leslie Dailey, <i>Cogeco Peer 1</i> - Northrup 318
3:10 PM -	Closing & Regional Meeting - <i>Ruth Taylor Recital Hall</i>
3:50 PM	President Meeting with Regional VP - <i>Northrup 040 *DSP Presidents Only*</i>

SESSION DETAILS

K E Y N O T E	<p>Mark H. Rose, CFA, <i>Chief Investment Officer, Argo Group</i> <u>Leadership Starts Today</u></p> <p>The recipe for success doesn't solely include effective leadership at the top—every member of an organization needs to be a leader in his or her respective role for overall success to be achieved. The audience will walk away with concrete, applicable points to start becoming leaders now, regardless of their position within an organization.</p> <p>As Senior Vice President and Chief Investment Officer, Mark Rose oversees Argo's investment strategy. Prior to joining Argo Group in 2013, Mr. Rose was a Senior Credit Analyst at RBC Capital Markets and has held similar roles at Deephaven Capital Management, Goldman Sachs & Co. and Credit Suisse First Boston. He has a bachelor's degree in mathematics from the U.S. Military Academy at West Point and is a CFA® charterholder.</p>	Ruth Taylor Recital Hall
S E S S I O N 2	<p>Lisa Mclin, <i>VP of Sales, Rackspace</i> <u>Empowering the Leader in You</u></p> <p>In this session you will learn about the journey of Lisa Heritage Mclin, Vice President of Rackspace.</p> <p>Lisa leads a sales organization of 120 Rackers with responsibility of growing and retaining customers through solution solving for all business needs and requirements in expanding and advancing for company success.</p> <p>Learn how empowering yourself will lead to confidence, self-development, personal growth and overall leading and motivating others to deliver their best every day. Lisa will discuss how she has used leadership to help see a problem and be a solution for her team and company.</p> <p>Rob Stockhausen, <i>Spurs Sports & Entertainment</i> <u>Entering the Sport Business Industry</u></p> <p>In this session you will learn about the journey of Rob Stockhausen who has advanced his career throughout the sport industry. Rob will discuss his own career path, as well as how to enter and develop within the industry. You will learn what it means to stand out and make yourself competitive.</p> <p>Rene Pena, <i>cPanel</i> <u>Good Will Hunting: Client Relationships</u></p> <p>All about building, maintaining and leveraging professional relationships. Understanding the relationship between business and the personal element and why TRUST is key.</p> <p>Paul Brodie, <i>Brodie EDU</i> <u>Just Do It</u></p> <p>Learn how to seize the day and create a plan to achieve your goals. Learn how to develop techniques to fight through adversity.</p>	<p>Ruth Taylor Recital Hall</p> <p>Northrup 040</p> <p>Northrup 214</p> <p>Northrup 312</p>

S E S S I O N 3	<p>James Sanders, <i>Morgan Stanley</i> <u>The Future Starts Now</u> Personal financial planning for college students and young professionals. What you should know to establish financial security and a healthy portfolio.</p>	Northrup 040
	<p>Cathleen Franke, <i>Enterprise Rent - A - Car</i> <u>How to Work a Career Fair</u> Make a positive, lasting impression to earn an interview. Learn to network with companies and identify potential employers.</p>	Northrup 214
	<p>Albert Torres, <i>Managing Principal, Waddell & Reed Inc.</i> <u>A Plan for all Seasons</u> An overview of the four financial seasons over time: accumulation, pre-retirement, retirement, and legacy. How to effectively plan for retirement, venture into owning a business and possibly send a child to college.</p>	Northrup 232
	<p>Paul Brodie, <i>Brodie EDU</i> <u>Recruiting 101</u> Be introduced and reminded of long time successful recruiting techniques. Discuss the product that you offer recruits of your organization. Is it well rounded? Participate in group activities to generate new ideas so each participant leaves with five new ideas for recruiting.</p>	Northrup 312
	<p>Leslie Dailey, <i>Cogeco Peer 1</i> <u>Effective Risk Management</u> Any organization today requires effective risk management for its individual success and well being of its members. Leslie will cover topics in risk management that apply not only to campus organizations, but also professional projects. Participants will learn how to identify and manage threats, as well as how to communicate and address them.</p>	Northrup 318
S E S S I O N 4	<p>James Sanders, <i>Morgan Stanley</i> <u>The Future Starts Now</u> Personal financial planning for college students and young professionals. What you should know to establish financial security and a healthy portfolio.</p>	Northrup 040
	<p>Alumni Panel: Jacklyn Romero and Deltasig Alumni</p>	Northrup 312
	<p>Nitin Kumar, <i>Northwestern Mutual</i> <u>Global Investment Strategy, Investing is Not Only for the Rich</u> Why and how you should start investing now, learn the basics of a balanced, diversified investment strategy. Discipline vs. Emotion, learn to think before acting. What are some global events we should consider?</p>	Northrup 314
	<p>Leslie Dailey, <i>Cogeco Peer 1</i> <u>Dress for Success</u> Business attire basics; on the job and during job interviews. What not to wear; formal and casual situations. Learn how to apply these skills and more during the interview process.</p>	Northrup 318

THANK YOU GWR CONFERENCE 2017 PARTNERS!



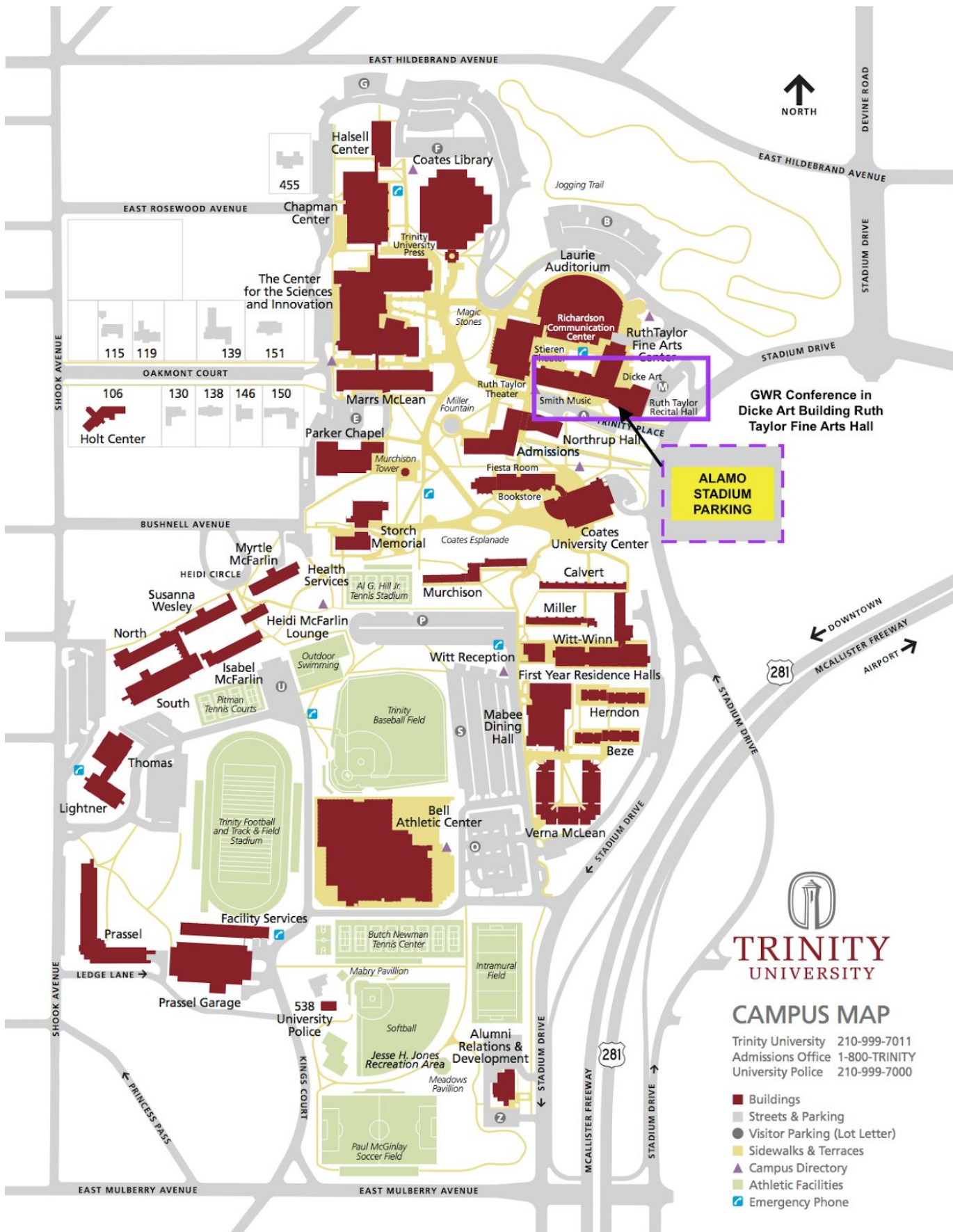
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MAKING SENSE OF INVESTING





**GWR Conference in
Dicke Art Building Ruth
Taylor Fine Arts Hall**

**ALAMO
STADIUM
PARKING**



CAMPUS MAP

Trinity University 210-999-7011
 Admissions Office 1-800-TRINITY
 University Police 210-999-7000

- Buildings
- Streets & Parking
- Visitor Parking (Lot Letter)
- Sidewalks & Terraces
- ▲ Campus Directory
- Athletic Facilities
- ☒ Emergency Phone