

OFFICE OF THE PRINCIPAL  
GLENBROOK NORTH HIGH SCHOOL

To: Dr. Mike Riggle

From: Dr. John Finan

Re: DECA International Competition

Date: March 15, 2018

Attached is a request from Michael Rast, GBN DECA sponsor, to participate in the DECA International Competition in Atlanta, GA. April 21 – April 24, 2018.

GBN students competed at the local and state levels to qualify for the international competition. This competition has provided meaningful experiences for our students for many years. I fully support this opportunity and ask for your support as well.

JF:rp



# Field Trip Request for Overnight Trips

Revised: December 2017

## Trip Description

Type of Field Trip:  Instructional  Student Activity / Co-Curricular

School:  Glenbrook North  Glenbrook South  Other: \_\_\_\_\_

Sponsor(s): \_\_\_\_\_ Extension: \_\_\_\_\_

Activity / Class Name: \_\_\_\_\_

Description: \_\_\_\_\_

Date(s) of Trip: \_\_\_\_\_

Number of Chaperones: \_\_\_\_\_ Number of Students: \_\_\_\_\_

Names of Chaperones: \_\_\_\_\_

## Transportation Information

Departing from: \_\_\_\_\_ date: \_\_\_\_\_ at: \_\_\_\_\_  AM  PM

Traveling to (complete address): \_\_\_\_\_

Returning from (complete address): \_\_\_\_\_ date: \_\_\_\_\_ at: \_\_\_\_\_  AM  PM

Returning to: \_\_\_\_\_ date: \_\_\_\_\_ at: \_\_\_\_\_  AM  PM

Students released from class (indicate time or blocks): \_\_\_\_\_

Permission Slip Needed?  Yes  No Waiver Slip Needed?  Yes  No Should the bus remain with the trip?  Yes  No

Car(s): \_\_\_\_\_ Bus(es): \_\_\_\_\_ D225 Van(s): \_\_\_\_\_ Other: \_\_\_\_\_

## Financial Information

Does this trip require money to be collected from students?  Yes  No

Begin Collection on: \_\_\_\_\_ End Collection on: \_\_\_\_\_

### Cost Per Student

Cost per Student\*: \$ \_\_\_\_\_

\* See attached cost allocation worksheet for additional expense detail.

### Accounting Details

Instructional / Course Field Trip      Student Activity / Co-Curricular Field Trip

Account Number: GBN:  10L200 4850 0000 00 000000       \_\_\_\_\_

GBS:  10L300 4850 0000 00 000000      Please write account number above.

### For Business Services Department Use

Bank Cash Account:  Cash Receipts  Agency Fund

## Approval

Requestor: \_\_\_\_\_ Date: \_\_\_\_\_  
Instructional Supervisor \_\_\_\_\_ Date: \_\_\_\_\_  
or Assistant Principal\*: \_\_\_\_\_  
Associate Principal: \_\_\_\_\_ Date: \_\_\_\_\_

\* Instructional field trips require the signature of an Instructional Supervisor; Student Activity field trips require the signature of the Assistant Principal.

## Superintendent and Board of Education Approval \*

Principal: \_\_\_\_\_ Date: \_\_\_\_\_  
Superintendent: \_\_\_\_\_ Date: \_\_\_\_\_  
Board of Education: \_\_\_\_\_ Date: \_\_\_\_\_

\* Board Policies 7050 (Educational Travel Experiences) and 7230 (Student Trips) require the recommendation of the Principal and approval of the Superintendent for all overnight student trips. Approval of the Board of Education is required for all student trips conducted outside of the State of Illinois or adjacent states, as well as educational tours requiring one day or more of student absence.

### *For School Office Use*

Date Request Received: \_\_\_\_\_  
Date Trip Approved: \_\_\_\_\_  
Date Bus Ordered: \_\_\_\_\_  
Date D225 Van Reserved: \_\_\_\_\_  
Cost of Transportation: \_\_\_\_\_  
Request Sent to Business Services Department: GBN:  gbnfeesetup@glenbrook225.org Date: \_\_\_\_\_  
GBS:  gbsfeesetup@glenbrook225.org

### *For Business Services Department Use*

Fee Setup Activities:  Master Fee Roster  PowerSchool  e~Funds for Schools  
 Notice to Bookstore  Notice to Faculty Sponsor and Department Assistant



# Interoffice Memo



**Date:** March 9, 2018

**To:** Mike Riggle, John Finan, Mike Tarjan, and District 225 Board of Education

**From:** Michael Rast

**RE:** DECA International Competition (ICDC), April 21-24, 2018

For the 12th consecutive year, we are pleased to announce that students from Glenbrook North DECA have qualified for the International DECA Competition (ICDC). This year the competition is held in Atlanta, GA on April 21-24, 2018. As the trip requires out-of-state, overnight travel, we are requesting approval to send these 22 students and 3 chaperones to Atlanta, Georgia, Saturday, April 21 through Wednesday, April 25. Enclosed you will find the required approval documents: Field Trip Request for Overnight Trips, Student and Chaperone List, Cost Allocation Worksheet for Overnight Trips, and the ICDC Itinerary with Flight and Hotel Information

This year, Glenbrook North DECA comprised of over 90 members. 22 students qualified for the international competition (ICDC) as a result of local and state competitions. 85 GBN students competed at the local competition in January. 39 were selected to compete at the state competition in February. Of the 39, 22 students ranked in the top-four within their events, qualifying for ICDC.

DECA's competitive events develop life skills and real-world business skills through projects, simulations, and case studies. In these events, students role-play, learn to conduct market research, devise promotion plans, create start-up businesses, participate in internet challenges and simulations, and encounter realistic workplace challenges and scenarios. Through a healthy relationship with the Northbrook Chamber of Commerce and Northbrook Rotary, students interact with local business members at meetings to learn from and practice their skills throughout the year to ready them for the competitions.

Thank you for your time and consideration of this valuable experience for GBN DECA students.

Michael Rast

Enclosed: Field Trip Request for Overnight Trips; Student and Chaperone List; Cost Allocation Worksheet for Overnight Trips; ICDC Itinerary with Flight and Hotel Information



## Cost Allocation Worksheet for Overnight Trips

Revised: December 2017

### Trip Information

Trip Description: GBN DECA ICDC (April 21-25, 2018)

### Staff Expenses

Number of Staff: 3

<u>Per Staff Member</u>	
Meals:	\$ <u>140.00</u>
Transportation:	
Air	\$ <u>202.50</u>
Bus / C:	\$ <u>7.00</u>
Lodging:	\$ <u>688.00</u>
<b>Total Cost:</b>	\$ <u><u>1037.50</u></u>

<u>Total Staff Expenses</u>	
Meals:	\$ <u>420.00</u>
Transportation:	
Air	\$ <u>607.50</u>
Bus / C:	\$ <u>21.00</u>
Lodging:	\$ <u>2064.00</u>
<b>Total Cost:</b>	\$ <u><u>3112.50</u></u>

<u>Meal Per Diem Maximum Reimbursement Rates</u>	
Breakfast	\$ <u>4.00</u>
Lunch	\$ <u>8.00</u>
Dinner	\$ <u>20.00</u>
<b>Per Day</b>	\$ <u><u>32.00</u></u>

### Student Expenses

Number of Students: 22

<u>Per Student</u>	
Meals:	\$ <u>          </u>
Transportation:	
Air	\$ <u>152.50</u>
Bus / C:	\$ <u>7.00</u>
Lodging:	\$ <u>304.36</u>
<b>Total Cost:</b>	\$ <u><u>463.86</u></u>

<u>Total Student Expenses</u>	
Meals:	\$ <u>0.00</u>
Transportation:	
Air	\$ <u>3355.00</u>
Bus / C:	\$ <u>154.00</u>
Lodging:	\$ <u>6695.92</u>
<b>Total Cost:</b>	\$ <u><u>10204.92</u></u>

### Other Expenses

Registration:	\$ <u>2875.00</u>
Judging:	\$ <u>          </u>
Officiating:	\$ <u>          </u>
<b>Total Cost:</b>	\$ <u><u>2875.00</u></u>

### Total Trip Expenses

Staff Expe	\$ <u>3112.50</u>
Student Ex	\$ <u>10204.92</u>
Other Expe	\$ <u>2875.00</u>
<b>Total Cost:</b>	\$ <u><u>16192.42</u></u>

### Payment Responsibility

Paid by Stu	\$ <u>9020.42</u>	Per Student \$	<u>410.02</u>
Paid by Dis	\$ <u>7172.00</u>		

<p><b>Description of Expenses Paid by Students</b>            GBN DECA will pay from ACCT: 820162 (\$2,420.42). By doing this, the cost to the students will be \$300. Please note, Expense</p>
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## **FLIGHT INFORMATION:**

### **Departure: Saturday., April 21st:**

- Meet at O'Hare Terminal 3 (American Airlines) 6:00am
- American Airlines Flight 1388
- Depart: 8:45am (CST) Chicago, IL
- Arrive: 11:41am (EST) Atlanta, GA
- MARTA Rail from Airport to Hotel Indigo Atlanta Downtown

### **Return: Wednesday, April 25th:**

- *Leaving Hotel Indigo - Atlanta, GA @ 4:45am (EST), arriving O'Hare @ 9:09am (CST)*
- American Airlines Flight 1574
- Depart: 7:50am (EST) Atlanta, GA
- Arrive: 9:09am (CST) Chicago, IL
- Pick up @ O'Hare approximately 9:30am

## **HOTEL INFORMATION:**

- Hotel Indigo Atlanta Downtown  
230 Peachtree St NW, Atlanta, GA 30303  
(404) 523-7600



DECA  
INTERNATIONAL  
**CAREER**  
DEVELOPMENT  
CONFERENCE



ATLANTA  
APRIL 21-24, 2018

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#DECAICDC





**DECA**  
INTERNATIONAL  
**CAREER**  
DEVELOPMENT  
CONFERENCE

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### OVERVIEW + AGENDA

- Greetings from the Executive Director
- Greetings from the Executive Officer Team
- Connect with #DECAICDC
- Overview Agenda
- Grand Opening Session
- Achievement Awards Session
- Grand Awards Session

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- Election Activities
- Emerging Leader Series
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- Honorary Life Membership Award

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### LOOKING AHEAD

- Theme
- Conferences





**LOU DIGIOIA, CAE**  
@Loudig

# GREETINGS FROM THE EXECUTIVE DIRECTOR

Welcome to the 2018 DECA International Career Development Conference in Atlanta, Georgia!

Over 19,000 DECA members, advisors and corporate partners have gathered in ATL for the pinnacle event of the DECA year, and we could not be more excited to spend the next four days creating new connections, engaging in challenging new adventures and celebrating incredible achievements with each of you.

DECA is an integral component of classroom instruction that helps members apply their learning and connect to business. This year, DECA encouraged you to take advantage of the #Limitless opportunities available to you through this organization – and you did just that! You participated in DECA's Chapter Campaigns, created innovative new products in the DECA Idea Challenge, attended career pathway conferences, earned Gold-Level Certification for your School-based Enterprise, and conquered the competition to make it all the way to the international stage at #DECAICDC.

While #DECAICDC is the most anticipated event of the year, the next four days you'll spend in Atlanta will certainly go by faster than you ever expected. Be sure to take advantage of every opportunity DECA offers you this week, such as meeting incredible corporate partners, colleges and universities, and vendors in our exhibit hall, and sharing your experiences on social media using #DECAICDC. Also, don't forget to experience the #Limitless attractions this city offers too, like the Georgia Aquarium, World of Coca-Cola, the CNN Center and Six Flags Over Georgia, just to name a few.

Remember, just because you've made it to #DECAICDC doesn't mean you've reached the end of your journey. Every new connection you make and challenge you conquer here in Atlanta will bring you one step closer to achieving your dreams.

Congratulations on making it to ICDC and get ready for a #Limitless experience in Atlanta!





# GREETINGS FROM YOUR EXECUTIVE OFFICERS

You've officially made it to DECA's International Career Development Conference in beautiful Atlanta, Georgia! Over the next four days, we will find out what it truly means to be #Limitless and have an experience of a lifetime.

From our sessions in the brand new Mercedes-Benz Stadium to showcasing your academic preparation and community focus through competition in the second largest convention center in the U.S.A., we are excited for you to be empowered in our Emerging Leader Series so you can provide effective leadership, and make connections with future employers, colleges and universities at our College and Career Exhibits. Atlanta has many opportunities to engage you in marketing, finance, hospitality and management beyond the conference. Whether it is Six Flags Over Georgia, World of Coca-Cola or the Georgia Aquarium, you will always have something to do. There is nowhere else you should want to be than right here at #DECAICDC.

Share all of your memories and adventures in Atlanta on social media using #DECAICDC. With over 19,000 members, advisors, business partners and spectators in attendance, our social media presence will be nothing short of #Limitless.

Over these next few days at #DECAICDC, challenge yourself to meet new people, live in the moment, make the most of every experience, and most of all, show us what #Limitless really means to YOU.



**JARON MAY**  
PRESIDENT  
[@DECA\\_Jaron](#)

**HAYLEY HAAS**  
WESTERN REGION VICE PRESIDENT  
[@decavphayley](#)

**MARJORIE SPROUL**  
SOUTHERN REGION VICE PRESIDENT  
[@decavpmarjorie](#)

**MASON MAVERICK SMITH**  
NORTH ATLANTIC REGION VICE PRESIDENT  
[@decavpmasons](#)

**LEAH HOFFMAN**  
CENTRAL REGION VICE PRESIDENT  
[@decavpleah](#)





# DECA

## INTERNATIONAL CAREER DEVELOPMENT CONFERENCE

The DECA International Career Development Conference (ICDC) is the culmination of the DECA year. More than 19,000 high school students, teacher-advisors, business professionals and alumni gather for several days of DECA excitement.

DECA members demonstrate their college and career ready knowledge and skills by participating in DECA's industry-validated Competitive Events Program, aligned with Career Clusters, National Curriculum Standards and 21<sup>st</sup> Century Skills in the areas of marketing, finance, hospitality, management and entrepreneurship. These members have qualified to attend based on superior performance at the district and association level. More than 1,000 business professionals serve as expert judges to evaluate DECA members' mastery of these concepts.

In addition, thousands of members participate in DECA's Emerging Leader Series, which helps them attain 21<sup>st</sup> Century Skills in the areas of collaboration and teamwork, communication, critical thinking and problem solving and creativity. One highlight is the involvement of executive mentors who provide college and career advice.

Thousands of DECA advisors and educators participate in administering DECA's Competitive Events Program and Emerging Leader Series while also participating in professional learning activities.



## CLASSROOM CONNECTION

DECA's International Career Development Conference supports educational initiatives.

- Career Clusters®
- National Curriculum Standards
- 21<sup>st</sup> Century Skills
- Common Core State Standards
- Project-based Learning
- Personal Financial Literacy



*The National Association of Secondary School Principals has placed this program on the NASSP National Advisory List of Contests and Activities for 2017-2018.*

**FRIDAY, APRIL 20**

12:00 PM – 6:00 PM	<b>REGISTRATION</b> <i>For Chartered Association Advisors. Chapter advisors register with their chartered association advisor.</i>	B401-B402
12:00 PM – 9:00 PM	<b>HEADQUARTERS + TOURS BOOTH</b>	B401-B402
12:00 PM – 9:00 PM	<b>SHOP DECA</b> <i>(blazers only)</i>	B401-B402
12:00 PM – 9:00 PM	<b>DECA 5K RUN/WALK</b> <i>Pre-Registration</i>	B401-B402
6:00 PM	<b>CHARTERED ASSOCIATION ADVISOR DINNER</b> <i>(by invitation only)</i>	B404

**SATURDAY, APRIL 21**

7:00 AM – 8:30 PM	<b>HEADQUARTERS + TOURS BOOTH</b>	B401-B402
7:00 AM – 8:30 PM	<b>SHOP DECA</b> <i>(blazers only)</i>	B401-B402
7:30 AM	<b>DECA 5K RUN/WALK</b>	International Plaza
8:30 AM	<b>OFFICER CANDIDATE ORIENTATION + INTERVIEWS</b>	B318
9:30 AM	<b>EVENT DIRECTORS' + ASSISTANT EVENT DIRECTORS' BRIEFING</b>	B210-B215
10:00 AM – 5:00 PM	<b>DECA DAY AT SIX FLAGS OVER GEORGIA</b> <i>(Advance ticket purchase required)</i>	
1:00 PM – 5:00 PM	<b>EXHIBIT + CAMPAIGN BOOTH SET-UP</b>	Hall B3
4:00 PM	<b>PARADE OF CHARTERED ASSOCIATIONS REHEARSAL</b>	Mercedes-Benz Stadium
7:30 PM	<b>EXECUTIVE MENTOR WELCOME</b> <i>(by invitation only)</i>	Mercedes-Benz Stadium
8:30 PM	<b>GRAND OPENING SESSION</b> <i>Featuring keynote presentation by Joseph Abboud</i>	Mercedes-Benz Stadium
12:30 AM	<b>CURFEW</b> <i>Chapters and chartered associations may set earlier curfew times.</i>	

**SUNDAY, APRIL 22**

7:00 AM – 5:00 PM	<b>HEADQUARTERS + TOURS BOOTH</b>	B401-B402
7:00 AM – 5:00 PM	<b>SHOP DECA</b> <i>(blazers only)</i>	B401-B402
7:30 AM	<b>VIRTUAL BUSINESS CHALLENGE BRIEFING</b> <i>(required)</i>	A302-A305
8:00 AM – 11:30 AM	<b>SCHOOL-BASED ENTERPRISE ACADEMY   FOOD OPERATIONS</b> <i>Sponsored by Otis Spunkmeyer, an ARYZTA Brand, CareerSafe and Costco</i>	B302-B304
8:00 AM – 4:00 PM	<b>CAREER EXHIBITS + CAMPAIGN BOOTHS + SHOP DECA</b> <i>(Advisors only from 8:00 AM - 9:00 AM)</i>	Hall B3
8:00 AM – 4:00 PM	<b>EMERGING LEADER SERIES</b>	See page 35
8:00 AM – 5:00 PM	<b>COMPETITIVE EVENT BRIEFING + TESTING</b>	See pages 13-33
9:00 AM – 3:00 PM	<b>ADVISOR PROFESSIONAL LEARNING SERIES</b> <i>Sponsored by PepsiCo Chilled DSD</i>	B308-B310 See pages 36-37
9:30 AM – 1:00 PM	<b>EXECUTIVE MENTOR PROGRAM</b>	B311
12:00 PM	<b>MDA LUNCHEON</b> <i>Sponsored by Muscular Dystrophy Association (by invitation only)</i>	B404
12:30 PM – 4:00 PM	<b>SCHOOL-BASED ENTERPRISE ACADEMY   RETAIL OPERATIONS</b> <i>Sponsored by Otis Spunkmeyer, an ARYZTA Brand, CareerSafe and Costco</i>	B302-B304
4:00 PM	<b>VOTING DELEGATES' BRIEFING + CANDIDATE CAMPAIGN SESSION</b>	B206
6:00 PM – 11:00 PM	<b>DECA NIGHT AT PEMBERTON PLACE</b> <i>(Advance ticket purchase required)</i>	Georgia Aquarium The World of Coca-Cola
12:30 AM	<b>CURFEW</b> <i>Chapters and chartered associations may set earlier curfew times.</i>	

## MONDAY, APRIL 23

7:00 AM – 7:00 PM	HEADQUARTERS + TOURS BOOTH	B401-B402
7:30 AM	JUDGES' ORIENTATION	B302-B304 + B312-B314
8:00 AM – 4:00 PM	CAREER EXHIBITS + CAMPAIGN BOOTHS + SHOP DECA	Hall B3
8:00 AM – 7:00 PM	COMPETITIVE EVENT PRELIMINARY COMPETITION	See pages 13-33
8:30 AM – 10:30 AM	JOHNSON & WALES SCHOLARSHIP AWARD BREAKFAST <i>Sponsored by Johnson &amp; Wales University (by invitation only)</i>	B404
8:30 AM – 4:45 PM	EMERGING LEADER SERIES	See page 35
9:00 AM – NOON	ADMINISTRATOR DAY	B213
9:00 AM – 3:00 PM	ADVISOR PROFESSIONAL LEARNING SERIES <i>Sponsored by PepsiCo Chilled DSD</i>	B308-B310 See pages 36-37
NOON – 1:30 PM	CHARTERED ASSOCIATION OFFICER/ADVISOR LUNCHEON <i>Sponsored by U.S. Army (by invitation only)</i>	B312-B314
12:30 PM	JUDGES' ORIENTATION	B302-B304
2:00 PM – 3:30 PM	LEADERSHIP RECOGNITION <i>(by invitation only)</i>	B213
3:30 PM – 4:30 PM	COMPETITIVE EVENTS UPDATE WORKSHOP <i>(Advisors Only)</i>	B310
8:30 PM	DECA CONCERT <i>(Advance ticket purchase required)</i>	Mercedes-Benz Stadium
12:30 AM	CURFEW <i>Chapters and chartered associations may set earlier curfew times.</i>	

## TUESDAY, APRIL 24

7:30 AM – 10:30 AM	JUDGES' ORIENTATION	B308-B309
7:30 AM – 6:00 PM	HEADQUARTERS	B401-B402
8:00 AM	ACHIEVEMENT AWARDS SESSION	Mercedes-Benz Stadium
8:30 AM – 6:00 PM	SHOP DECA FINALIST T-SHIRT + RECOGNITION ITEMS	B401-B402
8:30 AM – 6:00 PM	COMPETITIVE EVENT FINAL COMPETITION	Hall B2
NOON	BUSINESS + ELECTION SESSION	Omni Atlanta Hotel Grand Ballroom E
2:00 PM – 3:00 PM	WRITTEN REPORT + CERTIFICATE RETURN <i>(Chartered Association Advisor or Designee Only)</i>	B401-B402
7:00 PM – 8:00 PM	SCHOLARSHIP + NATIONAL ADVISORY BOARD RECEPTION <i>Sponsored by National Advisory Board Partners (by invitation only)</i>	Mercedes-Benz Stadium
8:30 PM	GRAND AWARDS SESSION	Mercedes-Benz Stadium
12:30 AM	CURFEW <i>Chapters and chartered associations may set earlier curfew times.</i>	

## WEDNESDAY, APRIL 25

9:00 AM – 1:00 PM	NEW EXECUTIVE OFFICER ORIENTATION	Omni Atlanta Hotel
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# SATURDAY

8:30 PM

## GRAND OPENING SESSION

📍 MERCEDES-BENZ STADIUM

DECA's Grand Opening Session kicks off #DECAICDC with the excitement and anticipation of the competition and leadership development that awaits our emerging leaders and entrepreneurs. The Grand Opening Session led by your 2017-2018 Executive Officer Team will feature the annual parade of chartered associations, recognition of the top 10 DECA membership chapters, recognition of the top three Muscular Dystrophy Association fundraising chapters and the exciting components below.



**STREAMING LIVE**  
DECA.ORG/ICDC

### SEATING ASSIGNED BY ASSOCIATION

*Seating for this session is assigned by association. Please refer to the DECA ICDC app for your association's assigned seating section. DECA and your executive officer team are committed to making the Grand Opening Session enthusiastic and engaging. Please do your part by staying in your seats until the session has adjourned.*

*Please allow ample time as security screening measures will be in place. All bags and materials will be inspected prior to entry at the Mercedes-Benz Stadium.*



### JOSEPH ABBOUD

#### KEYNOTE PRESENTATION

Mr. Abboud is the Chief Creative Director for Men's Wearhouse, a longtime member of DECA's National Advisory Board, and is known for his long and successful career as a fashion designer and entrepreneur. Mr. Abboud began his career by selling suits at a store in his hometown of Boston, Mass. From there, he went on to become a buyer, merchandiser, promotion and advertising coordinator, and eventually launched his own label in 1984. Mr. Abboud's impressive resume also includes being the associate director of menswear design for Ralph Lauren, being the first designer to win the CFDA award as Best Menswear Designer two years in a row and having a flagship store on Madison Avenue in New York City.

🐦 @JosephAbboud



### BILLY GILMAN

#### MUSCULAR DYSTROPHY ASSOCIATION PRESENTATION

National recording artist and The Voice: Season 11 runner up, Billy Gilman will present awards to the top three MDA fundraising chapters, as well as give a special performance. Gilman was included in the Guinness Book of World Records for being the youngest singer to ever reach #1 on the Billboard Top Country Album charts. He has sold 5 million albums worldwide and garnered awards and nods from the Academy of Country Music, the Country Music Association, Billboard Magazine and the American Music Association.

🐦 @BillyGilman



## NO ASSIGNED SEATING

Times shown for the Achievement Awards Session are approximate. The awards may run faster or slower than the schedule shows. Please allow ample time as security screening measures will be in place. All bags and materials will be inspected prior to entry at the Mercedes-Benz Stadium.

**8:00 AM** Business Law and Ethics Team Decision Making  
Buying and Merchandising Team Decision Making  
Entrepreneurship Team Decision Making  
Financial Services Team Decision Making  
Hospitality Services Team Decision Making  
Marketing Management Team Decision Making  
Sports and Entertainment Marketing Team Decision Making  
Travel and Tourism Team Decision Making

**8:30 AM** Accounting Applications Series  
Apparel and Accessories Marketing Series  
Automotive Services Marketing Series  
Business Finance Series  
Business Services Marketing Series  
Entrepreneurship Series  
Food Marketing Series  
Hotel and Lodging Management Series  
Human Resources Management Series  
Marketing Communications Series  
Quick Serve Restaurant Management Series  
Restaurant and Food Service Management Series  
Retail Merchandising Series  
Sports and Entertainment Marketing Series

**9:45 AM** Personal Financial Literacy  
Principles of Business Management and Administration  
Principles of Finance  
Principles of Hospitality and Tourism  
Principles of Marketing  
School-based Enterprise—Food Service Operations  
School-based Enterprise—Retail Operations

**10:15 AM** Financial Consulting  
Hospitality and Tourism Professional Selling  
Professional Selling  
Advertising Campaign  
Fashion Merchandising Promotion Plan  
Sports and Entertainment Promotion Plan

**10:45 AM** Stock Market Game  
Innovation Plan  
Start-Up Business Plan  
Business Growth Plan  
Franchise Business Plan  
Independent Business Plan  
International Business Plan  
Community Service Project  
Creative Marketing Project  
Entrepreneurship Promotion Project  
Financial Literacy Promotion Project  
Learn and Earn Project  
Public Relations Project  
Business Services Operations Research  
Buying and Merchandising Operations Research  
Finance Operations Research  
Hospitality and Tourism Operations Research  
Sports and Entertainment Marketing Operations Research

# TUESDAY

## 8:00 AM ACHIEVEMENT AWARDS SESSION

📍 MERCEDES-BENZ STADIUM

DECA's Achievement Awards Session recognizes top performers in preliminary competition of DECA's Competitive Events Program.

Silver-ribbon medallions are awarded to top performers in the presentation and on the exam.

Blue-ribbon medallions are awarded to the overall competitive event finalists who will compete in the final round of competition.

**ALL BLUE-RIBBON MEDALLION FINALISTS SHOULD IMMEDIATELY REPORT TO SECTION 135 ON THE CONCOURSE LEVEL OF THE MERCEDES-BENZ STADIUM TO VERIFY THEIR COMPETITION TIME.**



# TUESDAY

## 8:30 PM GRAND AWARDS SESSION

📍 MERCEDES-BENZ STADIUM

DECA's Grand Awards Session is full of energy and aspirations as hundreds of DECA competitive events finalists wait to hear their name called as a top 10 winner in hopes of then earning the title of international champion. In addition to naming our highest performers in DECA's Competitive Events Program, DECA's scholarship recipients are recognized and the announcement of the incoming executive officer team is made. The Grand Awards Session is the pinnacle of recognition for an academic year of preparing to be college and career ready.



**STREAMING LIVE**  
DECA.ORG/ICDC

### SEATING ASSIGNED BY ASSOCIATION

*Seating for this session is assigned by association. Please refer to the DECA ICDC app for your association's assigned seating section.*

*Please allow ample time as security screening measures will be in place. All bags and materials will be inspected prior to entry at the Mercedes-Benz Stadium.*

## SCHOLARSHIP PROVIDERS

DECA is grateful to the following National Advisory Board companies and supporters for providing more than \$300,000 in scholarships to DECA student members and advisors.

Association of International Certified  
Professional Accountants  
ARYZTA (Otis Spunkmeyer, Inc.)  
Bob Foehlinger Memorial  
Central Region DECA  
DECA Inc.  
DECA Legacy of Leadership  
Ed Fleming Memorial  
Edward L. Davis  
Franchise Education & Research  
Foundation (Don DeBolt)  
Hilton Worldwide  
J. Willard & Alice S. Marriott Foundation  
Johnson & Wales University  
Journeys  
Larry Lorenzi Memorial

Leonard Pokladnik Memorial  
M&M Productions USA  
Marriott International, Inc.  
National Automotive Parts Association  
(NAPA)  
National Society of High School  
Scholars  
National Technical Honor Society  
North Atlantic Region DECA  
Pat DiPlacido Memorial  
PDC Productions  
PepsiCo Chilled DSD  
Publix Super Markets, Inc.  
Sonya Dismuke Memorial  
Southern Region DECA  
Western Region DECA



# SATURDAY

7:30 AM

📍 International Plaza at the  
Georgia World Congress Center



The **DECA 5K** is an annual community service conference activity that benefits the Muscular Dystrophy Association and DECA's scholarship fund.

## THANKS TO OUR SPONSORS

*Holiday Inn Express Atlanta, Johnson & Wales University, Lead2Feed, Legacy Ventures Hotel (Embassy Suites Downtown, The American Hotel A Doubletree by Hilton, The Hilton Garden Inn Downtown, The Glenn Hotel and Indigo Downtown Atlanta), Marriott International, Inc., Muscular Dystrophy Association National Apartment Association Education Institute, Otis Spunkmeyer, Inc. an ARYZTA Brand, PepsiCo Chilled, Suffolk University, US Army, Vector Marketing*



## FANTASTIC FUTURES START HERE

# WE ARE SO MUCH MORE THAN A PARTS STORE

Think NAPA is just an auto parts store? We are so much more! With 6,000 stores, 57 distribution centers, and 16,000 NAPA AutoCare Centers to support, we offer lots of awesome opportunities that you may not know exist.

Some of our careers require an automotive background, but many do not. We offer internships, apprenticeships, part- and full-time employment in a variety of roles including Retail, Marketing, IT, Sales, Human Resources, Logistics, and an amazing 18-month Executive Management Trainee program where many of our leadership team started their careers with NAPA.

Did you know that NAPA partners with the Walt Disney World resort, major airlines, schools, police, and fire departments to keep their equipment and vehicles moving? Just one of the many cool things about NAPA.

NAPA is proud to partner with DECA to help students across the country with scholarships, career exploration, and mentorship (national and local). Visit [NAPAautojobs.com](http://NAPAautojobs.com) to discover the many career opportunities with NAPA.



**SATURDAY**

**SUNDAY**

**MONDAY**

**TUESDAY**

**9:30 AM**

📍 B212

Event Director's +  
Assistant Event  
Directors' Briefing

**1:00 PM**

📍 B5

Event Director's +  
Event Assistants' Briefing

**2:00 PM**

📍 B5

Participants' Briefing  
+ Testing

**7:00 AM**

📍 B2

Event Director's +  
Event Assistants' Briefing

**8:00 AM**

📍 B2

Preliminary Competition

**8:00 AM**

📍 B2

Event Director's +  
Event Assistants' Briefing

**9:30 AM**

📍 B2

Final Competition

**ACCOUNTING  
APPLICATIONS  
SERIES**

ACT



American Institute of CPAs®

**9:30 AM**

📍 B215

Event Director's +  
Assistant Event  
Directors' Briefing

**8:00 AM**

📍 Thomas Murphy  
Ballroom

Event Director's +  
Event Assistants' Briefing

**9:00 AM**

📍 Thomas Murphy  
Ballroom

Participants' Briefing  
+ Testing  
+ Manual Registration

**7:30 AM**

📍 B4

Event Director's +  
Event Assistants' Briefing

**10:00 AM**

📍 B4

Preliminary Competition

**7:30 AM**

📍 B2

Event Director's Briefing

**9:30 AM**

📍 B2

Event Assistants' Briefing

**10:30 AM**

📍 B2

Final Competition

**ADVERTISING  
CAMPAIGN**

ADC

**9:30 AM**

📍 B212

Event Director's +  
Assistant Event  
Directors' Briefing

**1:00 PM**

📍 B5

Event Director's +  
Event Assistants' Briefing

**2:00 PM**

📍 B5

Participants' Briefing  
+ Testing

**1:00 PM**

📍 B2

Event Director's +  
Event Assistants' Briefing

**1:30 PM**

📍 B2

Preliminary Competition

**8:00 AM**

📍 B2

Event Director's +  
Event Assistants' Briefing

**9:30 AM**

📍 B2

Final Competition

**APPAREL AND  
ACCESSORIES  
MARKETING  
SERIES**

AAM

MEN'S WEARHOUSE®

**9:30 AM**

📍 B212

Event Director's +  
Assistant Event  
Directors' Briefing

**1:00 PM**

📍 B5

Event Director's +  
Event Assistants' Briefing

**2:00 PM**

📍 B5

Participants' Briefing  
+ Testing

**7:00 AM**

📍 B2

Event Director's +  
Event Assistants' Briefing

**8:00 AM**

📍 B2

Preliminary Competition

**8:00 AM**

📍 B2

Event Director's +  
Event Assistants' Briefing

**9:30 AM**

📍 B2

Final Competition

**AUTOMOTIVE  
SERVICES  
MARKETING  
SERIES**

ASM



**9:30 AM**

📍 B212

Event Director's +  
Assistant Event  
Directors' Briefing

**1:00 PM**

📍 B5

Event Director's +  
Event Assistants' Briefing

**2:00 PM**

📍 B5

Participants' Briefing  
+ Testing

**1:00 PM**

📍 B2

Event Director's +  
Event Assistants' Briefing

**1:30 PM**

📍 B2

Preliminary Competition

**8:00 AM**

📍 B2

Event Director's +  
Event Assistants' Briefing

**9:30 AM**

📍 B2

Final Competition

**BUSINESS  
FINANCE  
SERIES**

BFS

**SATURDAY**

**SUNDAY**

**MONDAY**

**TUESDAY**

**9:30 AM**

📍 B214

Event Director's +  
Assistant Event  
Directors' Briefing

**9:00 AM**

📍 B4

Event Director's +  
Event Assistants' Briefing

**10:00 AM**

📍 B4

Participants' Briefing  
+ Manual Registration

**7:30 AM**

📍 B4

Event Director's +  
Event Assistants' Briefing

**11:40 AM**

📍 B4

Preliminary Competition

**7:30 AM**

📍 B2

Event Director's Briefing

**11:00 AM**

📍 B2

Event Assistants' Briefing

**11:40 AM**

📍 B2

Final Competition

**BUSINESS  
GROWTH  
PLAN**

EBG

**9:30 AM**

📍 B211

Event Director's +  
Assistant Event  
Directors' Briefing

**8:00 AM**

📍 B5

Event Director's +  
Event Assistants' Briefing

**9:00 AM**

📍 B5

Participants' Briefing  
+ Testing

**7:00 AM**

📍 B1

Event Director's +  
Event Assistants' Briefing

**8:00 AM**

📍 B1

Preliminary Competition

**8:00 AM**

📍 B2

Event Director's +  
Event Assistants' Briefing

**8:45 AM**

📍 B2

Final Competition

**BUSINESS LAW  
AND ETHICS  
TEAM DECISION  
MAKING**

BLTDM

**9:30 AM**

📍 B212

Event Director's +  
Assistant Event  
Directors' Briefing

**1:00 PM**

📍 B5

Event Director's +  
Event Assistants' Briefing

**2:00 PM**

📍 B5

Participants' Briefing  
+ Testing

**7:00 AM**

📍 B2

Event Director's +  
Event Assistants' Briefing

**8:00 AM**

📍 B2

Preliminary Competition

**8:00 AM**

📍 B2

Event Director's +  
Event Assistants' Briefing

**9:30 AM**

📍 B2

Final Competition

**BUSINESS  
SERVICES  
MARKETING  
SERIES**

BSM

**9:30 AM**

📍 B214

Event Director's +  
Assistant Event  
Directors' Briefing

**9:00 AM**

📍 B4

Event Director's +  
Event Assistants' Briefing

**10:00 AM**

📍 B4

Participants' Briefing  
+ Manual Registration

**7:30 AM**

📍 B4

Event Director's +  
Event Assistants' Briefing

**11:40 AM**

📍 B4

Preliminary Competition

**7:30 AM**

📍 B2

Event Director's Briefing

**11:00 AM**

📍 B2

Event Assistants' Briefing

**11:40 AM**

📍 B2

Final Competition

**BUSINESS  
SERVICES  
OPERATIONS  
RESEARCH**

BOR

**9:30 AM**

📍 B214

Event Director's +  
Assistant Event  
Directors' Briefing

**9:00 AM**

📍 B4

Event Director's +  
Event Assistants' Briefing

**10:00 AM**

📍 B4

Participants' Briefing  
+ Manual Registration

**7:30 AM**

📍 B4

Event Director's +  
Event Assistants' Briefing

**11:40 AM**

📍 B4

Preliminary Competition

**7:30 AM**

📍 B2

Event Director's Briefing

**11:00 AM**

📍 B2

Event Assistants' Briefing

**11:40 AM**

📍 B2

Final Competition

**BUYING AND  
MERCHANDISING  
OPERATIONS  
RESEARCH**

BMOR

PiperJaffray



SATURDAY

SUNDAY

MONDAY

TUESDAY

9:30 AM

📍 B211  
Event Director's +  
Assistant Event  
Directors' Briefing

8:00 AM

📍 B5  
Event Director's +  
Event Assistants' Briefing

9:00 AM

📍 B5  
Participants' Briefing  
+ Testing

7:00 AM

📍 B1  
Event Director's +  
Event Assistants' Briefing

8:00 AM

📍 B1  
Preliminary Competition

8:00 AM

📍 B2  
Event Director's +  
Event Assistants' Briefing

8:45 AM

📍 B2  
Final Competition

**BUYING AND  
MERCHANDISING  
TEAM DECISION  
MAKING**

BTDM

9:30 AM

📍 B214  
Event Director's +  
Assistant Event  
Directors' Briefing

12:00 PM

📍 B4  
Event Director's +  
Event Assistants' Briefing

1:00 PM

📍 B4  
Participants' Briefing  
+ Manual Registration

7:30 AM

📍 B4  
Event Director's +  
Event Assistants' Briefing

11:40 AM

📍 B4  
Preliminary Competition

7:30 AM

📍 B2  
Event Director's Briefing

11:00 AM

📍 B2  
Event Assistants' Briefing

11:40 AM

📍 B2  
Final Competition

**COMMUNITY  
SERVICE  
PROJECT**

CSP



9:30 AM

📍 B214  
Event Director's +  
Assistant Event  
Directors' Briefing

12:00 PM

📍 B4  
Event Director's +  
Event Assistants' Briefing

1:00 PM

📍 B4  
Participants' Briefing  
+ Manual Registration

7:30 AM

📍 B4  
Event Director's +  
Event Assistants' Briefing

11:40 AM

📍 B4  
Preliminary Competition

7:30 AM

📍 B2  
Event Director's Briefing

11:00 AM

📍 B2  
Event Assistants' Briefing

11:40 AM

📍 B2  
Final Competition

**CREATIVE  
MARKETING  
PROJECT**

CMP

9:30 AM

📍 B214  
Event Director's +  
Assistant Event  
Directors' Briefing

12:00 PM

📍 B4  
Event Director's +  
Event Assistants' Briefing

1:00 PM

📍 B4  
Participants' Briefing  
+ Manual Registration

7:30 AM

📍 B4  
Event Director's +  
Event Assistants' Briefing

11:40 AM

📍 B4  
Preliminary Competition

7:30 AM

📍 B2  
Event Director's Briefing

11:00 AM

📍 B2  
Event Assistants' Briefing

11:40 AM

📍 B2  
Final Competition

**ENTREPRENEURSHIP  
PROMOTION  
PROJECT**

EPP

9:30 AM

📍 B212  
Event Director's +  
Assistant Event  
Directors' Briefing

1:00 PM

📍 B5  
Event Director's +  
Event Assistants' Briefing

2:00 PM

📍 B5  
Participants' Briefing  
+ Testing

1:00 PM

📍 B2  
Event Director's +  
Event Assistants' Briefing

1:30 PM

📍 B2  
Preliminary Competition

8:00 AM

📍 B2  
Event Director's +  
Event Assistants' Briefing

9:30 AM

📍 B2  
Final Competition

**ENTREPRENEURSHIP  
SERIES**

ENT



**SATURDAY**

**SUNDAY**

**MONDAY**

**TUESDAY**

**9:30 AM**

📍 B211  
Event Director's +  
Assistant Event  
Directors' Briefing

**8:00 AM**

📍 B5  
Event Director's +  
Event Assistants' Briefing

**9:00 AM**

📍 B5  
Participants' Briefing  
+ Testing

**7:00 AM**

📍 B1  
Event Director's +  
Event Assistants' Briefing

**8:00 AM**

📍 B1  
Preliminary Competition

**8:00 AM**

📍 B2  
Event Director's +  
Event Assistants' Briefing

**8:45 AM**

📍 B2  
Final Competition

**ENTREPRENEURSHIP  
TEAM DECISION  
MAKING**

ETDM

**9:30 AM**

📍 B215  
Event Director's +  
Assistant Event  
Directors' Briefing

**8:00 AM**

📍 Thomas Murphy  
Ballroom  
Event Director's +  
Event Assistants' Briefing

**9:00 AM**

📍 Thomas Murphy  
Ballroom  
Participants' Briefing  
+ Testing  
+ Manual Registration

**7:30 AM**

📍 B4  
Event Director's +  
Event Assistants' Briefing

**10:00 AM**

📍 B4  
Preliminary Competition

**7:30 AM**

📍 B2  
Event Director's Briefing

**9:30 AM**

📍 B2  
Event Assistants' Briefing

**10:30 AM**

📍 B2  
Final Competition

**FASHION  
MERCHANDISING  
PROMOTION  
PLAN**

FMP



**9:30 AM**

📍 B214  
Event Director's +  
Assistant Event  
Directors' Briefing

**9:00 AM**

📍 B4  
Event Director's +  
Event Assistants' Briefing

**10:00 AM**

📍 B4  
Participants' Briefing  
+ Manual Registration

**7:30 AM**

📍 B4  
Event Director's +  
Event Assistants' Briefing

**11:40 AM**

📍 B4  
Preliminary Competition

**7:30 AM**

📍 B2  
Event Director's Briefing

**11:00 AM**

📍 B2  
Event Assistants' Briefing

**11:40 AM**

📍 B2  
Final Competition

**FINANCE  
OPERATIONS  
RESEARCH**

FOR

**9:30 AM**

📍 B215  
Event Director's +  
Assistant Event  
Directors' Briefing

**1:00 PM**

📍 B312-B314  
Event Director's +  
Event Assistants' Briefing

**2:00 PM**

📍 B312-B314  
Participants' Briefing  
+ Testing

**7:00 AM**

📍 B4  
Event Director's +  
Event Assistants' Briefing

**8:00 AM**

📍 B4  
Preliminary Competition

**7:30 AM**

📍 B2  
Event Director's Briefing

**9:30 AM**

📍 B2  
Event Assistants' Briefing

**10:30 AM**

📍 B2  
Final Competition

**FINANCIAL  
CONSULTING**

FCE

**9:30 AM**

📍 B214  
Event Director's +  
Assistant Event  
Directors' Briefing

**12:00 PM**

📍 B4  
Event Director's +  
Event Assistants' Briefing

**1:00 PM**

📍 B4  
Participants' Briefing  
+ Manual Registration

**7:30 AM**

📍 B4  
Event Director's +  
Event Assistants' Briefing

**11:40 AM**

📍 B4  
Preliminary Competition

**7:30 AM**

📍 B2  
Event Director's Briefing

**11:00 AM**

📍 B2  
Event Assistants' Briefing

**11:40 AM**

📍 B2  
Final Competition

**FINANCIAL  
LITERACY  
PROMOTION  
PROJECT**

FLPP



**SATURDAY**

**SUNDAY**

**MONDAY**

**TUESDAY**

**9:30 AM**

📍 B211  
Event Director's +  
Assistant Event  
Directors' Briefing

**8:00 AM**

📍 B5  
Event Director's +  
Event Assistants' Briefing

**9:00 AM**

📍 B5  
Participants' Briefing  
+ Testing

**7:00 AM**

📍 B1  
Event Director's +  
Event Assistants' Briefing

**8:00 AM**

📍 B1  
Preliminary Competition

**8:00 AM**

📍 B2  
Event Director's +  
Event Assistants' Briefing

**8:45 AM**

📍 B2  
Final Competition

**FINANCIAL  
SERVICES  
TEAM DECISION  
MAKING**

FTDM

**9:30 AM**

📍 B212  
Event Director's +  
Assistant Event  
Directors' Briefing

**1:00 PM**

📍 B5  
Event Director's +  
Event Assistants' Briefing

**2:00 PM**

📍 B5  
Participants' Briefing  
+ Testing

**1:00 PM**

📍 B2  
Event Director's +  
Event Assistants' Briefing

**1:30 PM**

📍 B2  
Preliminary Competition

**8:00 AM**

📍 B2  
Event Director's +  
Event Assistants' Briefing

**9:30 AM**

📍 B2  
Final Competition

**FOOD  
MARKETING  
SERIES**

FMS

**9:30 AM**

📍 B214  
Event Director's +  
Assistant Event  
Directors' Briefing

**9:00 AM**

📍 B4  
Event Director's +  
Event Assistants' Briefing

**10:00 AM**

📍 B4  
Participants' Briefing  
+ Manual Registration

**7:30 AM**

📍 B4  
Event Director's +  
Event Assistants' Briefing

**11:40 AM**

📍 B4  
Preliminary Competition

**7:30 AM**

📍 B2  
Event Director's Briefing

**11:00 AM**

📍 B2  
Event Assistants' Briefing

**11:40 AM**

📍 B2  
Final Competition

**FRANCHISE  
BUSINESS  
PLAN**

EFB



**9:30 AM**

📍 B211  
Event Director's +  
Assistant Event  
Directors' Briefing

**8:00 AM**

📍 B5  
Event Director's +  
Event Assistants' Briefing

**9:00 AM**

📍 B5  
Participants' Briefing  
+ Testing

**7:00 AM**

📍 B1  
Event Director's +  
Event Assistants' Briefing

**8:00 AM**

📍 B1  
Preliminary Competition

**8:00 AM**

📍 B2  
Event Director's +  
Event Assistants' Briefing

**8:45 AM**

📍 B2  
Final Competition

**HOSPITALITY  
SERVICES TEAM  
DECISION MAKING**

HTDM



**9:30 AM**

📍 B214  
Event Director's +  
Assistant Event  
Directors' Briefing

**9:00 AM**

📍 B4  
Event Director's +  
Event Assistants' Briefing

**10:00 AM**

📍 B4  
Participants' Briefing  
+ Manual Registration

**7:30 AM**

📍 B4  
Event Director's +  
Event Assistants' Briefing

**11:40 AM**

📍 B4  
Preliminary Competition

**7:30 AM**

📍 B2  
Event Director's Briefing

**11:00 AM**

📍 B2  
Event Assistants' Briefing

**11:40 AM**

📍 B2  
Final Competition

**HOSPITALITY  
AND TOURISM  
OPERATIONS  
RESEARCH**

HTOR

PiperJaffray

**SATURDAY**

**SUNDAY**

**MONDAY**

**TUESDAY**

<p><b>9:30 AM</b>                  📍 B215                  Event Director's + Assistant Event Directors' Briefing</p>	<p><b>1:00 PM</b>                  📍 B312-B314                  Event Director's + Event Assistants' Briefing</p> <p><b>2:00 PM</b>                  📍 B312-B314                  Participants' Briefing + Testing</p>	<p><b>7:00 AM</b>                  📍 B4                  Event Director's + Event Assistants' Briefing</p> <p><b>8:00 AM</b>                  📍 B4                  Preliminary Competition</p>	<p><b>7:30 AM</b>                  📍 B2                  Event Director's Briefing</p> <p><b>9:30 AM</b>                  📍 B2                  Event Assistants' Briefing</p> <p><b>10:30 AM</b>                  📍 B2                  Final Competition</p>	<p><b>HOSPITALITY AND TOURISM PROFESSIONAL SELLING</b></p> <p>HTPS</p>
<p><b>9:30 AM</b>                  📍 B212                  Event Director's + Assistant Event Directors' Briefing</p>	<p><b>1:00 PM</b>                  📍 B5                  Event Director's + Event Assistants' Briefing</p> <p><b>2:00 PM</b>                  📍 B5                  Participants' Briefing + Testing</p>	<p><b>7:00 AM</b>                  📍 B2                  Event Director's + Event Assistants' Briefing</p> <p><b>8:00 AM</b>                  📍 B2                  Preliminary Competition</p>	<p><b>8:00 AM</b>                  📍 B2                  Event Director's + Event Assistants' Briefing</p> <p><b>9:30 AM</b>                  📍 B2                  Final Competition</p>	<p><b>HOTEL AND LODGING MANAGEMENT SERIES</b></p> <p>HLM</p>
<p><b>9:30 AM</b>                  📍 B212                  Event Director's + Assistant Event Directors' Briefing</p>	<p><b>1:00 PM</b>                  📍 B5                  Event Director's + Event Assistants' Briefing</p> <p><b>2:00 PM</b>                  📍 B5                  Participants' Briefing + Testing</p>	<p><b>1:00 PM</b>                  📍 B2                  Event Director's + Event Assistants' Briefing</p> <p><b>1:30 PM</b>                  📍 B2                  Preliminary Competition</p>	<p><b>8:00 AM</b>                  📍 B2                  Event Director's + Event Assistants' Briefing</p> <p><b>9:30 AM</b>                  📍 B2                  Final Competition</p>	<p><b>HUMAN RESOURCES MANAGEMENT SERIES</b></p> <p>HRM</p>
<p><b>9:30 AM</b>                  📍 B214                  Event Director's + Assistant Event Directors' Briefing</p>	<p><b>9:00 AM</b>                  📍 B4                  Event Director's + Event Assistants' Briefing</p> <p><b>10:00 AM</b>                  📍 B4                  Participants' Briefing + Manual Registration</p>	<p><b>7:30 AM</b>                  📍 B4                  Event Director's + Event Assistants' Briefing</p> <p><b>11:40 AM</b>                  📍 B4                  Preliminary Competition</p>	<p><b>7:30 AM</b>                  📍 B2                  Event Director's Briefing</p> <p><b>11:00 AM</b>                  📍 B2                  Event Assistants' Briefing</p> <p><b>11:40 AM</b>                  📍 B2                  Final Competition</p>	<p><b>INDEPENDENT BUSINESS PLAN</b></p> <p>EIB</p>
<p><b>9:30 AM</b>                  📍 B214                  Event Director's + Assistant Event Directors' Briefing</p>	<p><b>9:00 AM</b>                  📍 B4                  Event Director's + Event Assistants' Briefing</p> <p><b>10:00 AM</b>                  📍 B4                  Participants' Briefing + Manual Registration</p>	<p><b>7:30 AM</b>                  📍 B4                  Event Director's + Event Assistants' Briefing</p> <p><b>11:40 AM</b>                  📍 B4                  Preliminary Competition</p>	<p><b>7:30 AM</b>                  📍 B2                  Event Director's Briefing</p> <p><b>11:00 AM</b>                  📍 B2                  Event Assistants' Briefing</p> <p><b>11:40 AM</b>                  📍 B2                  Final Competition</p>	<p><b>INNOVATION PLAN</b></p> <p>EIP</p>

**SATURDAY**

**SUNDAY**

**MONDAY**

**TUESDAY**

**9:30 AM**

📍 B214

Event Director's +  
Assistant Event  
Directors' Briefing

**9:00 AM**

📍 B4

Event Director's +  
Event Assistants' Briefing

**10:00 AM**

📍 B4

Participants' Briefing  
+ Manual Registration

**7:30 AM**

📍 B4

Event Director's +  
Event Assistants' Briefing

**11:40 AM**

📍 B4

Preliminary Competition

**7:30 AM**

📍 B2

Event Director's Briefing

**11:00 AM**

📍 B2

Event Assistants' Briefing

**11:40 AM**

📍 B2

Final Competition

**INTERNATIONAL  
BUSINESS  
PLAN**

IBP

**9:30 AM**

📍 B214

Event Director's +  
Assistant Event  
Directors' Briefing

**12:00 PM**

📍 B4

Event Director's +  
Event Assistants' Briefing

**1:00 PM**

📍 B4

Participants' Briefing  
+ Manual Registration

**7:30 AM**

📍 B4

Event Director's +  
Event Assistants' Briefing

**11:40 AM**

📍 B4

Preliminary Competition

**7:30 AM**

📍 B2

Event Director's Briefing

**11:00 AM**

📍 B2

Event Assistants' Briefing

**11:40 AM**

📍 B2

Final Competition

**LEARN AND  
EARN  
PROJECT**

LEP

**9:30 AM**

📍 B212

Event Director's +  
Assistant Event  
Directors' Briefing

**1:00 PM**

📍 B5

Event Director's +  
Event Assistants' Briefing

**2:00 PM**

📍 B5

Participants' Briefing  
+ Testing

**7:00 AM**

📍 B2

Event Director's +  
Event Assistants' Briefing

**8:00 AM**

📍 B2

Preliminary Competition

**8:00 AM**

📍 B2

Event Director's +  
Event Assistants' Briefing

**9:30 AM**

📍 B2

Final Competition

**MARKETING  
COMMUNICATIONS  
SERIES**

MCS

**9:30 AM**

📍 B211

Event Director's +  
Assistant Event  
Directors' Briefing

**8:00 AM**

📍 B5

Event Director's +  
Event Assistants' Briefing

**9:00 AM**

📍 B5

Participants' Briefing  
+ Testing

**7:00 AM**

📍 B1

Event Director's +  
Event Assistants' Briefing

**8:00 AM**

📍 B1

Preliminary Competition

**8:00 AM**

📍 B2

Event Director's +  
Event Assistants' Briefing

**8:45 AM**

📍 B2

Final Competition

**MARKETING  
MANAGEMENT  
TEAM DECISION  
MAKING**

MTDM

**9:30 AM**

📍 B210

Event Director's +  
Assistant Event  
Directors' Briefing

**1:00 PM**

📍 Thomas Murphy  
Ballroom

Event Director's +  
Event Assistants' Briefing

**2:00 PM**

📍 Thomas Murphy  
Ballroom

Participants' Briefing  
+ Testing

**7:00 AM**

📍 B2

Event Director's +  
Event Assistants' Briefing

**8:00 AM**

📍 B2

Preliminary Competition

**9:30 AM**

📍 B2

Event Director's +  
Event Assistants' Briefing

**10:30 AM**

📍 B2

Final Competition

**PERSONAL  
FINANCIAL  
LITERACY**

PFL



**SATURDAY**

**SUNDAY**

**MONDAY**

**TUESDAY**

**9:30 AM**

📍 B210

Event Director's + Assistant Event Directors' Briefing

**1:00 PM**

📍 Thomas Murphy Ballroom

Event Director's + Event Assistants' Briefing

**2:00 PM**

📍 Thomas Murphy Ballroom  
Participants' Briefing + Testing

**7:00 AM**

📍 B2

Event Director's + Event Assistants' Briefing

**8:00 AM**

📍 B2

Preliminary Competition

**9:30 AM**

📍 B2

Event Director's + Event Assistants' Briefing

**10:30 AM**

📍 B2

Final Competition

**PRINCIPLES OF BUSINESS MANAGEMENT AND ADMINISTRATION**

PBM



**9:30 AM**

📍 B210

Event Director's + Assistant Event Directors' Briefing

**1:00 PM**

📍 Thomas Murphy Ballroom

Event Director's + Event Assistants' Briefing

**2:00 PM**

📍 Thomas Murphy Ballroom  
Participants' Briefing + Testing

**1:00 PM**

📍 B2

Event Director's + Event Assistants' Briefing

**1:30 PM**

📍 B2

Preliminary Competition

**9:30 AM**

📍 B2

Event Director's + Event Assistants' Briefing

**10:30 AM**

📍 B2

Final Competition

**PRINCIPLES OF FINANCE**

PFN

**9:30 AM**

📍 B210

Event Director's + Assistant Event Directors' Briefing

**1:00 PM**

📍 Thomas Murphy Ballroom

Event Director's + Event Assistants' Briefing

**2:00 PM**

📍 Thomas Murphy Ballroom  
Participants' Briefing + Testing

**1:00 PM**

📍 B2

Event Director's + Event Assistants' Briefing

**1:30 PM**

📍 B2

Preliminary Competition

**9:30 AM**

📍 B2

Event Director's + Event Assistants' Briefing

**10:30 AM**

📍 B2

Final Competition

**PRINCIPLES OF HOSPITALITY AND TOURISM**

PHT

**9:30 AM**

📍 B210

Event Director's + Assistant Event Directors' Briefing

**1:00 PM**

📍 Thomas Murphy Ballroom

Event Director's + Event Assistants' Briefing

**2:00 PM**

📍 Thomas Murphy Ballroom  
Participants' Briefing + Testing

**7:00 AM**

📍 B2

Event Director's + Event Assistants' Briefing

**8:00 AM**

📍 B2

Preliminary Competition

**9:30 AM**

📍 B2

Event Director's + Event Assistants' Briefing

**10:30 AM**

📍 B2

Final Competition

**PRINCIPLES OF MARKETING**

PMK



**9:30 AM**

📍 B215

Event Director's + Assistant Event Directors' Briefing

**1:00 PM**

📍 B312-B314

Event Director's + Event Assistants' Briefing

**2:00 PM**

📍 B312-B314  
Participants' Briefing + Testing

**7:00 AM**

📍 B4

Event Director's + Event Assistants' Briefing

**8:00 AM**

📍 B4

Preliminary Competition

**7:30 AM**

📍 B2

Event Director's Briefing

**9:30 AM**

📍 B2

Event Assistants' Briefing

**10:30 AM**

📍 B2

Final Competition

**PROFESSIONAL SELLING**

PSE

**SATURDAY**

**SUNDAY**

**MONDAY**

**TUESDAY**

**9:30 AM**

📍 B214

Event Director's + Assistant Event Directors' Briefing

**12:00 PM**

📍 B4

Event Director's + Event Assistants' Briefing

**1:00 PM**

📍 B4

Participants' Briefing + Manual Registration

**7:30 AM**

📍 B4

Event Director's + Event Assistants' Briefing

**11:40 AM**

📍 B4

Preliminary Competition

**7:30 AM**

📍 B2

Event Director's Briefing

**11:00 AM**

📍 B2

Event Assistants' Briefing

**11:40 AM**

📍 B2

Final Competition

**PUBLIC RELATIONS PROJECT**

PRP

**9:30 AM**

📍 B212

Event Director's + Assistant Event Directors' Briefing

**1:00 PM**

📍 B5

Event Director's + Event Assistants' Briefing

**2:00 PM**

📍 B5

Participants' Briefing + Testing

**1:00 PM**

📍 B2

Event Director's + Event Assistants' Briefing

**1:30 PM**

📍 B2

Preliminary Competition

**8:00 AM**

📍 B2

Event Director's + Event Assistants' Briefing

**9:30 AM**

📍 B2

Final Competition

**QUICK SERVE RESTAURANT MANAGEMENT SERIES**

QSRM

**9:30 AM**

📍 B212

Event Director's + Assistant Event Directors' Briefing

**1:00 PM**

📍 B5

Event Director's + Event Assistants' Briefing

**2:00 PM**

📍 B5

Participants' Briefing + Testing

**7:00 AM**

📍 B2

Event Director's + Event Assistants' Briefing

**8:00 AM**

📍 B2

Preliminary Competition

**8:00 AM**

📍 B2

Event Director's + Event Assistants' Briefing

**9:30 AM**

📍 B2

Final Competition

**RESTAURANT AND FOOD SERVICE MANAGEMENT SERIES**

RFSM

**9:30 AM**

📍 B212

Event Director's + Assistant Event Directors' Briefing

**1:00 PM**

📍 B5

Event Director's + Event Assistants' Briefing

**2:00 PM**

📍 B5

Participants' Briefing + Testing

**7:00 AM**

📍 B2

Event Director's + Event Assistants' Briefing

**8:00 AM**

📍 B2

Preliminary Competition

**8:00 AM**

📍 B2

Event Director's + Event Assistants' Briefing

**9:30 AM**

📍 B2

Final Competition

**RETAIL MERCHANDISING SERIES**

RMS

**7:30 AM**

📍 B302-B305

Event Assistants' Briefing

**8:00 AM**

📍 B302-B305

Academy + Participants' Briefing

**7:30 AM**

📍 B1

Event Assistants' Briefing

**8:30 AM**

📍 B1

Preliminary Competition

**9:30 AM**

📍 B2

Event Assistants' Briefing

**10:30 AM**

📍 B2

Final Competition

**SCHOOL-BASED ENTERPRISE FOOD OPERATIONS**

SBEF





**SATURDAY**

**SUNDAY**

**MONDAY**

**TUESDAY**

**12:00 PM**  
 📍 B302-B305  
 Event Assistants' Briefing

**12:30 PM**  
 📍 B302-B305  
 Academy  
 + Participants' Briefing

**7:30 AM**  
 📍 B1  
 Event Assistants' Briefing

**8:30 AM**  
 📍 B1  
 Preliminary Competition

**9:30 AM**  
 📍 B2  
 Event Assistants' Briefing

**10:30 AM**  
 📍 B2  
 Final Competition

**SCHOOL-BASED ENTERPRISE RETAIL OPERATIONS**

SBER





**9:30 AM**  
 📍 B214  
 Event Director's + Assistant Event Directors' Briefing

**9:00 AM**  
 📍 B4  
 Event Director's + Event Assistants' Briefing

**10:00 AM**  
 📍 B4  
 Participants' Briefing  
 + Manual Registration

**7:30 AM**  
 📍 B4  
 Event Director's + Event Assistants' Briefing

**11:40 AM**  
 📍 B4  
 Preliminary Competition

**7:30 AM**  
 📍 B2  
 Event Director's Briefing

**11:00 AM**  
 📍 B2  
 Event Assistants' Briefing

**11:40 AM**  
 📍 B2  
 Final Competition

**SPORTS AND ENTERTAINMENT MARKETING OPERATIONS RESEARCH**

SEOR

PiperJaffray

**9:30 AM**  
 📍 B212  
 Event Director's + Assistant Event Directors' Briefing

**1:00 PM**  
 📍 B5  
 Event Director's + Event Assistants' Briefing

**2:00 PM**  
 📍 B5  
 Participants' Briefing  
 + Testing

**1:00 PM**  
 📍 B2  
 Event Director's + Event Assistants' Briefing

**1:30 PM**  
 📍 B2  
 Preliminary Competition

**8:00 AM**  
 📍 B2  
 Event Director's + Event Assistants' Briefing

**9:30 AM**  
 📍 B2  
 Final Competition

**SPORTS AND ENTERTAINMENT MARKETING SERIES**

SEM

**9:30 AM**  
 📍 B211  
 Event Director's + Assistant Event Directors' Briefing

**8:00 AM**  
 📍 B5  
 Event Director's + Event Assistants' Briefing

**9:00 AM**  
 📍 B5  
 Participants' Briefing  
 + Testing

**7:00 AM**  
 📍 B1  
 Event Director's + Event Assistants' Briefing

**8:00 AM**  
 📍 B1  
 Preliminary Competition

**8:00 AM**  
 📍 B2  
 Event Director's + Event Assistants' Briefing

**8:45 AM**  
 📍 B2  
 Final Competition

**SPORTS AND ENTERTAINMENT MARKETING TEAM DECISION MAKING**

STDM

**9:30 AM**  
 📍 B215  
 Event Director's + Assistant Event Directors' Briefing

**8:00 AM**  
 📍 Thomas Murphy Ballroom  
 Event Director's + Event Assistants' Briefing

**9:00 AM**  
 📍 Thomas Murphy Ballroom  
 Participants' Briefing  
 + Testing  
 + Manual Registration

**7:30 AM**  
 📍 B4  
 Event Director's + Event Assistants' Briefing

**10:00 AM**  
 📍 B4  
 Preliminary Competition

**7:30 AM**  
 📍 B2  
 Event Director's Briefing

**9:30 AM**  
 📍 B2  
 Event Assistants' Briefing

**10:30 AM**  
 📍 B2  
 Final Competition

**SPORTS AND ENTERTAINMENT PROMOTION PLAN**

SEPP