



The DECA Distributor

Virginia DECA Association
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Taking Advantage of Opportunities

By: Bobby Hobbs

As district competition and SLC approach, it is time to step up the pace and start making the most of the DECA experience. As a DECA member you have been given an enormous opportunity to travel to Dallas, Texas for the International Career Development Conference, but if you want to make the most of this opportunity you must start preparing now. By putting in the extra hours to study and prepare before your district competitions, you are giving yourself an extra edge on your opponents. Practice makes perfect, and judges love perfection. A few hours now could provide you with experiences you will never forget at SLC and ICDC, they may even put a little extra money in your pocket, as many of the top three placers at nationals receive scholarships. The opportunity is there, now it is

Inside This Issue

- | | |
|---|---|
| 1 | Taking Advantage of Opportunities and Tips for States |
| 2 | Preview of Norfolk |
| 3 | SLDA, Overview of SLC and Dressing for Success |
| 4 | Preview for Internationals |
-

up to you to reach out and make the most of it.

Tips and how to prepare for States

By: David Adams

Competition is at the very heart of DECA, and most people become involved in DECA because of the competition that is offered. Competing heightens the skills that are learned throughout the year in the classroom. Although this sounds a lot like learning, it is also very fun. Although it is fun, it can also be nerve racking, so to be prepared, here are several useful tips and answers to questions.

What events can you compete in?

DECA has many different events, depending on what type you want to do. DECA offers the following competitive events: individual role play, team decision making events, marketing research written events, marketing representative events, business management and entrepreneurial written events, chapter team events, and special activities, including Quiz Bowl. To learn more and find out what event is right for you, check out the competition pages of the Web site, found at <http://www.virginiadeca.com>

How do you prepare for role-play?

To prepare for role-play events, it is necessary to practice. You can practice with a peer or with an

advisor. Practicing is important so that you feel what it is like in front of a judge. DECA, Inc. has many resources that can be purchased, including role-play scenarios and videos. Another important part is the test. At states you will be tested on what you have learned in the classroom, so be sure to study.

What is a written event?

A written event is a manual you write, it is either 10 or 30 pages and accompanied by a ten-minute presentation. A manual can have up to three people on the team. Even if you do not make the stage at district competition, it's not too late to compete at States in a written event. Before state competition, have your manual edited for grammatical errors, and double-check for penalty points. And as the maxim goes: practice makes perfect. Practice in front of an audience so that you will be ready for the judge.

Tips for Manuals

- ❖ Know the commitment that you are making. You need to understand that this will require a lot of time and effort.
- ❖ Follow the guidelines exactly! You don't want to

lose points for a missed heading

- ❖ The DECA Guide offers a list of the questions the judges are suggested to ask, be prepared to answer these.

Tips for Role Plays

- ❖ Bring notes on the performance indicators, so that you address all of them. You can't get points in a category if you don't discuss it with the judge.
- ❖ Be creative in the displays make a chart to illustrate an important point.
- ❖ Bring a watch so that you know how much time you have left to prepare before going in to the judge.

Tips for all Competitors

- ❖ Practice on a regular basis, if you are not ready for the experience, you will not achieve what you expect.
- ❖ The judge makes their impression in the first 15 to 20 seconds, so be sure to impress them. Do something unique so that they will remember you when they do the final scoring.
- ❖ The presentation should be exciting and should draw the judge in; it will be difficult to win if you put the judge to sleep!

DECA Distributor

- ❖ You need to anticipate and be ready for the questions the judge will ask.
- ❖ Dress to impress Bryce talks more about how a competitor needs to be dressed.
- ❖ Smile and be friendly. The judge is not a robot; they will appreciate the gesture.

Preview of Norfolk

By: Nana Boateng

Known for its history, and military presence, the city of Norfolk is famous for its dynamism. The city boasts a beautiful view of the Atlantic and magnificent naval ships in its many shipyards. With its pedestrian friendly streets, the downtown area is a gorgeous array of hotels, shops, and restaurants; no one is ever bored in downtown Norfolk. With the sandy beaches of the Chesapeake Bay only minutes away, Norfolk can only be described as breathtaking.

This year, Virginia DECA will once again hold our State Leadership Conference at the Waterside Marriott and Sheraton right in the heart of downtown Norfolk. The location of the Conference is only a five to ten minute walk from the Waterside Mall. Residents and tourists alike

can be seen shopping in the numerous shops, while friendly sales people assist them. The USS Wilson also sits behind the Marriott and is open to visitors.

Norfolk is a wonderful place to liberate your mind of stress. Enjoy all Norfolk has to offer. This year, take advantage of any free time you may have, by visiting the mall, the USS Wilson, or by just relaxing at one of the many restaurants. In addition, Virginia DECA is hosting a DECA cruise on the Spirit of Norfolk, motoring across the scenic Elizabeth River (ask your advisor for details). Although SLC is mainly competition, you are encouraged to experience Norfolk.

State Leadership Development Academy

By: Kiara Girkins

If you are looking to still be a part of SLC without competing, and want to improve your leadership abilities, then come join in the Student Leadership Development Academy. The academy will be held during SLC, and you will get to

participate in all the same activities. The academy is designed to enhance your leadership abilities through group games and other fun activities. To become a great leader you must prepare yourself as such, and the SDLA will help you well on your way. Leadership is defined as, "the capacity or ability to lead with guidance and direction." Do you have what it takes? Join us and learn what makes a leader! Many of the current state officers started their involvement in a Leadership Academy.



Overview of SLC

By: Allen Eickelberg

The State leadership conference is guaranteed to test and excite everyone involved. For our 2006 conference we have made several adjustments that will maximize everyone's

DECA Distributor

enjoyment at DECA states! After arriving and getting settled in, some of you will rush off to interviews. If you're not a busy bee already, feel free to stop by the candidates' campaigning area. Or just study for your competitive event! Comprehensive exams and then the opening session also occur later in the evening. Don't forget to stick around for the incredible Hypnotist, Dr. Al Snyder. He really is amazing! The next morning will be an early one. Role-plays will take up the majority of your morning, and you have the Mini Awards session to attend in the afternoon. A change new to this year will be the division of our Grand Awards ceremony. The ceremony will be split into two different sessions, each awarding individuals from specific categories. After the ceremonies have ended the DECA dance begins. Have a good time, but don't be out past curfew! The last morning at states is the Closing Session. From there the conference is over. The only thing left to do is packing your bags and to be on your way to Nationals!

Don't forget to register your chapter for the Friday afternoon Virginia DECA/Spirit of Norfolk Cruise along the Elizabeth River. There will be food, fun, and DECA! See the SLC pages of the Web site for details.

Dressing for Success

By: Bryce Kunz

Did you know that the first impression you make on people is typically what they remember about you the most? Well, with DECA, dressing the right way and making a great first impression is critical to making it to the stage.

For guys, it is relatively easy to dress correctly. First, have a clean appearance. That means shave. However, if you absolutely have to have your mark, keep it clean and precise. As for your dress, make sure that your shirts and pants are clean and pressed. Also, make it look sharp with a classy tie. Nothing flashy; keep it professional. Also, Do not wear tennis shoes. Dress shoes will finish off a nice suit, and won't distract the judges based on your appearance.

Girls, you do not have it as easy. My personal recommendation is to make sure that you wear a nice blouse with an offsetting skirt. This will make the same contrast that a suit makes for the guys. Also, shoes should match the outfit, and basic black goes with anything. And remember ladies, unless you

are wearing a dress, *you must wear a jacket or blazer.*

Make sure that your hair is kempt; if not, it is a guarantee that it will distract the judges from you when they are looking at your bird's nest, not your beautiful faces. And naturally, you cannot forget your hose, as that is a requirement for all competitions within DECA.

Hopefully these guidelines will show you the best way to dress for success. As you will realize when you are on stage, first impressions are everything, and typically, people see you before they hear you. So dress up, look sharp, smile, and go for it!

Preview of Internationals

By: Tina Duong

Fasten your seatbelts, kick on those boots and cowboy hats! All you cowboys and cowgirls get ready for the time of your life! YeeHaw! Dallas, Texas here we come! This year's International Career Development Conference will be held in the exciting Adam's Mark Hotel located in Dallas, Texas. You won't be bored and looking for things to fill your time. Adam's Mark Hotel is located in the center of one of the most popular areas

DECA Distributor

throughout Dallas. Located in the heart of the Arts and Financial District, Dart Light Rail Line, and within walking distance of the Dallas Museum of Art, Meyerson Symphony Center, Majestic Theater, and numerous dining and entertainment attractions you won't know what to choose. Getting a chance to participate in this year's ICDC is a once in a life time experience. Whether you're competing, running for office, participating in leadership development workshops, or showing off all of this year's hard work, there's no doubt that "fun" will be in your vocabulary. Everyone's goal is to get the chance to participate in ICDC, and the only way you're going to get there is through hard work and determination. That doesn't mean you have to do it alone. Consider attending "Road to Nationals," a set of preparatory workshops that will help you prepare to win! This beneficial workshop will be conducted April. More information will be given once the event gets closer. The time to work hard and continuing preparing is now! SLC is just a few weeks away! Who knows who you'll get to meet in Dallas, Texas, home of the Cowboys and the Cowboy cheerleaders. Here's your chance to represent your Chapter, Virginia DECA and Explore New Frontiers!