



“Do You Have A 2020 Vision?”

On behalf of the 2019-2020 MBEA Executive Board, it is my pleasure to invite you to the 81st Annual MBEA Fall Convention, November 13-15, at the Courtyard by Marriott CMU in Mt. Pleasant, MI.

With a new decade just weeks away, what an appropriate decision our MBEA Executive Board made to set the theme for this year's event as **“What's Your 2020 Vision?”**

As Business Education teachers, you are the leader(s) for your program(s) in your local school districts. Planning for the future of your program is something that must be done by the Business Education Department, then presented to administration.

But the burning question is where do we start? Creating a vision for the future is an extremely challenging exercise, as we must link the current program with the future. Our first step is to examine our current program...where are we? Here is where the “Gap Analysis” will come in handy.

In one of our very early MBEA training sessions, I remember Tom Knight introducing the gap analysis as the comparison of current performance to identify where you are and you'd like to be in the future, or where you need to be in terms of program standards or outcomes.

The next question, how do we get there? What are we currently doing that works well? What can we change to make the subject matter a little more enticing? It may be to change the name of a course, change the delivery up a little. What about creating a Flipped Classroom or Blended Learning environment? What about those assessments . . . perhaps spice them up to include a buffet of different options to assess the knowledge of your learners?

Within our organizations, MBEA and NBEA/NCBEA, we use strategic planning to accelerate our organizations and keep them on an upward trajectory. Strategic planning is a process by which we define our direction and making decisions on how to allocate our resources to achieve our plan. In short, we look at where we are, and where we want to be, and how we are going to get there. From this strategic plan, we develop our “roadmap” to accomplish our goal(s). I used the same strategy when I was in my



classroom to develop my syllabus and ancillary materials for each of my classes for the coming year.

The vision that you have for your business education program will become the canvas for the future of each of your students in the years to come. What will arouse the emotions of your students and motivate them to give their very best? The answer lies within each of us.

Colleen L. B. Webb

MBEA President

NBEA President, 2019/2020

MBEA PAST PRESIDENTS

**You're cordially invited to be our guest at the
MBEA Awards and Recognition Luncheon**

Thursday, November 14, 2018

Courtyard by Marriott

**Central Michigan University
2400 East Campus Drive
Mount Pleasant, MI 48858**

11:45 am – 1:30 pm

**RSVP to webb6164@gmail.com
by October 18, 2018**

MESSAGE TO THE MEMBERSHIP

Robert Yoder, MBEA Board Member at Large



Not Getting the Latest MBEA Updates?

We are in the process of developing a new website for the convenience and ease of our membership. It will be live very soon!

In the meantime, please email mbea1936@gmail.com to be added to our email list or follow MBEA online @mbea1936 on Twitter and Facebook.

Want to Present at the Fall Conference?

A "Call for Speakers" form has been emailed. We still have availability for the Fall Conference and would love if you could share your best and favorite lessons, innovative ideas for teaching content in all cluster areas:

- Accounting and Finance
- Business, Management and Administration
- IT, Cybersecurity and Networking
- Marketing, Sales and Service

If you are interested and need the forms, visit our website or email Mrs. Colleen Webb at webb6164@gmail.com.

Putting the "REND" in Closing Entries

By Michael Cattani, MBEA Board Member at Large



The educational on-line resources for teaching accounting are plentiful! When I was teaching accounting in the 80's and 90's, students sometimes had difficulty with Closing Entries, Lifo Fifo, and Account Classifications. I would create worksheet after worksheet to be sure students understood the concepts.

For closing entries, I would tell them R=Revenue, E=Expenses, N=Net Income/Loss, D=Drawing and have them remember "REND". One day in class, we were working on closing entries and a student said, "Start up your motorcycles...REND, REND, REND!" The students laughed but they always remembered that you had to rev up your motorcycles when it was time to do closing entries.

Some good on-line resources for Accounting are: www.accountingcoach.com, www.accountingtools.com, videos on YouTube; and the Facebook group "Business

Educators" where you can share resources and collaborate with other business education teachers.

The Winds of Change - Never Say Never

By Jerrod Black, MBEA Secretary



Many of you have heard me say over and over, time and time again that “I will NEVER be a BPA Advisor”. Well, that phrase is something of the past. This year, the *winds of change* have taken me to a new position and with that new position, co-advisor of the schools BPA chapter.

It isn't that I didn't think highly of BPA or that I didn't appreciate all that it offers our students. It was the “one more thing” mentality that kept me from doing it. In my previous positions, I would have had to start a chapter from scratch and compete with an already established DECA program. The task seemed more than I could handle at the time for one reason or another.

Last year I started my new position as an Accounting Teacher at Dakota High School. There was an established BPA chapter that has been running for more than 15 years and I was replacing the BPA advisor. Luckily for me, the original advisor who started the chapter was still there, and willing to come back and co-advise with me and teach me *the ways of BPA*.

We had a great regional competition and seven of my twenty-five members made it to the SLC and one of my state competitors made it to the NLC. It has been a whirlwind of an experience this year to say the least. In what I thought would be a NEVER, became one of the best parts of my job! I have loved this experience and have seen firsthand what a BPA chapter can do for students and how it can change your program.

The opportunities and the skills that my students learned through the experience of competing and learning professional skills has added more to my program than I ever thought it could. My students come in engaged and excited not just to talk over their events and prepare for them, but for my class and what I am teaching. The “fire” that we all seek as educators is lite and brighter than ever with a program like BPA.

The moral of the story is, never say never, for you don't know what the winds of change will bring to your classroom, professional or personal life for that matter. Just when we think we have it all figured out, there is another adventure waiting just around the corner. I would like to thank Laura, for her continued support, patience, mentorship and kindness. She is an incredible educator and someone I truly respect. I will have some big shoes to fill when I take the helm of the Dakota BPA Chapter in the FAR DISTANT future.

Congratulations to all the 2018/2019 Michigan BPA competitors and advisors! You made your schools, community and state proud this past year! I can't believe another year is already upon us. Welcome back and good luck in our new competition year! See you at the 2019 FLC!

#BPA4life

What is Cybersecurity?!

By Ronalyn Arseneau, MBEA VP for Membership



With incredible career opportunities available now and into the foreseeable future for those with skills in cybersecurity, it is no wonder that schools are trying to provide their students the opportunity to learn about this career path. However, for many of us who do not teach in the IT realm, the skills in these areas are not something we are necessarily prepared to teach.

There is no reason to hold your students back while you get up to speed on cybersecurity education. This is one of those situations in which we have stepped outside of our own comfort zones in order to let our students learn content that is valuable to them. Multiple free resources exist that will allow your students to explore cybersecurity and learn the basics while doing so. For those of you considering offering your students experiences in cybersecurity for the first time, I would like to introduce you to a few resources that may give your students a jump-start.

First, there are plenty of Michigan teachers who do have programs in cybersecurity who may be willing to assist you. The Michigan Initiative for Cybersecurity Education (MICE) offers its curriculum and holds “train the trainer” workshops around the state.

CodeHS has a free cybersecurity course that includes modules on What is Cybersecurity?, Digital Citizenship and Cyber Hygiene, The ABCs of Cryptography, Software Security, Networking Fundamentals, and Basic System Administration. This course is a good starting point for any student who is interested in the field of cybersecurity.

NICCS, the National Initiative for Cybersecurity Careers and Studies, has curricula available through the US Department of Homeland Security Cybersecurity Education Training Assistance Program. NICERC, the National Integrated Cyber Education Research Center, develops and distributes free cybersecurity, STEM and computer science curricula to K-12 educators. According to NICCS, “These programs focus on growing and educating the next generation cyber-literate workforce.”

To help pique the interest of our students, we began by creating teams and allowing our students to compete in the Governor's Cyber Challenge and the AFA CyberPatriot competition. These competitions engaged this group of students, challenging them to learn what they needed to know to be successful. They were also forced to work together to problem solve in order to solve some of the challenges that were presented to them. We also had students participate in the Girls Go CyberStart competition, which is focused on trying to bring more young women into the cybersecurity field by providing a game format focusing on critical thinking skills to solve the challenges.

These competitive programs provided our students a focus upon which they then followed to learn everything they could to be successful in these competitions. Along the way, they began to build their knowledge base, which gave them the impetus to continue their learning.

Throughout this summer, we have spent a great deal of time learning more about the concepts relating to cybersecurity so that we will have a greater understanding in order to lead our students further along their educational journey into this exciting potential career path.

Conference Highlights

By Patricia Pearson, Membership Director NCBEA/NBEA



We are looking forward to seeing you at our annual conference November 13-15, 2019 at the Marriot Conference Hotel in Mt. Pleasant, where there will be thought provoking workshops and exciting new sessions.

A few of the Conference Highlights:

- New Business Professionals of America Orientation
- Cyber Security
- Entrepreneurship & Risk Management
- Microsoft Imagine Academy
- Finance session
- Gmetrix
- Numerous marketing sessions
- Legislative Update

You will have the opportunity to attend all these sessions and many more. So please mark Nov 13-15 on your calendar and plan to see many fellow educators along with numerous exhibitors and business professionals. Look forward to seeing you in November!

*Remember to renew your MBEA and NBEA Members so that you will not miss any correspondence and information regarding the National Conference in Boston, MA this Spring!

Fall Convention Registration

By Joyce Newtown, MBEA VP for Business and Finance



As the MBEA Vice President of Business and Finance, I have taken over the responsibilities of handling the registration for the Fall Convention. Colleen will still be very much involved and is available to answer any questions, but I will be handling the actual registration.

In the spirit of professionalism, I created an email account just for registration. I wanted to be sure that I received all registrations and that none of the registrations got “lost” in my regular email account.

The email account is: Joyce.MBEAconreg@gmail.com

You can also mail your registration to me at:
Joyce Newtown
1214 Bel Air Drive
Flint, MI 48507

As stated in the Fall Convention Registration Form, I will send out email confirmations upon payment receipt. Receipts will be issued upon arrival and check-in at the Fall Convention.

I look forward to hearing from each of you as you register for the Fall Convention. Feel free to contact me if you have any questions. I can't wait to see everybody at the Fall Convention!

Also questions can be directed to Colleen Webb at webb6164@gmail.com or call 810.247.0133.



Directions: TYPE or PRINT the required information on the form below (form also available via download from www.mbea-online.org). Registrations must be postmarked by **October 18, 2019**.

First Name _____ Last Name _____
 Home Address _____
 City _____ State _____ Zip Code _____
 Home Phone _____ E-mail _____
 School/Company _____
 Address _____
 City _____ State _____ Zip Code _____
 Work Phone _____ Position _____

MEMBERSHIPS

If MBEA membership is not current, it must be paid with convention registration. All membership **will be verified** prior to convention. **Note:** Dues are on a calendar year basis and expire 12/31/19. You may prepay for 2020.

<input type="checkbox"/> Professional dues \$35 for 2019	<input type="checkbox"/> Prepay professional dues \$35 for 2020	<input type="checkbox"/> Lifetime Member	<input type="checkbox"/> Student Retiree \$15	\$
<input type="checkbox"/> JOIN OR RENEW (Circle one please) NBEA—Dues \$100 now \$95 with MBEA paying \$5 (incentive in place ONLY if you pay with your 2019 Conference Registration)				\$95.00 \$

CONFERENCE REGISTRATION FEES

• Professional member registration*	\$235	\$
• Non-member registration*	\$285	\$
• Student / Lifetime / Retired Member registration* (Please circle one)	\$140	\$

*Registration includes Thursday Lunch Meal, tickets are needed. Please indicate meals in the next section.

Total Registration Fees Due \$

MEAL EVENTS

Thursday Continental Breakfast Thursday Lunch Friday Full breakfast (Meal tickets will be collected).
 Please note that tickets will be in your registration envelopes.

OTHER EVENTS TO PARTICIPATE IN

I will attend the New BPA Advisor Workshop, Thursday, November 14, 2019 (double session)

I plan to attend the Thursday night "Convention Connection" networking gathering November 14, 2019, 5-7 pm

Photos will be taken during the conference and by submitting their conference application and fee, you are agreeing to the taking and publication of conference photos.

PAYMENT INFORMATION
(No Purchase Orders Can Be Accepted)

Total Enclosed:	\$	Include <u>all</u> totals from membership dues and conference registration fees.				
<input type="checkbox"/> Check #	<input type="checkbox"/> Money Order	<input type="checkbox"/> VISA	<input type="checkbox"/> MasterCard	<input type="checkbox"/> Discover		
Account #				Expiration Date		
Name (as printed on card)						
Street Address (as printed on statement)						
City, State ZIP						

Signature		C V V Code (3 digit code from back of card)	
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COURTYARD MT. PLEASANT CENTRAL MICHIGAN UNIVERSITY

2400 East Campus Drive, Mount Pleasant, MI, 48858, US

989.773.1444

Welcome to the Courtyard Mount Pleasant at Central Michigan University!

MBEA Fall Convention Room Reservation Information:

Start date: 11/13/19

End date: 11/15/19

Last day to book: 10/23/19

Room Rate: **\$144.00 USD per night**

Use this tinyurl to book your room:

<https://tinyurl.com/mbeafc2019rooms>



Mark Your Calendar!

Upcoming Events

2019 MBEA Fall Convention

November 13-15, 2019
Courtyard Marriott, CMU
Mt. Pleasant, Michigan

2020 NBEA Convention (Colleen Webb's Presidency Year)

April 7-11, 2020
Boston Marriott Copley Place
Boston Massachusetts

**Your MBEA Executive Board
is here to serve YOU!**

President.....	Colleen Webb
Secretary	Jerrod Black
VP for Business and Finance	Joyce Newtown
VP for Membership	Ronalyn Arseneau
Member at Large	Robert Yoder
Member at Large	Michael Cattani
Post-Secondary Representative	OPEN
NCBEA Membership Director	Patricia Pearson
State Department.....	Tom Knight



MBEA/NBEA MEMBERSHIP APPLICATION

JANUARY 1, 2019 TO DECEMBER 31, 2019
(Please print. Submit one application for each person.)

New Renewal Check if change of address

NOTE: Your home address will be used as our primary mailing address.

First Name _____ Last Name _____

Email Address _____

Home Address _____

Home City _____ State _____ Zip _____

Home Phone _____

School/Company Name _____ County of Employment _____

School/Company Address _____

School/Company City _____ State _____ Zip _____

School Phone _____ School Fax _____

Institutional Type Public Private

Position (check one) Teacher Supervisor Administrator Consultant
 Other Student (List name of University): _____

Institutional Affiliate (check one)
 Jr. High Secondary Skill Center Retired
 Adult Ed. College/Univ. Business College Other
 Jr./Comm. College Private Business

Membership Type Professional Library Retired Student

Check MBEA Dues Amount

- Professional Members: \$35.00
- Library Members: \$35.00
- Full-time Retired Members: \$15.00
- Student Members: \$15.00

NBEA/NCBEA Dues

- Professional Membership: \$100.00
(with 2019 convention registration only \$95.00, MBEA covers the remaining \$5 of our membership cost)

Check Method of Payment

- Check payable to MBEA
- Charge my MasterCard Visa
- Credit Card # _____
- Exp. Date _____
- CVV Code (3 digit # on back of card): _____
- Name on card _____
- ZIP code where card statement mailed _____
- Signature _____
- Date _____
- (\$15 fee applies for returned checks/credit cards)

Make Checks Payable to:

MBEA and mail with conference registration to:

**Ms. Joyce Newtown
1214 Bel Air Drive
Flint, MI 48507**

Direct questions or other inquiries to arseneaur@nice.k12.mi.us or telephone (906) 485-4181.

Michigan Business Education Association
Colleen Webb, President
6164 Urban Drive
East China, MI 48054



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