

Question 11: How do you get students in DECA to commit to competition?

Allen Gancarz

Generally, first time DECA members are reluctant to compete. I show them videos, photographs and awards and always emphasize the travel opportunity they will have if they choose to participate. Using 2nd and 3rd year DECA members always helps to coach them along. (You can always make them an offer they cannot refuse.)

Bill Lind

Most want to win and receive recognition. It's a matter of convincing them they can. Never, never send them into competition feeling unprepared. They will not trust you. After competition, share and discuss the results. Point out where they can improve (and what they learned).

Lucinda Mason

Talk about it every day, let older students talk about it to younger students, encourage, encourage, encourage! My students must pay \$15.00 for (instate) regionals and \$60.00 for state. If they win at state, then International competition is free. They have to pay for their meals and the stuff they want to buy, but even their entertainment is paid for by the chapter. Having ICDC in Anaheim, California, is pretty good motivation for them to commit! This year I am taking three seniors, two sophomores, and one freshman to compete, two state officers, and six for LDA (the Leadership Development Academy). All of the LDA attendees are freshmen or sophomores. That's really the key to it all—keep the young ones coming.

Dennis Sweetapple

I use all the promotional materials provided by National DECA and ask the host city for materials to post around the room. We try to fund-raise so that if students make it to the ICDC, most of their way will be paid.

Debbie Tixier

Not all want to, but most try because of the motivation factor. They have known either friends or siblings who have gone to Internationals before, and they know what a great experience it is. The travel factor is a great motivator.

