

October 1, 2019

Dear Sir or Madam,

On **Saturday, November 23, 2019**, students over 1 500 students from the **Nor-Eastern/Private Regionals** will be competing at the **12th Annual DECA Nor-Eastern Regionals and Private Schools** Competition at **Sinclair SS**.

We need YOUR support to make this competition a success. Approximately 120 judges are needed to officiate 8:15 am-4:00 pm on **Saturday, November 23, 2019**. Our main goal is to give our students an opportunity to compete and get ready for the Provincial competition taking place this February. We want our students to experience first-hand what it takes to win.

Morning Competition paired with Afternoon Competition			
Accounting Applications	ACT	Financial Services	FTDM
Apparel and Accessories	AAM	Buying and Merchandising	BTDM
Automotive Services Marketing	ASM		
Business Finance Services	BFS	Principles of Finance	PFN
Business Services Marketing Series	BSM	Business Law and Ethics	BLTDM
Entrepreneurship Individual Series	ENT	Entrepreneurship Team	ETDM
Food Marketing Series	FMS		
Hotel and Lodging Management	HLM	Hospitality Services	HTDM
Human Resources Management	HRM	Principles of Marketing	PMK
Marketing Communications Series	MCS	Marketing Management	MTDM
Personal Financial Literacy	PFL	Principles of Business Management	PBM
Restaurant and Food Service Mgmt	RFSM	Travel & Tourism Marketing	TTDM
Retail Merchandising Series	RMS	Principles of Hospitality	PHT
Sports and Entertainment Mgmt	SEM	Sports & Entertainment Marketing	STDM

The cite cases and answers will be given to you on that day. A Judge Trainer will be assigned to your category, so, if you have any reservations about participating, please don't, there will be people there to coach you!!

Each student will be given a case to read and prepare for 10 minutes. In each case, the student, as well as the judge, will be given a particular role to play. The judge and student will then role-play the situation for exactly 10 minutes. A Series Director will be there to time the event. After the student leaves, you have approximately three minutes to complete an evaluation form. You then go through the same role-play situation with another student until the end of the day.

Continental breakfast and lunch will be served for all judges and advisors.

Date: Saturday, November 23, 2019
Location: Sinclair SS
Time: register at 8:15 a.m.
Dress: Business Attire

I look forward to working with you and signing you on as one of our judges for the **2019 DECA Nor-Eastern/Private Regionals**. If you have any other questions, please do not hesitate to ask.

Many thanks,

Please go to www.deca.ca and click on the purple button labeled **Come and Judge one of our SIX Regionals** and sign up as a judge.

Kristie Lee
 Nor-Eastern Site Coordinator