

Dear Sir or Madam,

On Friday, February 9, 2018 students from across Ontario will be competing at the 39<sup>th</sup> Annual DECA Ontario Provincials Competition in downtown Toronto. Over 7 500 students are expected to attend from over 275 high schools.

We need YOUR support to make this competition a success. Approximately 500 judges are needed from 8:00 am-5:00 pm on this date. Our main goal is to give our students an opportunity to compete and get ready for the International competition taking place this May.

**DECA Competitive Events to choose from:**

**A INDIVIDUAL ORAL EVENTS**

1. Business Services Marketing
2. Marketing Management Series
3. Entrepreneurship Series
4. Restaurant Food Service Management
5. Automotive Services Marketing
6. Hospitality Lodging Marketing
7. Apparel and Accessories Marketing
8. Food Marketing Series
9. Retail Merchandising Series
10. Sports Marketing Series
11. Accounting Applications
12. Business Finance Series
13. Human Resource Management
14. Personal Financial Literacy Event

**B TEAM ORAL EVENTS**

1. Financial Analysis
2. Hospitality Services
3. Travel & Tourism
4. Sports & Entertainment
5. Business Law and Ethics
6. Buying and Merchandising
7. Marketing Communications
8. Entrepreneurship Team

**C PRINCIPLE EVENTS**

1. Principles of Marketing
2. Principles of Finance
3. Principles of Hospitality
4. Principles of Administration  
**(traditionally rookie events)**

Please go to [www.deca.ca](http://www.deca.ca) and click on the red button labeled **JUDGE REGISTRATION** and sign up as a judge for Provincials.

**D Written Business Proposal Events**

Business plans that range between 5 and 30 pages as Chapter Projects, Community Service Projects, Entrepreneurial plans and Marketing Research plans.

All of our students who qualified in the first round of competitions in November are busy preparing for this competition. They are now vying for a spot on our International team. YOU will help determine Ontario's best by judging them in February.... over 7 500 will be competing but only 800 can go on!

Coffee and muffins will be provided in the morning and a hot, buffet lunch will be served for all judges and advisors.

**Date:** Friday, February 9, 2018  
**Location:** Toronto Sheraton Centre, 123 Queen Street  
(across the street from Toronto City Hall)  
**Time:** register at 8:00 am, commitment is required for the FULL day (approx. 5:00 pm)  
**Dress:** Business Attire

**NEW THIS YEAR!** Take advantage of an incredible rate of \$99/night at the Chelsea Hotel, a DECA approved property! Spend the weekend downtown and enjoy all the city has to offer after a day of seeing our incredible students. This rate is available from Thursday to Saturday night. You can book directly through the link below. [Chelsea Hotel Booking](#)

I look forward to working with you and signing you on as one of our judges for the 2018 DECA Ontario Provincials. If you have any other questions, please do not hesitate to ask.

Sincerely  
Nerissa Coronel  
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