

October 1, 2019

Dear Sir or Madam,

On **Saturday, November 9, 2019**, over 1 500 students from the **Waterloo/London/Upper Grand Regions** will be competing at the **12<sup>th</sup> Annual DECA Waterloo Regionals** Competition at **St. Mary's HS**.

We need YOUR support to make this competition a success. Approximately 120 judges are needed to officiate 8:15 am - 5:00 pm on **Saturday, November 9, 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.

**DECA Competitive Events to choose from**

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

The case 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 9, 2019  
**Location:** St. Mary's HS  
**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 Waterloo Regionals**. If you have any other questions, please do not hesitate to ask.

Many thanks,

Mark Devlin  
 Waterloo Regionals Site Coordinator