

# Winter 2014

	Monday January 6 8:00 AM	Monday January 6 12:45 PM	Tuesday January 7 8:00 AM	Tuesday January 7 12:45 PM	Wednesday January 8 8:00 AM	Wednesday January 8 10:30 AM	Wednesday January 8 1:45 PM	Thursday January 9 8:00 AM	Thursday January 9 12:45 PM
1-1	C185 Recruit, Engage, & Retain Members  D. Aaker	C110 Financial Fitness  M. Gellman	C150 Speaking with Confidence  B. Graham	E110 Revving Your Revenue Stream  P. McGaughey	E210 Executive Finance  M. Gellman	E310 Dues and Don'ts  C. Hight	C125 Hiring, Firing, and Ev. Between  S. Birnbach	C130 Unleash the Leader Within  L. Aplebaum	C180 Guide to Governance  B. Harris
1-2	C180 Guide to Governance  B. Harris	C150 Speaking with Confidence  B. Graham	C110 Financial Fitness  M. Gellman	E120 Executive Law  S. Erkonen	E211 Sponsorship Solicitation  D. Aaker	E330 Learning to Let Go  D. Aaker	C185 Recruit, Engage, & Retain Members  D. Aaker	C130 Unleash the Leader Within  H. Duckworth	C125 Hiring, Firing, and Ev. Between  S. Birnbach
2-1	C230 Managers Who Motivate  S. Birnbach	C260 Marketing Strategies  C. Hight	C250 Customer Service Inside and Out  K. Robertson	E126 Dealing with Challenging Employees  S. Birnbach	E230 Managing Upward  C. Hight	E331 CEO Lessons Learned  M. McCormick	C220 Is That Legal?  S. Erkonen	C270 Effective Govmt Affairs Programs  D. Kilby	C261 Events: Strategy and Operations  P. McGaughey
2-2	C250 Customer Service Inside and Out  K. Robertson	C230 Managers Who Motivate  S. Birnbach	C220 Is That Legal?  S. Erkonen	E140 Building Org. Excellence  B. Harris	E240 Strong Assoc. for the Future  B. Harris	E342 Advanced Strategies of Com. & Ec. Dev.  M. Lucas	C270 Effective Govmt Affairs Programs  D. Kilby	C261 Events: Strategy and Operations  P. McGaughey	C260 Marketing Strategies  C. Hight
3-1	C341 Win-Win Partnerships  P. McGaughey	C340 Strategic Planning  B. Harris	C330 Everyday Ethics  D. Aaker	E142 Fundamentals of Com. & Ec. Dev.  M. Lucas	E241 Strong Chambers for the Future  M. McCormick	E350 The Art and Persuasion of Negotiation  P. McGaughey	C360 Innovate or Die  J. Settich	C310 Budgeting and the Bottom Line  M. Gellman	C380 Volunteer Management  H. Duckworth
3-2	C310 Budgeting and the Bottom Line  M. Gellman	C341 Win-Win Partnerships  P. McGaughey	C340 Strategic Planning  B. Harris	E161 Technology Trends and Tools  K. Sexton	E243 Developing a Competitive Workforce  J. Matthews	E360 Rethinking Communications  B. Graham	C380 Volunteer Management  L. Aplebaum	C330 Everyday Ethics  D. Aaker	C360 Innovate or Die  B. Graham
4-1	C441 Industry Forecast  C. Hight	C460 Integrating Strategic Tech. Solutions  K. Sexton	C430 Becoming a Strategic Manager  J. Settich	E180 Building Better Boards and Committees  A. Starnes	E244 Using Data to Grow & Sustain Your Org.  B. Graham	E362 Policy Development and Implementation  B. Harris	C440 Collaborative Leadership  B. Graham	C470 Advocacy and Alliances  J. Kavinoky	C490 IOM and Beyond  B. Foulks
4-2	C460 Integrating Strategic Tech. Solutions  K. Sexton	C430 Becoming a Strategic Manager  J. Settich	C441 Industry Forecast  C. Hight		E250 Creating a Gov. Affairs Program  D. Castner	E380 Delivering Value  R. Towle	C470 Advocacy and Alliances  J. Kavinoky	C440 Collaborative Leadership  B. Graham	C490 IOM and Beyond  D. Aaker
					E263 Communicating Through the Media  K. Robertson				
	11:30 AM	4:15 PM	11:30 AM	2:45 PM	10:00 AM	12:30 PM	5:00 PM	11:30 AM	4:00 PM



# Southeast 2014

	Monday June 23 8:00 AM	Monday June 23 12:30 PM	Tuesday June 24 8:00 AM	Tuesday June 24 12:00 PM	Wednesday June 25 8:00 AM	Wednesday June 25 10:30 AM	Wednesday June 25 1:30 PM	Thursday June 26 8:00 AM	Thursday June 26 12:30 PM
1-1	C125 Hiring, Firing, and Ev. Between  S. Birnbach	C130 Unleash the Leader Within  C. Grant	C180 Guide to Governance  B. Harris	E110 Revving Your Revenue Stream  C. Ewart	E210 Executive Finance  M. Gellman	E310 Dues and Don'ts  C. Hight	C185 Recruit, Engage, & Retain Members  C. Ewart	C150 Speaking with Confidence  B. Graham	C110 Financial Fitness  M. Gellman
1-2	C185 Recruit, Engage, & Retain Members  A. Medlin	C110 Financial Fitness  M. Gellman	C130 Unleash the Leader Within  E. Myers	E120 Executive Law  S. Erkonen	E211 Sponsorship Solicitation  P. McGaughey	E330 Learning to Let Go  D. Aaker	C180 Guide to Governance  B. Harris	C125 Hiring, Firing, and Ev. Between  S. Birnbach	C150 Speaking with Confidence  B. Graham
2-1	C230 Managers Who Motivate  E. Myers	C261 Events: Strategy & Operations  C. Ewart	C270 Effective Govmt Affairs Programs  M. Hallmark	E140 Building Org. Excellence  B. Harris	E241 Strong Chambers for the Future  D. Aaker	E342 Adv. Strategies of Comm. and Ec. Dev.  E. Davis	C220 Is That Legal?  S. Erkonen	C260 Marketing Strategies  C. Hight	C250 Customer Service Inside and Out  D. Aaker
2-2	C270 Effective Govmt Affairs Programs  M. Hallmark	C250 Customer Service Inside and Out  D. Aaker	C220 Is That Legal?  S. Erkonen	E142 Fundamentals of Comm. and Ec. Dev.  E. Davis	E241 Strong Chambers for the Future  C. Ewart	E350 The Art of Persuasion and Negotiation  P. McGaughey	C260 Marketing Strategies  C. Hight	C230 Managers Who Motivate  P. McGaughey	C261 Events: Strategy & Operations  C. Ewart
3-1	C340 Strategic Planning  C. Ewart	C341 Win-Win Partnerships  A. Medlin	C310 Budgeting and the Bottom Line  M. Gellman	E161 Technology Trends and Tools  R. Henry	E243 Developing a Competitive Workforce  J. Matthews	E360 Rethinking Communications  B. Graham	C380 Volunteer Management  J. Foley	C360 Innovate or Die  D. Hearn	C330 Everyday Ethics  P. McGaughey
3-2	C340 Strategic Planning  B. Harris	C380 Volunteer Management  S. Birnbach	C341 Win-Win Partnerships  A. Medlin	E180 Building Better Boards and Committees  A. Starnes	E244 Using Data to Grow & Sustain Your Org.  C. Hight	E362 Policy Development and Implementation  B. Harris	C330 Everyday Ethics  D. Aaker	C310 Budgeting and the Bottom Line  M. Gellman	C360 Innovate or Die  D. Hearn
4-1	C460 Integrating Strategic Tech. Solutions  R. Henry	C430 Becoming a Strategic Manager  S. Sartelle	C440 Collaborative Leadership  J. Foley	E263 Communicating Through the Media  C. Grant	E250 Creating a Government Affairs Program  M. Hallmark	E380 Delivering Value  J. Arthur	C470 Advocacy and Alliances  C. Van Rysselberge	C441 Industry Forecast  C. Ewart	C490 IOM and Beyond  B. Foulks
	11:30 AM	4:00 PM	11:30 AM	2:00 PM	10:00 AM	12:30 PM	5:00 PM	11:30 AM	4:00 PM

# West 2014

	Monday July 14 8:00 AM	Monday July 14 12:30 PM	Tuesday July 15 8:00 AM	Tuesday July 15 12:00 PM	Wednesday July 16 8:00 AM	Wednesday July 16 10:30 AM	Wednesday July 16 1:30 PM	Thursday July 17 8:00 AM	Thursday July 17 12:30 PM
1 - 1	C110 Financial Fitness M. Gellman	C125 Hiring, Firing, and Ev. Between S. Birnbach	C180 Guide to Governance B. Harris	E110 Revvng Your Revenue Stream B. Lacy	E210 Executive Finance M. Gellman	E310 Dues and Don'ts C. Hight	C130 Unleash the Leader Within J. Scott	C150 Speaking with Confidence B. Baker	C185 Recruit, Engage, & Retain Members D. Aaker
2 - 1	C260 Marketing Strategies B. Baker	C270 Effective Govmt Affairs Programs S. Worth	C220 Is That Legal? D. Goch	E120 Executive Law D. Goch	E211 Sponsorship Solicitation K. Sexton	E330 Learning to Let Go S. Birnbach	C261 Events: Strategy & Operations B. Lacy	C230 Managers Who Motivate J. Sandford	C250 Customer Service Inside and Out K. Robertson
3 - 1	C340 Strategic Planning B. Harris	C360 Innovate or Die D. Aaker	C310 Budgeting and the Bottom Line M. Gellman	E126 Dealing with Challenging Employees S. Birnbach	E230 Managing Upward D. Aaker	E331 CEO Lessons Learned B. St. John	C341 Win-Win Partnerships B. Baker	C330 Everyday Ethics J. Scott	C380 Volunteer Management S. Swafford
4 - 1	C470 Advocacy and Alliances S. Worth	C460 Integrating Strategic Tech. Solutions B. Baker	C440 Collaborative Leadership D. Aaker	E140 Building Org. Excellence B. Harris	E241 Strong Chambers for the Future M. Lucas	E350 The Art of Persuasion and Negotiation S. Swafford	C430 Becoming a Strategic Manager B. St. John	C441 Industry Forecast C. Hight	C490 IOM and Beyond B. Foulks
				E142 Fundamentals of Comm. and Ec. Dev. M. Lucas	E244 Using Data to Grow & Sustain Your Org. C. Hight	E360 Rethinking Communications K. Sexton			
				E161 Technology Trends and Tools B. Baker	E250 Creating a Government Affairs Program D. Castner	E362 Policy Development & Implementation J. Sandford			
				E180 Building Better Boards and Committees D. Aaker	E263 Communicating Through the Media K. Robertson	E380 Delivering Value R. Towle			
	11:30 AM	4:00 PM	11:30 AM	2:00 PM	10:00 AM	12:30 PM	5:00 PM	11:30 AM	4:00 PM

# Northeast 2014

	Monday July 28 8:00 AM	Monday July 28 12:30 PM	Tuesday July 29 8:00 AM	Tuesday July 29 12:00 PM	Wednesday July 30 8:00 AM	Wednesday July 30 10:30 AM	Wednesday July 30 1:30 PM	Thursday July 31 8:00 AM	Thursday July 31 12:30 PM
1-1	C150 Speaking with Confidence B. Graham	C125 Hiring, Firing, and Ev. Between C. Firlotte	C180 Guide to Governance B. Harris	E110 Revving Your Revenue Stream B. Pawlucy	E210 Executive Finance M. Gellman	E310 Dues and Don'ts C. Hight	C110 Financial Fitness M. Gellman	C185 Recruit, Engage, & Retain Members P. McGaughey	C130 Unleash the Leader Within M. Seidler
1-2	C180 Guide to Governance B. Harris	C125 Hiring, Firing, and Ev. Between S. Birnbach	C150 Speaking with Confidence B. Graham	E120 Executive Law D. Goch	E211 Sponsorship Solicitation S. Carle	E330 Learning to Let Go M. Seidler	C130 Unleash the Leader Within M. Seidler	C110 Financial Fitness M. Gellman	C185 Recruit, Engage, & Retain Members P. McGaughey
2-1	C260 Marketing Strategies C. Wallace	C270 Effective Govmt Affairs Programs G. O'Hara	C220 Is That Legal? D. Goch	E126 Dealing with Challenging Employees S. Birnbach	E230 Managing Upward S. Katz	E331 CEO Lessons Learned S. Carle	C230 Managers Who Motivate S. Birnbach	C261 Events: Strategy & Operations C. Hight	C250 Customer Service Inside and Out D. Aaker
3-1	C380 Volunteer Management B. Pawlucy	C340 Strategic Planning B. Harris	C330 Everyday Ethics D. Aaker	E140 Building Org. Excellence B. Harris	E240 Strong Assoc. for the Future K. Guida	E350 The Art of Persuasion and Negotiation P. McGaughey	C341 Win-Win Partnerships P. McGaughey	C360 Innovate or Die D. Aaker	C310 Budgeting and the Bottom Line M. Gellman
4-1	C440 Collaborative Leadership C. Firlotte	C460 Integrating Strategic Tech. Solutions R. Henry	C470 Advocacy and Alliances C. Dority	E142 Fundamentals of Comm. and Ec. Dev. C. Wallace	E241 Strong Chambers for the Future D. Aaker	E360 Rethinking Communications B. Graham	C441 Industry Forecast S. Carle	C430 Becoming a Strategic Manager S. Katz	C490 IOM and Beyond B. Foulks
				E161 Technology Trends and Tools R. Henry	E243 Developing a Competitive Workforce J. Matthews	E362 Policy Development & Implementation B. Pawlucy			
				E180 Building Better Boards and Committees D. Aaker	E244 Using Data to Grow & Sustain Your Org. B. Graham	E380 Delivering Value R. Towle			
				E263 Communicating Through the Media E. Barks	E250 Creating a Government Affairs Program C. Wallace				
	11:30 AM	4:00 PM	11:30 AM	2:00 PM	10:00 AM	12:30 PM	5:00 PM	11:30 AM	4:00 PM