

Winter 2016

	Monday January 4 8:00 AM	Monday January 4 12:45 PM	Tuesday January 5 8:00 AM	Tuesday January 5 12:00 PM	Wednesday January 6 8:00 AM	Wednesday January 6 10:30 AM	Wednesday January 6 1:00 PM	Thursday January 7 8:00 AM	Thursday January 7 12:45 PM
1 - 1	C150 Communicating with Confidence J. Patton	C125 Hiring, Firing, and Ev. Between D. Snellen	C130 Unleash the Leader Within L. Spears	E110 Revving Your Revenue Stream P. McGaughey	E210 Executive Finance M. Gellman	E310 Dues and Don'ts M. Varney	C110 Financial Fitness M. Gellman	C185 Recruit, Engage, & Retain Members M. Varney	C180 Guide to Governance F. Kenny
1 - 2	C125 Hiring, Firing, and Ev. Between D. Snellen	C130 Unleash the Leader Within L. Spears	C110 Financial Fitness M. Gellman	E120 Executive Law S. Erkonen	E211 Sponsorship Solicitation K. Sexton	E330 Learning to Let Go D. Aaker	C150 Communicating with Confidence B. Graham	C180 Guide to Governance F. Kenny	C185 Recruit, Engage, & Retain Members M. Varney
2 - 1	C250 Customer Service Inside and Out D. Aaker	C260 Marketing Strategies M. Lucas	C220 Is That Legal? S. Erkonen	E126 Dealing with Challenging Employees L. Spears	E230 Managing Upward C. Hight	E331 CEO Lessons Learned M. McCormick	C230 Managers Who Motivate S. Halter	C270 Effective Govmt Affairs Programs D. Kilby	C261 Events: Strategy and Operations P. McGaughey
2 - 2	C261 Events: Strategy and Operations N. Kieffer	C250 Customer Service Inside and Out D. Aaker	C230 Managers Who Motivate D. Snellen	E140 Building Org. Excellence B. Harris	E240 Strong Assoc. for the Future B. Harris	E342 Advanced Strategies of Com. & Ec. Dev. M. Lucas	C220 Is That Legal? S. Erkonen	C260 Marketing Strategies K. Sexton	C270 Effective Govmt Affairs Programs D. Kilby
3 - 1	C310 Budgeting and the Bottom Line M. Gellman	C360 Innovate or Die C. Hight	C340 Strategic Planning B. Harris	E142 Fundamentals of Com. & Ec. Dev. M. Lucas	E241 Strong Chambers for the Future K. Nastasi	E350 The Art of Persuasion and Negotiation P. McGaughey	C330 Everyday Ethics D. Aaker	C380 Volunteer Management M. McCormick	C341 Win-Win Partnerships L. Kerns
3 - 2	C360 Innovate or Die C. Hight	C340 Strategic Planning B. Harris	C330 Everyday Ethics D. Aaker	E161 Business Comm. Tech. Trends #OrgComm B. Baker	E243 Developing a Competitive Workforce C. Codella	E350 The Art of Persuasion and Negotiation S. Swafford	C341 Win-Win Partnerships L. Kerns	C310 Budgeting and the Bottom Line M. Gellman	C380 Volunteer Management M. McCormick
4 - 1	C460 Integrating Strategic Tech. Solutions B. Baker	C430 Becoming a Strategic Manager J. Patton	C440 Collaborative Leadership B. Graham	E163 Communicating Through the Media K. Sexton	E244 Using Data to Grow & Sustain Your Org. B. Graham	E360 Strategic Communications K. Sexton	C470 Advocacy and Alliances R. Medler	C441 Industry Forecast L. Kerns	C490 Organization Leadership for the Future B. Thomas
4 - 2	C470 Advocacy and Alliances R. Medler	C460 Integrating Strategic Tech. Solutions B. Baker	C430 Becoming a Strategic Manager J. Patton	E180 Building Better Boards and Committees D. Snellen	E250 PACs and Political Endorsements R. Medler	E380 Delivering Value R. Towle	C441 Industry Forecast C. Hight	C440 Collaborative Leadership B. Graham	C490 Organization Leadership for the Future M. Lucas
	11:30 AM	4:15 PM	11:30 AM	2:45 PM	10:00 AM	12:30 PM	4:15 PM	11:30 AM	4:00 PM

Midwest 2016

	Monday June 13 8:00 AM	Monday June 13 12:30 PM	Tuesday June 14 8:00 AM	Tuesday June 14 12:30 PM	Wednesday June 15 8:00 AM	Wednesday June 15 10:30 AM	Wednesday June 15 1:00 PM	Thursday June 16 8:00 AM	Thursday June 16 12:30 PM
1 - 1	C125 Hiring, Firing, and Ev. Between D. Snellen	C150 Communicating with Confidence B. Graham	C110 Financial Fitness B. Foulks	E126 Dealing with Challenging Employees D. Snellen	E210 Executive Finance B. Foulks	E310 Dues and Don'ts M. Varney	C130 Unleash the Leader Within D. Consolino	C180 Guide to Governance B. Harris	C185 Recruit, Engage, & Retain Members M. Varney
1 - 2	C150 Communicating with Confidence B. Graham	C125 Hiring, Firing, and Ev. Between D. Snellen	C130 Unleash the Leader Within D. Consolino	E140 Building Org. Excellence B. Harris	E211 Sponsorship Solidiation K. Sexton	E330 Learning to Let Go D. Consolino	C110 Financial Fitness B. Foulks	C185 Recruit, Engage, & Retain Members M. Varney	C180 Guide to Governance B. Harris
2 - 1	C220 Is That Legal? D. Goch	C260 Marketing Strategies K. Sexton	C250 Customer Service Inside and Out D. Aaker	E142 Fundamentals of Comm. and Ec. Dev. M. Dobson	E240 Strong Assoc for the Future B. Harris	E342 Adv. Strategies of Comm. & Ec. Dev. M. Dobson	C270 Effective Govmt Affairs Programs B. Taylor	C230 Managers Who Motivate Ali Crain	C261 Events: Strategy & Operations P. McGaughey
3 - 1	C380 Volunteer Management A. Crain	C330 Everyday Ethics D. Aaker	C360 Innovate or Die B. Graham	E161 Business Comm. Tech. Trends #OrgComm M. Longenecker	E241 Strong Chambers for the Future P. McGaughey	E360 Strategic Communications K. Sexton	C341 Win-Win Partnerships Regents	C340 Strategic Planning P. McGaughey	C310 Budgeting and the Bottom Line B. Foulks
4 - 1	C470 Advocacy and Alliances B. Malkasian	C420 Current Legal Issues Facing Your Org. D. Goch	C430 Becoming a Strategic Manager D. Snellen	E163 Communicating through the Media K. Sexton	E243 Developing a Competitive Workforce C. Codella	E362 Policy Development & Implementation B. Harris	C441 Industry Forecast P. McGaughey	C460 Integrating Strategic Tech. Solutions K. Sexton	C490 Organization Leadership for the Future B. Thomas
				E180 Building Better Boards and Committees D. Aaker	E244 Using Data to Grow & Sustain Your Org. B. Graham	E380 Delivering Value R. Towle			
	11:30 AM	4:00 PM	11:30 AM	2:30 PM	10:00 AM	12:30 PM	4:30 PM	11:30 AM	4:00 PM

Southeast 2016

	Monday June 27 8:00 AM	Monday June 27 12:30 PM	Tuesday June 28 8:00 AM	Tuesday June 28 12:30 PM	Wednesday June 29 8:00 AM	Wednesday June 29 10:30 AM	Wednesday June 29 1:00 PM	Thursday June 30 8:00 AM	Thursday June 30 12:30 PM
1-1	C125 Hiring, Firing, and Ev. Between C. Kuhl	C110 Financial Fitness M. Gellman	C180 Guide to Governance B. Harris	E110 Revving Your Revenue Stream C. Ewart	E210 Executive Finance M. Gellman	E310 Dues and Don'ts C. Ewart	C150 Communicating With Confidence J. Patton	C185 Recruit, Engage, & Retain Members C. Ewart	C130 Unleash the Leader Within L. Spears
1-2	C180 Guide to Governance B. Harris	C125 Hiring, Firing, and Ev. Between C. Kuhl	C110 Financial Fitness M. Gellman	E120 Executive Law S. Erkonen	E211 Sponsorship Soliditation P. McGaughey	E330 Learning to Let Go C. Kuhl	C185 Recruit, Engage, & Retain Members A. Medlin	C130 Unleash the Leader Within L. Spears	C150 Communicating With Confidence J. Patton
1-3	C180 Guide to Governance J. Arthur	C185 Recruit, Engage, & Retain Members B. Copeland	C125 Hiring, Firing, and Ev. Between C. Kuhl	E126 Dealing With Challenging Employees C. Kuhl	E230 Managing Upward C. Newton	E331 CEO Lessons Learned B. Pawlucy	C130 Unleash the Leader Within L. Spears	C150 Communicating With Confidence A. Medlin	C110 Financial Fitness M. Gellman
2-1	C261 Events: Strategy & Operations M. Yancy	C250 Customer Service Inside and Out D. Aaker	C270 Effective Govmt Affairs Programs M. Hallmark	E140 Building Org. Excellence P. McGaughey	E240 Strong Associations for the Future B. Harris	E342 Adv. Strategies of Comm. and Ec. Dev. M. Akridge	C220 Is That Legal? S. Erkonen	C230 Managers Who Motivate S. Swafford	C260 Marketing Strategies C. Newton
2-2	C250 Customer Service Inside and Out D. Aaker	C261 Events: Strategy & Operations P. McGaughey	C220 Is That Legal? S. Erkonen	E142 Fundamentals of Comm. and Ec. Dev. B. Daniels	E241 Strong Chambers for the Future (a) A. Medlin	E350 The Art of Persuasion and Negotiation P. McGaughey	C270 Effective Govmt Affairs Programs M. Hallmark	C260 Marketing Strategies C. Newton	C230 Managers Who Motivate J. Arthur
3-1	C310 Budgeting and the Bottom Line M. Gellman	C341 Win-Win Partnerships S. Swafford	C380 Volunteer Management C. Kennedy	E161 Business Comm. Tech. Trends #OrgComm R. Chase	E241 Strong Chambers for the Future (b) C. Ewart	E360 Strategic Communications C. Newton	C330 Everyday Ethics D. Aaker	C360 Innovate or Die B. Pawlucy	C340 Strategic Planning P. McGaughey
3-2	C341 Win-Win Partnerships S. Swafford	C340 Strategic Planning B. Harris	C330 Everyday Ethics D. Aaker	E163 Communicating Through the Media B. Copeland	E243 Developing a Competitive Workforce J. Francis	E362 Policy Development and Implementation B. Harris	C380 Volunteer Management C. Kennedy	C310 Budgeting and the Bottom Line M. Gellman	C360 Innovate or Die B. Pawlucy
4-1	C470 Advocacy and Alliances J. Kavinoky	C420 Current Legal Issues Facing Your Org. S. Erkonen	C460 Integrating Strategic Tech. Solutions R. Chase	E180 Building Better Boards and Committees S. Swafford	E244 Using Data to Grow & Sustain Your Org. F. Kenny	E380 Delivering Value (a) J. Arthur	C441 Industry Forecast F. Kenny	C430 Becoming a Strategic Manager J. Patton	C490 Organization Leadership for the Future B. Thomas
4-2	C420 Current Legal Issues Facing Your Org. S. Erkonen	C470 Advocacy and Alliances J. Kavinoky	C460 Integrating Strategic Tech. Solutions F. Kenny		E250 PACs and Political Endorsements M. Hallmark	E380 Delivering Value (b) R. Towle	C430 Becoming a Strategic Manager S. Swafford	C441 Industry Forecast F. Kenny	C490 Organization Leadership for the Future B. Thomas
	11:30 AM	4:00 PM	11:30 AM	2:30 PM	10:00 AM	12:30 PM	4:30 PM	11:30 AM	4:00 PM

West 2016

	Monday July 11 8:00 AM	Monday July 11 12:30 PM	Tuesday July 12 8:00 AM	Tuesday July 12 12:30 PM	Wednesday July 13 8:00 AM	Wednesday July 13 10:30 AM	Wednesday July 13 1:00 PM	Thursday July 14 8:00 AM	Thursday July 14 12:30 PM
1 - 1	C180 Guide to Governance D. Moreno	C110 Financial Fitness M. Gellman	C150 Communicating with Confidence M. Lefebvre	E110 Revving Your Revenue Stream B. Lacy	E210 Executive Finance M Gellman	E330 Learning to Let Go D. Aaker	C130 Unleash the Leader Within J. McCrory	C125 Hiring, Firing, and Ev. Between C. Hight	C185 Recruit, Engage, & Retain Members J. Sandford
2 - 1	C270 Effective Govmt Affairs Programs D. Kilby	C260 Marketing Strategies M. Virgili	C250 Customer Service Inside and Out D. Aaker	E120 Executive Law S. Erkonen	E211 Sponsorship Solicitation C. Allen Dallas	E331 CEO Lessons Learned K. Hall	C220 Is That Legal? S. Erkonen	C230 Managers Who Motivate J. McCrory	C261 Events: Strategy & Operations C. Allen Dallas
3 - 1	C310 Budgeting and the Bottom Line M. Gellman	C330 Everyday Ethics D. Aaker	C340 Strategic Planning K. Hall	E126 Dealing with Challenging Employees M. Lefebvre	E230 Managing Upward J. McCrory	E342 Adv. Strategies of Comm & Economic Dev. B. Lacy	C341 Win-Win Partnerships B. Baker	C360 Innovate or Die C. Allen Dallas	C380 Volunteer Management J. McCrory
4 - 1	C430 Becoming a Strategic Manager M. Lefebvre	C460 Integrating Strategic Tech. Solutions B. Baker	C420 Current Legal Issues Facing Your Org. S. Erkonen	E140 Building Org. Excellence J. Sandford	E240 Strong Associations for the Future S. Swafford	E360 Strategic Communications M. Longenecker	C441 Industry Forecast C. Hight	C470 Advocacy and Alliances M. Virgili	C490 Organization Leadership for the Future B. Thomas
				E161 Business Comm. Tech. Trends #OrgComm B. Baker	E241 Strong Chambers for the Future K. Hall	E362 Policy Development & Implementation J. Sandford			
				E180 Building Better Boards and Committees D. Aaker	E243 Developing a Competitive Workforce C. Codella	E380 Delivering Value R. Towle			
	11:30 AM	4:00 PM	11:30 AM	2:30 PM	10:00 AM	12:30 PM	4:30 PM	11:30 AM	4:00 PM

Northeast 2016

	Monday August 1 8:00 AM	Monday August 1 12:30 PM	Tuesday August 2 8:00 AM	Tuesday August 2 12:30 PM	Wednesday August 3 8:00 AM	Wednesday August 3 10:30 AM	Wednesday August 3 1:00 PM	Thursday August 4 8:00 AM	Thursday August 4 12:30 PM
1-1	C150 Communicating with Confidence B. Graham	C180 Guide to Governance B. Harris	C125 Hiring, Firing, and Ev. Between K. Dunn	E120 Executive Law S. Erkonen	E210 Executive Finance M. Gellman	E310 Dues and Don'ts K. Sexton	C185 Recruit, Engage, & Retain Members J. Smikle	C130 Unleash the Leader Within J. McCrory	C110 Financial Fitness M. Gellman
1-2	C125 Hiring, Firing, and Ev. Between K. Dunn	C150 Communicating with Confidence B. Graham	C180 Guide to Governance B. Harris	E126 Dealing with Challenging Employees K. Dunn	E211 Sponsorship Solidation K. Sexton	E330 Learning to Let Go D. Aaker	C110 Financial Fitness M. Gellman	C130 Unleash the Leader Within J. Smikle	C185 Recruit, Engage, & Retain Members D. Sharpe
2-1	C270 Effective Govmt Affairs Programs P. McNamara	C260 Marketing Strategies K. Sexton	C220 Is That Legal? S. Erkonen	E140 Building Org. Excellence D. Aaker	E230 Managing Upward S. Katz	E331 CEO Lessons Learned F. Kenny	C230 Managers Who Motivate S. Katz	C261 Events: Strategy & Operations D. Sharpe	C250 Customer Service Inside and Out D. Aaker
3-1	C340 Strategic Planning B. Harris	C380 Volunteer Management C. Louder	C360 Innovate or Die B. Graham	E142 Fundamentals of Comm. and Ec. Dev. C. Wallace	E240 Strong Assoc. for the Future B. Harris	E350 The Art of Persuasion and Negotiation J. McCrory	C330 Everyday Ethics D. Aaker	C310 Budgeting and the Bottom Line M. Gellman	C341 Win-Win Partnerships J. McCrory
4-1	C441 Industry Forecast F. Kenny	C420 Current Legal Issues S. Erkonen	C460 Integrating Strategic Tech. Solutions F. Kenny	E161 Business Comm. Tech. Trends #OrgComm F. Kenny	E241 Strong Chambers for the Future F. Kenny	E360 Strategic Communications B. Graham	C470 Advocacy and Alliances S. Worth	C430 Becoming a Strategic Manager S. Katz	C490 Organization Leadership for the Future B. Thomas
				E163 Communicating Through the Media K. Sexton	E244 Using Data to Grow & Sustain Your Org. B. Graham	E362 Policy Development & Implementation D. Sharpe			
				E180 Building Better Boards and Committees J. Smikle	E250 PACs and Political Endorsements S. Worth	E380 Delivering Value R. Towle			
	11:30 AM	4:00 PM	11:30 AM	2:30 PM	10:00 AM	12:30 PM	4:30 PM	11:30 AM	4:00 PM