

# Winter 2015

	Monday January 5 8:00 AM	Monday January 5 12:45 PM	Tuesday January 6 8:00 AM	Tuesday January 6 12:00 PM	Wednesday January 7 8:00 AM	Wednesday January 7 10:30 AM	Wednesday January 7 1:45 PM	Thursday January 8 8:00 AM	Thursday January 8 12:45 PM
1-1	C125 Hiring, Firing, and Ev. Between S. Birnbach	C130 Unleash the Leader Within L. Spears	C110 Financial Fitness M. Gellman	E110 Revving Your Revenue Stream P. McGaughey	E210 Executive Finance M. Gellman	E310 Dues and Don'ts M. Flynn	C180 Guide to Governance B. Harris	C185 Recruit, Engage, & Retain Members D. Aaker	C150 Communicating with Confidence B. Graham
1-2	C130 Unleash the Leader Within L. Spears	C110 Financial Fitness M. Gellman	C180 Guide to Governance B. Harris	E120 Executive Law D. Goch	E211 Sponsorship Solicitation K. Sexton	E330 Learning to Let Go D. Aaker	C185 Recruit, Engage, & Retain Members S. Swafford	C150 Communicating with Confidence B. Graham	C125 Hiring, Firing, and Ev. Between S. Birnbach
2-1	C250 Customer Service Inside and Out D. Aaker	C230 Managers Who Motivate S. Birnbach	C260 Marketing Strategies K. Sexton	E126 Dealing with Challenging Employees L. Spears	E230 Managing Upward S. Birnbach	E331 CEO Lessons Learned K. Nastasi	C220 Is That Legal? D. Goch	C261 Events: Strategy and Operations M. Flynn	C270 Effective Govmt Affairs Programs D. Castner
2-2	C260 Marketing Strategies K. Sexton	C250 Customer Service Inside and Out D. Aaker	C220 Is That Legal? D. Goch	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. Castner	C230 Managers Who Motivate S. Birnbach	C261 Events: Strategy and Operations M. Flynn
3-1	C360 Innovate or Die S. Swafford	C341 Win-Win Partnerships P. McGaughey	C330 Everyday Ethics D. Aaker	E142 Fundamentals of Com. & Ec. Dev. M. Lucas	E241 Strong Chambers for the Future M. Lucas	E350 The Art of Persuasion and Negotiation P. McGaughey	C310 Budgeting and the Bottom Line M. Gellman	C340 Strategic Planning B. Harris	C380 Volunteer Management H. Duckworth
3-2	C310 Budgeting and the Bottom Line M. Gellman	C340 Strategic Planning T. Carvajal	C341 Win-Win Partnerships P. McGaughey	E161 Technology Trends and Tools J. Rick	E243 Developing a Competitive Workforce C. Codella	E360 Strategic Communications B. Graham	C330 Everyday Ethics D. Aaker	C380 Volunteer Management H. Duckworth	C360 Innovate or Die K. Hall
4-1	C441 Industry Forecast T. Carvajal	C460 Integrating Strategic Tech. Solutions J. Rick	C430 Becoming a Strategic Manager L. Spears	E180 Building Better Boards and Committees D. Aaker	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 R. Medler	C490 IOM and Beyond M. Pivarnik
4-2	C460 Integrating Strategic Tech. Solutions J. Rick	C430 Becoming a Strategic Manager S. Swafford	C441 Industry Forecast T. Carvajal	E263 Communicating Through the Media S. Swafford	E250 PACs and Political Endorsements R. Medler	E380 Delivering Value R. Towle	C470 Advocacy and Alliances R. Medler	C440 Collaborative Leadership K. Hall	C490 IOM and Beyond D. Aaker
	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

# Midwest 2015

	Monday June 8 8:00 AM	Monday June 8 12:30 PM	Tuesday June 9 8:00 AM	Tuesday June 9 12:00 PM	Wednesday June 10 8:00 AM	Wednesday June 10 10:30 AM	Wednesday June 10 1:30 PM	Thursday June 11 8:00 AM	Thursday June 11 12:30 PM
1-1	C125 Hiring, Firing, and Ev. Between J. Weiss	C185 Recruit, Engage, & Retain Members C. Weaver	C110 Financial Fitness B. Foulks	E110 Revving Your Revenue Stream P. McGaughey	E210 Executive Finance B. Foulks	E330 Learning to Let Go S. Birnbach	C130 Unleash the Leader Within R. Salzman	C180 Guide to Governance Bob Harris	C150 Communicating With Confidence B. Graham
1-2	C185 Recruit, Engage, & Retain Members C. Weaver	C110 Financial Fitness B. Foulks	C130 Unleash the Leader Within G. Breeden	E120 Executive Law S. Erkonen	E230 Managing Upward J. Weiss	E331 CEO Lessons Learned R. Salzman	C180 Guide to Governance B. Harris	C150 Communicating With Confidence B. Graham	C125 Hiring, Firing, and Ev. Between S. Birnbach
2-1	C250 Customer Service Inside and Out G. Breeden	C230 Managers Who Motivate J. Weiss	C220 Is That Legal? S. Erkonen	E140 Building Org. Excellence B. Harris	E241 Strong Chambers for the Future B. Thomas	E342 Adv. Strategies of Comm. & Ec. Dev. T. McKee	C270 Effective Govmt Affairs Programs B. Taylor	C261 Events: Strategy & Operations P. McGaughey	C260 Marketing Strategies K. Sexton
3-1	C340 Strategic Planning F. Kenny	C330 Everyday Ethics G. Breeden	C360 Innovate or Die B. Graham	E142 Fundamentals of Comm. and Ec. Dev. T. McKee	E244 Using Data to Grow & Sustain Your Org. B. Graham	E350 The Art of Persuasion and Negotiation P. McGaughey	C380 Volunteer Management S. Birnbach	C310 Budgeting and the Bottom Line B. Foulks	C341 Win-Win Partnerships P. McGaughey
4-1	C470 Advocacy and Alliances B. Malkasian	C441 Industry Forecast F. Kenny	C430 Becoming a Strategic Manager J. Weiss	E161 Technology Trends and Tools M. Morgan	E250 PACs and Political Endorsements B. Taylor	E360 Strategic Communications K. Sexton	C440 Collaborative Leadership B. Graham	C460 Integrating Strategic Tech. Solutions K. Sexton	C490 IOM and Beyond M. Pivarnik
				E180 Building Better Boards and Committees A. Crain	E263 Communicating through the Media K. Sexton	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

# Southeast 2015

	Monday June 29 8:00 AM	Monday June 29 12:30 PM	Tuesday June 30 8:00 AM	Tuesday June 30 12:00 PM	Wednesday July 1 8:00 AM	Wednesday July 1 10:30 AM	Wednesday July 1 1:30 PM	Thursday July 2 8:00 AM	Thursday July 2 12:30 PM
1-1	C185 Recruit, Engage, & Retain Members S. Pash	C110 Financial Fitness M. Gellman	C180 Guide to Governance J. Arthur	E110 Revving Your Revenue Stream C. Ewart	E210 Executive Finance M. Gellman	E310 Dues and Don'ts C. Hight	C125 Hiring, Firing, and Ev. Between S. Birnbach	C150 Communicating With Confidence J. Patton	C130 Unleash the Leader Within J. McCrory
1-2	C180 Guide to Governance B. Harris	C185 Recruit, Engage, & Retain Members S. Pash	C110 Financial Fitness M. Gellman	E120 Executive Law D. Goch	E211 Sponsorship Solicitation P. McGaughey	E330 Learning to Let Go J. McCrory	C130 Unleash the Leader Within J. McCrory	C125 Hiring, Firing, and Ev. Between S. Birnbach	C150 Communicating With Confidence J. Patton
2-1	C230 Managers Who Motivate L. Spears	C250 Customer Service Inside and Out D. Aaker	C270 Effective Govmt Affairs Programs M. Hallmark	E126 Dealing With Challenging Employees S. Birnbach	E230 Managing Upward S. Birnbach	E331 CEO Lessons Learned M. Jordan	C220 Is That Legal? D. Goch	C261 Events: Strategy & Operations C. Ewart	C260 Marketing Strategies K. Sexton
2-2	C250 Customer Service Inside and Out D. Aaker	C230 Managers Who Motivate L. Spears	C220 Is That Legal? D. Goch	E140 Building Org. Excellence B. Harris	E241 Strong Chambers for the Future M. Jordan	E342 Adv. Strategies of Comm. and Ec. Dev. E. Davis	C270 Effective Govmt Affairs Programs M. Hallmark	C260 Marketing Strategies K. Sexton	C261 Events: Strategy & Operations C. Ewart
3-1	C310 Budgeting and the Bottom Line M. Gellman	C340 Strategic Planning C. Ewart	C341 Win-Win Partnerships D. Aaker	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	C380 Volunteer Management J. Foley	C360 Innovate or Die K. Trader	C330 Everyday Ethics P. McGaughey
3-2	C330 Everyday Ethics P. McGaughey	C340 Strategic Planning B. Harris	C380 Volunteer Management J. Foley	E161 Technology Trends and Tools F. Kenny	E243 Developing a Competitive Workforce J. Francis	E360 Strategic Communications K. Sexton	C341 Win-Win Partnerships D. Aaker	C310 Budgeting and the Bottom Line M. Gellman	C360 Innovate or Die K. Trader
4-1	C460 Integrating Strategic Tech. Solutions F. Kenny	C440 Collaborative Leadership J. Foley	C430 Becoming a Strategic Manager L. Spears	E180 Building Better Boards and Committees S. Pash	E244 Using Data to Grow & Sustain Your Org. C. Hight	E362 Policy Development and Implementation B. Harris	C470 Advocacy and Alliances R. Medler	C441 Industry Forecast C. Hight	C490 IOM and Beyond M. Pivarnik
4-2	C440 Collaborative Leadership J. Foley	C460 Integrating Strategic Tech. Solutions F. Kenny	C441 Industry Forecast C. Ewart	E263 Communicating Through the Media K. Sexton	E250 PACs and Political Endorsements M. Hallmark	E380 Delivering Value J. Arthur	C430 Becoming a Strategic Manager J. Patton	C470 Advocacy and Alliances R. Medler	C490 IOM and Beyond S. Birnbach
			C501 Enhanced GEP (9:30-11:30) B. Harris				C502 Enhanced GEP (1:30-3:30) P. McGaughey		
	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 2015

	Monday July 13 8:00 AM	Monday July 13 12:30 PM	Tuesday July 14 8:00 AM	Tuesday July 14 12:00 PM	Wednesday July 15 8:00 AM	Wednesday July 15 10:30 AM	Wednesday July 15 1:30 PM	Thursday July 16 8:00 AM	Thursday July 16 12:30 PM
1 - 1	<b>C180</b> Guide to Governance D. Moreno	<b>C130</b> Unleash the Leader Within B. Pawlucy	<b>C185</b> Recruit, Engage, & Retain Members M. Varney	<b>E110</b> Revvng Your Revenue Stream B. Lacy	<b>E211</b> Sponsorship Solicitation K. Sexton	<b>E310</b> Dues and Don'ts M. Varney	<b>C150</b> Communicating with Confidence B. Baker	<b>C125</b> Hiring, Firing, and Ev. Between J. Weiss	<b>C110</b> Financial Fitness M. Gellman
1 - 2	<b>C150</b> Communicating with Confidence B. Baker	<b>C180</b> Guide to Governance D. Moreno	<b>C130</b> Unleash the Leader Within B. Pawlucy	<b>E120</b> Executive Law S. Erkonen	<b>E230</b> Managing Upward J. Weiss	<b>E330</b> Learning to Let Go D. Aaker	<b>C185</b> Recruit, Engage, & Retain Members M. Varney	<b>C110</b> Financial Fitness M. Gellman	<b>C125</b> Hiring, Firing, and Ev. Between J. Weiss
2 - 1	<b>C261</b> Events: Strategy & Operations B. Lacy	<b>C250</b> Customer Service Inside and Out D. Aaker	<b>C220</b> Is That Legal? S. Erkonen	<b>E140</b> Building Org. Excellence G. Spagnola	<b>E241</b> Strong Chambers for the Future M. Lucas	<b>E331</b> CEO Lessons Learned M. Lucas	<b>C230</b> Managers Who Motivate J. Weiss	<b>C260</b> Marketing Strategies B. Baker	<b>C270</b> Effective Govmt Affairs Programs S. Worth
3 - 1	<b>C330</b> Everyday Ethics D. Aaker	<b>C341</b> Win-Win Partnerships G. Spagnola	<b>C340</b> Strategic Planning D. Moreno	<b>E142</b> Fundamentals of Comm. and Ec. Dev. M. Lucas	<b>E244</b> Using Data to Grow & Sustain Your Org. C. Hight	<b>E350</b> The Art of Persuasion and Negotiation S. Swafford	<b>C310</b> Budgeting and the Bottom Line M. Gellman	<b>C380</b> Volunteer Management S. Swafford	<b>C360</b> Innovate or Die C. Hight
4 - 1	<b>C430</b> Becoming a Strategic Manager S. Swafford	<b>C460</b> Integrating Strategic Tech. Solutions B. Baker	<b>C440</b> Collaborative Leadership M. Lucas	<b>E161</b> Technology Trends and Tools B. Baker	<b>E250</b> PACs and Political Endorsements S. Worth	<b>E360</b> Strategic Communications K. Sexton	<b>C470</b> Advocacy and Alliances S. Worth	<b>C441</b> Industry Forecast C. Hight	<b>C490</b> IOM and Beyond M. Pivarnik
				<b>E180</b> Building Better Boards and Committees S. Swafford	<b>E263</b> Communicating Through the Media B. Pawlucy	<b>E380</b> 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 2015

	Monday July 27 8:00 AM	Monday July 27 12:30 PM	Tuesday July 28 8:00 AM	Tuesday July 28 12:30 PM	Wednesday July 29 8:00 AM	Wednesday July 29 10:30 AM	Wednesday July 29 1:00 PM	Thursday July 30 8:00 AM	Thursday July 30 12:30 PM
1-1	C180 Guide to Governance B. Harris	C185 Recruit, Engage, & Retain Members J. Lord	C125 Hiring, Firing, and Ev. Between S. Birnbach	E110 Revving Your Revenue Stream P. McGaughey	E210 Executive Finance M. Gellman	*E310 Dues and Don'ts J. Handler	C150 Communicating with Confidence B. Graham	C130 Unleash the Leader Within J. Jacobs	C110 Financial Fitness M. Gellman
1-2	C125 Hiring, Firing, and Ev. Between S. Birnbach	C180 Guide to Governance B. Harris	C185 Recruit, Engage, & Retain Members J. Lord	E120 Executive Law D. Goch	E211 Sponsorship Solicitation P. McGaughey	E330 Learning to Let Go D. Aaker	C130 Unleash the Leader Within J. Jacobs	C110 Financial Fitness M. Gellman	C150 Communicating with Confidence B. Graham
2-1	C270 Effective Govmt Affairs Programs J. Settich	C230 Managers Who Motivate S. Katz	C220 Is That Legal? D. Goch	E140 Building Org. Excellence J. Jacobs	E230 Managing Upward S. Birnbach	E331 CEO Lessons Learned C. Firlotte	C260 Marketing Strategies C. Wallace	C261 Events: Strategy & Operations P. McGaughey	C250 Customer Service Inside and Out D. Aaker
3-1	C360 Innovate or Die J. Lord	C341 Win-Win Partnerships J. Settich	C340 Strategic Planning B. Harris	E142 Fundamentals of Comm. and Ec. Dev. C. Wallace	E240 Strong Assoc. for the Future L. Aplebaum	E350 The Art of Persuasion and Negotiation P. McGaughey	C310 Budgeting and the Bottom Line M. Gellman	C330 Everyday Ethics D. Aaker	C380 Volunteer Management L. Aplebaum
4-1	C430 Becoming a Strategic Manager S. Katz	C460 Integrating Strategic Tech. Solutions R. Henry	C441 Industry Forecast J. Handler	E161 Technology Trends and Tools R. Henry	E241 Strong Chambers for the Future J. Handler	E360 Strategic Communications B. Graham	C470 Advocacy and Alliances G. O'Hara	C440 Collaborative Leadership C. Firlotte	C490 IOM and Beyond M. Pivarnik
				E180 Building Better Boards and Committees D. Aaker	E243 Developing a Competitive Workforce J. Francis	E362 Policy Development & Implementation B. Harris			
				E263 Communicating Through the Media J. Handler	E250 PACs and Political Endorsements C. Wallace	E380 Delivering Value R. Towle			
						*Class cancelled due to sick faculty			
	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