

Code	Section	Title	First Name	Last Name	Score
C110	1-1 & 1-2	Financial Fitness	Mike	Gellman	4.60
C125	1-1 & 1-2	Hiring, Firing, and Everything In Between	Pam	Green	4.72
C130	1-1	Unleash the Leader Within	Alan	Berson	4.52
C130	1-2	Unleash the Leader Within	David	Aaker	4.80
C150	1-1 & 1-2	Communicating with Confidence	Bill	Graham	4.86
C180	1-1 & 1-2	Guide to Governance	Bob	Harris	4.84
C185	1-1 & 1-2	Recruit, Engage and Retain Your Members	Mike	Varney	4.50
C220	2-1 & 2-2	Is That Legal?	Sam	Erkonen	4.30
C230	2-1 & 2-2	Managers Who Motivate	Justin	Patton	4.78
C250	2-1 & 2-2	Customer Service Inside and Out	David	Aaker	4.52
C260	2-1 & 2-2	Marketing Strategies	Cathi	Hight	4.15
C261	2-1 & 2-2	Events: Strategy and Operations	Nick	Kieffer	3.68
C270	2-1 & 2-2	Effective Government Affairs Programs	Robert	Medler	4.54
C310	3-1 & 3-2	Budgeting and the Bottom Line	Mike	Gelman	4.86
C330	3-1 & 3-2	Everyday Ethics	David	Aaker	4.41
C340	3-1 & 3-2	Strategic Planning	Hardy	Smith	4.36
C341	3-1	Win-Win Partnerships	Chris	Wallace	4.06
C341	3-2	Win-Win Partnerships	Jeremy	Fojut	2.40
C360	3-1 & 3-2	Innovate or Die	Frank	Kenny	3.50
C380	3-1	Volunteer Development	Holly	Duckworth	3.83
C380	3-2	Volunteer Development	Megan	Lucas	4.10
C420	4-1 & 4-2	Current Legal Issues Facing Your Organization	Sam	Erkonen	4.27
C430	4-1 & 4-2	Becoming a Strategic Manager	Holly	Duckworth	3.80
C441	4-1	Industry Forecast	Megan	Lucas	4.38
C441	4-2	Industry Forecast	Frank	Kenny	4.35
C460	4-1 & 4-2	Integrating Strategic Technology Solutions	Frank	Kenny	3.99
C470	4-1	Advocacy and Alliances	Bill	Lee	4.58
C470	4-2	Advocacy and Alliances	Robert	Medler	4.78
C490	4-1	Organization Leadership for the Future	Justin	Patton	4.85
C490	4-2	Organization Leadership for the Future	Bill	Graham	5.00
E110	E1	Revving Your Revenue Stream	Pat	McGaughey	4.60
E120	E1	Executive Law	Sam	Erkonen	3.92

E126	E1	Dealing with Challenging Employees	Rick	Howe	4.57
E140	E1	Building Organizational Excellence	Bob	Harris	4.75
E142	E1	Fundamentals of Community and Economic Development	Megan	Lucas	4.29
E161	E1	Business Communication Technology Trends	Frank	Kenny	3.84
E163	E1	Communicating Through the Media	Bill	Lee	4.42
E180	E1	Building Better Boards and Committees	Holly	Duckworth	3.46
E210	E2	Executive Finance	Mike	Gellman	4.90
E211	E2	Sponsorship Solicitation	Jeremy	Fojut	4.12
E230	E2	Managing Upward	Pam	Green	4.48
E240	E2	Strong Associations for the Future	Bob	Harris	4.71
E241	E2	Strong Chambers for the Future	Megan	Lucas	4.70
E243	E2	Developing a Competitive Workforce	Caitlin	Codella	4.51
E244	E2	Using Data to Grow and Sustain Your Organization	Cathi	Hight	4.53
E250	E2	PACs and Political Endorsements	Robert	Medler	4.50
E310	E3	Dues and Don'ts	Mike	Varney	4.70
E330	E3	Learning to Let Go	Alan	Berson	4.57
E331	E3	CEO Lessons Learned	Bill	Lee	4.92
E342	E3	Advanced Strategies of Community and Economic Development	Megan	Lucas	4.56
E350	E3	The Art of Persuasion and Negotiation	Pat	McGaughey	4.34
E360	E3	Strategic Communications	Bill	Graham	4.56
E362	E3	Policy Development and Implementation	Bob	Harris	4.90
E380	E3	Delivering Value	Raymond	Towle	4.74