

2018 Winter

	Thursday January 4 8:00 AM	Thursday January 4 12:30 PM	Thursday January 4 4:15 PM	Friday January 5 8:00 AM	Friday January 5 10:30 AM	Friday January 5 1:00 PM	Saturday January 6 8:00 AM	Saturday January 6 12:30 PM	Sunday January 7 8:00 AM
1-1	C185 Recruit, Engage, & Retain Members M. Varney	C110 Financial Fitness M. Gellman	E110 Revving Your Revenue Stream P. McGaughey	E210 Executive Finance M. Gellman	E310 Dues and Don'ts M. Varney	C130 Unleash the Leader Within A. Berson	C150 Communicating with Confidence B. Graham	C180 Guide to Governance B. Harris	C125 Hiring, Firing, and Ev. Between P. Green
1-2	C110 Financial Fitness M. Gellman	C150 Communicating with Confidence B. Graham	E120 Executive Law S. Erkonen	E211 Sponsorship Solicitation J. Fojut	E330 Learning to Let Go A. Berson	C180 Guide to Governance B. Harris	C130 Unleash the Leader Within D. Aaker	C125 Hiring, Firing, and Ev. Between P. Green	C185 Recruit, Engage, & Retain Members M. Varney
2-1	C270 Effective Govmt Affairs Programs R. Medler	C220 Is That Legal? S. Erkonen	E126 Dealing with Challenging Employees R. Howe	E230 Managing Upward P. Green	E331 CEO Lessons Learned B. Lee	C260 Marketing Strategies C. Hight	C230 Managers Who Motivate J. Patton	C250 Customer Service Inside and Out D. Aaker	C261 Events: Strategy and Operations N. Kieffer
2-2	C261 Events: Strategy and Operations N. Kieffer	C270 Effective Govmt Affairs Programs R. Medler	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 C. Hight	C230 Managers Who Motivate J. Patton	C250 Customer Service Inside and Out D. Aaker
3-1	C380 Volunteer Development H. Duckworth	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	C360 Innovate or Die J. Fojut	C310 Budgeting and the Bottom Line M. Gellman	C341 Win-Win Partnerships C. Wallace	C340 Strategic Planning H. Smith
3-2	C330 Everyday Ethics D. Aaker	C380 Volunteer Development M. Lucas	E161 Business Comm. Tech. Trends F. Kenny	E243 Developing a Competitive Workforce C. Codella	E360 Strategic Communications B. Graham	C360 Innovate or Die F. Kenny	C341 Win-Win Partnerships J. Fojut	C340 Strategic Planning H. Smith	C310 Budgeting and the Bottom Line M. Gellman
4-1	C420 Current Legal Issues Facing Your Org. S. Erkonen	C430 Becoming a Strategic Leader H. Duckworth	E163 Communicating Through the Media B. Lee	E244 Using Data to Grow & Sustain Your Org. C. Hight	E362 Policy Development and Implementation B. Harris	C441 Industry Forecast M. Lucas	C460 Integrating Strategic Tech. Solutions F. Kenny	C470 Advocacy and Alliances R. Medler	C490 Organization Leadership for the Future J. Patton
4-2	C470 Advocacy and Alliances B. Lee	C460 Integrating Strategic Tech. Solutions F. Kenny	E180 Building Better Boards and Committees H. Duckworth	E250 PACs and Political Endorsements R. Medler	E380 Delivering Value R. Towle	C430 Becoming a Strategic Leader H. Duckworth	C420 Current Legal Issues Facing Your Org. S. Erkonen	C441 Industry Forecast F. Kenny	C490 Organization Leadership for the Future B. Graham
	11:30 AM	4:00 PM	6:15 PM	10:00 AM	12:30 PM	4:30 PM	11:30 AM	4:00 PM	11:30 AM

2018 Midwest

	Monday June 4 8:00 AM	Monday June 4 12:30 PM	Monday June 4 4:15 PM	Tuesday June 5 8:00 AM	Tuesday June 5 10:30 AM	Tuesday June 5 1:00 PM	Wednesday June 6 8:00 AM	Wednesday June 6 12:30 PM	Thursday June 7 8:00 AM
1 - 1	C130 Unleash the Leader Within D. Aaker	C185 Recruit, Engage, & Retain Members M. Varney	E110 Revving Your Revenue Stream T. Wellbrock	E210 Executive Finance B. Foulks	E330 Learning to Let Go D. Aaker	C125 Hiring, Firing, and Ev. Between P. Green	C150 Communicating with Confidence B. Graham	C180 Guide to Governance B. Harris	C110 Financial Fitness B. Foulks
1 - 2	C185 Recruit, Engage, & Retain Members M. Varney	C110 Financial Fitness B. Foulks	E120 Executive Law D. Goch	E230 Managing Upward P. Green	E331 CEO Lessons Learned R. Salzman	C180 Guide to Governance B. Harris	C125 Hiring, Firing, and Ev. Between T. Wellbrock	C150 Communicating with Confidence B. Graham	C130 Unleash the Leader Within T. Jones
2 - 1	C220 Is That Legal? D. Goch	C260 Marketing Strategies K. Hall	E142 Fundamentals of Comm. and Ec. Dev. T. McKee	E240 Strong Assoc. for the Future R. Salzman	E340 501(c)(3) Foundations B. Foulks	C250 Customer Service Inside and Out D. Aaker	C230 Managers Who Motivate R. Salzman	C261 Events: Strategy & Operations B. Thomas	C270 Effective Govmt Affairs Programs B. Taylor
3 - 1	C380 Volunteer Development K. Hall	C330 Everyday Ethics D. Aaker	E161 Business Comm. Tech. Trends R. Chase	E241 Strong Chambers for the Future T. Wellbrock	E360 Strategic Communications B. Thomas	C360 Innovate or Die T. Jones	C341 Win-Win Partnerships M. Dobson	C310 Budgeting and the Bottom Line B. Foulks	C340 Strategic Planning R. Salzman
4 - 1	C460 Integrating Strategic Tech. Solutions R. Chase	C441 Industry Forecast R. Chase	E163 Communicating through the Media J. Griffin	E243 Developing a Competitive Workforce C. Codella	E362 Policy Development & Implementation B. Harris	C420 Current Legal Issues Facing Your Org. D. Goch	C430 Becoming a Strategic Leader B. Thomas	C470 Advocacy and Alliances K. Hall	C490 Organization Leadership for the Future B. Graham
			E180 Building Better Boards and Committees T. Jones	E244 Using Data to Grow & Sustain Your Org. B. Thomas	E380 Delivering Value R. Towle				
	11:30 AM	4:00 PM	6:15 PM	10:00 AM	12:30 PM	4:30 PM	11:30 AM	4:00 PM	11:30 AM

2018 Southeast

	Monday June 25 8:00 AM	Monday June 25 12:30 PM	Monday June 25 4:15 PM	Tuesday June 26 8:00 AM	Tuesday June 26 10:30 AM	Tuesday June 26 1:00 PM	Wednesday June 27 8:00 AM	Wednesday June 27 12:30 PM	Thursday June 28 8:00 AM
1-1	C180 Guide to Governance J C. Louder	C110 Financial Fitness J M. Gellman	E110 Revving Your Revenue Stream Q P. McGaughey	E210 Executive Finance K M. Gellman	E310 Dues and Don'ts T/U P. McGaughey	C125 Hiring, Firing, and Ev. Between J C. Kuhl	C150 Communicating With Confidence J Ransaw-Smith	C185 Recruit, Engage, & Retain Members J L. Brown	C130 Unleash the Leader Within J C. Kennedy
1-2	C150 Communicating With Confidence K A. Cook	C125 Hiring, Firing, and Ev. Between K C. Kuhl	E120 Executive Law Y/Z S. Erkonen	E211 Sponsorship Solicitation L C. Hendricks	E330 Learning to Let Go Y/Z B. Pawlucy	C110 Financial Fitness K M. Gellman	C130 Unleash the Leader Within K J. McCrory	C180 Guide to Governance K C. Louder	C185 Recruit, Engage, & Retain Members K L. Brown
1-3	C180 Guide to Governance L B. Harris	C130 Unleash the Leader Within L L. Spears	E126 Dealing With Challenging Employees F/G C. Kuhl	E230 Managing Upward F/G D. Aaker	E331 CEO Lessons Learned R B. Rohrlack	C125 Hiring, Firing, and Ev. Between L C. Hendricks	C185 Recruit, Engage, & Retain Members L P. McGaughey	C150 Communicating With Confidence L A. Cook	C110 Financial Fitness L M. Gellman
2-1	C260 Marketing Strategies Q N. White	C250 Customer Service Inside and Out Q D. Aaker	E140 Building Org. Excellence K B. Harris	E240 Strong Associations for the Future J B. Harris	E340 501(c)(3) Foundations K M. Gellman	C230 Managers Who Motivate Q N. White	C220 Is That Legal? Q S. Erkonen	C261 Events: Strategy & Operations Q P. McGaughey	C270 Effective Govmt Affairs Programs Q M. Hallmark
2-2	C250 Customer Service Inside and Out R C. Hendricks	C260 Marketing Strategies R N. White	E142 Fundamentals of Comm. and Ec. Dev. T/U A. Cook	E241 Strong Chambers for the Future (a) R B. Rohrlack	E342 Adv. Strategies of Comm. and Ec. Dev. V/W V. Horton	C220 Is That Legal? R S. Erkonen	C230 Managers Who Motivate R L. Brown	C270 Effective Govmt Affairs Programs R M. Hallmark	C261 Events: Strategy & Operations R P. McGaughey
3-1	C310 Budgeting and the Bottom Line T/U M. Gellman	C341 Win-Win Partnerships T/U C. Louder	E161 Business Comm. Tech. Trends J Ransaw Smith	E241 Strong Chambers for the Future (b) Q J. Arthur	E350 The Art of Persuasion and Negotiation F/G J. McCrory	C360 Innovate or Die T/U L. Spears	C330 Everyday Ethics T/U D. Aaker	C380 Volunteer Development T/U L. Aplebaum	C340 Strategic Planning T/U A. Cook
3-2	C341 Win-Win Partnerships V/W J. McCrory	C340 Strategic Planning V/W C. Kennedy	E163 Communicating Through the Media L R. Sinclair	E243 Developing a Competitive Workforce V/W L. Davidson	E360 Strategic Communications L Ransaw Smith	C330 Everyday Ethics V/W D. Aaker	C360 Innovate or Die V/W V. Horton	C310 Budgeting and the Bottom Line V/W M. Gellman	C380 Volunteer Development V/W L. Aplebaum
4-1	C430 Becoming a Strategic Leader F/G L. Spears	C470 Advocacy and Alliances F/G B. Rohrlack	E180 Building Better Boards and Committees R J. Arthur	E244 Using Data to Grow & Sustain Your Org. Y/Z F. Kenny	E362 Policy Development and Implementation J B. Harris	C460 Integrating Strategic Tech. Solutions F/G F. Kenny	C441 Industry Forecast F/G B. Pawlucy	C420 Current Legal Issues Facing Your Org. F/G S. Erkonen	C490 Organization Leadership for the Future F/G V. Horton
4-2	C470 Advocacy and Alliances Y/Z R. Sinclair	C420 Current Legal Issues Facing Your Org. Y/Z S. Erkonen		E250 PACs and Political Endorsements T/U R. Sinclair	E380 Delivering Value Q J. Arthur	C441 Industry Forecast Y/Z B. Pawlucy	C460 Integrating Strategic Tech. Solutions Y/Z F. Kenny	C430 Becoming a Strategic Leader Y/Z V. Horton	C490 Organization Leadership for the Future Y/Z J. Arthur
	11:30 AM	4:00 PM	6:15 PM	10:00 AM	12:30 PM	4:30 PM	11:30 AM	4:00 PM	11:30 AM

2018 West

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2-1
3-1
4-1

Monday July 9 8:00 AM	Monday July 9 12:30 PM	Monday July 9 4:15 PM	Tuesday July 10 8:00 AM	Tuesday July 10 10:30 AM	Tuesday July 10 1:00 PM	Wednesday July 11 8:00 AM	Wednesday July 11 12:30 PM	Thursday July 12 8:00 AM
C180 Guide to Governance K. Hall	C110 Financial Fitness M. Gellman	E110 Revving Your Revenue Stream B. Lacy	E210 Executive Finance M. Gellman	E331 CEO Lessons Learned F. Kenny	C185 Recruit, Engage, & Retain Members V. Horton	C125 Hiring, Firing, and Ev. Between K. Trader	C130 Unleash the Leader Within S. Swafford	C150 Communicating with Confidence E. Bemis
C260 Marketing Strategies K. Trader	C220 Is That Legal? D. Goch	E120 Executive Law D. Goch	E211 Sponsorship Solicitation K. Hall	E340 501(c)(3) Foundations M. Gellman	C261 Events: Strategy & Operations B. Lacy	C270 Effective Govmt Affairs Programs R. Medler	C230 Managers Who Motivate L. Spears	C250 Customer Service Inside and Out D. Aaker
C310 Budgeting and the Bottom Line M. Gellman	C330 Everyday Ethics D. Aaker	E140 Building Org. Excellence K. Hall	E240 Strong Associations for the Future S. Swafford	E342 Adv. Strategies of Comm & Economic Dev. V. Horton	C340 Strategic Planning F. Kenny	C341 Win-Win Partnerships S. Swafford	C380 Volunteer Development K. Trader	C360 Innovate or Die G. Roth
C430 Becoming a Strategic Leader L. Spears	C460 Integrating Strategic Tech. Solutions F. Kenny	E142 Fundamentals of Comm. and Ec. Dev. V. Horton	E241 Strong Chambers for the Future C. Wallace	E350 The Art of Persuasion and Negotiation S. Swafford	C420 Current Legal Issues Facing Your Org. D. Goch	C441 Industry Forecast V. Horton	C470 Advocacy and Alliances R. Medler	C490 Organization Leadership for the Future S. Swafford
		E163 Communicating Through the Media G. Roth	E244 Using Data to Grow & Sustain Your Org. F. Kenny	E360 Strategic Communications G. Roth				
		E180 Building Better Boards and Committees D. Aaker	E250 PACs and Political Endorsements R. Medler	E380 Delivering Value R. Towle				
11:30 AM	4:00 PM	6:15 PM	10:00 AM	12:30 PM	4:30 PM	11:30 AM	4:00 PM	11:30 AM

2018 Northeast

	Monday July 30 8:00 AM	Monday July 30 12:30 PM	Monday July 30 4:15 PM	Tuesday July 31 8:00 AM	Tuesday July 31 10:30 AM	Tuesday July 31 1:00 PM	Wednesday August 1 8:00 AM	Wednesday August 1 12:30 PM	Thursday August 2 8:00 AM
1-1	C125 Hiring, Firing, and Ev. Between 035 K. Dunn	C180 Guide to Governance 035 B. Harris	E110 Revving Your Revenue Stream 036 P. Frey	E210 Executive Finance 3068 M. Gellman	E310 Dues and Don'ts 035 M. Lucas	C150 Communicating with Confidence 035 J. Patton	C130 Unleash the Leader Within 035 C. Louder	C110 Financial Fitness 035 M. Gellman	C185 Recruit, Engage, & Retain Members 035 V. Horton
	C110 Financial Fitness 036 M. Gellman	C150 Communicating with Confidence 036 J. Patton	E120 Executive Law 3070 S. Erkonen	E211 Sponsorship Solicitation 3010 P. Frey	E330 Learning to Let Go 036 D. Aaker	C125 Hiring, Firing, and Ev. Between 036 K. Dunn	C180 Guide to Governance 036 B. Harris	C185 Recruit, Engage, & Retain Members 036 V. Horton	C130 Unleash the Leader Within 036 C. Louder
2-1	C220 Is That Legal? 3069 S. Erkonen	C260 Marketing Strategies 3069 C. Newton	E126 Dealing with Challenging Employees 3068 K. Dunn	E230 Managing Upward 3069 C. Newton	E331 CEO Lessons Learned 3010 M. McCormick	C250 Customer Service Inside and Out 3069 D. Aaker	C270 Effective Govmt Affairs Programs 3069 P. McNamara	C230 Managers Who Motivate 3069 J. Patton	C261 Events: Strategy & Operations 3069 A. Wolowiec
	C260 Marketing Strategies 3070 C. Newton	C220 Is That Legal? 3070 S. Erkonen	E140 Building Org. Excellence 035 B. Harris	E240 Strong Assoc. for the Future 3070 B. Harris	E340 501(c)(3) Foundations 3068 M. Gellman	C270 Effective Govmt Affairs Programs 3070 P. McNamara	C230 Managers Who Motivate 3070 S. Katz	C261 Events: Strategy & Operations 3070 A. Wolowiec	C250 Customer Service Inside and Out 3070 D. Aaker
3-1	C341 Win-Win Partnerships 3010 C. Louder	C310 Budgeting and the Bottom Line 3010 M. Gellman	E142 Fundamentals of Comm. and Ec. Dev. 3069 M. Lucas	E241 Strong Chambers for the Future 035 M. Lucas	E350 The Art of Persuasion and Negotiation 3069 C. Newton	C380 Volunteer Development 3010 M. McCormick	C330 Everyday Ethics 3010 D. Aaker	C340 Strategic Planning 3010 B. Harris	C360 Innovate or Die 3010 F. Kenny
	C441 Industry Forecast 3068 M. McCormick	C470 Advocacy and Alliances 3068 S. McAllister	E163 Communicating Through the Media 3010 J. Ransaw-Smith	E243 Developing a Competitive Workforce 036 C. Codella	E360 Strategic Communications 3070 J. Ransaw Smith	C420 Current Legal Issues 3068 S. Erkonen	C460 Integrating Strategic Tech. Solutions 3068 F. Kenny	C430 Becoming a Strategic Leader 3068 S. Katz	C490 Organization Leadership for the Future 3068 J. Patton
4-1			E180 Building Better Boards and Committees 3040 C. Louder	E250 PACs and Pol. Endorsements 3040 S. McAllister	E380 Delivering Value 3040 R. Towle				
	11:30 AM	4:00 PM	6:15 PM	10:00 AM	12:30 PM	4:30 PM	11:30 AM	4:00 PM	11:30 AM