

# 2019 Winter

	Monday January 7 8:00 AM	Monday January 7 12:30 PM	Monday January 7 4:15 PM	Tuesday January 8 8:00 AM	Tuesday January 8 10:30 AM	Tuesday January 8 1:30 PM	Wednesday January 9 8:00 AM	Wednesday January 9 12:30 PM	Thursday January 10 8:00 AM
1-1	C185 Recruit, Engage, & Retain Members Madera M. Varney	C110 Financial Fitness Madera M. Gellman	E110 Revving Your Revenue Stream Madera P. McGaughey	E210 Executive Finance Ventana M. Gellman	E330 Learning to Let Go Canyon B C. Carringer	C130 Unleash the Leader Within Madera C. Carringer	C150 Communicating with Confidence Madera L. Spears	C180 Guide to Governance Madera B. Harris	C125 Hiring, Firing, and Ev. Between Madera P. Green
	C270 Effective Govmt Affairs Programs Canyon B A. Showalter	C220 Is That Legal? Canyon B D. Goch	E120 Executive Law Pima D. Goch	E211 Sponsorship Solicitation Pima P. McGaughey	E331 CEO Lessons Learned Pima G. LaBranche	C260 Marketing Strategies Canyon B E. Bemis	C261 Events: Strategy and Operations Canyon B S. Meisner- Maggard	C250 Customer Service Inside and Out Canyon B C. Carringer	C230 Managers Who Motivate Canyon B D. Aaker
2-2	C261 Events: Strategy and Operations Canyon A E. Bemis	C260 Marketing Strategies Canyon A S. Meisner- Maggard	E126 Dealing with Challenging Employees Canyon A P. Green	E230 Managing Upward Canyon C D. Aaker	E340 501 (c)(3) Foundations Ventana M. Gellman	C220 Is That Legal? Canyon A D. Goch	C250 Customer Service Inside and Out Canyon A D. Aaker	C230 Managers Who Motivate Canyon A J. Patton	C270 Effective Govmt Affairs Programs Canyon A J. Imel
3-1	C380 Volunteer Development Ventana M. Lucas	C330 Everyday Ethics Ventana K. Nastasi	E140 Building Org. Excellence Sabino B. St John	E240 Strong Assoc. for the Future Canyon A B. Harris	E350 The Art of Persuasion and Negotiation Sabino L. Spears	C360 Culture of Innovation Ventana P. Green	C341 Win-Win Partnerships Ventana J. Henning	C310 Budgeting and the Bottom Line Ventana M. Gellman	C340 Strategic Planning Ventana P. McGaughey
	C330 Everyday Ethics Canyon C K. Nastasi	C380 Volunteer Development Canyon C M. Lucas	E142 Fundamentals of Com. & Ec. Dev. Canyon B V. Horton	E241 Strong Chambers for the Future Madera J. Henning	E360 Strategic Communications Canyon A S. Meisner- Maggard	C340 Strategic Planning Canyon C P. McGaughey	C360 Culture of Innovation Canyon C P. Green	C341 Win-Win Partnerships Canyon C J. Henning	C310 Budgeting and the Bottom Line Canyon C M. Gellman
4-1	C420 Current Legal Issues Facing Your Org. Sabino D. Goch	C430 Becoming a Strategic Leader Sabino B. Lee	E161 Business Comm. Tech. Trends Canyon C E. Bemis	E243 Developing a Competitive Workforce Sabino C. Codella	E362 Policy Development and Implementation Canyon C B. Harris	C441 Industry Forecast Sabino V. Horton	C460 Integrating Strategic Tech. Solutions Sabino B. Thomas	C470 Advocacy and Alliances Sabino J. Imel	C490 Organization Leadership for the Future Sabino S. Swafford
4-2	C460 Integrating Strategic Tech. Solutions Pima B. Thomas	C470 Advocacy and Alliances Pima A. Showalter	E180 Building Better Boards and Committees Ventana B. Thomas	E244 Using Data to Grow & Sustain Your Org. Canyon B C. Hight	E380 Delivering Value Madera R. Towle	C430 Becoming a Strategic Leader Pima L. Spears	C420 Current Legal Issues Facing Your Org. Pima D. Goch	C441 Industry Forecast Pima V. Horton	C490 Organization Leadership for the Future Pima J. Patton
	11:30 AM	4:00 PM	6:15 PM	10:00 AM	12:30 PM	5:00 PM	11:30 AM	4:00 PM	11:30 AM

# 2019 Midwest

	Monday June 10 8:00 AM	Monday June 10 12:30 PM	Monday June 10 4:15 PM	Tuesday June 11 8:00 AM	Tuesday June 11 10:30 AM	Tuesday June 11 1:30 PM	Wednesday June 12 8:00 AM	Wednesday June 12 12:30 PM	Thursday June 12 8:00 AM
1-1	C130 Unleash the Leader Within 1280 K. Hall	C180 Guide to Governance 1280 B. Harris	E110 Revving Your Revenue Stream 1185 P. McGaughey	E210 Executive Finance 1180 B. Foulks	E310 Dues and Don'ts 1280 M. Varney	C125 Hiring, Firing, and Ev. Between 1280 P. Green	C150 Communicating with Confidence 1280 B. Graham	C185 Recruit, Engage, & Retain Members 1280 M. Varney	C110 Financial Fitness 1280 B. Foulks
2-1	C220 Is That Legal? 1185 D. Goch	C230 Managers Who Motivate 1185 P. McGaughey	E120 Executive Law 1140 D. Goch	E211 Sponsorship Solicitation 1185 S.Pash	E340 501(c)(3) Foundations 1180 B. Foulks	C260 Marketing Strategies 1185 J. Henning	C270 Effective Govmt Affairs Programs 1185 B. Taylor	C261 Events: Strategy & Operations 1185 T. Eyet	C250 Customer Service Inside and Out 1185 D. Aaker
3-1	C310 Budgeting and the Bottom Line 1195 B. Foulks	C380 Volunteer Development 1195 S. Pash	E126 Dealing with Challenging Employees 1180 P. Green	E230 Managing Upward 1280 D. Aaker	E342 Adv. Strategies of Comm. & Ec. Dev. 1140 M. Lucas	C330 Everyday Ethics 1195 D. Aaker	C341 Win-Win Partnerships 1195 J. Henning	C360 Culture of Innovation 1195 P. Green	C340 Strategic Planning 1195 B. Harris
4-1	C460 Integrating Strategic Tech. Solutions 1175 B. Thomas	C470 Advocacy and Alliances 1175 B. Sepic	E140 Building Org. Excellence 1280 B. Harris	E240 Strong Assoc. for the Future 1195 B. Harris	E350 The Art of Persuasion and Negotiation 1185 P. McGaughey	C420 Current Legal Issues Facing Your Org. 1175 D. Goch	C430 Becoming a Strategic Leader 1175 K. Hall	C441 Industry Forecast 1175 J.Henning	C490 Organization Leadership for the Future 1175 B. Graham
			E150 Diversity, Equity, and Inclusion 1175 A. Moore	E241 Strong Chambers for the Future 1175 B. Thomas	E360 Strategic Communications 1175 B. Thomas				
			E180 Building Better Boards and Committees 1195 S. Pash		E380 Delivering Value 1195 R. Towle				
	11:30 AM	4:00 PM	6:15 PM	10:00 AM	12:30 PM	5:00 PM	11:30 AM	4:00 PM	11:30 AM

# 2019 Southeast

	Monday June 24 8:00 AM	Monday June 24 12:30 PM	Monday June 24 4:15 PM	Tuesday June 25 8:00 AM	Tuesday June 25 10:30 AM	Tuesday June 25 1:30 PM	Wednesday June 26 8:00 AM	Wednesday June 26 12:30 PM	Thursday June 27 8:00 AM
1-1	C180 Guide to Governance Q C. Louder	C110 Financial Fitness Q M. Gellman	E110 Revving Your Revenue Stream Q P. McGaughey	E210 Executive Finance F/G M. Gellman	E310 Dues and Don'ts R M. Field	C150 Communicating With Confidence Q B. Graham	C125 Hiring, Firing, and Ev. Between Q P. Green	C185 Recruit, Engage, & Retain Members Q L. Brown Waterman	C130 Unleash the Leader Within Q J. McCrory
1-2	C150 Communicating With Confidence L B. Graham	C125 Hiring, Firing, and Ev. Between L P. Green	E120 Executive Law V/W D. Goch	E211 Sponsorship Solicitation L C. Hendricks	E330 Learning to Let Go K P. Green	C110 Financial Fitness L M. Gellman	C130 Unleash the Leader Within L M. Yancy	C180 Guide to Governance L B. Harris	C185 Recruit, Engage, & Retain Members L M. Field
2-1	C260 Marketing Strategies Y/Z E. Bemis	C250 Customer Service Inside and Out Y/Z D. Aaker	E126 Dealing With Challenging Employees L P. Green	E230 Managing Upward R M. Field	E331 CEO Lessons Learned L C. Hendricks	C230 Managers Who Motivate Y/Z L. Brown Waterman	C220 Is That Legal? Y/Z D. Goch	C261 Events: Strategy & Operations Y/Z P. McGaughey	C270 Effective Govmt Affairs Programs Y/Z A. Amidon
2-2	C250 Customer Service Inside and Out R D. Aaker	C260 Marketing Strategies R N. White	E140 Building Org. Excellence K B. Harris	E240 Strong Associations for the Future J L. Aplebaum	E340 501(c)(3) Foundations F/G M. Gellman	C220 Is That Legal? R D. Goch	C230 Managers Who Motivate R L. Brown Waterman	C270 Effective Govmt Affairs Programs R A. Amidon	C261 Events: Strategy & Operations R P. McGaughey
3-1	C310 Budgeting and the Bottom Line K M. Gellman	C341 Win-Win Partnerships K M. Field	E142 Fundamentals of Comm. and Ec. Dev. F/G V. Horton	E241 Strong Chambers for the Future (a) Q P. McGaughey	E342 Adv. Strategies of Comm. and Ec. Dev. T/U M. Lucas	C360 Culture of Innovation K V. Horton	C330 Everyday Ethics K D. Aaker	C380 Volunteer Development K L. Aplebaum	C340 Strategic Planning K M. Yancy
3-2	C341 Win-Win Partnerships F/G J. McCrory	C360 Culture of Innovation F/G L. Spears	E150 Diversity, Equity, and Inclusion R N. White	E241 Strong Chambers for the Future (b) Y/Z J. Arthur	E350 The Art of Persuasion and Negotiation V/W J. McCrory	C330 Everyday Ethics F/G D. Aaker	C340 Strategic Planning F/G C. Louder	C310 Budgeting and the Bottom Line F/G M. Gellman	C380 Volunteer Development F/G L. Aplebaum
4-1	C430 Becoming a Strategic Leader T/U L. Spears	C470 Advocacy and Alliances T/U J. Jones	E163 Communicating Through the Media Y/Z E. Bemis	E243 Developing a Competitive Workforce K J. Westfall	E360 Strategic Communications Y/Z B. Graham	C460 Integrating Strategic Tech. Solutions T/U J. McDowell	C441 Industry Forecast T/U V. Horton	C420 Current Legal Issues Facing Your Org. T/U D. Goch	C490 Organization Leadership for the Future T/U M. Lucas
4-2	C470 Advocacy and Alliances V/W J. Jones	C420 Current Legal Issues Facing Your Org. V/W D. Goch	E180 Building Better Boards and Committees T/U C. Louder	E244 Using Data to Grow & Sustain Your Org. T/U J. McDowell	E362 Policy Development and Implementation J B. Harris	C430 Becoming a Strategic Leader V/W L. Spears	C460 Integrating Strategic Tech. Solutions V/W J. McDowell	C441 Industry Forecast V/W V. Horton	C490 Organization Leadership for the Future V/W J. Arthur
				E250 PACs and Political Endorsements V/W A. Amidon	E380 Delivering Value Q R. Towle				
	11:30 AM	4:00 PM	6:15 PM	10:00 AM	12:30 PM	5:00 PM	11:30 AM	4:00 PM	11:30 AM

# 2019 West

	Thursday July 18 8:00 AM	Thursday July 18 12:30 PM	Thursday July 18 4:15 PM	Friday July 19 8:00 AM	Friday July 19 10:30 AM	Friday July 19 1:30 PM	Saturday July 20 8:00 AM	Saturday July 20 12:30 PM	Sunday July 21 8:00 AM
<b>1 - 1</b>	C180 Guide to Governance 3999 <b>T. Vedda</b>	C125 Hiring, Firing, and Ev. Between 3999 <b>B. Mitchell</b>	E110 Revving Your Revenue Stream 3324 <b>B. Lacy</b>	E210 Executive Finance 3304 <b>M. Gellman</b>	E310 Dues and Don'ts 1402 <b>P. McGaughey</b>	C185 Recruit, Engage, & Retain Members 3999 <b>S. Pash</b>	C110 Financial Fitness 3999 <b>M. Gellman</b>	C130 Unleash the Leader Within 3999 <b>E. Myers</b>	C150 Communicating with Confidence 3999 <b>J. Patton</b>
<b>2 - 1</b>	C261 Events: Strategy & Operations 1402 <b>B. Lacy</b>	C220 Is That Legal? 1402 <b>D. Lieberman</b>	E120 Executive Law 1402 <b>D. Lieberman</b>	E230 Managing Upward 3324 <b>J. Patton</b>	E330 Learning to Let Go 3324 <b>J. Johnson</b>	C250 Customer Service Inside and Out 1402 <b>P. McGaughey</b>	C230 Managers Who Motivate 1402 <b>J. Patton</b>	C270 Effective Govmt Affairs Programs 1402 <b>R. Medler</b>	C260 Marketing Strategies 1402 <b>E. Myers</b>
<b>3 - 1</b>	C310 Budgeting and the Bottom Line 1403 <b>M. Gellman</b>	C330 Everyday Ethics 1403 <b>J. Johnson</b>	E126 Dealing with Challenging Employees 3999 <b>B. Mitchell</b>	E240 Strong Associations for the Future 1403 <b>S. Swafford</b>	E340 501(c)(3) Foundations 3304 <b>M. Gellman</b>	C340 Strategic Planning 1403 <b>T. Vedda</b>	C341 Win-Win Partnerships 1403 <b>S. Swafford</b>	C380 Volunteer Development 1403 <b>S. Pash</b>	C360 Culture of Innovation 1403 <b>V. Horton</b>
<b>4 - 1</b>	C430 Becoming a Strategic Leader 1404 <b>E. Myers</b>	C460 Integrating Strategic Tech. Solutions 1404 <b>F. Kenny</b>	E142 Fundamentals of Comm. and Ec. Dev. 1401 <b>V. Horton</b>	E241 Strong Chambers for the Future 3999 <b>M. Lucas</b>	E350 The Art of Persuasion and Negotiation 1403 <b>S. Swafford</b>	C420 Current Legal Issues Facing Your Org. 1404 <b>D. Lieberman</b>	C470 Advocacy and Alliances 1404 <b>R. Medler</b>	C441 Industry Forecast 1404 <b>V. Horton</b>	C490 Organization Leadership for the Future 1404 <b>S. Swafford</b>
			E150 Diversity, Equity, and Inclusion 1403 <b>T. Vedda</b>	E243 Developing a Competitive 1402 <b>J. Barfield</b>	E362 Policy Development & 1404 <b>V. Horton</b>				
			E180 Building Better Boards and 1404 <b>S. Pash</b>	E244 Using Data to Grow & Sustain 1404 <b>F. Kenny</b>	E380 Delivering Value 3999 <b>R. Towle</b>				
	11:30 AM	4:00 PM	6:15 PM	10:00 AM	12:30 PM	5:00 PM	11:30 AM	4:00 PM	11:30 AM

# 2019 Northeast

	Monday July 29 8:00 AM	Monday July 29 12:30 PM	Monday July 29 4:15 PM	Tuesday July 30 8:00 AM	Tuesday July 30 10:30 AM	Tuesday July 30 1:30 PM	Wednesday July 31 8:00 AM	Wednesday July 31 12:30 PM	Thursday August 1 8:00 AM
1-1	C125 Hiring, Firing, and Ev. Between 3068 <b>K. Dunn</b>	C180 Guide to Governance 3068 <b>B. Harris</b>	E120 Executive Law 035 <b>D. Lieberman</b>	E210 Executive Finance 035 <b>M. Gellman</b>	E310 Dues and Don'ts 036 <b>P. McGaughey</b>	C150 Communicating with Confidence 3068 <b>B. Graham</b>	C130 Unleash the Leader Within 3068 <b>J. McCrory</b>	C110 Financial Fitness 3068 <b>M. Gellman</b>	C185 Recruit, Engage, & Retain Members 3068 <b>S. Clark</b>
1-2	C110 Financial Fitness 3069 <b>M. Gellman</b>	C150 Communicating with Confidence 3069 <b>B. Graham</b>	E126 Dealing with Challenging 3069 <b>K. Dunn</b>	E211 Sponsorship Solicitation 036 <b>P. McGaughey</b>	E330 Learning to Let Go 3040 <b>J. McCrory</b>	C125 Hiring, Firing, and Ev. Between 3069 <b>K. Dunn</b>	C180 Guide to Governance 3069 <b>B. Harris</b>	C185 Recruit, Engage, & Retain 3069 <b>S. Clark</b>	C130 Unleash the Leader Within 3069 <b>J. McCrory</b>
2-1	C220 Is That Legal? 3010 <b>D. Lieberman</b>	C260 Marketing Strategies 3010 <b>C. Newton</b>	E140 Building Org. Excellence 3068 <b>B. Harris</b>	E230 Managing Upward 3010 <b>C. Newton</b>	E340 501(c)(3) Foundations 035 <b>M. Gellman</b>	C250 Customer Service Inside and Out 3010 <b>K. Scherr Adams</b>	C270 Effective Govmt Affairs Programs 3010 <b>B. Canary</b>	C230 Managers Who Motivate 3010 <b>J. Patton</b>	C261 Events: Strategy & Operations 3010 <b>P. McGaughey</b>
3-1	C341 Win-Win Partnerships 3070 <b>K. Scherr Adams</b>	C310 Budgeting and the Bottom Line 3070 <b>M. Gellman</b>	E142 Fundamentals of Comm. and Ec. Dev. 036 <b>V. Horton</b>	E240 Strong Assoc. for the Future 3040 <b>B. Harris</b>	E342 Adv. Strategies of Comm & Economic Dev 3068 <b>V. Horton</b>	C380 Volunteer Development 3070 <b>H. Smith</b>	C330 Everyday Ethics 3070 <b>P. McGaughey</b>	C340 Strategic Planning 3070 <b>B. Harris</b>	C360 Culture of Innovation 3070 <b>G. Roth</b>
4-1	C441 Industry Forecast 036 <b>V. Horton</b>	C470 Advocacy and Alliances 036 <b>B. Canary</b>	E150 Diversity, Equity, and Inclusion 3010 <b>A. Moore</b>	E241 Strong Chambers for the Future 3068 <b>M. Lucas</b>	E350 The Art of Persuasion and Negotiation 3010 <b>C. Newton</b>	C420 Current Legal Issues 036 <b>D. Lieberman</b>	C460 Integrating Strategic Tech. Solutions 036 <b>G. Breeden</b>	C430 Becoming a Strategic Leader 036 <b>J. McCrory</b>	C490 Organization Leadership for the Future 036 <b>J. Patton</b>
			E163 Communicating Through the Media 3070 <b>G. Roth</b>	E243 Developing a Competitive Workforce 3069 <b>J. Francis</b>	E360 Strategic Communications 3069 <b>G. Roth</b>				
			E180 Building Better Boards and Committees 3040 <b>H. Smith</b>	E244 Using Data to Grow & Sustain Your Org. 3070 <b>G. Breeden</b>	E380 Delivering Value 3070 <b>R. Towle</b>				
	11:30 AM	4:00 PM	6:15 PM	10:00 AM	12:30 PM	5:00 PM	11:30 AM	4:00 PM	11:30 AM