This sixth annual Not For Profit Educational Leadership Summit will explore strategies and best practices to address some of the financial, legal and human resources challenges facing our local not for profit leaders. This year’s panel and workshops will help you to make sound decisions around the financial health of your organization. We will examine strategies that will enhance and enrich your overall working environment. Programming highlights will include:

**Not for Profit - Audit Best Practices**

**Understanding and Communicating with a Multi-Generational Workforce**

**Show Me the New Money and Keep the Old!**

**Leveraging Your Banking Relationship**

**“Caviar” Marketing on a “Tunafish” Budget**

Additionally, the summit will feature a keynote address and a panel discussion moderated by Mark Rollins, The Rollins Agency, Inc., that will address critical human resources challenges in the not for profit environment.

The mission of the Educational Leadership Summit is to bring leaders of the local not for profit community together to share best practices and corporate driven solutions that grow agency visibility, strengthen economic engines and enhance program delivery strategies.

To register for this Leadership Summit go to [www.hrginc.net/summit.htm](http://www.hrginc.net/summit.htm)
AN EDUCATIONAL LEADERSHIP SUMMIT

NAVIGATING A NEW BUSINESS CLIMATE

STRATEGIES FOR SUCCESSFUL NOT FOR PROFIT MANAGEMENT

Tuesday, November 13, 2012
8:30 AM – 3:00 PM • Tappan Hill Mansion, Tarrytown, NY

SCHEDULE OF EVENTS:

8:30AM – 9:30AM  Continental Breakfast, Registration and Networking

9:30AM – 10:15AM  Welcome and Keynote

10:15AM – 11:15AM  Panel Discussion – HR Strategies for Compliance and Talent Retention

Moderated by Mark Rollins, The Rollins Agency, Inc.

Panelists:
Dr. Greg Chartier, SPHR, GPHR, The Office of Gregory J. Chartier
Laura McNerney, President, Hospitality Resource Group, Inc.
Susan Corcoran Esq., Jackson Lewis LLP
Edwin Bowman, Owner, BowmanBecker Consultancy, LLC

11:15AM – 11:30AM  Morning Break

11:30AM – 12:30PM  Individual Session #1

Choose from the following breakouts:
1. Audit Best Practices
2. Working in a Multi-Generational Workforce
3. Show Me the New Money and Keep the Old!

12:30PM – 2:00PM  Networking Activity and Lunch

2:00PM – 3:00PM  Individual Session #2

Choose from the following breakouts:
1. Leveraging Your Banking Relationship
2. “Caviar” Marketing on a “Tunafish” Budget

3:00PM  Summit Concludes
1. Audit Best Practices
   Presented by Navy Djonovic, Partner, Maier Markey & Justic LLP
   Audits can be daunting, but without them, organizations would have no validated opinions on the accuracy and validity of the financial statements they create and publicize every year. Having served as the auditors and the auditees of various not for profit organizations, we have developed useful tips to assist organizations with preparing and undergoing the audit process. These tips will assist you in scheduling the audit, preparing the information and understanding the results.

2. Understanding & Communicating With A Multi-Generational Workforce
   Presented by Kris Power, Manager Training & Development, Hospitality Resource Group Inc.
   There are four diverse generations working side by side in today’s workplace, each with its own viewpoint, values and style. This workshop will help you ensure your messages are getting through – with equal clarity – to all of your co-workers regardless of their age. You will become better able to identify generational differences, eliminate inefficient stereotypes, and create a more productive and rewarding work environment for yourself and those around you.

3. Show Me the New Money and Keep the Old!
   Presented by Nancy Mathiasen, Mathiasen & Associates
   This workshop will show you how to identify and then motivate new audiences to support your mission, while keeping your loyal donors committed to your cause. We’ll share our years of experience as directors of major, planned and annual giving, and our expertise on both the grant writing and funders’ perspectives to help you achieve your goals.

4. Leveraging Your Banking Relationship
   Presented by John Tolomer, President and CEO, The Westchester Bank
   This enlightening and interactive presentation will focus on how not for profits can maximize their banking relationships. A good banking relationship brings many benefits to a not for profit; tools and resources to enhance your work environment, introductions to potential donors, programs to enhance your donor portfolio, support to community based events and even direct financial donations, and/or sponsorship of your agency. Learn how you can leverage your relationships to increase your visibility, build your donor base and enhance internal operations!

5. “Caviar” Marketing on a “Tunafish” Budget
   Presented by Andi Rosenthal, Program Executive, UJA Federation of New York
   In an age when marketing budgets are dramatically shrinking, this workshop will provide not for profit managers and directors with strategies to consider ways to maximize marketing and publicity dollars to create awareness, enlist volunteers, engage board members and donors, and ultimately raise the profile of your organization. Topics will include paper vs. digital marketing, creating marketing champions in your organization, pitching your board for support of large and small campaigns, and a tool kit of resources for enhancing your existing marketing and communications.
6TH ANNUAL NOT FOR PROFIT
EDUCATIONAL LEADERSHIP SUMMIT

NAVIGATING A NEW BUSINESS CLIMATE

STRATEGIES FOR SUCCESSFUL NOT FOR PROFIT MANAGEMENT

TUESDAY, NOVEMBER 13, 2012
8:30AM – 3:00PM
Tappan Hill Mansion
81 Highland Avenue, Tarrytown, NY 10591

To register for this Leadership Summit go to
www.hrginc.net/summit.htm

GETTING TO TAPPAN HILL MANSION:

SOUTH/EASTERN WESTCHESTER:
Take I-95N to 287W. Take exit toward NY 119W/RT 119 White Plains Road. Turn right onto NY 119. Make slight right onto Benedict Ave. Turn right onto Highland Ave. Take second left onto Gunpowder Lane. Gunpowder Lane turns right and becomes Ichabod Lane. Destination will be on the left – 81 Highland Ave.

SOUTH/WESTERN WESTCHESTER:
Take Saw Mill Pkwy North via Tappan Zee Bridge. Take exit 9 toward US 9/Tarrytown/Sleepy Hollow. Turn right onto NY 119 E/RT 119E/White Plains Road. Make a left onto Benedict Ave. Turn right onto Highland Ave. Take second left onto Gunpowder Lane. Gunpowder Lane turns right and becomes Ichabod Lane. Destination will be on the left – 81 Highland Ave.

CONNECTICUT:
Take 95 South to Exit 21 to 287W toward White Plains/Tappan Zee Bridge. Stay on 287W. Take exit toward 119W/RT 119W/White Plains Road. Turn right on NY 119. Make a slight right onto Benedict Ave. Turn right onto Highland Ave. Take second left onto Gunpowder Lane. Gunpowder Lane turns right and becomes Ichabod Lane. Destination will be on the left – 81 Highland Ave.

If you have further questions about the program or would like more information about Hospitality Resource Group, Inc., please call us at (914) 761-7111 or visit our website at www.HRGinc.net.

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