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| **Thursday, November 10th** | Training Sessions and Activities | Segment Leaders | |
| 6:00pm – 10:00pm | Arrivals and Room Assignments for JCI Trainings | *Kathleen King* | |
| **Friday, November 11th** | Training Sessions and Activities | | Segment Leaders |
| 9:00am – 10:00am | Continental Breakfast | | *Virginia Jaycees* |
| 8:30am-10:00am | JCI Effective Communications – Building a Foundation | | *Adam Bonarek* |
| 10:00am-10:15am | BREAK | |  |
| 10:15am-12:30pm | JCI Effective Communications – Crafting Your Message | | *Adam Bonarek* |
| 12:30pm -1:30pm | Lunch | | *Virginia Jaycees* |
| 1:30pm-4:30pm | JCI Effective Communications – Message Delivery | | *Adam Bonarek* |
| 6:00pm-8:00pm | Dinner | | *Virginia Jaycees* |
| 9:00pm – 10:30pm | Welcome to Dixie! Who Are We? | | *Scott Bryant* |
| 11:00pm - ? | Social – Getting to Know Your Fellow Members | |  |
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| **Saturday, November 12th** | Training Sessions and Activities | | Segment Leaders |
| 7:30am – 8:45am | State Presidents Breakfast with Dixie Chairman and Vice Chairman 2016 State President Roundtable | | *Virginia Jaycees* |
| 8:00am-9:00am | Breakfast | | *Virginia Jaycees* |
| 9:00am – 12:00pm | JCI – Mastering Management | | *Adam Bonarek* |
| 10:00am -11:15pm | **COMMUNICATION…..HOW GOOD ARE YOU?!**   * Establishing relationships within the chapter * Getting to know your members * Do you have my digits?! | | *Theresa Cowart* |
| 11:30am – Noon | **Jaycee Twister Game** | | *Scott Bryant* |
| Noon – 1:00pm | **LUNCH** | | *Virginia Jaycees* |
| 1:00pm – 2:00pm | **BUILDING YOUR JAYCEE CAREER**   * Expectations of being an officer; chapter, state, national and international * Leadership Focus * Shared discussion from Past Officers * Travel and Financial Expectations * Time Management Essentials – concentration, focus, boundaries and balance | | *Heather Vardell* |
| 2:00pm – 3:00pm | **CONFLICT MANAGEMENT**   * Managing conflicts in person * Using Social Media * Seek to understand the relationship between emotions and actions. What you say and how you say it can determine your success * Managing Chaos – tools to think, set priorities and make decisions under pressure * Can you really control others’ emotions? | | *Jennifer Ray* |
| 3:00pm – 3:15pm | **BREAK** | |  |
| 3:15pm – 4:15pm | **MEMBERSHIP STRATEGIES**   * Prospecting Members * Finishing the year strong * Balancing the time, resource and cost objections * Fundamentals of membership forecasting and trending * Challenges and Success   Presenting you and your chapter in the best manner | | *Joe Chandler* |
| 4:15pm – 5:15pm | **HOW TO OBTAIN AND MAINTAIN SPONSORSHIPS IN YOUR COMMUNITY**   * Building relationships with local businesses and other non-profit organizations * Different types of sponsorships – in kind, membership, project based, etc. * What is your chapters image in the community * Practice with tools for powerful in-person and electronic communication | | *Heather Vardell/Kristin Miller* |
| 5:15pm – 6:30pm | GROUP Pictures and **DINNER** | | *Virginia Jaycees* |
| 6:30pm -8:00pm | **DEVELOPING YOUR LEADERSHIP VOICE PRESENCE AND IMPACT**   * Compelling Speeches. What is your 3 minute speech that could change your life? * My friends describe me as…. * If I could do one thing the change the world…. * This will be the opportunity for you to influence your thoughts, behavior and impact on others * What would I say in front of the mayor, the Chamber, a large corporation | | *Noel Bailey* |
| 8:00pm – 9:30pm | **COMPETING VALUES FRAMEWORK**   * How to deal with various personalities | | *Adam Bonarek* |
| 9:30pm – 10:00pm | **DIXIE FAMILY WRAP- UP: THIS is what WE DO!**   * Next steps * Certificates of Completion | | *Scott Bryant* |
| 10:00pm - ? | Social | |  |
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| **Sunday, November 13th** |  | |  |
| 9:00am | **Breakfast and Departures for a Safe trip home** | |  |
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