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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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