

# 2025 Northeast

	Class Advisors	Monday July 28	Monday July 28	Monday July 28	Tuesday July 29	Tuesday July 29	Tuesday July 29	Wednesday July 30	Wednesday July 30	Thursday July 31
Start Time		8:00 AM	12:30 PM	4:15 PM	8:00 AM	10:30 AM	1:30 PM	8:00 AM	12:30 PM	8:00 AM
Break Time		9:30 - 10:00 AM	2:00 - 2:30 PM	No Break	No Break	No Break	3:00 - 3:30 PM	9:30 - 10:00 AM	2:00 - 2:30 PM	9:30 - 10:00 AM
End Time		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
1 - 1		C185  Recruit, Engage, and Retain Your Members	C125  Hiring, Firing, and Everything In Between	E110  Rewving Your Revenue Stream	E210  Executive Finance	E310  Evolving Membership Models	C180  Guide to Governance	C110  Financial Fitness	C135  Diversity, Equity, and Inclusion	C150  Communicating With Confidence
		Beth Ziesenis	Tiffany Malone	Josh Vanada	Mike Gellman	Cathi Hight	Bob Harris	Mike Gellman	Jim Echols	Josh Vanada
2 - 1		C220  Is That Legal?	C260  Marketing Strategies	E120  Executive Law	E235  Diversity, Equity, and Inclusion - Strategic Planning for Your Organization	E331  CEO Lessons Learned	C230  Managers Who Motivate	C240  Foundations	C261  Events: Strategy and Operations	C270  Effective Government Affairs Programs
		Dave Goch	Cathi Hight	Dave Goch	Jim Echols	Josh Vanada	Tiffany Malone	Bob Thomas	Josh Vanada	Steve Baas
3 - 1		C360  Culture of Innovation	C340  Strategic Planning	E126  Dealing with Challenging Employees	E240  Strong Associations for the Future	E342  Advanced Strategies of Community & Economic Development	C330  Everyday Ethics	C341  Building Strategic Partnerships	C380  Volunteer Development	C310  Budgeting and the Bottom Line
		Bob Thomas	Bob Harris	Tiffany Malone	Steve Swafford	Jim Echols	Josh Vanada	Steve Swafford	Cathi Hight	Mike Gellman
4 - 1		C441  Industry Trends	C420  Current Legal Issues Facing Your Organization	E130  E130 501(c)(3) Financials of Foundation Management	E241  Strong Chambers for the Future	E343  Building a Brighter Future: Business Leadership in Education	C460  Integrating Strategic Technology Solutions	C430  Becoming a Strategic Leader	C470  Advocacy and Alliances	C490  Organization Leadership for the Future
		Cathi Hight	Dave Goch	Mike Gellman	Bob Thomas	Aaron Merchen	Beth Ziesenis	Josh Vanada	Steve Baas	Steve Swafford

E144  Introduction to Artificial Intelligence (AI) for Nonprofits  <b>Beth Ziesenis</b>	E243  Creating a Future-Ready Workforce  <b>Sarah Castro</b>	E350  The Art of Persuasion and Negotiation  <b>Steve Swafford</b>
E150  Unleash the Leader Within  <b>Steve Swafford</b>	E244  Using Data to Grow and Sustain Your Organization  <b>Beth Ziesenis</b>	E362  Policy Development and Implementation  <b>Bob Harris</b>
E180  Building Better Boards and Committees  <b>Bob Harris</b>	E250  PAC's and Political Endorsements  <b>Steve Baas</b>	E380  Delivering Value  <b>Raymond Towle</b>

**New Faculty**  
**Audited Course**