

2026 Northeast

Class Advisors		Monday, July 27	Monday, July 27	Monday, July 27	Tuesday, July 28	Tuesday, July 28	Tuesday, July 28	Wednesday, July 29	Wednesday, July 29	Thursday, July 30
		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
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	C125 Hiring, Firing, and Everything In Between Pam Green	C185 Recruit, Engage, and Retain Your Members Matt Harrington	E110 Revving Your Revenue Stream Colin Diaz	E210 Executive Finance Mike Gellman	E330 Keys to Delegation and Empowerment Matt Harrington	C110 Financial Fitness Mike Gellman	C140 Technology & Artificial Intelligence for Nonprofits Juanita McDowell	C150 Communicating With Confidence Justin Patton	C180 Guide to Governance Lisa Weitzel	
	C260 Marketing Strategies Juanita McDowell	C220 Is That Legal? Andy Dye	E120 Executive Law Andy Dye	E211 Sponsorship Solicitation Nicole Stephenson	E331 CEO Lessons Learned Lisa Weitzel	C261 Events: Strategy and Operations Nicole Stephenson	C230 Managers Who Motivate Justin Patton	C240 Foundations Megan Lucas	C270 Effective Government Affairs Programs Mary Jane Cobb	
3 - 1	C310 Budgeting and the Bottom Line Mike Gellman	C340 Strategic Planning Bob Harris	E126 Dealing with Challenging Employees Pam Green	E230 Managing Upward Justin Patton	E342 Advanced Strategies of Community & Economic Development Colin Diaz	C341 Building Strategic Partnerships Mary Jane Cobb	C330 Everyday Ethics Lisa Weitzel	C360 Culture of Innovation Matt Harrington	C380 Volunteer Development Megan Lucas	
	C420 Current Legal Issues Facing Your Organization Andy Dye	C441 Industry Trends Megan Lucas	E130 501(c)(3) Financials of Foundation Management Mike Gellman	E235 Organization Alignment Pam Green	E343 Building a Brighter Future: Business Leadership in Education Pam Green	C460 Integrating Strategic Technology Solutions Juanita McDowell	C430 Becoming a Strategic Leader Pam Green	C470 Advocacy and Alliances Mary Jane Cobb	C490 Organization Leadership for the Future Justin Patton	
			E140 Building Organizational Excellence Lisa Weitzel	E240 Strong Associations for the Future Bob Harris	E350 The Art of Persuasion and Negotiation Pam Green					
			E142 Fundamentals of Community and Economic Development Megan Lucas	E241 Strong Chambers for the Future Matt Harrington	E362 Policy Development and Implementation Bob Harris					
			E144 Artificial Intelligence (AI) for Nonprofits Juanita McDowell	E244 Using Data to Grow and Sustain Your Organization Colin Diaz	E380 Delivering Value Megan Lucas					

New Faculty
Audited Course
Regent Faculty
Staff
Kickoff Speaker