



Chapter By Your Side (CBYS) PRE-SESSION
Thursday, July 8, 2010 1 :00 pm -5 :00 pm

The Artistry and Architecture of Hands & Voices State Chapters

Goals for this Pre-session:

- Pre-Requisite: Read the Book “Switch” by Dan and Chip Heath (available at your local library or order at www.amazon.com for a CHEAP copy!)
- Getting beyond problem ‘admiration’ to chapter health
- Motivating and leading your team
- Walk out the door with *The Plan*: Who’s going to do what by when?

1:00 pm -2:00 pm Laying the Groundwork

This session will introduce the concepts of the art and the architecture for building a healthy chapter. If you have a plan, with no one motivated to follow through...it’s hard to grow. Conversely, if you have a lot of people ready and willing - but nowhere to lead - you will also falter. Utilizing information from the national survey, as well as current resources from Hands & Voices, this session will allow participants to analyze their BRIGHT SPOTS (what’s working) and begin to build upon those strengths for further success.

Trainers: Janet DesGeorges and Vicki Hunting



2-2:30 **SWITCH** – Book Report (group discussion)

Taking the concept of “Change is Hard” and utilizing the strategies shared in the current best seller, SWITCHthe group will have a dialogue about the *rider*, the *elephant*, and the *path* to success.

This book can be ordered on line at Amazon.com

"Whether you're a manager, a parent or a civic leader, getting people to change can be tricky business. In *Switch*, brothers Chip and Dan Heath--authors of the best-selling *Made to Stick*--survey efforts to shape human behavior in search of what works...Even when change isn't easy, it's often worth making."

--Time

"Dan and Chip Heath have done it again...Any leader looking to create change in his organization need not look beyond this little book. It is packed with examples and hands-on tools that will get you moving right away. And it is really a fun read."

--BusinessWeek.com

"No one likes change. Trouble is, of course, that everyone probably needs at least some of it. Here, the authors of the bestselling *Made to Stick* return with a book that looks at all aspects of change in human lives, from dieting to spending, from corporations to governments...a readable, entertaining and thought-provoking book. "

--Smartmoney.com

2:30 pm – 2:45 pm Break with Snack

2:45 pm – 3:45 pm – FUNDRAISING for your Chapter

This is not your boring and typical conversation about money. Utilizing our learning from the Book, *Switch*, discover how to motivate your board of directors for their responsibility in raising funds, find and utilize creative and passionate people in your organization to 'run with their ideas' and start bringing in money so that support for families and children is in full swing in your state. Additionally, this session will look at the diversity of funding options, from events that raise money, to grant writing and beyond, including how to prioritize your time for the biggest bang for your buck!

Trainer: Lisa Eberlein, CO H&V

3:45 p.m – 5:00 p.m. ROUNDTABLES: Based on our national survey of what state chapters want MORE conversations about, bring your ideas, and share your successes and challenges in small groups about specific topics in chapter management including, fundraising, membership growth, promotion and marketing, Board cohesion, Financially accepted non-profit management practices and more..

What to Bring:

- **Bring your copy of SWITCH, having read it!**
- **Chapter Strategic plan, if you have one**
- **Current budget for your state chapter**