



LEAP 1
Leadership Education in Action Program 1

Generating Resources and Networking to Get Things Done!

June 4, 2020
8:30am – 1:45pm
ConferZoom

- I. **Icebreaker – COC Trivia!**..... 8:30 – 9:00
Facilitator: Ms. Leslie Carr, Director, Professional Development

- II. **Networking: What’s the Big Deal?**..... 9:00 – 9:30
Presenter: Mr. Jeff Forrest, Vice President, Economic and Workforce Development

Networking is not only about meeting new people and trading information. It also serves as an avenue to create long-term relationships with mutual benefits. Networking will help you develop and improve your skill set, stay on top of the latest trends in your industry, keep a pulse on the job market, meet prospective mentors, partners, and clients, and gain access to the necessary resources that will foster your career development. Mr. Forrest will share with you some networking best practices and tips on how to make that important first introduction.

- III. **The Value in Generating Resources and Networking: What’s In It for Me?**..... 9:30 – 10:30
Presenter: Dr. Dianne Van Hook, Chancellor

Dr. Van Hook will share success stories on how the College has used resources generated from the cultivation and development of relationships and partnerships to move innovative projects forward and effect positive change for our students. The importance of using facts and data to build your case and garner support and resources will also be addressed.

IV. **Break**..... 10:30 – 10:45

V. **Guest Panel: How One Introduction Changed Everything!** 10:45 – 12:00

- *Moderator: Ms. Leslie Carr, Director, Professional Development*
- *Guest Panelists:*
 - **Mr. John Milburn**, Executive Director, Employee Training Institute
Partnerships with local businesses
 - **Mr. Paul Raggio and Ms. Lisa Raggio**, Founders of One True North Consulting
 - **Ms. Cathy Ritz**, Chief Operating Officer, Foundation and Director, University Center
 - **Ms. Jill Mellady**, President, Mellady Direct Marketing

Panel Questions:

- *Please share a partnership opportunity that was very successful – why was it successful? What role did networking play?*
- *How do you decide what to bring to the table in order to make a partnership work?*
- *How do you ensure that the partnership is a win-win situation?*
- *How do you get people invested in the partnership?*
- *How do you integrate and encourage multiple visions and priorities when working in a partnership?*
- *How did you include data and facts to build your case and garner support for your cause?*
- *How can you connect in a socially distanced climate?*

VI. **Lunch**..... 12:00 – 1:00

VII. **Generating Resources Through Grant Opportunities**..... 1:00 – 1:30

Presenter: Ms. Theresa Zuvevich, Director Grants Development

Ms. Zuvevich will provide an overview of the grant research and application process and underscore the importance of using data and facts to make your case when writing grant applications. You will also have an opportunity to do a search for grants for your Solution Team project!

VIII. **Homework & Preview of Next Session**..... 1:30 – 1:45

Facilitator: Ms. Leslie Carr, Director, Professional Development

- *Community College Leadership: What's It Really Like?*
- *Leading in a Crisis*

Homework:

- Read the bios of the Community College CEO panelists when they are sent to you and come prepared with 1 – 2 questions to ask them, especially on the topic of leading in a crisis.
- We will be doing some group work using leadership case studies at the next LEAP session. You will be emailed a case study to read along with some questions to think about prior to that session.

Learning Outcomes:

By the end of this session, participants will:

- Explore strategies that will assist them in building internal and external partnerships;
- Discover ways to obtain resources, including grants and partnerships with local businesses;
- Identify how to effectively network with others at the district, community, and state levels.