

CUNA Business Development School: Part I Schedule

**October 5-10, 2008
San Francisco, CA**

| Sunday | Monday | Tuesday | Wednesday | Thursday | Friday |
|---------------------------------------|---|--|--|--|---|
| 3:30-4:30 p.m. <i>Registration</i> | 7:30 a.m. <i>Networking Breakfast Provided</i> | 7:30 a.m. <i>Networking Breakfast Provided</i> | 7:30 a.m. <i>Networking Breakfast Provided</i> | 7:30 a.m. <i>Networking Breakfast Provided</i> | 7:30 a.m. <i>Networking Breakfast Provided</i> |
| | 8:15-8:30 a.m. <i>Welcome & Orientation</i> | 8:15-11:45 a.m. “So You’re a Credit Union, Now What?” – Branded Business Development Tactics That Work | 8:15-11:45 a.m. Successful SEG Relationships | 8:15-11:45 a.m. Member Experience Management | 8:15-11:45 a.m. Communication Strategies to Enhance the Business Relationship |
| | 8:30-11:45 a.m. Succeed in Credit Union Business Development | | | | 11:45 a.m.-Noon Wrap-Up |
| | 11:45 a.m.-1:00 p.m. <i>Lunch on Your Own</i> | 11:45 a.m.-1:00 p.m. <i>Networking Lunch Provided</i> | 11:45 a.m.-1:00 p.m. <i>Lunch on Your Own</i> | | |
| | 1:00-4:15 p.m. Succeed in Credit Union Business Development (continued) | 1:00-4:15 p.m. Roundtable Discussion on Best Practices | 1:00-4:15 p.m. From Public Relations to Partnerships: Developing a Community Development Program | 1:00-4:15 p.m. Business Development’s Role in Developing Business Accounts | |
| | 4:30-5:30 p.m. <i>Networking Reception</i> | | | | |

**Schedule is subject to change.*

FOR MORE INFORMATION

Visit training.cuna.org and choose *Schools & Conferences*.

PROGRAM CONTENT:

E-MAIL: elarning@cuna.coop
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REGISTRATION INFORMATION:

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