

# CUNA Business Development School: Part I Schedule

**April 27-30, 2009  
San Francisco, CA**

Monday	Tuesday	Wednesday	Thursday
7:30-8:15 a.m. <i>Registration &amp; Networking Breakfast Provided</i>  8:15-8:30 a.m. <i>Welcome &amp; Orientation</i>  8:30-11:45 a.m. <b>Roundtable Discussion on Best Practices</b>	7:30-8:15 a.m. <i>Networking Breakfast Provided</i>  8:15-11:45 a.m. <b>The Hispanic Market Opportunity</b>	7:30-8:15 a.m. <i>Networking Breakfast Provided</i>  8:15-11:45 a.m. <b>Building Advocate Relationships</b>	7:30-8:15 a.m. <i>Networking Breakfast Provided</i>  8:15-11:45 a.m. <b>Communication Strategies to Enhance the Business Relationship</b>
11:45 a.m.-1:00 p.m. <i>Networking Lunch</i>	11:45 a.m.-1:00 p.m. <i>Lunch on Your Own</i>		
1:00-4:15 p.m. <b>“So You’re a Credit Union, Now What?” – Branded Business Development Tactics That Work</b>	1:00-4:15 p.m. <b>Member Experience Management</b>	1:00-4:15 p.m. <b>Succeeding in Credit Union Business Development</b>	1:00-4:15 p.m. <b>Business Development’s Role in Developing Business Accounts</b>

*\*Schedule is subject to change.*

*Revised 1/8/09*

## FOR MORE INFORMATION

Visit [training.cuna.org](http://training.cuna.org) and choose *Schools & Conferences*.

### PROGRAM CONTENT:

E-MAIL: [training@cuna.coop](mailto:training@cuna.coop)

CALL: 800-356-9655, ext. 4249

### REGISTRATION INFORMATION:

E-MAIL: [reginfo@cuna.coop](mailto:reginfo@cuna.coop)

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