

Business Development School: Part II Schedule at-a-Glance

October 21-26, 2007 • Tempe, AZ

| Sunday | Monday | Tuesday | Wednesday | Thursday | Friday |
|---------------------------------------|--|--|---|--|---|
| 3:30-4:30 p.m. Registration | 8:30-8:45 a.m. Welcome & Orientation | 8:30 a.m.-Noon What's Your Style? Polishing Your Sales Skills <i>Mary Johnson</i> | 8:30 a.m.-Noon Business Development Officer = Credit Union Leader <i>Jeff Rendel</i> | 8:30 a.m.-Noon Making Sense of Member Data <i>Denise Salyards</i> | 8:30 a.m.-Noon Looking the Part: Matching Your Message With the Delivery <i>Stacey Hanke</i> |
| | 8:45 a.m.-Noon Supporting & Growing Your Business Development Program <i>Lynn Guilian</i> | | | | Noon-12:15 p.m. Wrap Up |
| | Noon-1:15 p.m. <i>Lunch on Your Own</i> | Noon-1:15 p.m. <i>Networking Lunch Provided</i> | Noon-1:15 p.m. <i>Lunch on Your Own</i> | | |
| | 1:15-4:30 p.m. Building & Strengthening Ambassador Programs <i>Charlotte Leo</i> | 1:15-4:30 p.m. WANTED: Purple Cows...Making Your Sales Remarkable <i>Mary Johnson</i> | 1:15-4:30 p.m. Problem Solving Brainstorm & Roundtable Discussion <i>Jeff Rendel</i> | 1:15-4:30 p.m. Developing & Delivering Your Message With Confidence <i>Stacey Hanke</i> | <i>Have a safe trip home!</i> |
| | 4:30-5:30 p.m. Networking Reception | | | | |

**Schedule is subject to change.*

For more information about the program, e-mail learning@cuna.coop
or call 800-356-9655, ext. 4249.

To register, log on to training.cuna.org and select *Schools and Conferences*.