

TIME	SESSION TOPIC	KEY DISCUSSION POINTS	PRESENTER
Track 1 Running for Office			
10:00-10:15 AM	Opening Session	<ul style="list-style-type: none"> • Leadership Institute • Program Schedule • Introduction to Participants and Faculty 	Robert Arnakis Sr. Director Of Programs The Leadership Institute
10:15 – 11:00 AM	Running for Office	<ul style="list-style-type: none"> • What determines the winner of a political contest • What makes for a strong candidate • Eight Rookie Mistakes to Avoid 	Robert Arnakis
11:00-11:45 AM	Campaign Strategy	<ul style="list-style-type: none"> • Setting a strategic goal • Working through concerns • Classic strategy points 	Spencer Sullivan
11:45-12:00 PM	BREAK		
12:00 – 12:45 PM	Building a Strong Fundraising Operation	<ul style="list-style-type: none"> • Finance Plan and Committees • Personal Solicitation • Event Fundraising 	Robert Arnakis
Track 2 Political Activism			
10:00-10:15 AM	Opening Session	<ul style="list-style-type: none"> • Leadership Institute • Program Schedule • Introduction to Participants and Faculty 	Spencer Sullivan
10:15 – 11:00 AM	Growing Your Party	<ul style="list-style-type: none"> • Stakeholder Management • Building Coalitions • Strategies for growth and inclusion 	Spencer Sullivan
11:00-11:45 AM	Building a Precinct Captain Program	<ul style="list-style-type: none"> • Roles and Responsibilities • Identifying Leadership 	Robert Arnakis
11:45-12:00 PM	BREAK		
12:00 – 12:45 PM	Volunteer Management and Retention	<ul style="list-style-type: none"> • Finding volunteers' • Motivating volunteers • Retaining Volunteers 	Spencer Sullivan
12:45 PM	ADJOURNMENT		