



*2019 LEAD
Leadership
Education
And
Development*

**August 03-04, 2018, York Pennsylvania
LEAD venue: Heritage Hills Country Club, York PA.**

<http://www.mar-csi.org/>

The Leadership Education And Development Conference (LEAD) is the Region's opportunity to present an overview of the duties and responsibilities of all chapter Officers, Directors and Chairpersons, and focuses on educating and growing new leadership for all chapters within the Mid-Atlantic Region.

Friday August 03, 2018

9:00 am – 12 Noon	Golf at Heritage Hills (on your own) reservation required
1:00 pm	Window Technology Seminar: Glazing Performance & Selection Meet at Heritage Hills for a 1-hr seminar on window technology, by Graham Architectural Products. This AIA accredited course will assist building designers to determine glass and glazing selection based on energy performance and other solar optical criteria.
2:00 – 3:45 pm	Window Manufacturing Plant Tour: 2-AIA LU's available Depart the Heritage Hills Resort for the Graham Architectural Products factory Tour. Graham is a custom manufacturer of engineered, commercial, window, door, and curtain wall systems specializing in energy efficient, historical, ATFP, and high-performance products and solutions.
4:00 pm	Return to hotel
5:00 – 7:00 pm	MAR Board Meeting; All CSI members are welcome, Chapter Presidents and vice-presidents are urged to attend as representatives of their chapter
7:00 – 9:00 pm	Dinner at Heritage Hills (cost paid by MAR for up to 6 attendees per Chapter)
9:00 pm till	Hospitality gathering at the Hotel Bar

CONFERENCE AGENDA
LEAD 2019

Saturday August 04, 2018

- 7:15 – 8:00 am Registration / Continental Breakfast (provided by MAR)
- 8:00 – 8:15 am **What is LEAD, what happened to LOS?**
It's Leadership Education And Development. Today, current Chapter leaders and those on the leadership ladder will work together to share our experiences in the field of Chapter leadership.
- Morning sessions:
- 8:15 – 8:45 am **Get Acquainted:**
Meet your fellow LEAD attendees. Why are they here, what do they hope to gain from this experience...get to know your fellow attendees and take notes, as we will return to this discussion during the upcoming sessions, and at the end of the day.
- 8:45 – 9:45 am **Recognizing the “doers” and turning your mailbox members into active leaders**
As Chapter leaders, we have all been there...we have the folks who are always available for a task (until they get burned out and disappear) and those who are always nearly invisible. How do we best recognize and reward the “doers” without making other chapter members feel undervalued?
- 9:45 – 10:00 am Morning Break
- 10:00– 11:30 am **The Membership Challenge – is CSI Still relevant?**
Our organization once boasted 18,000+ members nationwide, with over 2,100 in our region alone. Today we are perhaps 40-50% of that number. Is CSI still relevant? If so how, and if not, why not? How do our Chapters increase their visibility in the local construction industry and use this to both build new membership and retain those we now have?
- 11:30 – 1:30 pm **Lunch and mini-golf tournament** (provided by MAR)
Get to know fellow MAR leaders over a round of putt-putt, and test your putting skills on Heritage Hills' mini-golf course! If you are good, your foursome may even win a prize!

Afternoon sessions:

- 1:30 – 2:00 pm **Making the most of Institute Resources**
So what do those folks in Alexandria do, anyway? How can they best support our chapter leaders? What resources are available and at your disposal as a Chapter and Region leader? And what's the latest on those Chapter micro websites?
- 2:00 – 2:45 pm **Planning a Region Conference – What NOT to fear**
So, your Chapter has been picked to host a region conference...and your initial reaction is what? This panel discussion featuring several seasoned conference planners and organizers will focus on five topics:
1. Committee structure
 2. Hotel evaluation and preparation
 3. Sponsors – how to get them, and use them
 4. Seminars – What do attendees want to learn?
 5. FUN – Dinners, tours, and CSI fellowship
- 2:45 – 3:00 pm Afternoon Break
- 3:00 – 3:45 pm **Planning a Product Show – One on One Marketing is still relevant!**
Has your Chapter's product show foundered in the internet age? Do you get the impression that everyone uses their phone to build buildings now with no face to face marketing needed? Well, for some, product shows are alive and well, and making money for the chapter to boot! Learn how it's done.
- 3:45 - 4:15 pm Summaries and Open Forum
- 4:15 pm Adjournment

HOTEL RESERVATIONS

Heritage Hills Golf Resort and Conference Center
2700 Mount Rose Avenue
York, PA 17402

You must make this reservation by phone to the hotel to receive the conference discount

(The discount is not available on the hotel's website)

The Reservation Discount Code is MID080318

Call 717-755-0123, Ext. 1580

Room Rate: \$123.00/night plus taxes

Please complete and return the conference registration form on the following page

LEAD CONFERENCE REGISTRATION / RSVP (ONE FORM PER ATTENDEE)

Let us know who is coming from your chapter!

Name: _____

Chapter: _____

E-mail Address: _____

My leadership Position (not a requirement for participating) _____

I will be attending:

Friday (Tour attendance will require attendance at the Board Meeting to follow)

- Golf at Heritage Hills GC Y/N _____
- Graham Products Tour Y/N _____
- Board Meeting Y/N _____
- Group Dinner with the Board Y/N _____

(Dinner cost paid by MAR for up to 6 attendees per Chapter)

Saturday

- LEAD (includes breakfast & lunch) Y/N _____

Please tell us something about yourself that we don't know, in no more than two sentences:

Please e-mail this conference registration to:

Barbe Shafer, CDT

Barbe.Shafer@MasonandHanger.com

Phone: (804) 521-7079

Thanks for your valuable support of CSI!