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Dixie Institute - Leadership Retreat

Camp Discovery, Tennessee

April 23-26, 2015

**THIS is what WE DO!**

**‘INSPIRE, MOTIVATE, and LEAD’**

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| **Thursday, April 23th**  | Training Sessions and Activities | Segment Leaders |
| 6:00pm – 10:00pm | Arrivals and Room Assignments for JCI Trainings  | *Scott Bryant* *Ricky Williams* |
| **Friday, April 24th**  | Training Sessions and Activities | Segment Leaders |
| 8:00am – 9:00am | BreakfastWelcome to JCI Training & Introduction of Trainers | *Scott Bryant* |
| 9:00am- 12:00pm | JCI-Achieve | *Paul Ottinger* |
| 12:00pm -1:00pm  | Lunch | *Ricky Williams* |
| 1:00pm-4:00pm | JCI-Admin | *Marsha Dorris* |
| 4:00pm-5:30pm | Dinner | *Ricky Williams* |
| 5:30pm-6:30pm | JCI-Effective Communication | *Heather Vardell* |
| 6:30pm – 7:30pm | JCI – Effective Meetings | *Heather Vardell* |
| 8:00pm - until | Arrivals and Room Assignments | *Ricky Williams* |
| 11:00pm  | Preparation for Dixie Training – The Dixie Excitement | *Chrystal Ramsay-Dyess* |
| 11:30pm  | Dancing to unlock your potential* Try the latest dance steps, learn the latest dance steps, unleash your potential and excitement: gearing up for Saturday!
 | *Monica Riggs* |
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| **Saturday, April 25th**  | Training Sessions and Activities | Segment Leaders |
| 7:30am – 8:45am | State Presidents Breakfast with Dixie Chairman Scott 2014 and 2015 State President Roundtable“If I knew then, what I know now!” | *Scott Bryant* |
| 8:00am-9:00am | Breakfast | *Ricky Williams* |
| 9:00am – 9:30am  | Welcome and Dixie Who Are We? | *Scott Bryant* |
| 9:30am-12:30pm | JCI- Impact | *Marsha Dorris* |
| 9:30am – 11:25am | **MEMBERSHIP BOOT CAMP*** The 3 E’s of Recruiting (easy, effective and empowerment)
* Your style may not be my style – which style is best?
* Balancing the time, resource and cost objections
* Fundamentals of membership forecasting and trending
* Challenges and Success
* Presenting you and your chapter in the best manner
 | *Stephanie Traugott**Toni LaVigne* |
| 11:35am – 12:25pm | **ACHIEVING GOALS THROUGH WORKING** **WITH PEOPLE*** Understanding your management style
* High Impact Leadership – expanding your influence through the power of persuasion
* Motivating members for superior performance for Individual and Community Development Areas of Opportunity
* Delegation techniques – what prompts people to say yes or no
* Time Management Essentials – concentration, focus, boundaries and balance
* Fundraising Tips and Tricks
 | *Heather Vardell* |
| 12:20pm – 1:00pm | **LUNCH – Chapter Showcase** |  |
| 1:00pm -1:50pm  | **PERSONAL SKILLS FOR PROFESSIONAL AND JAYCEE EXCELLENCE*** Understanding a Budget– YOURS and within the Jaycees
* The Art of Negotiation – Parliamentary procedure
* Negotiating for a win-win
 | *Lillian Cheng**Tricia O’Cheltree* |
| 1:00pm-4:00pm | JCI-Networking | *David Dale* |
| 2:00pm – 2:50pm | Afternoon Ice-Breaker | *Monica Riggs* |
| 3:00pm – 3:50pm | **HANDLING LEADER EMOTIONS –** **YOURS AND OTHERS*** What is your Emotional Intelligence (EI) in everyday and stressful situations?
* The four domains of EI: Self-Awareness, Self-Management, Social Awareness and Relationship Management
* Seek to understand the relationship between emotions and actions. What you say and how you say it can determine your success
* Managing Chaos – tools to think, set priorities and make decisions under pressure
* Can you really control others emotions?
 | *Christina Rusca**Jackie Julien* |
| 4:00pm – 4:50pm | **POLISHING YOUR PROFESSIONAL IMAGE*** What is your authentic personal and Jaycee brand?
* Learn how to apply the principles of personal branding
* Assess and critique your own personal and Jaycee image
* Practice with tools for powerful in-person and electronic communication
* Explore the social context of professional presence
* Formulate strategies to project a distinct ‘This is MY’ brand
 | *Candace Hollis**Heather Holiday* |
| 4:00pm-5:00pm | JCI-Effective Meetings | *Heather Vardell* |
| 5:00pm – 6:00pm | JCI-Effective Communication | *Heather Vardell* |
| 5:00pm – 5:50pm | **ATTACK OF THE APOSTROPHE &** **GRAMMAR OR GRAMMER?*** Grammar etiquette – the white glove treatment
* The written vs. the spoken word: What you write is equally as important as what you say!
* Are’nt you sure where to add an apostrophe?
* There membership information isn’t lying on their table correctly – do I want to join?
 | *Christina Rusca* |
| 6:00pm – 6:15pm  | GROUP Pictures  |  |
| 6:15pm -7:00pm | DINNER | *Ricky Williams* |
|  |  **2016 USJC Presidential Candidate** |  |
| 7:00pm -8:20pm  | **DEVELOPING YOUR LEADERSHIP VOICE PRESENCE AND IMPACT*** Compelling Speeches. What is your 3 minute speech that could change your life?
* My friends describe me as….
* If I could do one thing the change the world….
* This will be the opportunity for you to influence your thoughts, behavior and impact on others
* What would I say in front of the mayor, the Chamber, a large corporation
 | *Noel Bailey* |
| 8:30pm – 9:00pm | **BUILDING THE PERFECT PROJECT*** How to build a PMG
* Utilizing all resources for projects
* Entering your projects into the portal
 | *David Dale* |
| 9:10pm– 10:00pm  | **THE INSTITUTE DEBATE EXERCISE*** Jaycees/JCI/Dixie and what you need to know to move forward
* Sharing the International Experience – who is Ismail Haznedar or Candice Henriquez
* How do the Institutes work and why this is important to me, my state and the organization.
* Negotiation skills
* How to best represent yourself
 | *Scott Bryant**Chrystal Ramsay-Dyess* |
| 10:00pm | **DIXIE FAMILY WRAP- UP: THIS is what WE DO!*** Next steps
* Certificates of Completion
 | *Scott Bryant* |
| 10:30pm  | Online Session Evaluations | *Chrystal Ramsay-Dyess* |
|  | **Talent Show and “Taste of the Smokies”** |  |
| **Sunday, April 26th**  |  |  |
| 9:00am | Breakfast  | *Ricky Williams* |
| 9:45am  | **Departures for a Safe trip home** |  |
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***I represent my home state and I’m proud to be ‘DIXIE!’***