

APRIL 2022

WEDNESDAY, APRIL 20 Networking Evolution: Building Stronger Relationships and Connections

- 11:30 a.m.
- Grand Street Cafe Plaza
- \$35 Members/\$45 Non-members

Presenter: Lowell Aplebaum

Our associations may produce the highest quality programs, products and services, but what makes us different from any retail store is the community of colleagues any member can find. What we call networking is the cement that holds together the bricks of our non-dues revenue lines of value. Yet, for all associations tout being the 'professional home' for their industry, this most often means putting volunteers and members alike in a room with wine and cheese with the instruction to 'meet each other.'

Associations can do better.

Together we will explore how to deepen Board Member connections. How to create micro-brain trusts for volunteers, members, and industry stakeholders. How to create personal conversation starters for 5 or 5,000. We will learn about these approaches, we will try them, and we will analyze/evaluate them.

We all want to see a deeper loyalty to our organizations from our volunteers and our members - that starts with setting in place a dynamic of belonging and connection. This session will give you those first steps, providing you with new perspectives on how to create a networking evolution.

MAY 2022

MEMBERSHIP SPECIAL INTEREST GROUP ★ ★ ★
WEDNESDAY, MAY 11
11:30 a.m.
The Volunteer Leadership Pipeline

JUNE 2022

WEDNESDAY, JUNE 8 Technology Roundtable – What's Here and What's on the Horizon

- 4:00 p.m.
- Pinstripes
- \$35 Members/\$45 Non-members

Come learn about what technology your peers are using now and what to keep your eyes peeled for in the future.

Let's knowledge share with your fellow KCSAE members! Bring your own tips and tricks for technology platforms and applications you use in your daily life. We'll explore these in smaller groups to learn how to use them to their fullest potential.

You'll leave with new ways to incorporate the technology you are currently using and ideas for other technology tools available.

CAE SPECIAL INTEREST GROUP ★ ★ ★
WEDNESDAY, JUNE 22
11:30 a.m.
CAE Career Pathways



JULY 2022

MEMBERSHIP SPECIAL INTEREST GROUP ★ ★ ★
WEDNESDAY, JULY 13
11:30 a.m.
Once They've Served: Advisory Boards, Task Forces, and Ongoing Engagement

AUGUST 2022

CAE SPECIAL INTEREST GROUP ★ ★ ★
WEDNESDAY, AUGUST 24
11:30 a.m.
Strategic Thinking and Planning

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2021 & 2022 EVENTS

SEPTEMBER 2021

TUESDAY, SEPTEMBER 14

Annual Meeting and Awards Celebration

- 5:00 p.m.
- Grand Street Cafe Plaza
- \$50 Members/\$60 Non-members

KCSAE will recognize members and associates of KCSAE who have performed exceptional or outstanding service on behalf of the association and the profession. Join your colleagues for a great celebration and the popular KCSAE silent auction.

OCTOBER 2021

WEDNESDAY, OCTOBER 20

Strategic Planning in a Time of Constant Change

- 11:30 a.m.
- Lidia's
- \$35 Members/\$45 Non-members

Presenter: Jay Younger

Non-Profit professionals are faced with an environment of constant change, chaos and unknowns. Our members and other stakeholders are looking to their participation in professional groups to help guide, support and be there with them in this turbulent time. Jay Younger and his team at McKinley Advisors work with many of the leading associations in America and have insights gleaned from in-depth market research, knowledge of what associations have done in the past and, more importantly, what they are doing now to adapt and adjust their strategies to meet the needs of tomorrow. This is an exceptional program to help you prepare your strategic planning approach to address the critical and urgent issues we are facing.

NOVEMBER 2021

TUESDAY, NOVEMBER 9

DEI Beyond the Basics: Case Studies on Implementing DEI Strategies in Your Association

- 11:30 a.m.
- Lidia's
- \$35 Members/\$45 Non-members

You know the business case for diversity, equity, and inclusion initiatives and completed the implicit bias trainings, so now it's time for the actual work to start. This is the most difficult part of the process, though. Where do you start? Which stakeholders do you engage? How can you work with industry partners? Join us as local association leaders talk about the good work they are doing on DEI amongst their staffs, memberships and industries. The panel will share their experiences engaging stakeholders both within and outside of their organizations and their challenges implementing change on small and large scales.

DECEMBER 2021

MEMBERSHIP SPECIAL INTEREST GROUP ★ ★ ★

WEDNESDAY, DECEMBER 1

11:30 a.m.

Touchpoints: Member Recruitment, Ambassadors, and the First Two Years

CAE SPECIAL INTEREST GROUP ★ ★ ★

WEDNESDAY, DECEMBER 8

11:30 a.m.

CAE Professional Development and Goal Setting

JANUARY 2022

WEDNESDAY, JANUARY 19

Third Wave: How to Connect in a Post-Pandemic World

- 11:30 a.m.
- Kansas City Regional Association of REALTORS
- \$35 Members/\$45 Non-members

Presenter: Shawna Suckow, CSP, CVP (Virtual)

Welcome to the most disruptive business climate of our lifetime. There's a lot of confusion and noise out there about what the marketplace will look like in 2022. How will you shift your team, your tools, and your processes to meet the quickly evolving demands of this next normal?

It all requires a keen understanding of your customers and how they're making purchasing decisions now. How can you rise above the noise and stand out to them in a recovering marketplace? How can you fight the inertia of your prospects to give them the reassurance they need to make a move?

It comes down to leveraging the latest data, which is more difficult than ever to identify, aggregate, and interpret as pandemic recovery unfolds. Using this data, along with interpreting the current business 'mood,' is how to form a strategy to move forward.

One thing is certain: new messaging is key.

Join consumer/buyer behavior expert Shawna Suckow, CSP, CVP, as she shares her latest findings on where we are, and what's next. It's not just data though; she'll share case studies and relevant steps you can take NOW.

FEBRUARY 2022

WEDNESDAY, FEBRUARY 16

ForesightWorks for Staff

- 9:00 a.m.
- Kansas City Regional Association of REALTORS
- \$35 Members/\$45 Non-members

Presenter: Hannes Combest, CAE and Bob London, CAE
How can staff use ForesightWorks to help their Chief Staff Officer build a culture of Foresight? By using the tool in their planning. This workshop will explain what foresight is and why it is important to use within your association. Moreover, this workshop will provide you hands-on experience on using the Drivers of Change in your work and with your colleagues. Leave the workshop with excitement, knowing you can help address future changes that will occur for your association.

MARCH 2022

MEMBERSHIP SPECIAL INTEREST GROUP ★ ★ ★

WEDNESDAY, MARCH 9

11:30 a.m.

Member Onboarding and Resources

CAE SPECIAL INTEREST GROUP ★ ★ ★

THURSDAY, MARCH 9

11:30 a.m.

Exploring the Race for Relevance



REGISTER ONLINE AT
www.kcsae.org