

# Junior League of Syracuse

# SALT CITY SUMMIT

Join us in  
Syracuse!

OCTOBER 21, 2017\*

SYRACUSE, NY

TRAINING LOCATION: MARLEY EDUCATION CENTER

HOTEL ACCOMMODATIONS: JEFFERSON CLINTON HOTEL

## MORNING: MEMBERSHIP SESSION *(OPEN TO ACTIVES AND SUSTAINERS)*

Speaker: Amber Levy, Director of Membership, AJLI

### DIVING INTO THE JUNIOR LEAGUE MISSION: DEVELOPING AND OPERATIONALIZING A SUCCESSFUL MEMBERSHIP MODEL

**SESSION 1** will focus on tools to build a culture of participation and engagement in your League. Session takeaways will include tools to support member learning about community issues and build effective community collaborations and partnerships. Members will also review a template for building an in-League calendar of varied activities to support ongoing member learning objectives.

**SESSION 2** will examine the essentials of operationalizing the intersection of membership with community. Session takeaways will include sample policies and organization charts to illustrate how member development and community program development are integrated within the League. Attendees will also learn about tools for effective project management and implementation.

## AFTERNOON: FUND DEVELOPMENT SESSION

Speaker: Lisa Vaughan, Past President, Junior League of Evansville

### MISSION FUNDRAISING: BASIC AND BEYOND

**SESSION 1** will discuss how to ensure your League fundraising events are mission-focused. Session takeaways will include discussion of the relationship between fund development and organizational mission in the context of a new way to approach asking for money.

**SESSION 2** will cover common practices, guidelines, and policies of event planning. Session takeaways will include a metrics system for selecting an event, common practices and policies for an event, and strategies for planning, marketing, and evaluating an event.

**SESSION 3** will review new theories of fund development and guidelines and policies regarding sponsorships. Session takeaways will include tips for preparing for and making the ask and strategies for developing and cultivating long relationships with sponsors.

## AFTERNOON: SUSTAINER SESSION

Facilitator: TBD

### AN AFTERNOON OF FACILITATED DIALOGUE

**SESSION** with facilitated discussion will re-energize within Sustainers a commitment to: support your League's active membership, your role in today's Junior League, and the practice of life-long learning.

\*Pre and post-training activities will be available Friday and Sunday for Junior League members attending training.