

On behalf of The Leadership Institute of South Puget Sound we want to thank you for considering an investment in our leadership program. We have over 500 graduates from the program since 1999.

We are beginning the recruiting process for cohorts to join the Class of 2017-2018. With new leadership in the Chamber this year, our C.E.O. has created an Education Endowment program to expand our reach beyond the Leadership Institute, in fact our outreach is starting at the Middle School Level to High School, continuing education and concluding with The Leadership Institute.

We are excited to announce that we have hired a new Director of Instruction to the Leadership program to provide an in-depth experience that spans beyond the regional tours and looks at “transformational leadership” methods.



Dr. Skip Rowland is the Principal of Banner Cross, a business leadership and management development consulting firm with clients across the Pacific Northwest and Canada in both the public and private sectors. Skip served as the Executive Director of the Greater Seattle Chamber of Commerce. There he formed the first multicultural business association in the Pacific Northwest - The Urban Enterprise Center - where he built strong cross-cultural business relationships that fostered favorable public policy and collaborative economic development. He also served as Executive Assistant to the Mayor of Spokane and as Chief of Employee Relations for Washington State Department of Employment Security. Skip has a broad and deep background in education, serving as adjunct professor of business at the University of Washington, Seattle Pacific University, City University and Eastern Washington University. He holds a doctorate in Educational Leadership from Seattle University, a Master's in Human Resources Management from Gonzaga University, and a Bachelor's in Social Science from Chapman University.

About the program

This program helps leaders at all levels “connect the dots” on how the public and private sectors in the Region work together to design the future of the Region. The 2017-2018 Institute Program will position participants in a knowledge stream that offers:

Enriched personal, business and professional development skills: Participants learn State-of-the-Art Leadership Best Practices illuminated by collaborative discussions on leadership history, political philosophies, workplace realities and the diverse needs of followers. Our curriculum is designed to promote Transformational Leadership Development, an empowered entrepreneurial mindset, and innovative sustainable values. which, leads participants to the establishment of a top-of-the-mind professional brand identity with an increased personal and business value proposition.

Increased business profitability and career advancement through an inspired work culture: Participants explore the complexities and challenges of organizational leadership and managerial decision-making. Our program focuses on the leading business sectors and support systems in South Puget Sound. We assess sustainability and profitability using Whole Systems Design principles, model using value-stream modeling, and assess profitability using a triple-bottom-line approach and workplace culture assessments.

Coordinated regional economic development: Participants blend knowledge learned with real-world challenges experienced by businesses and communities here in South Puget Sound! The learning agenda ties together trends that are being set by key regional organizations and business sectors. For example, the Puget Sound Regional Council and their latest initiative: *Regional Planning for a Sustainable Future*; and Sound Transit and their plan for South King County, and discussions among regional mayors on regional planning.

Overview of the Program:

Who is it for? **Community leaders and business owners, teachers, principals, managers, supervisors, sales representatives, health care providers and other professionals who are looking to sharpen their leadership knowledge and practice.**

What: A leadership development program and Alumni Organization focusing on personal and professional development and leadership in organizations. Differentiators include: Innovative Vision-Building, Invitational Leadership Communications, Game-Changing Habits and Attitudes, Audacious goalsetting strategies, Inspired effort and maximizing resources for top performance.

When: 2nd Tuesday of the month from 8AM to 5PM.

Where: Various regional locations

How: Two field trips focused on regional economic development, seven research- based, student-centered Learning Salons including guest speakers and panels, using experiential learning practices for class projects and assignments, individual presentations, games, and story sharing.

Program Schedule

- Cohort Orientation – October 2017
 - Teaching and Learning Salons and Field Trips – Sept 2017 through June 2018
 - Graduation – June 2018
- Alumni organization – Leadership think tank and regional support group to be scheduled.

Benefits provided by the program

- Networking with other leaders in the public and private sectors.
- Holistic and experiential adult learning practices.
- Experience working on real regional problems.
- Learn definitions, concepts, applications, and best practices.
- Exposure to challenges and opportunities of present and past regional leaders.

Practice in the ability to work collaboratively with others to:

1. develop a common language, through which they can
2. imagine a common vision, supported by
3. an attitude of commitment and dedication towards;
4. Goal-setting, by achieving
5. team-building and resources recognition skills that lead to
6. collaborative evaluation skills and,
7. deep-learning and reframing skills!

We take great pride in knowing that we have a diverse group of businesses and organizations that send candidates through our program each year. In many cases more than one participant per class.

Today, I am respectfully requesting that you consider investing or sending participants **for the 2017-2018 program year**. The money is allocated to underwrite the costs of our operation. While tuition remains at **\$1,300**, the actual cost per student is \$2,500. With your help, we are able to offer the Institute experience to as diverse a group as possible, a group that includes small and large business, human service agencies and not-for-profit organizations.

As a Sponsor, your corporate name and logo will appear prominently on all marketing materials and advertisements. In addition, we will recognize you as a contributor to the success of the Class of 2018. Included in the sponsorship is your ability to select **two candidates** of your choice for participation in the program.

Thank you for considering an investment in the Leadership Institute of South Puget Sound and for your personal leadership and service to our region. **Your contribution is 100% tax deductible.**

We and our chamber colleagues in South King County are confident that with your support for the 2017-2018 year we will continue to meet the future leadership needs of our region.

Please contact me if you would like to schedule a meeting and presentation with Dr. Rowland and myself.

Thank you in advance,

Julia E. Jordan

President & CEO

ACSEP Education Endowment Program *(a division of Auburn Area Chamber of Commerce)*

Non-profit 501C (3) 91-1702852 Your contribution is 100% tax deductible

ACSEP- Education Endowment Program

Nonprofit 501 (C)3 ID # 91-1702852

\$10,000 EDUCATION HONORS

Assist in providing incentives to students for education programs. Recognized at all education programs

Donors receive:

- Recognition for contributions to education with plaque
- Provides Supplies for student programs
- Company exhibit at middle school, high school conference and career fairs for Workforce Development
- Quarterly reports on education activity
- Two reserved spaces for Leadership Institute
- Provide \$1,000 scholarship for Junior Council
- Provide \$1,000 scholarship to scholar student

\$5,000 EDUCATION TRUSTEE

Donors receive:

- Recognition for contributions to education with plaque
- Provides Supplies for student programs
- Company exhibit at middle school, high school conference and career fairs
- Quarterly reports on education activity
- One reserved space for Leadership Institute
- Provide \$500 scholarship for Workforce Development

\$2,500 EDUCATION SCHOLAR

Donors receive:

- Recognition for contributions to education
- Company exhibit at middle school, high school conference and career fairs
- Yearly reports on education activity
- Provide \$250 scholarship for Junior Council

SEND PARTICIPANTS

Request an application Cost is \$1,300 for the 9 week course

All contributions made to ACSEP for local education are tax deductible. We thank you for supporting our Education Endowment Program to provide student scholarships. All sponsors are recognized in all social media and print marketing materials.

This is a regional program reaching all of the South Puget Sound.

Business Name: _____

Business Address: _____

Email Address: _____

Choose your level of support: HONORS TRUSTEE SCHOLAR

Payment Method (circle one) **VISA** MasterCard American Express Enclosed Check

Card Number: _____ Exp Date: _____ 3/4 Digit Code: _____

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Participants will include:

- ◆ Local educators
- ◆ Sales teams
- ◆ Government employees
- ◆ Private sector
- ◆ Legislatures
- ◆ Current and emerging leaders in their industry
- ◆ Non-profits

