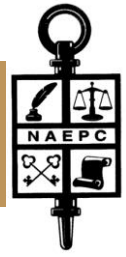


Talking Points



Council Leadership Day 2018

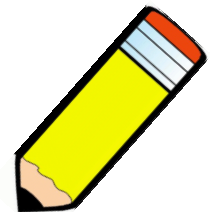
Council by Size Schedule

Sharing by Size · 2:45 pm - 3:45 pm

Conversation Break · 3:45 pm -4:00 pm

Sharing by Size Continues · 4:00 pm - 5:00 pm

Opening Reception with Exhibitors · 5:00 pm - 6:00 pm (Grand Ballroom E-K, 2nd Floor)



FOLLOWING UP....

Thank you for participating in the council sharing sessions today! Please take the information you have learned back to your board of directors by sharing a full report at its next meeting.

Notes from this session will be posted online at <http://www.naepc.org/conference/leadership-day> approximately 30 days following the program.

Please attend the Opening Reception at 5:00 pm in the Exhibit Hall

SHARING BY SIZE SESSION, PART 1 • 2:45 pm - 3:45 pm

30-Second Introduction •

Please share your name, council, current position on the board, and what you hope to take away from the session.

Membership •

- Please describe how your Membership Committee is chosen and its duties.
- Is your council's membership growing, static or diminishing? Why do you believe this to be the case?
- What are the newest *disciplines* added to your membership over the past 5 years as the landscape of estate planning has changed?
- Tell the group about recent changes to your council's *qualifications* for membership?
- What has been the most successful campaign, program, or incentive that has increased your membership?
- What is your council actively doing to encourage younger members to join? Please share information about successful Junior or Student membership qualifications or recruitment campaigns.
- Please share information about your council's mentorship program. What makes the initiative effective and appealing to members?



CONVERSATION BREAK • 3:45 pm - 4:00 pm

Show your neighbor your cell phone screen saver and explain why the photo is meaningful to you.

SHARING BY SIZE SESSION, PART 2 • 4:00 pm - 5:00 pm

Programming, Speakers & Topics •

- How does your council determine its programs for the year? How far in advance does your council schedule speakers and how often does the Programming Committee meet?
- How does your council source speakers? Choose topics?
- Does your council have breakfast, lunch, cocktail & hors d'oeuvres, or dinner meetings?
- What types of events does your council host? Does your typical attendee change, depending on the type of event? Time of year?
- Name your top five speakers and topics from the past three years.

30-Second Wrap-Up •

If you could only take one item from this session back to your board of directors, what would that item be?

Please attend the Opening Reception at 5:00 pm in the Exhibit Hall