

## Schedule of Events

Monday, July 15 <sup>th</sup>	
6:00 pm	<b>Welcome Happy Hour</b> (optional but encouraged) Hilton West Palm Airport   Lakeside Tiki Bar
Tuesday, July 16 <sup>th</sup>	
	<i>Breakfast available at hotel (included with room rate)</i>
8:20 am	<b>Depart Hotel for Keiser University</b> – meet in Hilton lobby to carpool
9:00 am	<b>Welcome</b> Dave Pauldine
9:15 am	<b>Our Changing Sector</b> Dr. Art Keiser
10:15 am	<b>Campus Leadership: Becoming an Effective GM, Part 1</b> Dave Pauldine
11:15 am	<b>Personal Brand</b> Dave Pauldine
Noon	<b>Lunch &amp; Campus Tour</b>
2:00 pm	<b>Marketing</b> Vince Norton
3:00 pm	<b>Break</b>
3:15 pm	<b>Admissions</b> Dr. Jean Norris
4:15 pm	<b>Recap of the Day</b> Dave Pauldine
Wednesday, July 17 <sup>th</sup>	
	<i>Breakfast available at hotel (included with room rate)</i>
9:00 am	<b>Check In</b> Dave Pauldine
9:30 am	<b>Financial Aid</b> Sandy Sarge
10:30 am	<b>Break</b>
10:45 am	<b>Campus Finances/Budgeting</b> Sandy Sarge
11:45 am	<b>Data and Reporting for Student Lifecycle Excellence</b> Raymond Blackwood
1:00 pm	<b>Lunch</b>
1:30 pm	<b>Hiring the Right Team</b> Jason Pistillo
2:45 pm	<b>Break</b>
3:00 pm	<b>Strategic Planning</b> Jason Pistillo
4:15 pm	<b>Recap of the Day</b> Dave Pauldine
6:00 pm	<b>Group Outing/Dinner</b> Manatee Lagoon

<b>Thursday, July 18<sup>th</sup></b>	
	<i>Breakfast available at hotel (included with room rate)</i>
<b>9:00 am</b>	<b>Check In</b> Dave Pauldine
<b>9:30 am</b>	<b>Campus Leadership: Becoming an Effective GM, Part 2</b> Dave Pauldine
<b>10:30 am</b>	<b>Break</b>
<b>10:45 am</b>	<b>Academics &amp; Faculty</b> Luke Sophinos
<b>12:00 pm</b>	<b>Lunch</b>
<b>12:30 pm</b>	<b>Student Success &amp; Career Services</b> Ryan Reis
<b>1:45 pm</b>	<b>Community Outreach &amp; Partnerships</b> Joel English
<b>3:00 pm</b>	<b>Break</b>
<b>3:15 pm</b>	<b>What Every School Executive Can Do To Help Win More Students</b> Thomas Donohoe
<b>4:15 pm</b>	<b>Recap of the Day</b> Dave Pauldine
<b>Friday, July 19<sup>th</sup></b>	
	<i>Breakfast available at hotel (included with room rate)</i>
<b>9:00 am</b>	<b>Compliance, Accreditation and Ethics</b> Jeanne Herrmann
<b>11:00 am</b>	<b>Break</b>
<b>11:15 am</b>	<b>Government Relations &amp; Public Relations</b> TC Wolfe & Brooke Baran
<b>12:00 pm</b>	<b>Lunch</b>
<b>12:30 pm</b>	<b>Government Relations &amp; Public Relations Continued</b> TC Wolfe & Brooke Baran
<b>1:30 pm</b>	<b>Final Wrap Up</b> Dave Pauldine

**All presentation materials can be found at:  
[www.career.org/2019-leadership-institute](http://www.career.org/2019-leadership-institute)**