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# **Business Acumen and Grant Writing Regional Trainings**

## **Agenda**

*(Updated 07/17/2017)*

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| <b>8:30 a.m. – 9:00 a.m.</b>   | <b>Registration / Check-In</b><br><i>Come early and network</i><br><i>Coffee, tea and muffins/bagels available</i> |
| <b>9:00 a.m. – 9:15 a.m.</b>   | <b>Welcome</b>   |
| <b>9:15 a.m. – 10:00 a.m.</b>  | <b>Basic Principles of Business Acumen</b>   |
| <b>10:00 a.m. – 10:15 a.m.</b> | <b>Break</b>   |
| <b>10:15 a.m. – 11:00 a.m.</b> | <b>Developing Partnerships in Unfamiliar Territories</b>   |
| <b>11:00 a.m. – 12 noon</b>    | <b>Using logic models and other techniques to develop your ideas</b>   |
| <b>12:00 noon – 12:30 p.m.</b> | <b>LUNCH</b> <i>(A box lunch will be provided for all participants)</i>  |
| <b>12:30 p.m. – 2:00 p.m.</b>  | <b>Difference Between Grant Writing and Fundraising /Overview of Grant Writing Skills for Novices</b>              |
| <b>2:00 p.m. – 2:15 p.m.</b>   | <b>Break</b>   |
| <b>2:15 p.m. – 3:15 p.m.</b>   | <b>Fund Raising Concepts and Other Income Ideas for the Aging Network</b>  |
| <b>3:15 p.m. – 3:45 p.m.</b>   | <b>Closing Summary and Review</b>  |
| <b>3:45 p.m. – 4:00 p.m.</b>   | <b>Program Evaluation</b>  |

*Training is offered in collaboration and funding from:* New York State Office for the Aging [www.aging.state.ny.us](http://www.aging.state.ny.us)

*Logistical Site Coordination:* Association on Aging in New York, 272 Broadway, Albany, NY 12204-2717

Phone: (518) 449-7080 • Fax: (518) 449-7055 • [www.agingny.org](http://www.agingny.org)



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*Pre-registration is required due to limited seating availability*

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| <b>Tues, September 12<sup>th</sup></b>  | <b>Holiday Inn - Buffalo Airport<br/>4600 Genesee Street, Cheektowaga, NY 14225</b>        |
| <b>Wed, September 13<sup>th</sup></b>   | <b>Holiday Inn Express – Waterloo<br/>2468 NY State Rte 414, Waterloo, NY 13165-0149</b>   |
| <b>Wed, September 27<sup>th</sup></b>   | <b>Holiday Inn – Binghamton (Downtown)<br/>2-8 Hawley Street, Binghamton, NY 13901</b>     |
| <b>Thurs, September 28<sup>th</sup></b> | <b>Holiday Inn – Utica/New Hartford<br/>1777 Burrstone Rd, New Hartford, NY 13413</b>      |
| <b>Tues, October 24<sup>th</sup></b>    | <b>The Conference Center<br/>130 E 59<sup>th</sup> Street, New York, NY 10022</b>          |
| <b>Wed, October 25<sup>th</sup></b>     | <b>Viana Hotel – Long Island / Westbury<br/>3998 Brush Hollow Road, Westbury, NY 11590</b> |
| <b>Tues, November 14<sup>th</sup></b>   | <b>Poughkeepsie Grand Hotel<br/>40 Civic Center Plaza, Poughkeepsie, NY 12601</b>          |
| <b>Wed, November 15<sup>th</sup></b>    | <b>Holiday Inn Express - Latham<br/>400 Old Loudon Road, Latham, NY 12110</b>              |
| <b>Thurs, November 16<sup>th</sup></b>  | <b>Best Western Inn - Ticonderoga<br/>260 Burgoyne Road, Ticonderoga, NY 12883</b>         |

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