Chapter Executives Leadership Institute  
Schedule of Events and Agenda  
November 6-8, 2018

Hotel:

The Blackstone Hotel, Autograph Collection  
636 South Michigan Avenue., Chicago, IL 60605  
(Lobby Entrance on East Balbo Avenue)

Tuesday, November 6

1:00 pm – 5:00 pm  
Meeting for New Executives

1:00 pm – 1:30 pm  
Introductions and Overview of Meeting  
(Facilitated by the members of the CELI Task Force)

1:30 pm – 3:00 pm  
“Things I’ve Learned (Sage Advice and Otherwise) and Open Mic  
Moderated by CELI Task Force members

3:00 pm – 3:30 pm  
Break

3:30 pm – 4:30 pm  
Checklist for Chapter Managers  
Frank Peters, Director, Organizational Development, NECA

5:00 pm – 6:00 pm  
Welcome Reception

Wednesday, November 7

7:30 am – 8:00 am  
Breakfast

8:00 am – 11:00 am  
Communicate in Full Color - Insights Discovery Personal Effectiveness Workshop  
Scott Schwefel, CEO, Discover Yourself

11:00 am – 11:15 am  
Break

11:15 pm – 12:00 pm  
How to set up AMF Funds correctly and how to use AMF funds  
Chuck Kelly

12:00 pm – 1:00 pm  
Lunch
1:00 pm – 2:30 pm  
**Management Rights Clause**  
Steve Chesley, Eastern Region Field Representative  
David Ward, Midwest Region Field Representative

2:30 pm – 3:30 pm  
**CAE - A Model for Professional Development**  
Scott Hopkins, CAE, Field Representative, NECA Southern Region  
Mir Mustafa, CAE, Executive Director, Business Development, NECA

3:30 pm – 4:00 pm  
**Break**

3:30 pm – 4:30 pm  
**“Open Discussion”**  
(Facilitated by the members of the CELI Task Force)

4:30 pm – 5:00 pm  
**CIR Summary and Preparation – “What to expect tomorrow?”**

6:00 pm  
**Group Reception & Dinner**  (Walking distance from hotel)  
*The Gage & Acanto Restaurants* - 24 S Michigan Ave, Chicago, IL 60603

Thursday, November 8

7:30 am – 8:00 am  
**Breakfast**

8:00 am – 10:00 am  
**Mock CIR Session (Grievance with Threshold Hearing)**

10:00 am – 10:30 am  
**Break**

10:30 am – 12:00 pm  
**Mock CIR Session (Inside Agreement)**

12:00 pm – 1:00 pm  
**Lunch**

1:15 pm – 2:00 pm  
**CIR Wrap-up and Q&A**

2:00 pm – 4:00 pm  
**Negotiation Training**  
Justin Wright, CEO, Habitus Incorporated

4:00 pm  
**Adjournment**

4:00 pm – 5:00 pm  
**Refreshments**
Scott Schwefel
CEO, Discover Yourself

CEO, Discover Yourself Scott Schwefel brings over 25 years of entrepreneurial experience, starting in 1990 by founding Benchmark Computer Learning, which he grew to become Minnesota's largest technology training company. Benchmark was named one of the fastest growing private companies in Minnesota in 1997 and 1998, and Scott was named to Minnesota’s 40 under 40 of successful top executives in the year 2001. From there, he founded Insights Twin Cities, to deliver the Insights Discovery System to businesses all over the world, and then sold his business to Insights Global in 2014. Today he owns and operates his own business, Discover Yourself, teaching and coaching CEOs and Senior Executives in Sales, Leadership and Team Performance. Scott also serves as a faculty member for Insights Global, and teaches Insights Discovery Accreditations, as well as delivers Insights leadership, team and sales programs.

Scott greatest passion is delivering programs as a highly rated keynote speaker. He has presented in Paris, London, Venice, Amsterdam, and Shanghai and throughout North America. His programs are entertaining, and provide simple but powerful tools for participants to better connect and adapt with each other immediately. He has personally trained over 1500 CEOs as a highly-rated Vistage speaker, the largest CEO membership organization in the world, and as a professional speaker, brings the magic of Insights Discovery to thousands around the world.

Scott is also a published author. He has written three books. “I Think I’ll Stand Up”, a self-help book detailing how others can achieve personal and career success. “GPS for Success”, a Global Positioning System for success that will help people define personal plans for success, with advice from a dozen experts. “Get a Job Fast” takes you through 8 simple steps, each of which are necessary to land your dream job, or start the company of your dreams.

In 1999, Scott lived remotely with the Hadza and Maasai tribes in Tanzania, Africa, adding to his global perspective. Today he blends his entrepreneurial spirit, his presentation skills and his desire to help others live to their full potential in every program he delivers.

Scott currently resides in Excelsior, Minnesota with his wife Linda, and their three children, Kenzie, Connor and Scottie Nicole.
Justin Wright

Co-Founder, CEO, Habitus Incorporated.

Justin Wright is the co-founder, Chief Executive Officer and lead trainer for Habitus Incorporated. He is an experienced negotiation trainer, mediator/facilitator and conflict management consultant. His expertise is in collaborative negotiation theory, behavior change, multi-party facilitation, mediation and career coaching. In addition to his work with Habitus, he has served on the training teams at Harvard Law School’s Program on Negotiation, and the mediation practicum at Tuft’s Fletcher School of Law and Diplomacy. Justin is a former adjunct professor of negotiation at Yale and Northeastern’s Business School. He has mediated over 150 cases since training in 2011, including business, interpersonal, contract, housing and divorce cases.

Justin designs and leads innovative and highly dynamic trainings for corporate, educational and non-profit institutions in the US and abroad. More specifically, he has trained individuals at companies such as Eastman Chemical, Blue Cross/Blue Shield, Akamai, Anika Therapeutics Inc., Commonwealth Financial, Neighborworks, Fundacion Bavaria, FINCA, Fundacion SIGNUM - Colegio de Notarios, TransLegal Shanghai, IBM Europe, IFC Cantabria, Better Future Project and Philadelphia Yearly Meeting.

Justin is the co-author of the forthcoming book End the Job Hunt, which focuses on the use of collaborative negotiation skills to realize a meaningful career. The book is based both on research and personal experience.

Justin holds a Bachelor of Arts from Yale College in Economics, Politics and Ethics. Because of his focus on ethics and resource economics while at Yale, Justin is particularly interested in promoting healthy and sustainable local living economies and the responsible use of natural resources. Most recently, he has been working to facilitate conversations within various communities about how to respond to climate change. He speaks fluent Spanish.