



**Business and Professional Women of MD / PA / DC**

Present

# *Stand Up and Speak Out!*

*A Leadership Course for Workplace Success*

**October 23-25, 2009**

**Sheraton Rockville Hotel**

**920 King Farm Boulevard, Rockville, Maryland 20850**

**\$165 BPW Members ~ \$190 for Non-members**

*Open to the public!*

*Seating is limited – register by October 15*

*Free shuttle to Metro*

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**You will learn to...**

- Gain knowledge to be an effective leader
- Understand why good ethics is good business
- Develop and document your goals
- Define career opportunities, objectives, mission, and vision
- Manage for improved performance by understanding peers and employees' behavioral styles
- Recruit the right person for the right program/task
- Overcome presentation anxiety
- Interview with confidence
- Negotiate effectively in the workplace and beyond
- Network for ultimate visibility and connections
- Learn to define governing values
- Leverage media relations for your business and organization

*Stand Up and Speak Out! is an interactive, two day individual and professional development course designed to provide you with leadership skills and tools to succeed in the workplace. Registration includes course materials, a Friday evening networking reception, breakfast and lunch on Saturday and Sunday, and certificate of participation.*

**Agenda**

<b><u>Friday, Oct. 23</u></b>	<b>6:30 – 9:30 p.m.</b>	<b>Networking Reception Guests Invited!</b>
<b><u>Saturday, Oct. 24</u></b>	<b>8:00 a.m.</b>	<b>Breakfast Buffet</b>
	<b>8:30 a.m.- 5:30 p.m.</b>	<b>Class</b>
	<b>12:00 – 1:00 p.m.</b>	<b>Lunch Buffet</b>
	<b>Choice of group dinner or on your own</b>	
<b><u>Sunday, Oct. 25</u></b>	<b>8:00 a.m.</b>	<b>Breakfast Buffet</b>
	<b>8:30 a.m. – 4:00 p.m.</b>	<b>Class</b>
	<b>12:00 – 1:00 p.m.</b>	<b>Lunch Buffet</b>

**Instructors:** Nancy Jackson, Past President BPW/USA, is a Senior Group Leader for the Target Corp., and a professional trainer. Nancy Werner is an educator and trainer, and served as President of BPW/PA.

**Lodging:** A block of rooms has been reserved at the hotel for Friday and Saturday nights at \$79 per night (plus 15% tax), single or double occupancy. Please contact the Sheraton by **October 16** at **800-325-3535** or **240-912-8200** and mention "BPW/MD" when you make your reservations. [www.starwoodhotels.com/sheraton/property/overview/index.html?propertyID=1589](http://www.starwoodhotels.com/sheraton/property/overview/index.html?propertyID=1589)

**Registration:** Includes course materials, Friday night networking reception, breakfast and lunch on Saturday and Sunday, and certificate of participation. Attire is business casual. Bring your business cards to share.

Complete the registration form and mail it with your check (payable to BPW/MD) for **\$165 for BPW members/\$190 for non-members** **postmarked by October 15:**

Visit us at [www.bpwmaryland.org](http://www.bpwmaryland.org)  
or [www.bpwfoundation.org](http://www.bpwfoundation.org)

**Alicia Newman, Program Chair**  
1808 Crofton Parkway  
Crofton, MD 21114

**Tel: 410-451-5162**  
[leenew9577@aol.com](mailto:leenew9577@aol.com)



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**Nancy L. Jackson**

**Nancy Jackson** is the Sr. Group Leader for Target distribution centers in Iowa. She was honored at the 2006 Target annual meeting with the **Outstanding Leadership Award**. Nancy is a professional trainer and has led hundreds of programs in communications, leadership and personal development training. She helps people maximize their skills to lead to success. Nancy was the 2007 National President for the BPW/USA.



**Nancy J. Werner**

**Nancy Werner** is an educator in the Quakertown, PA area, and has served as President of BPW/PA and Chair of the BPW/USA Foundation Committee. Nancy has extensive experience in teaching and leadership training, and has conducted the "Stand Up and Speak Out!" course for a number of groups. Nancy is affectionately known as Sparky, and brings enthusiasm and energy to every course she teaches.

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**Make your check payable to BPW/MD in the amount of \$165 for BPW Members and \$190 for Non-members, and mail with form postmarked by Oct. 15 to:**

**Alicia Newman, Program Chair  
1808 Crofton Parkway  
Crofton, MD 21114**

**Tel: 410-451-5162  
[leenew9577@aol.com](mailto:leenew9577@aol.com)**

### **REGISTRATION FORM**

*Sign up today to enhance your leadership skills! Registration postmarked by October 15.*

Name \_\_\_\_\_

How you want your name to appear on your name badge \_\_\_\_\_

BPW Member Yes \_\_\_ No \_\_\_ Local Organization/State \_\_\_\_\_

Business / Employer \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Home Tel \_\_\_\_\_ Work Tel \_\_\_\_\_ Cell \_\_\_\_\_

E-mail \_\_\_\_\_ ADA Requirements \_\_\_\_\_

( ) Guests invited to Friday evening networking reception: \_\_\_ @ \$25 pp \$ \_\_\_\_\_

( ) Full Leadership Package: \$165 BPW Members / \$190 Non-members \$ \_\_\_\_\_

**Total Payment Enclosed (checks payable to BPW/MD) \$ \_\_\_\_\_**