

# 4<sup>TH</sup> ANNUAL SPRING CONFERENCE

March 17 - 19, 2010  
Seaview Resort & Spa, A Dolce Hotel  
Galloway Township, NJ



## The Biz of Building and Bettering Your Team

### Follow Me I'm Right Behind You! How to Lead and Influence Others

The key to successful leadership today is influence, not authority. Great Leaders influence others by recognizing and appreciating them in a personalized and genuine way. Education Facilities managers need tools to energize their staff to keep their fires of hope lit. Through humor, insight and inspiration Follow Me I'm Right Behind You shows leaders how to inspire a spirited and resilient workforce.

Learn how to:

- Create a culture of respect and appreciation
- Create an environment of fun and meaningful work

Acknowledge others without turning them off:

- Turn Grumbling into Respect
- Increase Purpose and Vision
- Create a sense of involvement and belonging
- Inspire 4 generations in your workplace



#### Testimonials

*"You have such energy and passion, and were funny - we could have listened to you forever"* -John Marmina, GlaxoSmithKline

*"Jody is always my favorite keynote speaker; she brings comedy to real-word issues"* -Pam Neifibons, NPEI

### The Human Connection: Bring Your Presentations to Life!



Do you want your presentations to stand out in the crowd? Then bring them to life! If you want freedom to be yourself and communicate your message with vitality and self confidence, this fun, hands-on workshop is for you. Through teaching, discussion, participation in theater exercises and

individual coaching opportunities, you will learn to:

- Connect with your audience
- Identify and drop nervous habits
- Prepare and practice your material
- Make technical material come to life
- Use graphics and props wisely

In most presentation and communication training, technical issues tend to make up the bulk of the training: how to organize materials, deal with graphics, control hand gestures and voice inflections. We don't ignore technique - it's important. But it's a human connection with your audience that will inspire them to want to work with you.



**Register Online TODAY!**

**Registration Form - page 3  
Programs & Schedule - page 2**

# **CONFERENCE** **PROGRAMS & SCHEDULE**

## Wednesday, March 17, 2010

- 4:00 PM **Hotel Check-in Opens**
- 5:00 PM - 7:00 PM **Conference Registration**
- 6:30 PM - 8:30 PM **Opening Reception: "Facilities Jeopardy"**  
Join us Wednesday night for our famous get-to-know-you preconference session of "Facilities Jeopardy", finger foods, beverages, and great company!

## Thursday, March 18, 2010

- 7:30 AM - 9:00 AM **Conference Registration**
- 8:00 AM - 9:00 AM **Breakfast**
- 9:00 AM - 12:00 PM **General Session: Jody Urquhart**  
**"Follow Me I'm Right Behind You! How to Lead and Influence Others"**
- 12:00 PM - 1:00 PM **Lunch**
- 1:00 PM - 5:00 PM **Workshop: Teambuilding with APPA's Master Trainers Carol Trexler and Michelle Estep-Frederick**
- 3:00 PM - 3:15 PM **Beverage Break**
- 6:30 PM - 7:30 PM **Reception at Seaview**
- 7:30 PM - 9:30 PM **Dinner at Seaview**

## Friday, March 19, 2010

- 8:00 AM - 9:00 AM **Breakfast**
- 9:00 AM - 12:00 PM **General Session: The Human Connection: Bring Your Presentations to Life!**
- 12:00 PM - 4:00 PM **Golf Outing at Seaview (optional)**

## **HOTEL INFORMATION**



Set on 670 acres of pristine pinelands, for decades Seaview has hosted presidents, governors, movie stars and thousands of business people and vacationers alike all seeking the same things - recreation, relaxation ... and rejuvenation.

### **Hotel Room Rates:**

\$95 per night (single or double occupancy). Hotel room rates are subject to applicable state and local taxes (currently 7% NJ State Sales Tax and 8% NJ State Occupancy Tax.)

**Reservations can be made by calling Seaview Reservations at 800-983-6523 or 609-652-1800.**

Please indicate that you will be attending the NJAPPA Spring Conference to receive the special group rate.

**Hotel Reservation Cut-off Date:** Reservations must be received before **Monday, February 22, 2010** to receive the special group rate.



**GOLF OUTING** optional  
**Seaview Resort & Spa, A Dolce Hotel**  
**FRIDAY, 12:00 PM - 4:00 PM**

**Golf Outing Fees:**  
Greens/Cart/Fees - \$95

**To Register for Golf:**  
Use the registration form on page 3 to register for the golf outing or register online at:  
**[www.regonline.com/njappa2010](http://www.regonline.com/njappa2010)**

**Questions? [njappa@dlplan.com](mailto:njappa@dlplan.com) • 609-344-1333**



NJAPPA 4TH ANNUAL
SPRING CONFERENCE

MARCH 17 - 19, 2010

SEAVIEW RESORT & SPA, A Dolce Hotel
GALLOWAY TOWNSHIP, NJ

Registrations can be faxed to 609-348-4433 or mailed with full payment to NJAPPA Conference, c/o D. Lawrence Planners, 1125 Atlantic Ave., Suite 634, Atlantic City, NJ 08401. You can also register online at www.regonline.com/njappa2010. Registration Deadline: March 12, 2010

PLEASE PRINT

Full Name: Badge First Name:

Home Phone: Work Phone: Work Fax:

Affiliation:

Address :

City: State: Zip: Email:

REGISTRATION FEES:

REGISTRATION: (Includes Wednesday Evening Reception, Thursday and Friday Breakfasts, Thursday Lunch, Thursday Dinner and educational sessions on Wednesday, Thursday and Friday.)

- Full Registration Member/Non-member Institutions: \$195 on or before 2/22/10 (after 2/22/10 - \$245.00)
Business Partner Members: \$395 on or before 2/22/10 (after 2/22/10 - \$495.00)
Business Partner Non-members: \$495 on or before 2/22/10 (after 2/22/10 - \$595.00)
Golf Outing: \$95 (includes cart)

Foursome Names:

CANCELLATION POLICY: All cancellations must be in writing and received by D. Lawrence Planners no later than March 12, 2010. An administrative fee of \$25 will be charged. No refunds will be given after this date.

TOTAL AMOUNT DUE \$

Special Needs:

METHOD OF PAYMENT
Please Note: Credit Card payments to NJAPPA will appear on your credit card statement as a purchase from D. Lawrence Planners, L.L.C.
Purchase Order # enclosed. Payments must be received prior to event.
Enclosed is a check for \$ made payable to NJAPPA
Charge my payment to Credit Card # Exp. Date:
American Express Visa MasterCard Discover Total Credit Card Payment \$
Cardholder's Signature (Required) Cardholder's Name (please print)
Cardholder's Billing Address if different from above

MAIL OR FAX REGISTRATION AND PAYMENT TO:

NJAPPA Annual Spring Conference
c/o D. Lawrence Planners, L.L.C.
1125 Atlantic Ave., Suite 634 • Atlantic City, NJ 08401
Fax: 609-348-4433 • Phone: 609-344-1333 • Email: njappa@dlplan.com