



WHAT IS CAAO'S BESTT?

- Tax deductible annual donor program
- Thank you from CAAO program
- Shared resources
- Business and career development
- Access to unique matchmaking
- Access to coaching, consulting, and training

Here are the thank you gifts that you receive from being a CAAO Individual Annual Donor at the following levels:

Base - \$ 120 - \$399/yr

- Free or discounted attendance to CAAO and other events (\$100)
- Listing in at least one CAAO program book (\$60)
- FIFTH choice of 1 online training course & Fifth choice of one exec mtg (\$200)
- Access to a variety of discounts, i.e., prepaid legal, medical insurance, etc. (\$100)
- Free or discounted tickets, i.e., sports, movies, plays (\$100)

Enhanced - \$ 400 - \$799/yr

- All of the above plus (\$560)
- Free entrance to at least two CAAO events (\$200)
- FOURTH choice of 1 meeting with key executive (\$100)
- FOURTH choice of 2 online training courses (\$200)
- FOURTH choice of one business showcase company (\$100)
- An introduction to ED (\$100)
- Exhibit opportunities and CAAO lapel pin (\$250)

Sustainable Legacy - \$ 800 - \$1,499/yr

- All of the above plus (\$1,510)
- THIRD choice of 2 meetings with key executives (\$200)
- THIRD choice of 3 online training courses (\$300)
- THIRD choice of one business showcase company (\$100)
- One meeting with CAAO ED (\$200)
- Special thank you gift (\$50)

Trust Builders (Endowment) \$ 1,500 - \$2,999/yr

- All of the above plus (\$2,360)
- SECOND choice of 3 meetings with key executives (\$300)
- SECOND choice of 4 online training courses (\$400)
- SECOND choice of one business showcase company (\$100)
- 10 hours of coaching per year for you or your designee (\$5,000)
- Name on plaque in CAAO office (\$100)

Trust Builders Plus \$ 3,000 +/yr

- All of the above plus (\$8,260)
- Free entrance to all CAAO events (\$250)
- FIRST choice of 4 meetings with key executives (\$2,500)
- FIRST choice of 5 online training courses (\$6,000)
- FIRST choice of one business showcase company (\$500)
- Logo and ad on CAAO website year round (\$5,000)
- Free ad in any CAAO program book (\$1,000)
- 20 hours of coaching per year for you or your designee (\$10,000)
- Named endowment founder and supporter (\$1,000)
- Whatever else you can think of that CAAO can help with (\$5,000)

Sample of available online training courses:

- Excel 2007: 1 Getting Started
 - Excel 2007: 2 Creating a Worksheet
 - Excel 2007: 3 Formatting Data
 - Excel 2007: 4 Editing and Printing Worksheets
 - Excel 2007: 5 Managing Worksheets
 - Excel 2007: 6 Using Charts and Objects
 - Excel 2007 Advanced: 1 Filtering and Sorting Data
 - PowerPoint 2007: 5 Formatting Shapes
 - PowerPoint 2007: 6 Clip Art, Pictures, and WordArt
 - PowerPoint 2007: 7 SmartArt Graphics
 - PowerPoint 2007: 8 Charts and Tables
 - Project Management: 2 Understanding the Project Mgr's Role
 - Project Management: 3 Defining the Problem
 - Project Management: 4 Determining the Strategy
 - Communicating with Power: 5 Resolving Conflict
 - Communicating with Power: 6 Negotiation
 - Negotiating: 1 Negotiating Techniques
 - Negotiating: 2 Gaining Control
 - Negotiating: 3 Closing the Deal
 - Negotiating: 4 Everyday Negotiations
 - Running an Online Business: 2 Getting Started
 - Running an Online Business: 5 Developing Your E-Business
 - Running an Online Business: 7 Lowering Your Business Costs
 - Running an Online Business: 8 Customer Service & Payment
 - Running an Online Business: 9 Marketing Your E-Business
 - Working Collaboratively: Assert Your Influence
 - Working Collaboratively: Build Rapport, Gain Trust
 - Working Collaboratively: Communicate Your Goals
 - Working Collaboratively: Extend Your Influence
 - Time Management : 3 Managing Meetings
 - Time Management : 4 Managing Workload
 - Time Management : 5 Managing Time with Co-Workers
- Once a course is activated, it must be completed within three months. Online courses are available at all times during those three months. A personalized certificate of completion can be printed and saved once the final exam is passed.*

Annual CAAO's BESTT Raffle for: Airline tickets, loges, hotel rooms, etc.

For paid CAAO Member and Collaborative Organizations:

- their members get 15% discount on above & 4 executive committee members of each organization get a 50% discount on the above.

For CAAO Corporate Members and Corporate Sponsors (\$2,500 & Up):

- their employees get 10% discount on the above & 2-10 designated employees get a 20-40% discount on the above.

Donate online at www.caaonet.net. Click the donate button on the left-hand side. Type in the amount of your donation and write in "CAAO's BESTT" in the description box. Or, mail check to CAAO, 2930 Prospect Avenue, #207, Cleveland, Ohio 44115.

** Discounts cannot be combined, and CAAO determines when it has reached its capacity for CAAO's BEST and delivering coaching, training, and key executive meetings. First come, first served.*



CAAO 2011 Black Leadership Retreat



Saturday, August 6, 2011
The Manor Centre Complex,
24111 Rockwell Drive, Euclid, Ohio 44117

Inspiring a Shared Vision

Consortium of African American Organizations
2930 Prospect Avenue, #207
Cleveland, Ohio 44103
216-432-9481 phone, 216-432-9483 fax
Email: caao_cleveland@yahoo.com – website: www.caaonet.net



The Annual CAAO Black Leadership Retreat brings established and up and coming leaders in the African American community together to build collaborative relationships to build a support system for leaders, promote community change, and keep the critical issues in the Black communities of Northeast Ohio in the forefront of the conversations.

Each year, the retreat supports Black professionals in becoming a resource for each other as they travel in the diverse and dynamic sectors throughout the business and civic arenas in which they serve. This year's retreat focuses on inspiring a shared vision; creating your future; identifying your loop; finding a common purpose; and motivating your stakeholders.

Facilitators:



Patrice Blakemore, Esq., Blakemore Coaching

Patrice Blakemore, president of Blakemore Coaching, is an attorney and well-respected motivational speaker, workshop facilitator and confidence coach. She has spoken to thousands of people on how to create a phenomenal career and life.

Patrice received her undergraduate degree from Spelman College in 3½ years, and her law degree in 2 ½ years from the University of Dayton School of Law. After graduating from law school, Patrice worked for the Montgomery County Prosecutor's office before moving to Cleveland, Ohio.

In 2009, Patrice decided to use her experience as an attorney to create workshops and coaching programs for women in male-dominated professions. She assists participants in increasing their confidence and productivity through goal setting and execution.



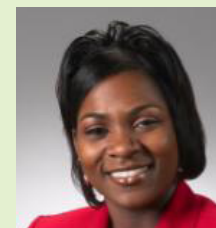
Ellen Burts-Cooper, MBA, PhD, Six Sigma MBB, Improve Consulting and Training Group

Dr. Ellen Burts-Cooper is the founder and senior managing partner of Improve Consulting and Training Group, a firm that provides personal and professional development training, coaching and consultation. Ellen and her team work with large corporations, small companies, colleges/ universities and not-for-profit organizations, to provide Lean Six Sigma Yellow and Green Belt Certifications, project coaching, curriculum development, training and project deployment. In addition, she provides: business outcome

focused leadership coaching; seminars and workshops on leadership, problem solving, critical thinking and change management; and leadership based motivational speaking for various corporate affinity groups, college/university programs and community organizations.

She is the author of the workshop curricula "Personal Positioning: Building Personal Brand Equity" and "Don't Just Think Outside the Box, Make the Box Bigger." She is the author of the book "Canine Instinct: A Guide to Survival and Advancement in Corporate America."

She earned a BS in chemistry from Stillman College in Tuscaloosa, Alabama, her PhD in organic/polymer chemistry from Virginia Tech in Blacksburg, Virginia, her MBA from the University of Minnesota, Carlson School of Business and her Lean Six Sigma Master Black Belt certification from 3M Company. She is also an active volunteer and on the Governing Board of CAAO.



LaToya M. Smith, AVP, Corporate Recruiter II, Fifth Third Bank of Northeast Ohio

LaToya has been a valuable team member of Fifth Third Bank since August 1999. She was promoted to Office Manager in October 1999 and held this position until January 2004. She was promoted in February 2004 to the role of Regional Risk and Administration Manager. LaToya's role and responsibilities included leading and managing 15 banking centers in the Northeast Region of the Northeastern Ohio Affiliate with a concentrated focus on risk management, profit/loss generation, operations, and coaching.

Currently, she is a Corporate Recruiter II and has the responsibility for attracting, acquiring, and advancing top diverse talent into the bank.

LaToya's purpose in life is to provide service to the community by sharing her knowledge, education, and expertise. Throughout the years she has been a mentor others. Currently she is a mentor in the Friend-to-Friend Mentoring Program, where she mentors women who are incarcerated at the Northeast Pre-Release Center. She also mentors students that are part of The Cleveland Scholarship Program, Big Brothers and Big Sisters, and Black Professional Association.

Program

- 08:30 a.m. Breakfast
- 09:00 a.m. Welcome and Introductions..... Connie Atkins
- Overview of Purpose: Ground Rules Facilitators
- 09:05 a.m. Ice Breaker Facilitators
- 09:15 a.m. What is Vision? Facilitators
- 10:15 a.m. Break
- 10:30 a.m. What is Your Vision? Facilitators
- 12:00 Noon Lunch
- 01:00 p.m. How to Execute Your Vision Through Partnership Facilitators
- 02:00 p.m. Break
- 02:15 p.m. Wrap-up; Review of Action Steps; Evaluation Facilitators

Sponsors

Forest City Enterprises
Kaiser Permanente
Konica Minolta

Northeast Ohio Regional Sewer District
Ohio Lottery
PNC Bank

Exhibitor

Nakisha Hines, Massage Therapist, Body Collage Studio

Resource Listings

3D Visual Concepts

Woodrow Marcus
216.475.9590
www.viscepts.com
wmarcus22@sbcglobal.net
"We bring your concepts to life."

APB & Associates

Andre Bryan
216.541.2900
www.apbandassociates.com
info@apbandassociates.com
"Enhance Your Earning Capacity with a Project Management Professional (PMP) Certification!"

Midtown Scientific

Darlene Baldwin
216.288.3687
www.midtownscientific.com
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Improve Consulting and Training

Ellen Burts-Cooper, MBA, PhD.
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