

NEIGHBORWORKS TRAINING INSTITUTE

CALENDAR YEAR 2012 COURSE OFFERINGS

To assist in planning for your training needs, the following pages illustrate our best projection of courses to be offered at the NeighborWorks Training Institutes in calendar year 2012. Based on feedback from participants and partners in the field, we've developed a comprehensive range of courses that include fundamental, intermediate and advanced offerings. Many are newly created or updated to keep you at the forefront of your work.

Please note that throughout the year, we'll continue to launch additional new courses to address the latest critical issues. Since final course offerings are subject to change, stay current on course availability at each institute by visiting www.nw.org/training. And remember to register early for each event to reserve your seat.

Additional questions, concerns or comments?

Please contact us at:

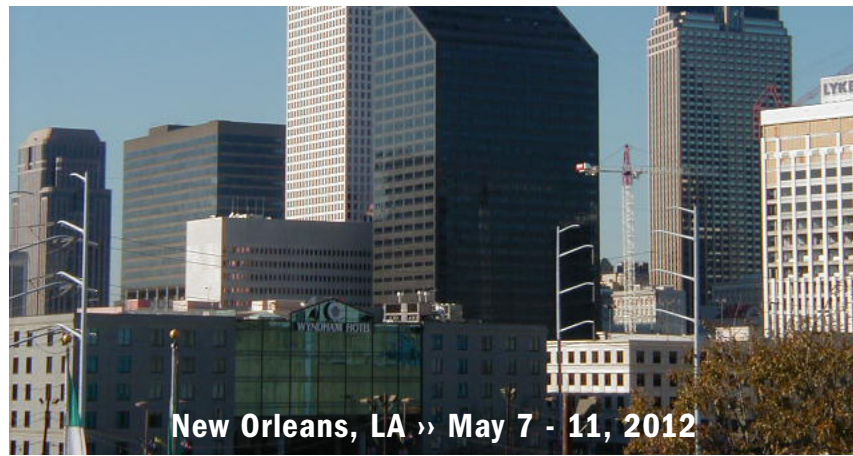
Email: nti@nw.org

Phone: 800/438-5547 or 202/220-2454

Fax: 202/376-2168



Los Angeles, CA » February 27 - March 2, 2012



New Orleans, LA » May 7 - 11, 2012



Cincinnati, OH » August 13 - 17, 2012



Washington, DC » December 10 - 14, 2012

Working Together for Strong Communities


NeighborWorks®
AMERICA

NEIGHBORWORKS TRAINING AT YOUR CONVENIENCE



- **Travel budgets tight?**
- **No time to leave the office for training?**
- **Want to train together with your partners, city government contacts, etc.?**
- **Want customized training?**

NEIGHBORWORKS HAS PROFESSIONAL DEVELOPMENT SOLUTIONS FOR YOU!

eLearning (www.nw.org/elearning):

These self-contained courses, made up of individual modules or topics, allow you to gain a strong background in a particular community development subject matter area. The courses, which take 2-4 hours of actual computer time to complete, are designed to allow you to log in and log out as you have time (but must be completed within 60 days of your registration). They include “check-and-reflect” exercises to reinforce what you’ve learned along the way, and a test at the end to validate your knowledge of the course material. At only \$195, they represent a strong educational value.

Virtual Classroom (www.nw.org/virtualclassroom):

Our newest online learning offering, NeighborWorks Virtual Classroom offers you professional development similar to what we provide at our in-class NeighborWorks Training Institute sessions – the only difference is that you’ll interact with an expert faculty member, and your fellow participants, online, and at your convenience. These courses incorporate online tools that keep you connected, and ensure a high-quality and results-oriented training experience.

Regional/Local “Place-Based” Training (www.nw.org/pbt):

In response to the demand for high-quality community development training, NeighborWorks America presents “place-based” training courses conducted by request in locations around the country, and with support from partner organizations. Whether it’s a single day-long course or a week of multiple course offerings, we can customize the training we provide based on your local needs – efficiently and cost-effectively. You’ll save your travel budget, and receive the instruction, materials and general experience you expect from NeighborWorks.

Explore your options for growing your skills and enhancing your career today.

NeighborWorks America – Training Division
1325 G Street NW, Suite 800
Washington, DC 20005
800/438-5547
nti@nw.org
www.nw.org/training

AFFORDABLE HOUSING

| | | Course Price | LA 2/12 | New Orleans 5/12 | Cincinnati 8/12 | DC 12/12 |
|---------|--|--------------|---------|-------------------|-----------------|----------|
| AH101 | An Overview of Affordable Housing Development | \$445 | | • | | |
| AH102 | The Basic Steps of the Affordable Housing Development Process | \$445 | • | | • | • |
| AH111 | Using the CDBG Program | \$220 | | | • | |
| AH113 | Using the HOME Program | \$445 | | | • | |
| AH115 | Using the Low Income Housing Tax Credits (LIHTC) Program | \$445 | | • | | • |
| AH121 | Real Estate Finance Nuts and Bolts | \$445 | • | • | • | • |
| AH122 | Single-Family Development Finance | \$220 | | • | | |
| AH134 | Developer's Toolkit | \$485 | • | | • | |
| AH136 | Successful Housing Development: Assembling the Best Project Team | \$445 | • | | • | |
| AH180 | Supportive Housing: A Strategy That Works for Tenants and Communities | \$445 | | | • | |
| AH181 | Supportive Housing: The Three-Legged Stool of Financing | \$220 | | | • | |
| AH182 | Supportive Housing: Serving Tenants Effectively and Ensuring Quality | \$445 | | | • | |
| AH211 | How to Maintain Compliance in LIHTC Properties | \$220 | • | | | |
| AH221 | Rental Housing Development Finance | \$660 | • | • | • | • |
| AH222 | Expanding Homeownership Opportunities: The Lease-Purchase Approach | \$445 | • | | • | |
| AH224 | Understanding Underwriting: Successful Loans for Nonprofit Developers | \$445 | • | | • | |
| AH225 | How to Structure Your Deal: Making It a Reality | \$445 | | • | | • |
| AH226 | Creative Project Financing Strategies | \$220 | • | | • | |
| AH226vc | Creative Project Financing Strategies for Affordable Housing | \$210 | | Virtual Classroom | | |
| AH228 | Effectively Using Market Studies for Affordable Housing Development | \$220 | • | | | |
| AH232 | Green Building Fundamentals for Affordable Housing | \$485 | • | • | | • |
| AH236 | The LIHTC Application Process | \$485 | | • | | |
| AH245 | Integrating Green Fundamentals into Multifamily Housing | \$495 | • | • | | • |
| AH252 | Community Land Trusts: Creating Permanently Affordable Housing | \$445 | | • | | • |
| AH254 | The City-CLT Partnership: Municipal Support for Community Land Trusts | \$240 | | | | |
| AH255 | Community Land Trusts: Financing Owner-Occupied Homes | \$220 | | • | | • |
| AH256 | Shared Equity Housing: Creative Models to Preserve Affordable Homeownership | \$220 | | | | |
| AH258 | Community Land Trusts: Post-Purchase Stewardship of CLT Homes | \$445 | | • | | • |
| AH271 | Budget Basics: Decoding the Mysteries of the Pro Forma | \$485 | | • | | • |
| AH291 | REO Solutions: Property Assessment, Acquisition and Financing | \$445 | • | | • | |
| AH292 | REO Solutions: Approaches to Efficiently Rehabbing REO Properties | \$220 | • | | • | |
| AH293 | REO Solutions: Strategies for Selling or Leasing REO Rehabbed Properties | \$445 | • | | • | |
| AH294 | Successful Models of Foreclosure Programs | \$445 | | • | | • |
| AH295el | Community Stabilization: An Introduction to REO Acquisition, Rehab, Disposition and Management | \$195 | | eLearning | | |
| AH297 | Marketing Your Foreclosure Program to Potential Residents | \$220 | | • | | • |
| AH301 | Exit Strategies for LIHTC Projects | \$485 | | • | | |

ASSET MANAGEMENT

| | | Course Price | LA 2/12 | New Orleans 5/12 | Cincinnati 8/12 | DC 12/12 |
|---------|--|--------------|---------|------------------|-----------------|----------|
| AM101 | Successful On-Site Property Management (IREM RES201) | \$1,225 | • | | • | |
| AM103 | Introduction to Asset Management for Board Members and Executive Directors | \$445 | | • | | • |
| AM121 | Nuts and Bolts of Asset Management | \$660 | • | • | • | • |
| AM121el | Fundamentals of Asset Management eLearning | \$195 | | eLearning | | |
| AM206 | Property Management: Self Management vs. Third Party Contracting | \$445 | | | | • |
| AM223 | Financial Tools for Asset Managers (IREM ASM607) | \$760 | • | | | |
| AM224 | Asset Management Case Study: Putting the Tools to Work for Properties and Owners | \$445 | | | • | |
| AM230 | Property Management for Scattered Site Rental Housing | \$445 | | • | • | • |
| AM242 | Green and Healthy Strategies for Multifamily Properties | \$485 | | • | | • |
| AM244 | Creating and Managing a Comprehensive Energy Program for Your Residents | \$485 | | • | | • |
| AM252 | Delivering Successful Resident Service Programs | \$485 | | | • | |
| AM254 | Resident Services: Youth Programs | \$220 | | | • | |
| AM258 | Resident Services: Financial Literacy | \$220 | | | • | |
| AM350 | Nonprofit Housing Management Specialist | \$1,110 | | • | | • |
| AM351 | Advanced Housing Asset Management | \$1,110 | | • | | |

COMMUNITY ENGAGEMENT

| | | Course Price | LA 2/12 | New Orleans 5/12 | Cincinnati 8/12 | DC 12/12 |
|-------|--|--------------|---------|------------------|-----------------|----------|
| CB100 | Breaking with Isolation: The Power of Neighbors | \$445 | | • | | • |
| CB103 | Building Powerful Community Partnerships, Collaborations and Coalitions | \$445 | • | | | |
| CB110 | Community Organizing: Beyond Mobilization, Volunteerism, and Outreach | \$445 | • | | • | |
| CB116 | Working With Faith-Based Institutions in Community Development | \$495 | | | | • |
| CB118 | Working in Diverse Communities | \$445 | | | • | |
| CB122 | Mobilizing Youth for Community Building | \$220 | | | | • |
| CB130 | Sources of Power: Understanding Community Leadership | \$445 | | | • | |
| CB140 | Our Common Interests: Building Strong Coalitions | \$445 | | | • | |
| CB170 | Resident Engagement and CDC Accountability for Healthy Communities | \$445 | | | | • |
| CB175 | Organizational Capacity Assessment for Community Building | \$220 | | | • | |
| CB180 | Community Engagement: A Mobile Workshop | \$280 | • | | • | • |
| CB190 | Reaching Your Community and Getting the Media on Your Side | \$220 | | • | | • |
| CB200 | Community Engagement: Measuring its Impact | \$250 | | • | | • |
| CB204 | Increasing Resident Involvement in Your Organization | \$220 | • | | | |
| CB150 | Influencing and Affecting Decisions in Your Community | \$220 | | | • | |
| CB220 | Community Organizing for Action and Results | \$445 | | • | | |
| CB225 | Pathways to Self-Reliant Communities | \$445 | • | | | • |
| CB230 | Community Building through Urban Gardening | \$220 | • | | | • |
| CB235 | Organizing for Neighborhood Safety | \$445 | | • | | |
| CB260 | Taking Green Action in Your Community | \$445 | | | • | |
| CB270 | Basic Training Techniques: Skills to Teach Others What You Know | \$445 | • | • | | • |
| CB275 | Training Community Leaders: A Complete Curriculum | \$445 | • | • | | • |
| CB320 | Community Organizing: Values and Conflicts | \$220 | | • | | • |
| CB340 | Civic Engagement: Accountability and Responsibility | \$445 | | | • | |
| CB900 | Symposium: From Surviving to Thriving: Communities Recharged by the Power of Resident Leadership | \$220 | | • | | |

COMMUNITY ECONOMIC DEVELOPMENT

| | | Course Price | LA 2/12 | New Orleans 5/12 | Cincinnati 8/12 | DC 12/12 |
|-------|--|--------------|---------|------------------|-----------------|----------|
| ED101 | Community Economic Development Principles, Practices and Strategies | \$485 | • | • | • | • |
| ED110 | Analytical Tools and Methods Used in Community Economic Development | \$220 | | • | | • |
| ED120 | Commercial Real Estate Development | \$445 | • | | | |
| ED127 | Transit-Oriented Development | \$485 | | | • | |
| ED143 | Designing and Managing a Microenterprise Revolving Loan Fund | \$445 | | | | • |
| ED145 | Energize Your Local Economy with a Public Market | \$240 | | | | • |
| ED151 | The “Main Street” Approach to Revitalization | \$485 | | • | | |
| ED160 | Financing Community Economic Development | \$445 | | • | | • |
| ED165 | Achieving Economic Development with CDBG Funding | \$220 | • | | | |
| ED180 | Community Economic Development: A Mobile Workshop | \$240 | | • | | |
| ED181 | Making Development Benefit Communities | \$445 | | • | | |
| ED185 | Strategies to Grow Your Local Economy | \$445 | | | • | |
| ED201 | Best Practices in Community Economic Development | \$445 | • | | | • |
| ED210 | Positioning Programs for Success: Connecting Program Design to Community Economic Impact | \$445 | • | | | • |
| ED222 | Forum: Job Creation & Asset Development - Creative Strategies for a New Economy | \$220 | | | • | |
| ED225 | Commercial Real Estate Development Finance | \$660 | | | • | |

COMMUNITY AND NEIGHBORHOOD REVITALIZATION

| | | Course Price | LA 2/12 | New Orleans 5/12 | Cincinnati 8/12 | DC 12/12 |
|-------|---|--------------|---------|------------------|-----------------|----------|
| NR101 | The Essential Tools of Successful Neighborhood Revitalization | \$710 | | • | | • |
| NR102 | Strategies to Meaningfully Engage Stakeholders in Revitalization Planning | \$445 | | • | | • |
| NR104 | Getting Things Done in Neighborhoods through Strategic Collaborations | \$445 | | • | | • |
| NR115 | Leveraging Market Forces to Attract Investment in Neighborhood Revitalization | \$485 | | • | | |
| NR116 | Building Community and Promoting Equity through Revitalization | \$445 | | • | | |
| NR117 | Environmental Sustainability in Neighborhood Revitalization | \$445 | • | | • | |
| NR118 | Working with Tenants and Small Landlords to Revitalize the Neighborhood | \$445 | • | | • | |
| NR121 | Measuring the Impacts of Your Revitalization Work | \$445 | | | • | |
| NR124 | Reading a Neighborhood: What a Walk Around the Block Can Tell You | \$280 | • | • | | • |
| NR150 | Understanding Your Community, Analyzing Your Market | \$445 | | | | • |
| NR171 | Community Development: Past, Present and Future | \$485 | | | • | |
| NR180 | Neighborhood Revitalization: A Mobile Workshop | \$290 | | | • | |
| NR200 | Building the Effective Revitalization Organization | \$485 | | • | | • |
| NR214 | Roundtable: Neighborhood Revitalization for Organizational Leaders | \$445 | | • | | |
| NR231 | Stabilizing Neighborhoods in a Post-Foreclosure Environment | \$485 | • | • | | • |
| NR250 | Neighborhood Café: Current Issues and Trends in Neighborhood Revitalization | \$285 | • | | • | |
| NR261 | Strategies for More Livable Neighborhoods | \$485 | • | | • | |
| NR270 | Walkability & Bikeability | \$445 | | | | • |
| NR275 | Marketing Strategies to Support your Neighborhood Stabilization Work | \$485 | • | | • | |
| NR369 | Lending and Rehab Strategies for Maximum Impact | \$220 | | | • | |
| NR370 | Supporting Local Business for Neighborhood Revitalization | \$220 | | | | • |

CONSTRUCTION AND PRODUCTION MANAGEMENT

| | | Course Price | LA 2/12 | New Orleans 5/12 | Cincinnati 8/12 | DC 12/12 |
|---------|--|--------------|---------|------------------|-----------------|----------|
| CP101 | Affordable Housing Design and Construction Basics | \$485 | • | | • | |
| CP104 | Housing Rehabilitation Production Systems | \$225 | • | | • | |
| CP107 | The Human Side of Housing Rehabilitation | \$485 | • | | • | |
| CP111 | The Science of Building Performance in Housing Rehabilitation | \$485 | | • | | • |
| CP114 | Healthy Housing Rehabilitation | \$225 | | • | | • |
| CP121 | Inspections, Work Scopes and Cost Estimates in Housing Rehabilitation | \$485 | • | | • | |
| CP124 | Housing Rehabilitation Risk Management | \$225 | • | | • | |
| CP127 | Advanced Systems for Housing Rehabilitation | \$485 | • | | • | |
| CP131 | Intro to Factory-Built Housing | \$485 | | | • | |
| CP133 | Adventures in Factory-Built Housing - A Mobile Workshop | \$270 | | | • | |
| CP175 | Inspection Basics for Rehab, Acquisition and Resale | \$485 | • | | • | |
| CP181 | Housing Production Management | \$445 | | | | • |
| CP184 | Managing Liabilities/Reducing Risks in the Development Process | \$485 | | • | | |
| CP185el | Fundamentals of Green Affordable Housing Development, Rehab, and Management | \$195 | | eLearning | | |
| CP189 | Automate Rehab with Housing Developer Pro® 3.0 | \$485 | | • | | • |
| CP191 | Intro to Healthy Homes | \$485 | | • | | • |
| CP199 | Green Building Science | \$220 | • | | • | |
| CP211 | Environmental Hazards in Housing: Due Diligence Basic Skills | \$220 | | • | | • |
| CP212 | Materials and Methods of Construction | \$445 | | • | | • |
| CP215 | Environmental Review Basics for NSP1, NSP2, HOME, CDBG and other HUD Grantees | \$485 | | | | • |
| CP221 | Single-Family Development: Success in Perilous Times | \$485 | | • | | |
| CP223 | Single-Family Development: New Construction, from Foundation to Sale | \$220 | | • | | |
| CP227 | Single-Family Development: Creating Your Construction Schedule with MS Project | \$485 | | • | | |
| CP231 | Building Multifamily Housing Part I: Project-Managing the Development Process | \$445 | • | | | |
| CP234 | Building Multifamily Housing Part II: Project-Managing the Design Process | \$220 | • | | | |
| CP237 | Building Multifamily Housing Part III: Project-Managing the Construction Process | \$445 | • | | | |
| CP240 | Greening Housing Rehab | \$445 | • | | • | |
| CP241 | Residential Green Building | \$445 | | • | | • |
| CP243 | Building Healthy Homes | \$445 | • | | • | |
| CP249 | Green in Action | \$270 | | • | | • |
| CP254 | Generating Unrestricted Income: For-Profit Solutions to Nonprofit Finance | \$445 | | • | | • |
| CP268 | Running a Job: Leadership Tools for Those Who Use Tools | \$445 | | • | | • |

RURAL DEVELOPMENT

| | | Course Price | LA 2/12 | New Orleans 5/12 | Cincinnati 8/12 | DC 12/12 |
|-------|--|--------------|---------|------------------|-----------------|----------|
| RD130 | Rural Community Economic Development | \$445 | | | • | |
| RD210 | USDA Rural Development Sec502 Direct Loans: Affordable Rural Homeownership | \$710 | | | • | |

HOMEOWNERSHIP AND COMMUNITY LENDING

presented by the NeighborWorks® Center for Homeownership Education and Counseling (NCHCEC)

| | | Course Price | LA 2/12 | New Orleans 5/12 | Cincinnati 8/12 | DC 12/12 |
|---------|---|--------------|---------|-------------------|-----------------|----------|
| HO102el | Mortgage Lending Fundamentals for Homeownership Professionals | \$195 | | eLearning | | |
| HO103 | Lending Basics for Homeownership Counselors | \$710 | • | • | • | • |
| HO103sp | Aspectos Basicos de Prestamos Para Consejeros | \$710 | | | • | |
| HO104el | HECM: Counseling Basics Overview | \$195 | | eLearning | | |
| HO105 | Compliance with State and Federal Regulations | \$470 | • | • | | • |
| HO105vc | Compliance with State and Federal Regulations for Homeownership Professionals (Virtual Classroom) | \$395 | | Virtual Classroom | | |
| HO108 | Loan Servicing and Collections | \$660 | | • | | • |
| HO109 | Foreclosure Basics | \$445 | • | • | • | • |
| HO109el | Foreclosure Basics eLearning | \$195 | | eLearning | | |
| HO110 | Introduction to Homeownership Counseling | \$710 | • | • | • | • |
| HO110sp | Consejería para la Compra de Vivienda | \$710 | | | | |
| HO111 | Introduction to Home Equity Conversion Mortgages | \$515 | • | • | • | • |
| HO120 | Counseling Clients to Recognize Fair Lending Abuse and Mortgage Fraud | \$220 | | • | • | • |
| HO130 | Understanding Credit Reports and Credit Scoring | \$195 | | eLearning | | |
| HO202 | Making Home Affordable: A Breakdown of Program Components | \$310 | • | • | • | • |
| HO209el | Delivering Effective Financial Education - Pre-requisite Course | \$195 | | eLearning | | |
| HO209rq | Delivering Effective Financial Education for Today's Consumer | \$710 | • | • | • | • |
| HO211 | Credit Counseling for Maximum Results | \$485 | • | • | • | • |
| HO218 | Counseling the Homeless and Those at Risk of Becoming Homeless | \$220 | • | | | • |
| HO220 | Client Management and Tracking with CounselorMax | \$515 | • | • | • | • |
| HO222 | CounselorMax for Decision Makers and Administrators | \$330 | • | • | • | • |
| HO229 | Homebuyer Education Methods: Training the Trainer | \$1,215 | • | • | • | • |
| HO229sp | Métodos de Educación para Compradores de Casa: Entrenando a los Instructores | \$1,215 | • | | | |
| HO247 | Post-Purchase Education Methods | \$1,215 | • | • | • | • |
| HO248 | Program Compliance and Reporting for HUD-Approved Counseling Agencies | \$445 | • | • | • | • |
| HO250 | Homeownership Counseling Certification: Principles, Practices and Techniques Part I | \$1,215 | • | • | • | • |
| HO252 | Effective Group and Telephone Foreclosure Counseling Strategies | \$485 | • | | • | |
| HO253 | FHA-Insured Loans: An Affordable Mortgage Option | \$445 | | • | | • |
| HO253el | FHA-Insured Loans: An Affordable Mortgage Option (eLearning) | \$195 | | eLearning | | |
| HO260el | Counseling Buyers of REO Properties (eLearning) | \$195 | | eLearning | | |
| HO265el | Counseling Clients Seeking Rental Housing (eLearning) | \$195 | | eLearning | | |
| HO272 | Introduction to HUD's HECM Counseling Program Procedures and Roster | \$310 | • | • | • | • |
| HO275 | Reverse Mortgage Counseling: Case Study Practicum | \$515 | • | • | • | • |
| HO285 | Transitioning Consumers: Counseling Clients to Take the Next Step | \$445 | • | • | • | • |
| HO290 | Being Green, Seeing Green: Counseling Clients to Maximize Energy Savings | \$220 | • | | | |
| HO307 | Advanced Foreclosure: Case Study Practicum | \$485 | • | • | • | • |
| HO310 | Financial Coaching Skills For Homeownership Counselors | \$485 | • | • | • | • |
| HO320 | Developing and Implementing an Effective Foreclosure Program | \$485 | • | • | • | • |
| HO321 | Developing Effective Loss Mitigation Negotiation and Sales Skills | \$485 | • | • | • | • |
| HO322el | Using Effective Practices to Improve Your Foreclosure Counseling Program | \$195 | | eLearning | | |
| HO345rq | Foreclosure Intervention and Default Counseling Certification, Part I | \$1,215 | • | • | • | • |
| HO346el | Understanding and Applying Foreclosure Intervention and Loss Mitigation Tools | \$195 | | eLearning | | |
| HO360 | Homeownership Counseling Certification for Program Managers and Executive Directors | \$1,215 | • | • | • | • |
| HO916 | Symposium – Reclaiming the Vision of Homeownership: Challenges and Solutions | \$220 | • | | | |

MANAGEMENT AND LEADERSHIP

| | | Course Price | LA 2/12 | New Orleans 5/12 | Cincinnati 8/12 | DC 12/12 |
|---------|--|--------------|---------|------------------|-----------------|----------|
| AAP312 | Organization Leadership Succession | \$710 | | | • | |
| ML101 | Critical Thinking Skills | \$445 | • | | • | • |
| ML105 | Public Speaking | \$220 | • | • | | • |
| ML106 | Time Management | \$220 | • | • | | • |
| ML120 | Strategic Thinking and Planning | \$485 | • | • | • | • |
| ML125 | Developing a Winning Business Plan | \$445 | • | | • | |
| ML130 | Human Resources Management and Development | \$485 | | • | | • |
| ML142 | Building a Sustainable Market-Driven Organization | \$240 | | • | | • |
| ML160 | Competitively Positioning Your Organization for the Future | \$240 | | • | | • |
| ML162 | Marketing Your Programs and Organizations | \$485 | • | • | • | • |
| ML162el | Marketing Your Programs and Organizations eLearning | \$195 | | eLearning | | |
| ML163 | Brand for Success: Increase the Visibility and Value of Your CDC | \$445 | | • | • | • |
| ML170 | Laying a Foundation for Fundraising | \$485 | | • | • | |
| ML173 | Grant Proposal Writing | \$445 | • | • | | • |
| ML226 | Generate Revenue for Your Nonprofit's Long-Term Sustainability | \$485 | • | • | | • |
| ML240 | Board Oversight and Governance | \$660 | | • | | • |
| ML240el | Board Oversight and Governance eLearning | \$195 | | eLearning | | |
| ML245 | Leadership Development in Communities of Color | \$445 | | | | • |
| ML250 | Financial Management for Decision-Makers | \$660 | • | • | | • |
| ML252 | Your Money and Your Mission: Successful Financial Management in Challenging Times | \$240 | • | | • | |
| ML273el | A Board Member's Guide to Ensuring Organizational Health | \$195 | | eLearning | | |
| ML275 | Make the Most of Your Organization's Resources | \$445 | | | • | |
| ML280 | Coaching Skills for Managers | \$445 | | | • | • |
| ML282 | How to Negotiate: The Most Important Skill You Will Ever Learn! | \$555 | | | | • |
| ML285 | Coaching for Transformation | \$660 | • | | | • |
| ML292 | Managing Your Nonprofit for Results | \$445 | • | • | • | |
| ML299 | Strengthening Your Human Resource Toolbox: New Strategies for Retention and Recruitment | \$240 | | | • | • |
| ML374 | Driving in The Rain: Management of Loan Funds in an Uncertain Environment | \$445 | • | • | • | • |
| ML375 | Advanced Financial Analysis for a Sustainable Mission: Pricing, Funding and Management of Assets | \$595 | • | • | • | • |
| ML376 | Raising Debt and Equity from External Sources | \$220 | • | • | • | • |
| ML392 | Next Steps for Organizational Succession | \$485 | | • | | |
| ML394 | Advanced Leadership for Organization Transformation | \$660 | | • | • | |

NATIVE AMERICAN COMMUNITY DEVELOPMENT

| | | Course Price | LA 2/12 | New Orleans 5/12 | Cincinnati 8/12 | DC 12/12 |
|-------|---|--------------|---------|------------------|-----------------|----------|
| NA160 | Native Financial Education Instructor Training | \$660 | • | | | |
| NA161 | Native Community Development Financial Institutions: What is Your Role? | \$445 | • | | | |
| NA170 | Native CDFI Development (Oweesta) | | | • | | |