**08:00a.m. – 09:15a.m. Registration & Breakfast**

**09:15a.m. – 09:30a.m. Welcome**

*Monique Forehand,* AACE President

*Sandra Thomas,* AACE President Elect/Conference Chair

**09:30a.m. – 10:45a.m. *Dr. Marqel Quarles****,* Arkansas State University,

**Topic**: “Yes, Career Planning Is Everybody’s Problem”

Career planning impacts more than just a student’s ability to get a job. But its impact on a university can be felt both internally and externally. In this presentation, we will discuss how and why career planning is everyone’s problem and how various university constituents can work together in ways that benefit one another.

**10:45a.m. – 11:00a.m. Break**

**11:00a.m. – 12:30p.m. *Anna Olson****,* AMO Consulting Firm

**Topic**: “Everyone Communicates, Few Connect”

If you can connect with others- one-on-one, in groups, and with an audience – your sense of community improves, your ability to create team work increases, and your influence skyrockets. People who connect with others have better relationships, experience less conflict, and get more things done than those who cannot connect. Leaders who have learned the art of connection are able to communicate their ideas persuasively, establishing buy-in and attracting followers. We will discuss the principles for connecting and take away the five practices of truly connecting!

**12:30p.m. – 1:30p.m.**  **Lunch**

**1:30p.m. – 2:30p.m.** ***Joe Busby,*** UTC Aerospace Systems

**Topic**: “The Elevator Speech”

Consider the scenario of an accidental meeting with someone important in the elevator. If the conversation inside the elevator in those few seconds is interesting and value adding, the conversation will continue after the elevator ride or at a scheduled meeting. This presentation will help you step-by-step to develop your own Elevator Speech; a concise, razor-sharp description of your organization, what it does, who you are and what you do to contribute. You will leave the secession with a tool to help you quickly and effectively communicate your organization to anyone.

**2:30p.m. – 2:45p.m. Break**

**3:30p.m. – 4:00p.m. Wrap-Up**

**AACE Winter Conference 2013**

***“Shine Bright Like a Diamond: Standing Out Among the Ordinary”***