

**Wells Fargo
Executive Directors
Leadership Institute**
of Executive Service Corps
of Southern California

**HELPING YOU
REACH NEW
HEIGHTS**

**Year-long
Leadership Development Program
Begins September 25, 2008**

**Apply early for
discounted program fee**



In association with:

The Los Angeles Junior Chamber of Commerce
Riordan Volunteer Leadership Development Program
and Executive Consulting for the Nonprofit Sector

Our Goal: Supporting Executive Directors Through Education and One-on-One Coaching

Wells Fargo Foundation is responding to the need to support and retain talented and experienced Executive Directors by making an investment in developing their leadership skills. The Institute addresses the common challenges faced by Executive Directors, such as the expanding and often unrealistic expectations of the position.

What is the Institute?

The Institute is based on successful community leadership development models. It includes the following main elements:

Six day-long sessions for Executive Directors

Sessions will result in a strategic project directly addressing a major challenge you face in your organization.

The interactive sessions give you the opportunity to gain a supportive network of fellow nonprofit leaders.

One-on-one support from an ESC Coach for the entire year

ESC coaches are retired CEOs, Executive Directors, Presidents and Department Heads at major companies in the for-profit and nonprofit sectors throughout the U.S.

They are pro bono consultants who will contribute their expertise to the enhancement of talented nonprofit leaders like you.

Through periodically scheduled coaching sessions, your ESC consultant will support you on your journey through the Institute, helping you transfer your learning experience into action plans.



2007 Wells Fargo Executive Directors Leadership Institute Graduation

Pictured, from left, are ESC Executive Director Megan Cooper, Filipino American Service Group Board Chair Eduardo Angeles, Filipino American Service Group Executive Director Susan E. Dilkes, Lead Instructor Jeff Wilcox and Wells Fargo Foundation Regional Vice President Jonathan Weedman

Who Should Attend the Institute?

Executive Directors of five or more years who are interested in:

- Building leadership skills
- Developing fundraising expertise
- Creating a new personal and organizational vision for the future
- Moving beyond a plateau or moving to the next level
- Advanced learning targeted to experienced Executive Directors

“*The Institute is a wonderful place to hone your skills, meet colleagues who face the same issues as you, and learn new strategies to help move your organization forward. It is also a great opportunity to get away from day-to-day activities and take a step back, breathe and think about the big picture.*”

Abbe Land, Co-CEO
The Saban Free Clinic (formerly The Los Angeles Free Clinic)

Institute Schedule

Orientation for Executive Directors, Board Chairs and ESC Coaches:

Thursday, September 25, 2008
 8:30 – 9 a.m. Continental Breakfast
 9 a.m. – 12 p.m. Session
 Location TBD

Six Day-long Sessions for Executive Directors:

All sessions are from 8:30 a.m. to 3 p.m.
 Downtown Los Angeles
 Location TBD

Session 1: Thursday, October 2, 2008
 Assessing and Managing Your Organizational Culture

Session 2: Thursday, December 4, 2008
 Looking at Personal Performance Affecting Your Organization

Session 3: Thursday, February 12, 2009
 Managing Politics Affecting Your Organization

Session 4: Thursday, April 2, 2009
 Taking New Approaches to the Old Fundraising Challenge

Session 5: Thursday, June 4, 2009
 Developing the Strategic Board

Session 6: Thursday, August 6, 2009
 Building the Effective Senior Management Team

Tuition Fee

The fee for the Institute is \$1,600. This includes all workshop materials, books, and lunch.

A partial payment of \$1,000 is to be paid by the first session, Thursday, September 25, 2008. Remaining fee is due by the end of the program.

Early Bird Discount

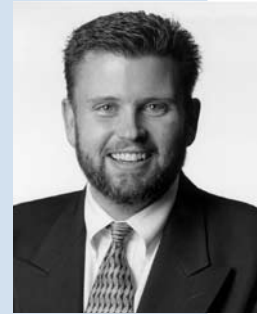
Applications received by July 31, 2008 qualify to pay a reduced fee of \$1,500.

Early application is encouraged. Participation is limited to 15 Executive Directors.

The Presenters: Learning from the Experts

Jeffrey R. Wilcox Lead Instructor and Program Developer

Wilcox has 26 years of philanthropic, health care and communications experience. He is former Senior Vice President of United Way of Greater Los Angeles and Past President, Association of Fundraising Professionals (Orange County). In 2002 he formed Executive Consulting for the Nonprofit Sector, which specializes in interim executive management services, executive mentoring, executive training programs, board development and facilitation, and project consulting.



Robert Yamamoto Session Instructor

In his position as Executive Director and CEO of the Los Angeles Junior Chamber of Commerce since 1998, Yamamoto has successfully utilized his previous private sector training to develop management professionalism in nonprofit organizations.

Participants will also have the opportunity to dialogue with community leaders.

Previous Institute presenters have included:

Fred J. Ali
 President and CEO
 Weingart Foundation

Jonathan Weedman
 Regional Vice President
 Wells Fargo Foundation

How to Apply

Please complete the enclosed application and submit to ESC Institute Director Aileen Preonas at aspreonas@escsc.org or fax to (213) 381-2893.

Applications are due August 15, 2008.

Recognizing the significant needs and challenges facing Executive Directors in today's environment, Wells Fargo Foundation and The Capital Group Companies Charitable Foundation provide the funding which allows the program fee to remain so remarkably low.

For More Information

Contact
 Institute Director
 Aileen Preonas

(213) 381-2891
aspreonas@escsc.org

“ I have always struggled to be the best Executive Director I could be.

Getting involved with ESC's Executive Director Institute was the smartest thing I could have done.

I realized early on that I was learning detailed solutions to problems I had been struggling with for 10 years. They presented a nonprofit business model couched in best practices that recognizes the unique relationships between Executive Director and board, and Executive Director and staff—all in a concise yet entertaining format. Real world examples and an interactive format helped me identify problem areas within my organization and provided for enlightened problem solving.

What a resource! ”

Ernest M. Roberts
Executive Director, PVJOBS

Who is ESC?

Executive Service Corps of Southern California is a nonprofit organization devoted to strengthening nonprofits through coaching, consulting and capacity building provided by experienced executives who volunteer their services.

What Makes Our Programs Different?

ESC is composed of more than 100 retired executives who represent a wealth of management experience and expertise. For more than 25 years, ESC has built an outstanding reputation for our unique service of providing first-rate coaching and consulting to nonprofits for nominal fees.

Core Services

Leadership Development

ESC consultants help nonprofit managers enhance leadership, communication and effectiveness in the organization.

Fund Development

ESC consultants can help you implement a diversified, sustainable fundraising program.

Operational Development

ESC consultants will analyze and provide solutions to the operational concerns in your organization.

Board Development

An ESC consultant will coach your Board through a year of planning, recruitment and any other hot issues on deck.

2008 Wells Fargo Executive Directors Leadership Institute of Executive Service Corps of Southern California

As an Institute Participant You Will

Envision an alternative future for your organization and refocus your vision

Refresh your leadership skills at our dynamic training sessions

Gain the support and guidance of an ESC executive coach

Learn through close interaction with instructors and peers

Build a support network with other nonprofit Executive Directors

Invest in Your Future Today

This Year-Long Leadership Development Program Begins September 25, 2008

Applications are due August 15, 2008



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