

Monday, October 22

| TRAINING TRACK | Leadership | Construction/NR | ReStore | Finance | Development/Marketing | Homeowner Services |
|----------------------------------|---|--|--|---|---|--|
| 8:00-9:45 | BREAKFAST & REGISTRATION IRVINE BALLROOM | BREAKFAST & REGISTRATION IRVINE BALLROOM | BREAKFAST & REGISTRATION IRVINE BALLROOM | BREAKFAST & REGISTRATION IRVINE BALLROOM | BREAKFAST & REGISTRATION IRVINE BALLROOM | BREAKFAST & REGISTRATION IRVINE BALLROOM |
| 10:00-11:05 | PLENARY "State of the State" & Impact Report IRVINE BALLROOM | PLENARY "State of the State" & Impact Report IRVINE BALLROOM | PLENARY "State of the State" & Impact Report IRVINE BALLROOM | PLENARY "State of the State" & Impact Report IRVINE BALLROOM | PLENARY "State of the State" & Impact Report IRVINE BALLROOM | PLENARY "State of the State" & Impact Report IRVINE BALLROOM |
| Session #1 11:15-12:30 | Collaborative Operating Model Room: Monarch I | Crossing the Threshold: What You Need to Know About Working Inside Owner-Occupied Homes Room: California | Developing an Online ReStore Presence Room: Monarch 4 | Things That Will Keep You Out of Trouble in Human Resources and Insurance! Room: San Clemente | Email, Direct Mail, and Social Media: How to Build a Direct Response Campaign Room: Monarch 2 | Impact Report Room: Monarch 3 |
| 12:30-1:45 | LUNCH & PLENARY Motivational Speaker Andy Hill IRVINE BALLROOM | LUNCH & PLENARY Motivational Speaker Andy Hill IRVINE BALLROOM | LUNCH & PLENARY Motivational Speaker Andy Hill IRVINE BALLROOM | LUNCH & PLENARY Motivational Speaker Andy Hill IRVINE BALLROOM | LUNCH & PLENARY Motivational Speaker Andy Hill IRVINE BALLROOM | LUNCH & PLENARY Motivational Speaker Andy Hill IRVINE BALLROOM |
| Session #2 2:00-3:15 | Strengths-Based Leadership: Great Leaders, Teams, and Why People Follow Room: Monarch I | 2020 Net Zero Energy Home Requirements Room: California | Effectively Opening and Managing Multiple ReStores Room: Monarch 4 | Shared Equity Housing: A Look at the Community Land Trust Framework Room: San Clemente | Best Practices for New Fundraisers Room: Monarch 2 | Building Your Homeowner Education Program Room: Monarch 3 |
| 3:15-3:30 | REFRESHMENT BREAK | REFRESHMENT BREAK | REFRESHMENT BREAK | REFRESHMENT BREAK | REFRESHMENT BREAK | REFRESHMENT BREAK |
| Session #3 3:30-4:45 | Strengths-Based Leadership: Great Leaders, Teams, and Why People Follow Room: Monarch I | Volunteers on the Worksite: Safety, Productivity, and Fun Room: California | Pros & Cons of "Purchase for Sale" Inventory Room: Monarch 4 | Staying in the Fight: Financial Leveraging 2.0 Room: San Clemente | Storytelling: Talking to Donors About Habitat's Mission and Homelessness Room: Monarch 2 | Qualified Loan Origination Room: Monarch 3 |

Tuesday, October 23

| TRAINING TRACK | Leadership | Construction/NR | ReStore | Finance | Development/Marketing | Homeowner Services |
|----------------------------------|--|--|---|---|---|--|
| 8:00-9:15 | BREAKFAST & PLENARY Habitat for Humanity CA Strategic Plan | BREAKFAST & PLENARY Habitat for Humanity CA Strategic Plan | BREAKFAST & PLENARY Habitat for Humanity CA Strategic Plan | BREAKFAST & PLENARY Habitat for Humanity CA Strategic Plan | BREAKFAST & PLENARY Habitat for Humanity CA Strategic Plan | BREAKFAST & PLENARY Habitat for Humanity CA Strategic Plan |
| Session #4 9:30-10:45 | Packaging & Delivering the Message Room: Monarch 1 | Home Repairs: Costing, Pricing, and Payments Room: California | Utilizing "Unpaid Staff in the ReStore" Room: Monarch 4 | Take It to the Bank: Using the Community Reinvestment Act to Grow Capacity Room: San Clemente | Faith Relations as a Source of Major Gifts Room: Monarch 2 | What To Do When Life Happens Room: Monarch 3 |
| Session #5 11:00-12:15 | A Case for Homeownership in Prosperous Places Room: Monarch 1 | Acquisition and Development: How to Get it Done! Room: California | Strategies for Increasing ReStore Donations Room: Monarch 4 | How Much Existing Money is Really Out There, and What is on The Horizon? Room: San Clemente | Thank You and Thank You: Donor Stewardship Best Practices Room: Monarch 2 | Mortgage Regulations for Affiliate Leaders Room: Monarch 3 |
| 12:30-1:40 | LUNCH & PLENARY Prop. 1 David Koenig | LUNCH & PLENARY Prop. 1 David Koenig | LUNCH & PLENARY Prop. 1 David Koenig | LUNCH & PLENARY Prop. 1 David Koenig | LUNCH & PLENARY Prop. 1 David Koenig | LUNCH & PLENARY Prop. 1 David Koenig |
| Session #6 1:45-3:00 | Leadership World Café: Guided Small Group Roundtable Discussions Room: Monarch 1 | Construction/NR World Café: Guided Small Group Roundtable Discussions Room: California | ReStore World Café: Guided Small Group Roundtable Discussions Room: Monarch 4 | Finance World Café: Guided Small Group Roundtable Discussions Room: San Clemente | Building Homes and Hope in 2019 – Reaching More California Tax Filers ("how to" campaign toolkit) Room: Monarch 2 | Homeowner Services World Café: Guided Small Group Roundtable Discussions Room: Monarch 3 |