

TCCE Winter Conference
& Legislative Reception
Sheraton-Downtown
Tuesday, February 21, 2012

11:30am – Lunch

Commissioner Bill Hagerty, TN
Department of Economic & Community
Development
The Honorable Bill Haslam Governor,
State of Tennessee Invited

1:30-5:15pm

After the lunch meeting, we will begin
the **TCCE conference schedule**.

1:30-2:15pm

**Building Cathedrals: The Power of
Purpose”**

The 300-year-old story about the
rebuilding of Saint Paul’s Cathedral in
London illustrates that the most
productive and successful people in life
are those of purpose. Our speaker, Greg
Coker, does his own rebuilding, using
this theme to urge us to find purpose in
our lives and support others in finding
theirs.

He concludes his presentation with a
list of simple yet powerful examples of
how Chambers of Commerce have the
amazing power and the responsibility
to touch and inspire others while
touching and inspiring their staffs,
boards and membership in a deep and
meaningful way.

2:15-2:30pm US Chamber of
Commerce, Moore Hallmark

2:30-2:45 Sponsor Break

2:45-4:00pm –

**“We Are All Leaders...the Psychology
Behind Leadership”**

One does not become a leader by saying
they are. Leadership is not a position
given to any individual, if it were, all
CEO/President’s/Owners/VP’s/
Managers would be leaders, and we
know this is not always the case. A
leader is determined by those people
around them. All of us have leadership
potential. How we treat others, how we
inspire, how we motivate,
how we recognize people, and most
importantly how we communicate to
those people around us;
determines our true leadership. In
other words ‘leadership’ is a ‘given’
recognition from other people.
How do you get other people to bestow
the ‘leadership’ label upon us, will be
the topic of our discussion.

Steve Herzog

4:00-4:15pm– Sponsor Break

4:15-5:00pm– **Networking More
Effectively and Enjoy Prospecting
More.**

Raeus is fast paced, energetic and
entertaining but her presentations are

also packed full of usable take-away
information that can help both you and
your members make your networking
events more effective! One participant
counted: **“I got 10 tips I could use
in 15 minutes of time!”** Participants
will walk out with information that they
can put to use before they ever leave the
room.

Raeus Jae Cannon, REO, LLC

5:00-5:15pm – TCCE Wrap Up

*US Chamber Institute Scholarship
winners announced.

*Tennessee Institute Scholarships
winners announced.

*TCCE Institute information
March 4-6- Murfreesboro, TN
Allen Hester, Institute Chair

*TCCE Annual Leadership Conference
information August 22-24, 2012
Clarksville, TN James Chavez, TCCE
President

5:30-7:00pm

At the conclusion of the conference, we
will have our **annual legislative
reception** hosted by TCCE, TEDC and
the Tennessee Department of
Economic and Community
Development. This provides you the
opportunity to network with your
legislative delegation, and your peers
from across the state.

REGISTRATION

Name _____

Name _____

Chamber _____

Address _____

City, State,

Zip _____

Telephone _____

Fax _____

Email _____

Conference Fee (Please register by 1/28/11)

TCCE Members \$99.00 _____

Non Members \$149.00 _____

Payment may be made by check or cc.
Call 615/256-5141 to pay by credit card.

Hotel Reservations

For reservations, call the Sheraton-Downtown at 615/259-2000 or 800/447-9825 and ask for the TCCE rate of \$145.00.

Call before January 19, 2012

Please Mail or Fax Registration To:

Tennessee Chamber of Commerce

Attn: Suzie Lusk

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Nashville, TN 37203

Tel. (615) 256-5141

Fax (615) 256-6726

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Winter Conference
Sponsors
(As of January 10, 2012)

American Chemical
Society

AT&T

SouthComm Publishing/
Target Marketing

Tennessee Housing
Development Agency

TVA

We encourage you to
bring your volunteers and
staff.

Tennessee
Chamber of
Commerce
Executives



2012
Winter Conference
& Reception
February 21st

Nashville, Tennessee
Sheraton-Downtown