



Virtual Bootcamp Schedule February 2-3 2021

Day 1:

11:00 – 11:15 am	Welcome and NACRO Overview
11:15 – 12:00 pm	What does 'corporate relations' mean to institutions like mine
12:00 – 12:30 pm	Breakout Session: Networking
12:00 – 12:45 pm	BREAK
12:45 – 1:30 pm	Industry Panel
1:30 – 2:00 pm	Breakout Session: Industry Partners
2:00 pm	Concluding Remarks

Day 2:

11:00 – 11:15 am	Welcome Back
11:15 – 12:00 pm	Negotiating Win-Win Solutions
12:00 – 12:30 pm	Breakout Session: Soliciting and Negotiating
12:30 – 1:00 pm	Corporate Outreach: Building Mutually Beneficial Partnerships
1:00 – 1:15 pm	BREAK
1:15 – 1:45 pm	Breakout Session: Setting a Strategy to Engage a Corporate Partner
1:45 – 2:30 pm	Stewarding Your Corporate Partners
2:30 pm	Concluding Remarks