

## 2016 Emerging Leaders Schedule

Wednesday, 3-6 PM, Albuquerque Hispano Chamber of Commerce  
1309 4th St. S.W., Albuquerque, NM 87102

Module	Session		Wednesday
Before Course Begins	0	Session 0	3/30/2016
Module 1 Business & Leadership	1	Introduction to Goal Setting	4/6/2016
	CMG	CEO Mentoring Group 1	
	2	Setting Initial Strategic Growth Goals	4/20/2016
	3	Challenges and Stages of Small Business Growth	5/4/2016
		<b>Growth Plan I Due</b>	
	CMG	CEO Mentoring Group 2	
Module 2 Finances	4	Financial Statement Analysis	5/18/2016
	5	Financial Analysis as a Business Tool	6/1/2016
	6	Understanding How Others See Your Financials	6/15/2016
	CMG	CEO Mentoring Group 3	
		<b>Growth Plan II Due</b>	
Module 3 Marketing & Sales	7	Identifying and Targeting Your Ideal Customer Base	6/29/2016
	8	Positioning Your Business Within a Competitive Landscape	7/20/2016
	CMG	CEO Mentoring Group 4	
	9	Sales Strategies, Resources and Systems	7/27/2016
		<b>Growth Plan III Due</b>	
Module 4 Resources	10	Human Resources	8/10/2016
	CMG	CEO Mentoring Group 5	
	11	Accessing New Capital: Public and Private Financing	8/24/2016
	12	Accessing New Markets: Doing Business with the Government	9/7/2016
	CMG	CEO Mentoring Group 6	
		<b>Growth Plan IV Due</b>	
	CMG	CEO Mentoring Group 7	
	<b>Final Strategic Growth Action Plan Due</b>		
Module 5 Putting It All Together	13	Final Presentations of Strategic Growth Action Plans	9/28/2016
		Graduation	