

### **ACE 2020: The Race for Relevance**

Covid19, declining enrollment and budget cuts have all impacted intercollegiate athletics and volleyball programs. Coaches who provide value to their departments and solve problems for their administrators will succeed in 2021 and beyond. This program will give you the tools you need to excel in this new era.

### **Raising Funds: Learning the System**

*(Fundraising & Making Yourself Relevant on Campus Competency – 90 minutes)*

Featured Speakers:

**Wade Garard**, First Point Volleyball Foundation CEO

**Pauline Thiros**, Idaho St. Athletic Director

Wade Garard has raised almost four million dollars in four years to support men's and boys' volleyball by deploying proven strategies and disciplined protocols. Pauline Thiros has moved from volleyball player to major gifts officer to Athletic Director at Idaho State University. Spend 90-minutes with these two experts and you will learn the words timing and tracking, i.e. the system, that will give you success with your alumni and supporters. You will leave this presentation with strategies for how to make yourself influential and your volleyball program indispensable!

### **Managing Up: Turning Administrators into Committed Partners**

*(Working with Administrators & Creating Partnerships Competency – 90 minutes)*

Featured Speakers:

**Bruce Rasmussen**, Creighton Athletic Director

**Pauline Thiros**, Idaho St. Athletic Director

**Jaime Gordon**, Morehead St. Athletic Director & Women's Head Volleyball Coach

**Kirsten Bernthal Booth (Moderator)**, Creighton Women's Head Volleyball Coach

During this time of uncertainty in college athletics it is more important than ever to have a strong relationship and open communication with your administrators. Join our panel of athletic directors in this timely presentation as they discuss how to establish and maintain the connections with administrators that are critical to the success of any coach. Attendees will learn how to become an invaluable part of your department and someone your athletic director can count on.