

Vision, Accountability & Impact



# The Business of Fundraising

16th Annual Midwest Conference on Philanthropy

Tuesday, November 1, 2011 Marriott Chicago Downtown Magnificent Mile

## Closing Keynote



### ***Who Are You—Leadership Development Program***

The Who Are You program focuses on the first step of Mr. Graham's 9-Step Success Process, Check Your ID. Attendees of this session will learn the following key points:

- The greatest opportunity in life is to have a sense of who you are.
  - Once you have a sense of who you are, you can then begin to envision who you want to become.
  - You can control your life by controlling the way you think.
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- It's vital that you replace negative messages with more positive ones.
  - Consider your personality, talents, and gifts so you can give your all to everything you do.
  - Move toward positions that naturally fit your strengths and passions.
  - Work to connect with people you like and respect and who like and respect you.
  - Believe in the possibilities for your life.

Don't miss this chance to see bestselling author, educator and entrepreneur, Stedman Graham, close out the day on a positive note.

**Stedman Graham** is chairman and CEO of S. Graham & Associates (SGA), a management and marketing consulting company that specializes in the corporate and educational markets. Clients have included Merrill Lynch, Wells Fargo, CVS Pharmacy, Manpower, Cisco Systems, The Apollo Group, Harvard and Wharton business schools and the U.S. Department of Labor.

Graham presents, consults and conducts training for corporations, organizations and nonprofits. His programs are driven by his proprietary Nine-Step Success Process™ which teaches people

how to understand who they are, develop a vision for their lives and provides a continuous approach for growth, learning and maximizing personal and professional potential. He has authored ten books, including two *New York Times* bestsellers, *You Can Make It Happen: A Nine-Step Plan for Success* and *Teens Can Make It Happen: Nine Steps to Success*.

Having dedicated his life to community and education, Graham serves as an adjunct or distinguished visiting professor at universities across the nation. In 1985, he founded AAD Education, Health and Sports, a nonprofit organization committed to developing leadership in underserved youth. He also serves the national board of Junior Achievement and the 7-Eleven Education Is Freedom Foundation, and he is a member of the Economic Club of Chicago.

Graham holds a bachelor's degree in Social Work from Hardin-Simmons University, a master's degree in Education from Ball State University, and an honorary doctorate in Humanities from Coker College.