

IN PERSON

EVENT



The Aspiring CEO Summit

Tuesday 16 April, 2024

Liverpool Catholic Club, NSW

ACCM Points

CMAA Members & Affiliates

attending will earn:

20 ACCM POINTS

towards the National Bursary Eligibility & ACCM application criteria.



Is YOUR career goal to become a Club CEO?

If yes, this is the summit YOU need to attend.

This summit targets managers aspiring to become CEOs and aims to support their aspirations by providing a series of topics which will help to make clearer what is expected of a CEO and how to ensure the pathway to a successful transition.

Speakers



LORI LUHRMANN
MOUNTIES GROUP



GLENN CUSHION
INGLEBURN RSL CLUB



TRACEY LENTELL
DCC ADVISORY



DOUGLAS KIRKHAM
WESTS TRADIES



PAUL DI MICHEL
THE CAREER MEDIC



PETER COOPER
CMAA



SHANNEN GOLDTHORPE
CMAA



CARL POZZATO
RYDE EASTWOOD
LEAGUES CLUB



DARRYL BOZICEVIC
MILTON ULLADULLA
EX-SERVICES CLUB



GREG HUNGERFORD
ELEVATEB



GEOFF WOHLSEIN
CLUB GOVERNANCE

CMAA Members

\$280 + GST

per person

Non-Members

\$480 + GST

per person

Management Level

Club Managers
& Club Staff

Delivery Method

In Person

Department

Leadership



CLUB MANAGERS'
ASSOCIATION
AUSTRALIA



REGISTER TODAY

www.cmaa.asn.au

OR contact 02 9746 4199 or training@cmay.asn.au

Maximise Your Potential

9am - 10:30am	Registration & Arrival Networking	
9am - 9:45am	So, you want to be a CEO? How to position yourself to get the TOP job	<p>LORI LUHRMANN, PEOPLE TALENT & EDUCATION MENTOR - MOUNTIES GROUP</p> <p>CEO roles in the club industry are much sought after. Breaking into this level of management can be challenging for those senior managers aspiring for the top job. Boards have to recruit suitably qualified and experienced managers to lead their clubs through what is now a highly complex and compliance driven environment.</p> <p>In this session you will identify:</p> <ul style="list-style-type: none">+ What education/professional development pathways are available to help formalise your knowledge,+ What type of employment experience will be appropriate for the CEO's role,+ Using Networking to promote your personal brand amongst your peers and influencers
9:45am - 10:30am	What research on a prospective club should I be doing before I apply for the CEO role?	<p>GLENN CUSHION, CEO - INGLEBURN RSL CLUB, TRACEY LENTELL - DCC ADVISORY & DOUGLAS KIRKHAM, CEO - WESTS TRADIES</p> <p>Applying for just any old CEO's role and getting it can in itself be fraught with disappointment, frustration and disillusionment. When the scope of the CEO's role and the state of the club's financial state aren't clearly identified and understood BEFORE appointment, often new CEOs either quickly leave the club of their own volition or worse still are terminated by the board because of unrealistic expectations and pressure. Find out what successful CEOs research and analyse when vetting a prospective club employer's operations and financial health.</p>
11am - 11:45am	Developing your Resume & Interview Technique to make a LASTING impression	<p>PAUL DI MICHIEL, CEO - THE CAREER MEDIC</p> <p>One of the most important tests a Board sets for a new CEO is how effectively he/she negotiates their own salary package and conditions. Why? It demonstrates the CEO's key competency to negotiate effectively particularly when representing the club in negotiations with club suppliers and other stakeholders. In this session you will be advised of Flexible Service Agreements, salary packaging and sacrificing, reward and recognition provisions and more.</p>
11:45am - 12:30pm	Negotiating your Salary Package and Employment Agreement	<p>PETER COOPER, SNR INDUSTRIAL OFFICER - CMAA & SHANNEN GOLDTHORPE, WORKPLACE ADVISOR - CMAA</p> <p>One of the most important tests a Board sets for a new CEO is how effectively he/she negotiates their own salary package and conditions. Why? It demonstrates the CEO's key competency to negotiate effectively particularly when representing the club in negotiations with club suppliers and other stakeholders. In this session you will be advised of Flexible Service Agreements, salary packaging and sacrificing, reward and recognition provisions and more.</p>
1:30pm - 2:30pm	CEO insights	<p>CARL POZZATO, CEO - RYDE EASTWOOD LEAGUES CLUB & DARRYL BOZICEVIC, CEO - MILTON ULLADULLA EX SERVICES CLUB</p> <p>Hear from three CEOs who will share:</p> <ul style="list-style-type: none">+ What to do in the first 150 days of being appointed as a new CEO+ What it takes to be an effective CEO+ The challenges of running small, medium and large sized clubs
2:30pm - 3:15pm	Financial Competency	<p>GREG HUNGERFORD, CEO - ELEVATED</p> <p>CEOs MUST have a sound understanding of financial reporting systems and financial management in order to competently perform their duties. Boards expect and rely on the CEO to provide accurate, timely and meaningful financial information. Furthermore, overarching legislation governing registered clubs require the CEO, in the role of the club's Company Secretary, to also adhere to the club's treatment of managing and reporting its finances. This session will provide an overview of the CEO's financial management responsibilities.</p>
3:30pm - 4:30pm	Dealing with the Board	<p>GEOFF WOHLSEN, DIRECTOR - CLUB GOVERNANCE</p> <p>A lot of new CEOs have not had the experience of participating in a board meeting. This can be a daunting and confronting time where a new CEO can be tested by the Board as to their confidence in discussing difficult matters, handling conflict and trying to establish a harmonious and healthy working relationship with management and the Board. This session will overview:</p> <ul style="list-style-type: none">+ Roles & responsibilities of the CEO and the Board+ Setting the Board meeting agenda+ Putting together the monthly Board report+ Board meeting protocols & taking minutes+ Identifying acceptable and unacceptable behaviour in the Board meeting

