

# 2024 Elected Leaders Institute – Advanced Program

## Take your leadership skills to the next level.

The Elected Leaders Institute Advanced Program gives experienced elected officials a chance to come together to learn higher level leadership skills and network with other elected leaders from across the state. Topics will focus on honing negotiation skills, considering what belonging looks like in your city, and how to lead through a crisis.

By attending this program, participants will:

- Gain practical insights into building and regaining community trust and implementing long-term changes for community resilience.
- Practice Inversity™ for positive culture shifts and productive conversation.
- Learn to lead through tough times by tackling difficult topics, including employment, public safety, incivility, and preparing for the future.
- Boost negotiation skills by harnessing communication styles, forging alliances for joint ventures, working with external partners, and championing new initiatives.
- [Browse the full agenda.](#)



## Who should attend?

The Advanced Program is designed for experienced elected city officials who have served in local government for two or more years. If you are a newly elected official, the [Foundational Program](#) may be a better fit.

## Fee

\$350

# Register for a Cohort:

## Plymouth – Feb. 9-10

Crowne Plaza Minneapolis West – [3131 Campus Drive | Plymouth, MN](#)  
(Registration closes Feb. 2)

Register for the Elected Leaders Institute – Advanced (Plymouth)

## Alexandria – Feb. 23-24

Arrowwood Resort and Conference Center – [2100 Arrowwood Lane | Alexandria, MN](#)  
(Registration closes Feb. 16)

Register for the Elected Leaders Institute – Advanced (Alexandria)

# Lodging Information

### **Plymouth – Crowne Plaza Minneapolis West**

[3131 Campus Drive](#)  
[Plymouth, MN 55441](#)  
Phone: (763) 559-6600

**Room rate: \$117**

Make a hotel reservation online or contact the hotel directly. To receive the special room rate via phone, ask for the “League of Minnesota Cities” group block when making reservations. *Book by Jan. 19 to receive this special rate.*

### **Alexandria – Arrowwood Resort and Conference Center**

[2100 Arrowwood Lane](#)  
Alexandria, MN 56308  
Phone: (320) 762-112

**Various room rates: \$134 – \$199**

Contact the hotel directly to make a reservation. To receive the special room rate, ask for the “League of Minnesota Cities” group block when making reservations. *Book by Feb. 2 to receive this special rate.*

# Program Agenda

## Friday Program:

**9:30 a.m.**

Welcome. Check in opens.

**10 a.m.**

Greeting from Host City and Welcome from League Leadership  
*Jenny Max, LMC Board President and Nisswa City Manager; Adriana Temali, Learning Manager, League of Minnesota Cities*

**10:15 a.m.**

Crisis-Ready Leadership: Building Resilience and Trust in Organizations

*Todd Axtell, President and CEO, The Axtell Group; Steven Linders, Chief Communications Officer, The Axtell Group*

Prepare for high-stakes situations and crises and learn to build an organizational culture that can weather storms and recover from high-profile incidents. Explore the vital role of elected officials in crisis management, from talking to the press to supporting staff. Plus, gain practical insights into regaining community trust and implementing long-term changes for increased resilience.

**12:15 p.m.**

Networking Lunch

**1:15 p.m.**

INVERSITY™ 101

*Karith Foster, President and CEO, INVERSITY™*

Belonging, intention and respect are the triad for creating high-performing work environments. Within this engaging and interactive presentation, you will explore how harnessing these elements increases awareness and communication skills, providing the building blocks for creating a caring, inclusive, and healthy work environment. In addition, you will gain a sincere comprehension of modern-day diversity, including the importance of reclaiming the word “diversity” to encompass everyone and their lived experiences.

**3:15 p.m.**

Break

**3:30 p.m.**

Tackling the Tough Stuff: A Panel Discussion with Local City Leaders

*Moderator: Luke Fischer, Executive Director, League of Minnesota Cities*

Join esteemed city leaders from across Minnesota as we dive into the topics keeping you up at night and tested strategies for leading through tough times.

**4:30 p.m.**

Social Time

**5:30 p.m.**

Dinner

*(Plymouth participants will join the Foundational cohort for a shared networking dinner.)*

**6:30 p.m.**

Adjourn

## **Saturday Program:**

**7:45 a.m. – 8:20 a.m.**

Continental Breakfast

**8:30 a.m.**

The Art of Negotiation

*Lori Abrams, Ph. D., University of Minnesota's Carlson School of Management*

This workshop will provide you with skills to utilize when entering a negotiation – whether it's a large city contract or an agreement between two council members on a direction forward. The session will cover communication styles, bargaining, negotiation strategies, persuasion,

and shadow negotiating. By attending you will examine successful negotiation in various settings whether you are:

- Tackling highly political and emotionally sensitive situations.
- Allocating or requesting project resources.
- Championing and implementing new initiatives.
- Forging alliances or joint ventures with external partners.

**11:45 a.m.**

Adjourn & Closing Remarks

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Your LMC Resource

Event Registration

(651) 281-1200

[registration@lmc.org](mailto:registration@lmc.org)

## Special Thanks to Our Sponsor

## Cancellation Policy

Cancellations must be sent via email to [registration@lmc.org](mailto:registration@lmc.org) seven (7) days prior to the start of the program and are subject to a \$50 cancellation fee. If you are unable to attend, please consider sending a substitute. Substitutions are permitted up to the day of the event. Please notify the registration desk of any on-site substitutions.