



# Cost Recovery Thinking



We invite you to attend this new workshop co-sponsored by The Alber Enterprise Center - OSU at Marion and The Center for Corporate and Community Education - OSU at Mansfield. There is NO CHARGE for participation in this workshop due to funding by The OSU CARES Grant.

## WHEN & WHERE

October 1	OSU at Mansfield, Ovalwood Hall Room 463, 1680 University Drive, Mansfield
November 2	OSU at Delaware, Room 225, 7774 Graphics Way, Lewis Center

## SCHEDULE & TOPICS

**Both sessions: Registration 9 a.m. and Seminar 9:30 a.m. to 4 p.m.**

**Continental Breakfast and Lunch are provided.**

Topics will include:

- ◆ How to “re-think” the new roles and interactions
- ◆ Anticipating the changes: thinking ahead to look at the options and opportunities
- ◆ Knowing when to respond...and when to create: taking control of the future
- ◆ Developing marketing strategies
- ◆ Learn about “selling” the benefits
- ◆ Project Process
- ◆ Estimating Cost of Projects
- ◆ Template Examples (Proposals, Agreements, etc.)

## PRESENTERS

<b>Michael Borden</b> - Performance Consultant, Marion and Mansfield Campuses
<b>Rhonda Stannard</b> - Program Manager, Mansfield Campus
<b>Frank Gibson</b> - Program Manager, Marion Campus
<b>Eileen Smith</b> - Director, Marion and Mansfield Campuses

## REGISTRATION GUIDELINES

September 24	Registration Deadline for October 1
October 26	Registration Deadline for November 2

## CONTACT

Micki Daniels, Agr Administration Bldg., 2120 Fyffe Road – Room 3, Columbus, Ohio 43210-1010
Phone: 614-292-3860
Fax: 614-688-3807
E-mail: <a href="mailto:daniels.14@osu.edu">daniels.14@osu.edu</a>