

*As planning and community development professionals, we were trained to think that strong analysis and a well-presented argument were all we needed to convince and persuade but....*



*Being smart  
is not enough*

***It takes leadership skills to turn vision into action***

The Leading Institute's "Leading from the Middle" program can help you become more effective, efficient, and productive. Leading from the Middle is a unique, successful and affordable program. It is the only program designed by and for mid-career and mid-level professionals in planning and community development.

***What is "Leading from the Middle"?***

It combines six training sessions and three months of personal executive coaching from late April to early December. Within each workshop you will learn ethical ways to persuade clients, colleagues and supervisors; build and sustain collaborations; manage conflict; and balance planning, action and evaluation.

***How can Leading from the Middle help me?***

Leading from the Middle Fellows said the program helped them become more influential, become more effective at managing conflict, and learn new ways to strengthen their organizations and communities. You will join a growing network of professionals – from project managers to executive directors -- from the public, private and nonprofit sectors throughout New York and New Jersey.

***How much does it cost? When is the program?***

Leading from the Middle costs \$250 to \$1,250, depending on the size of your organization's budget. Scholarships are available. Members of the following organizations can receive a 10% discount if they apply by April 1: American Planning Association New York Metro or New Jersey chapters, Planners Network, Housing and Community Development Network of New Jersey, and Regional Planning Partnership. Courses start in late April and are offered in Manhattan and New Brunswick, NJ.

**To learn more or register go to <http://www.theleadinginstitute.org>**

Questions? Contact TLI Director Leo Vazquez at [vazquezl@rci.rutgers.edu](mailto:vazquezl@rci.rutgers.edu) or 732-932-3822, x711

The Leading Institute is affiliated with the Edward J. Bloustein School  
of Planning and Urban Policy of Rutgers University