



JEWISH LEADERSHIP ACADEMY AND JEWISH FEDERATION PRESENT  
THE HOWARD J. SIEGAL LEADERSHIP INSTITUTE

# SO YOU HAD A GREAT MEETING: NOW WHAT? WITH ARLENE D. SCHIFF

Monday, April 15 | 6:30 p.m.

Mandell JCC Board Room | 335 Bloomfield Avenue, West Hartford  
Free and open to the public | Reservations required | Seating is limited

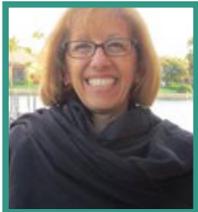
Co-Chairs: Lisa Fishman and Alan Rosenberg

Named for a top Federation fundraiser, storyteller and mentor, the Howard J. Siegal Leadership Institute develops leaders who are committed to cultivating relationships and raising funds for the community through personal conversations. At this program you'll learn how to:

- Master the art of follow-up
- Establish a culture of stewardship
- Create conversations that lead to lasting donor relationships
- Keep your donors excited about your organization, year after year

**RSVP by Monday, April 8 to Karen Nichols**  
[info@jlahartford.org](mailto:info@jlahartford.org) | 860.727.6130

## ABOUT THE SPEAKER



Arlene D. Schiff is the National Director of the LIFE & LEGACY program at the Harold Grinspoon Foundation, where she provides training and support to communities across North America to secure meaningful after-lifetime legacy gifts. Prior to joining the Foundation, Arlene served as the Executive Director of the Jewish Federation of the Berkshires. During her 12-year tenure, she provided visionary leadership while devising and executing strategic plans that centered on community building and garnering support for philanthropic giving. Arlene is a graduate of the University of Massachusetts and holds an MA from Harvard University.

## ABOUT HOWARD J. SIEGAL <sup>Z"l</sup>



Howard J. Siegal <sup>Z"l</sup> was a top Federation solicitor, storyteller, and mentor to the younger generation. Established in his memory and jointly presented by Jewish Federation of Greater Hartford and the Jewish Leadership Academy, the Howard J. Siegal Leadership Institute is open to the entire community and is designed for both new and veteran leaders. Our community remembers Howard with great fondness and is grateful for the ongoing support of his wife, Lois, and his extended family.



JEWISH  
LEADERSHIP  
ACADEMY

The Greater Hartford Jewish Leadership Academy (JLA) is an innovative resource for Jewish-based leadership development. JLA is developed with support from the Jewish Federation of Greater Hartford and funded by the Jewish Community Foundation, the Auerbach-Schiro Foundation, Lea and Richard Rubenstein, and Sandy and Arnie Dashefsky. To learn more, visit [jlahartford.org](http://jlahartford.org).

