

How to Grow from Our Successes and Failures

10:45 AM – 12:00 PM



Vinay Kumar has over 30 years of experience in the not-for-profit, for-profit and public sectors, in various roles and capacities. Based on his professional as well as life experience, today he coaches executives and professionals in the private sector helping them achieve greater professional and personal success.

As a highly respected thought partner, coach, trusted adviser, long-range planner, and systems thinker, Vinay facilitates conversations that help you move forward. His particular focus is on coaching those who, while are strong contributors, lack effective communication and interpersonal skills.

Vinay is a Certified Professional Behavior Analyst (CPBA) and a Certified Professional Values Analyst (CPVA) assessments used in coaching, hiring & placement, leadership development, improving communication, resolving conflicts, and team development. In his free time, he staffs men's retreats conducted through The Mankind Project.

Vinay has been honored with ASAE's All-Star Award for his outstanding service to the association community. He graduated from University of Maryland in 1981 where he majored in Chemical Engineering. He and his wife have two daughters and reside in Great Falls, Virginia.



Lauren Glickman manages AWEA's social media channels and online advocacy center at the powerofwind.com. She's working to mobilize the 89 percent of Americans who support the wind energy industry to counter misinformation and advocate for concrete policy solutions.

For over five years, Lauren has worked on clean energy issues and environmental campaigns across the United States. Most recently, she earned a victory in the Virginia Statehouse, where she wrote and achieved passage of legislation to promote solar energy projects for homeowners and utilities.

Lauren graduated from Tulane University with a dual degree in English and Environmental Policy. When she's not tweeting or checking in on foursquare, Lauren enjoys cooking, bluegrass and triathlons. She is currently training to complete her first Ironman in 2012.



Christy Jones, CAE, has spent the last 20 years working in the association community, developing a wealth of experience encompassing the membership, marketing/communications and program fields of association management. Prior to joining the American Association of University Women (AAUW), Christy has also served as Acting VP - Membership & Client Services for the American Society of Training & Development (ASTD), and as Director-Americas for the Pacific Asia Travel Association (PATA).

Both for US and international markets, Christy has been responsible for developing and implementing strategies that enhance the level of programs, services and interactions between associations and their members, prospects and chapters/branches. She has given numerous presentations on membership recruitment and retention issues around the globe.

Christy has earned the Certified Association Executive (CAE) credential. Less than 5% of all association professionals have achieved this distinction. She has served as Chair of the ASAE International Relations Council and served on ASAE's Design Team for the Global Summit on Social Responsibility.

Christy recently took AAUW to another world – literally! In addition to her keeping up with the new social media channels of communications (she's one of our bloggers and twitterers); Christy helped design and shepherd the new AAUW online community, "[The AAUW Experience](#)". Christy also created an online presence for AAUW in Second Life, a virtual community that has an extensive educational presence. Christy enjoys working with AAUW's states and branches as well as trying new methods to engage future members.



Based in Blue State Digital's Washington DC office and serving as their Business Development Director, **Yianni Konstantopoulos** is responsible for developing new business and programs for new and existing clients across the firm's diverse industry verticals. These, programs, designed to cultivate new members, donor and/or brand advocacy have seen great success.

Prior joining BSD, Yianni was Vice President of Strategy and New Business at Avendi Media, a boutique creative agency in Washington DC, where he managed the organization's strategic growth and marketing efforts. Prior to Avendi, Yianni served as an Associate Director of Sales & Marketing with the Strategy, Innovation, and Management Practice at the Corporate Executive Board. While there, he managed a product portfolio the included some of the world's leading and most innovating companies. Between 2001 and 2005, Yianni served as a Senior Consultant to the World Bank and the United Nations.

He is a graduate of the George Washington University and presently resides in the District of Columbia. When not busy driving client initiatives, Yianni can be found outside playing soccer, training for marathons, or just playing with his dog, Apollo.