



**New Jersey Law Librarians  
Association  
November Meeting & Luncheon**

**Educating the C People: Engage Your Decision  
Makers & Help Them Evolve**

Speaker: **Deborah Panella**  
Cravath, Swaine & Moore LLP

**Program Description**

In order to leverage your assets and achieve library goals, you need to be prepared to prove your worth. Our speaker will help you to identify the go to people and explain ways to negotiate and partner for what you want including the annual budget. Come join this lively discussion as our speaker addresses these issues as well as your questions about educating the C people (CEO, CFO, COO) - the decision makers in your organization.

**Date/Time:** Wednesday, November 12<sup>th</sup> from 12:00 to 1:30 pm

**Location:** Spanish Pavillion  
31 Harrison Avenue  
Harrison, NJ 07029  
<http://www.spanishpavillion.com/>

**Cost:** \$25.00 - members      \$30.00 - non-members      \$15.00 - students

**RSVP:** By Monday, November 10th, 2008

Please make checks payable to: **New Jersey Law Librarians Association**

**MAIL TO:** Beth Pickell  
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**Community Service Project**

The Committee will be collecting non-perishable food for donation to St. John's Soup Kitchen in Newark, which serves 500-700 women children & men daily, regardless of religion.

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(Return by Monday, November 10th, 2008)

Name: \_\_\_\_\_

Affiliation: \_\_\_\_\_