

Registration Form

Three Easy Ways to Register

- Online:** Register & Pay Online at www.macc.coop
- Email to:** knowledge@macc.coop and we will send you an invoice
- Mail to:** **MACC**
6302 Rucker Rd, Suite H
Indianapolis, IN 46220
- Fee:** Members: **\$140.00**
Non-Members: **\$220.00**
- Questions?** **Rod Kelsay**
317-726-6910

Co-op Name _____

Address _____

City _____

State _____ Zip _____

Contact _____

Email _____

Phone _____

Registrant Names

1. _____
2. _____
3. _____
4. _____
5. _____

Cancellations

Cancellations received 1-13 days prior to the class will be refunded at 50%. Cancellations received one day or less are non-refundable.

As a leader, you know that employees play a critical role in the success of cooperatives.

It is important for all employees to know what makes cooperatives different from other businesses, and why cooperatives were formed to meet the needs of their member-owners.

MAC-Ed is a 501c3 charity created to insure this education is available and affordable.



Mid America Cooperative Education, Inc.

Mid America Cooperative Council

6302 Rucker Road, Suite H

Indianapolis, IN 46220

Phone: (317) 726-6910 Email: knowledge@macc



Mid America Cooperative Education, Inc.

Co-ops101

Presented by
Dr. Bob Cohen



June 27, 2016

Ag Credit
2500 W. Market St.
Tiffin, OH 44883
(419) 447-0787

9:00 AM – 3:30 PM

Engage your employees to understand the cooperative world, and sharpen their ability to connect with member/owner-customers.



"Cooperative education is the main focus of the Mid America Cooperative Council.

The Co-ops101 course offered by MACC is a must for all cooperative employees, trustees and directors.

There are many employees and trustees who are engaged in cooperative businesses, who do not really know and practice the *Seven Cooperative Principles*.

MACC provides the needed education for these individuals."

Rod Kelsay
Executive Director
Mid America Cooperative Council

What Every Cooperative Employee Needs to Know

- Cooperative values that will equip them to foster deeper member relationships
- The principles and practices of cooperatives and how to incorporate them into their day-to-day operational approach and communication
- How to effectively educate member/owners through daily interactions about the contrast between the cooperative business structure vs. investor owned businesses
- How to articulate the values and principles to other employees, to customers, and to member/owners

Program Agenda

9:00 AM	Co-ops101 What is a Cooperative? <i>Led by: Dr. Bob Cohen</i>
10:00 AM	Co-ops101 The History of Cooperatives <i>Led by: Dr. Bob Cohen</i>
Noon	Lunch
1:00 PM	Why Are Co-ops Unique? <i>Led by: Dr. Bob Cohen</i>
2:00 PM	Break
2:15 PM	Marketing Our Co-op <i>Led by: Dr. Bob Cohen</i>
3:30 PM	Adjourn



Dr. Bob Cohen

Bob Cohen has spent over a decade educating people about cooperatives.

He teaches the course "Introduction to Cooperatives" at The Ohio State University, and has given workshops and presentations on cooperatives in 20 states and six foreign countries.

A Closer Look . . . Attendee Comments

"I found the seminar to be very beneficial. I feel more appropriately educated for what I need to do".

"This workshop should be a part of new employee orientation."

"Bob advised how important each employee is to representing the cooperative to others."

"It was helpful for us to understand that we, as a cooperative, are managed by our members."

"Real life stories helped put things in perspective."

"I work in the training department and want to see how we can incorporate this into our training."

"This session was a requirement, but a good requirement. Now I can share what I learned with my customers.-"