

NEXT GEN



A **nafi** INITIATIVE

*Leadership Today,
with a Vision for Tomorrow*

JOIN US FOR OUR
Leadership Planning Session

April 7, 2020

Sheraton Framingham Hotel
& Conference Center
1657 Worcester Road
Framingham, MA 01701

INTRODUCTION



LEADERSHIP TODAY, WITH A VISION FOR TOMORROW

In five years or so, most energy companies will be led by professionals who are now in their 20's, 30's and early 40's. These next generation leaders will direct not only their companies, but also the future of our industry. NEFI is proud to support the formation of this NextGen initiative for young energy leaders, to help enhance your skills, knowledge and network capabilities to better reach your goals.



We need you!

Please join us on April 7, 2020 to discuss your objectives, vision and priorities for this initiative and your future. We need your input to move forward and directly address your needs.

To help get you started, we've created a few questions to move this initiative forward. Please take some time to reflect on them in preparation for the planning session. (See the questions and event schedule on the following pages or the website listed below.)

Let's build your future together. We can't wait to hear what you have to say on April 7.

To register:

Register Online

www.nefi.com/nextgen

Email

Jessica@nefi.com

Phone

617-924-1000

Special hotel rates available. Register today!



SCHEDULE



Program will begin promptly at 9:00AM

WHEN	WHAT	WHO
8:30am –	NEXT Gen Early Arrival Quick Connect (<i>light refreshments served</i>)	Attendees
9:00am –	Welcome Setting the Pace	Danny Silverman & NEFI Representative(s)
9:15am –	NextGen Charter <ul style="list-style-type: none">• NextGen Shared Objectives• Rules of Engagement• Our Purpose	Dean Brainard
10:45am –	State of the Industry NextGen Current Perspective <ul style="list-style-type: none">• Challenges/Opportunities	Dean Brainard
12:00PM –	Lunch and Learn The Legislative Landscape	Jim Collura
1:30PM –	Leadership Roundtable	Tuck School of Business & Peter Aziz
2:30PM –	NextGen Vision & Focus <ul style="list-style-type: none">• What is our desired vision for the future of the industry?• How can we shape that future?• Top NextGen priorities going forward	Dean Brainard
4:30PM –	Champions/Next Steps <ul style="list-style-type: none">• Leaders take ownership of key priorities• Personal commitments	Dean Brainard

Note: Light Refreshments will be available 8:30AM-9:00AM for those who want to connect ahead of the session. Please travel safely and plan to arrive for a prompt 9:00AM start. A working lunch will be served and ample breaks provided.



LET'S BE PREPARED

What an exciting time it is in for our industry and for each of you as emerging leaders. In preparation for an vigorous and productive discussion, please consider the following questions. Come prepared to engage and learn from each other.



As we explore the possibility of forming this NextGen group...

-  1. What are the shared goals/objectives that you would look for this NextGen group to achieve?
-  2. What personal or professional benefits/goals would you like to achieve by participating?
-  3. What rules of engagement or standards of conduct would you expect to become group norms?
-  4. Why should this group be formed? What sense of purpose should be this group's guiding compass?
-  5. What are the Top 3 Challenges and Top 3 Opportunities that we face in our industry over the next 5 years?
-  6. What is your desired vision for the industry?
-  7. How do you see this NextGen group becoming a driving force for change toward your desired Vision?
-  8. What do feel the group's Top 3 Priorities should be over the next 1-3 years?

Thank you for your commitment to the future of our industry!



DEAN BRAINARD

Founding Member NEXUS LLC

Dean A. Brainard is the founding member of NEXUS LLC. NEXUS connects select clients to their true potential through consulting, training, and coaching programs that maximize profitability and growth opportunities.

Dean is able to draw on more than 30 years of experience facilitating, coaching and developing people, including front line and managerial experience in the Northeast and Mid-Atlantic states. His collaborative and engaging style of facilitation and training creates transformational breakthrough experiences that challenge and encourage leaders at all levels to realize their true potential. Over the past two decades he has helped develop numerous landmark consulting, coaching and training processes aimed at empowering:

- Business executives and managers
- Professional sales representatives
- Customer Service representatives
- Technicians and Drivers

Dean also serves as a Consulting Associate and Channel Partner for The Ken Blanchard Companies, a global leader in leadership training and development. His broad leadership background allows him to quickly understand and facilitate solutions to leaders' most complex challenges. Dean is the author of the white paper, Leadership Imperative for the Oil and Gas Industry: Tightening the Connection that Optimizes Safety and Productivity.

Dean completed Syracuse University's Graduate School of Sales and Marketing Management Certificate Program. He received his Bachelors degree in Petroleum and Natural Gas Engineering from Penn State University.

Dean can be reached by phone at **315-727-7524** or at dbrainard@truenexus.net. Learn more at www.truenexus.org.



JIM COLLURA

NEFI Vice President & Director of Government Affairs

Jim Collura serves as NEFI's Director of Government Affairs. In this role, he is responsible for the daily management of the industry's advocacy efforts in Washington, DC and regionally throughout the Northeast. As its Vice President, Collura also assists the NEFI President & CEO and staff in the general management of the association.

As its principle lobbyist, Collura represents NEFI before members of Congress and their staff, federal regulators, and Northeast regional public policy organizations. He is also an accomplished coalition builder. Collura created and led the national coalition that successfully lobbied for commodity futures market reform in the 2010 Dodd Frank Wall Street Reform Act. Today, he oversees NEFI's various coalition partnerships and alliances with other likeminded associations such as the National Biodiesel Board, Advanced Biofuels Association, and various national trucking organizations.

Prior to joining NEFI in 2005, Collura served as an assistant to then-U.S. Senator Judd Gregg of New Hampshire and as a legislative aid for a national charitable organization. Collura was educated at St. Anselm College in New Hampshire and holds a B.A. in Political Science. He has also completed some post-graduate work in Congressional Studies at Catholic University in Washington, DC.

Collura was born and raised in Massachusetts and grew up in his family's small-business flower shop and gift store. The business was adjoined to his family home and owned by his parents for 17 years. Collura enjoys martial arts and is currently training for his black belt in Kyokushinkai, traditional form of Japanese Karate. He is now a DC sports fan and collects vintage comic books and vinyl records.

Jim can be reached by phone at **202-441-8857** or at jim.colura@nefi.com. Learn more at www.NEFI.com.