

*You've heard about The Leading Institute's innovative and effective Leading from the Middle program. Now you can learn more at...*



## Leading from the Middle Open House

March 28 or 29

*In New York:*

**Tuesday, March 28, 9-10 am**  
Steven L. Newman Hall  
Baruch College  
137 East 22<sup>nd</sup> Street, Oak Room  
New York, New York

*In New Jersey:*

**Wednesday, March 29, 5:30-6:30 pm**  
Edward J. Bloustein School of Planning and Public Policy  
33 Livingston Avenue, Room 170  
New Brunswick, New Jersey  
(free parking for the first 20 people who RSVP)

RSVP to Leonardo Vazquez, [vazquezl@rci.rutgers.edu](mailto:vazquezl@rci.rutgers.edu) or 732-932-3822, x711

Learn:

- How Leading from the Middle can help you become more effective, efficient and productive
- How the program can benefit your organization and community
- What makes Leading from the Middle distinct and distinctly suited for planning and community development professionals
- Why “being smart is not enough”
- How Leading from the Middle offers a more effective management model for urban planning and community development practice

The 2006 Leading from the Middle class starts in late April. **This is your best opportunity to learn about the program.** The Leading Institute is endorsed by the American Planning Association New Jersey and New York Metro chapters and is affiliated with the Edward J. Bloustein School of Planning and Public Policy.

*“I have begun to identify opportunities to let go of older paradigms and allow/encourage leadership to emerge from the well spring of resources that exist in business and community relationships. I have become a better listener and have learned to ask better questions to surface true needs versus pre-conceived needs.”*

*2005 Leading from the Middle Graduate*