



Linked in Friendship, Connected in Service
Southern Area

THE
Magical Impact
OF INTENTIONAL FRIENDSHIP & SERVICE

**40th SOUTHERN AREA
CONFERENCE**

JUNE 4 - 8, 2025 | BIRMINGHAM, AL

VANESSA FALLS
SOUTHERN AREA DIRECTOR

ETHEL ISAACS WILLIAMS, J.D.
NATIONAL PRESIDENT



Bridging the Gap Between Your Program and Potential Community Supporters

Saturday, June 7, 2025

Presented by:

RoSusan D. Bartee, Orlando (FL) Chapter, President

Randi Adkins-Warren, Macon (GA) Chapter, Parliamentarian

Persharon Dixon, Daytona Beach (FL) Chapter, Southern Area Program Coordinator

Kim McCray, Dade County (FL) Chapter, Southern Area Strategic Partnerships



Welcome



RoSusan D. Bartee. Ph.D.
Orlando (FL) Chapter, President
Chair and Professor, University of Central Florida



Randi Mallori Adkins-Warren , Esq.
Macon (GA) Chapter, Parliamentarian
Corporate Counsel, Aflac



Persharon Dixon, MD
Daytona Beach (FL) Chapter
Southern Area Program Coordinator
Medical Director Elevance Health, Inc.



Kim McCray
Dade County (FL) Chapter
Southern Area Strategic Partnership
RPA/K12 Governmental Consultant

Session Moderator

GENERAL OVERVIEW



WORKSHOP PURPOSE

PARTNERSHIP DIALOGUE

PARTICIPANT ENGAGEMENT

CALL TO ACTION

ICEBREAKER

WHAT IT IS... WHAT IT IS NOT!

VIDEO

<https://www.dropbox.com/scl/fi/ezw7mpb6ng8ziyab6cd28/Kim-Linksmovie.mp4?rlkey=gtlmtet5inwsorx3bb5w4edzc&st=150tfe1j&dl=0>

ENGAGEMENT?

DEI?

STRATEGY?



LINKEd PARTNERSHIP

The IQ...

Impact

Innovation

Integrity

LINKEd PARTNERSHIP

The C-SUITE...

Content

Creativity

Change

LINKEd

PARTNERSHIP

PITCH

WHO GETS THE GREEN TICKET?

Q & A

CALL TO ACTION

Book a follow-up meeting with someone you met today.

Consider **LinksEd Partnership Pitch activity at your chapter retreat.**





Thank You!

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Vanessa Falls, Southern Area Director