PAST WEBINARS

**Hepatitis C and HIV Prevention Services Integration August 7, 2018**This webinar explored the risk factors of and populations affected by Hepatitis C. Experts described how Hepatitis C affects people living with HIV and strategies for integrating Hepatitis C prevention and treatment into current HIV services. Presenters reviewed national statistics and best practices as well as information about how Hepatitis C and HIV affect Native American communities.  
Webinar speakers included Hannabah Blue with CBA@JSI, Andrew Reynolds the Hepatitis C Education Manager with Project Inform and Clinton Alexander, Executive Director of Sacred Spirits. Hannabah Blue has worked in the public health sector for about 10 years, with a central focus on HIV prevention and harm reduction. Andrew Reynolds works on a range of Hepatitis C-related issues including writing fact sheets and health booklets, managing awareness and testing campaigns and working on viral hepatitis policy and advocacy issues. Clinton Alexander brings expertise in working with Tribal communities around HIV, Hepatitis C, harm reduction, substance use prevention, and mental health.

[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2018/08/HCV-and-HIV-Prevention-Services-Integration_presentationslides.pdf) [Text Only Transcription (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2018/08/Hepatitis-C-and-HIV-Prevention-Services-Integration_Transcription.pdf)  
[Watch a recording of this webinar](https://jsi.webex.com/jsi/onstage/playback.php?RCID=4d82b700ff96fb38a88d1fc419b270f2) (60 minutes)

[HIV & Hepatitis C Coinfection factsheet](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2018/07/HCVHIV-coinfection-infographic_MAY2018_508compliant.pdf) (PDF)

**The Role of Community Health Workers to Support Linkage to and Retention in HIV Care**  
**July 11, 2018**  
This webinar discussed how community-based organizations can benefit from incorporating Community Health Workers (CHWs) into their staffing models to improve linkage to care and services, as well as identification of resources and best practices. The webinar highlighted how CHWs may be used to provide culturally and linguistically appropriate services to help clients negotiate the health care system and improve linkage to and retention in HIV care. Lastly, a case study helped participants learn how CHWs may also help clients address other pressing social and economic needs that make accessing health care a lower priority.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2018/07/CHW-Support-Link-Reten_Final_071118_508.pdf)[Text Only Transcription (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2018/07/CHW_Transcription_508.pdf)  
[Watch a recording of this webinar](https://jsi.webex.com/jsi/lsr.php?RCID=c5d799265ac34ec49c406d9d69f435ca) (60 minutes)

**Peer Advocates: Recruitment, Training, Support, and Retention Webinar  
February 8, 2018**  
Arman Lorz, PROMISE for HIP trainer and Capacity-Building Assistance (CBA) specialist at JSI has developed this interactive booster session to revisit staff’s  essential responsibilities and activities as they relate to the role of PROMISE peer advocates. The goal of this web-based event is to enhance your understanding and skills to identify, recruit, train, and supervise PROMISE for HIP peer advocates. You will have opportunities to share challenges related to PROMISE implementation with peers and identify ways to address them during the session. Arman will share lessons from the field as well as additional resources to strengthen your efforts to identify, recruit, train, and supervise peer advocates.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2018/07/PROMISE-PA-Booster-Session_presentationslides.pdf)  [Text Only Transcription (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2018/07/PROMISE-for-HIP_Peer-Advocates_Transcription.pdf)  
[Watch a recording of this webinar](https://cbajsi.adobeconnect.com/pbza2s0m09go/) (70 minutes)

**Let’s Get Visual  
July 25, 2017**In this webinar you’ll learn basic principles of design and how effective design can improve the success of your online and printed materials. We’ll take a look at examples of products “before” and “after” and share tips and tricks to improve your own materials. You’ll walk away with a basic understanding of design and simple ways that you can use readily-available programs such as Microsoft Word, PowerPoint, and other free, web-based tools to create better visual products.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Lets-Get-Visual-Design_final.pdf)  [Text Only Transcription (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/LetsGetVisual_Transcription.pdf)  
[Watch a recording of this webinar](https://cbajsi.adobeconnect.com/pooscqd15hf3/) (50 minutes)

**Desarrollando Historias de Modelos a Seguir en PROMESA de PrEP  
July 13, 2017**Arman Lorz, Community PROMISE bilingual trainer and Capacity Building Assistance Specialist at JSI, will conduct an interactive webinar in Spanish to revisit the essential elements for developing PROMISE RMS for PrEP. The goal of this session is to reinforce participants’ ability to develop RMS and to strengthen participants’ ability to develop RMS that promote awareness of and use of PrEP among the target population. This webinar is designed for any community-based organization, faith-based organization, or health department staff implementing PROMISE.

*Arman Lorz, adiestrador bilingüe de PROMESA y Especialista en Asistencia para el Desarrollo de Capacidades en el proyecto CBA@JSI facilitara esta sesión interactiva en español para revisar y reforzar los elementos claves para el desarrollo de historias de modelos a seguir en PROMESA. El propósito de este taller virtual es de reforzar las habilidades de los participantes, de manera interactiva para desarrollar historias de modelos a seguir para PROMESA. Este taller está diseñado para aquellos quienes implementan PROMESA, incluyendo personal de organizaciones de base comunitaria, organizaciones religiosas, o personal del departamento de salud. Específicamente, este taller virtual procura fortalecer las habilidades necesarias para desarrollar historias de modelos a seguir que promuevan concientización sobre el uso de PrEP entre la población a quienes sus organizaciones sirven.*  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/PROMISE_RMS_PrEP_SPANISH_13JUL17.pdf)https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png [Text Only Transcription (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/PROMESA_Transcription.pdf)  
[Watch a recording of this webinar](https://cbajsi.adobeconnect.com/p24g207ubbcx/) (70 minutes)

**Developing PROMISE RMS for PrEP – Booster Session  
March 16, 2017**Community PROMISE trainers and capacity-building assistance specialists at JSI have developed this interactive booster session to revisit the essential elements for developing role model stories (RMS) as part of PROMISE. The goal of this web-based event is to enhance participants’ skills and ability to develop PROMISE RMS, specifically RMS that promotes awareness of and use of PrEP among the target population. Attendees will reinforce their understanding of the eight components and key messages needed to develop effective PROMISE RMS, understand how to develop PROMISE RMS for PrEP, and identify available resources, tools, and support services to assist in developing and distributing RMS to support High-Impact HIV Prevention (HIP) programs.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/PROMISE-Role-Model-Stories.pdf)https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png  [Text Only Transcription (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/PROMISE-RMS_Transcription.pdf) https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png  
[Watch a recording of this webinar](https://cbajsi.adobeconnect.com/p1m6ulx3knw/) https://servetolead.org/wp-content/uploads/2011/07/video-icon.jpg (75*minutes*)

**Becoming a Community Health Center  
March 14, 2017**This interactive webinar will provide information on the 19 requirements that organizations must have in place to become a community health center. We will also highlight one CBO’s transition to becoming an FQHC. As each requirement is explained, questions for consideration will be posed for community-based organizations contemplating if this model would be a good fit for their organization.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Becoming-a-Community-Health-Center.pdf)https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png  [Text Only Transcription (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Becoming-a-Community-Health-Center_Transcription.pdf) https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png  
[Watch a recording of this webinar](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Becoming-a-Community-Health-Center-20170314-1607-1.mp4) https://servetolead.org/wp-content/uploads/2011/07/video-icon.jpg (45*minutes*)

**Ensuring Program Sustainability: Opportunities and Challenges  
March 30, 2015**CBOs more than ever before need to be proactive and understand their niche, while also being flexible to adapt to national and local policy changes and funders’ priorities. In this webinar, presenters talk through how to “know yourself” by understanding your mission, vision, and current business model. Additionally, presenters discuss strategies for CBOs to know their market. Lastly, tools are be provided for CBOs to build on their strengths and identify their competitive advantage. Presenters use case studies to walk through use of tools and strategies.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Preparing_CBOs_for_Transition_Webinar.pdf)https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png  
[The “Right” Time for a Business Plan (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Business_Planning_Decision_Tree_LaPianaConsulting.pdf) [[https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)[Sample Partner Screen (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Sample-Partner-Screen_La-Piana-Consulting.pdf) [[https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)[Competitive Advantage Worksheet (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/CBA@JSI_Competitive-Advantage-Worksheet.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)

**Ready, Set, Recruit! Enlisting Effective Recruiters for HIV Testing Services  
March 17, 2015**Capacity building assistance (CBA) providers CBA@JSI and Capacity for Health (C4H) join their expertise to provide a rich overview and discussion about how to maximize recruitment efforts to increase HIV testing among high-risk and hard-to-reach populations. This virtual workshop highlights how to leverage the power of word of mouth to identify new infections. It draws upon the CDC-supported Social Network Strategy (SNS) Training which is meant to help organizations maximize existing social, sexual, and drug-use networks to recruit for HIV testing. The workshop focuses on the enlistment of recruiters phase of the SNS strategy and includes an activity to present challenges and solutions for implementation. Familiarity with SNS is helpful for participants follow the discussion but is not required for participation.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/SNS_Virtual_Workshop_508.pdf)https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png  [Text Only Transcription (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/ReadySetRecruit_Webinar_Transcription.pdf) https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png  
[Watch a recording of this webinar](https://cbajsi.adobeconnect.com/p788714hiuj/) https://servetolead.org/wp-content/uploads/2011/07/video-icon.jpg (60*minutes*)

**Integrating HIV Patient Navigation Services: Lessons Learned**  
**March 3, 2015**In response to the increased demand on learning Patient Navigation (PN) services, CBA@JSI hosted presentation on a Patient Navigation model, lessons learned, and best practices implemented in New Orleans by NO/AIDS Task Force.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Patient-Navigation-Streaming-the-Linkage-to-Care-Process.pdf)https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png [Text Only Transcription (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Integrating-HIV-Patient-Navigation-Services_Transcription.pdf) https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png  
[Watch a recording of this webinar](https://cbajsi.adobeconnect.com/p7eyn6mif12/) https://servetolead.org/wp-content/uploads/2011/07/video-icon.jpg (60*minutes*)

**Ask the Billing Experts: How to Bill  
February 19, 2015**In this webinar, billing experts from JSI and Moss Healthcare Management Consulting walk community based organizations providing HIV prevention services through the main considerations of transitioning towards billing and answer questions from the participants. There is no silly question!  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Ask-the-Expert-Billing-Session_Slides.pdf)https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png [Text Only Transcription (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/CBOs-Ask-the-Experts_Outreach-and-Enrollment_Transcription.pdf) https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png  
[Watch a recording of this webinar](https://cbajsi.adobeconnect.com/p3qqt3jf90i/) https://servetolead.org/wp-content/uploads/2011/07/video-icon.jpg (50*minutes*)

**HIV Prevention Billing Opportunities: Setting Fees  
February 11, 2015**This one-hour webinar covers considerations and processes a CBO needs to take into account when setting fees for billing, as well as share supportive tools, such as a sample HIV prevention Superbill.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2014/09/HIV-Prevention-Billing-Opportunities-Setting-Fees_Slides.pdf) https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png [Text Only Transcription (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2014/09/HIV-Prevention-Billing-Opportunities-Setting-Fees_Transcription.pdf) https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png  
[Watch a recording of this webinar](https://cbajsi.adobeconnect.com/p410vcyc286/) https://servetolead.org/wp-content/uploads/2011/07/video-icon.jpg (*70 minutes*)

**CBOs Ask the Experts: Anything about health insurance outreach and enrollment  
January 13, 2015**This webinar discussed strategies and resources to help address clients’ fears and concerns, as well as tools to support your efforts to enroll clients in health insurance. An expert panel then answered questions from attendees about health insurance outreach and enrollment.  
[Presentation (PDF) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2014/10/CBA@JSI_ACA-webinar_slides_508.pdf)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2014/10/CBA@JSI_ACA-webinar_slides_508.pdf) [Text Only Transcription (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/CBOs-Ask-the-Experts_Outreach-and-Enrollment_Transcription.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2014/10/CBA@JSI_ACA-webinar_slides_508.pdf)  
[Watch a recording of this webinar](https://cbajsi.adobeconnect.com/p4gz3gbmui5/) https://servetolead.org/wp-content/uploads/2011/07/video-icon.jpg (*75 minutes*)  
[Health Insurance Outreach and Enrollment Resources (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2014/10/CBA@JSI-ACA-Resources.pdf) https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png  
[ACA Coverage and Benefits Guide (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2014/10/CBA_ACA_Fact_Sheet_508.pdf) https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png

**Why and How to Conduct a Cost Analysis  
September 10, 2014**This webinar defines what a cost analysis is, how an organization can use it, and provides four simple tools for you to conduct a cost analysis at the organizational, programmatic and services/visit level. In addition, it begins to explore how to interpret your cost analysis results.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2014/09/Cost-Analysis-Webinar_PPT-slides-1.pdf) https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png  [Text Only (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2014/09/Cost_Analysis_Webinar_PPT_slides_508_Final.pdf) https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png  
[Watch recording of this webinar](https://cbajsi.adobeconnect.com/p16xmt7so54/) https://servetolead.org/wp-content/uploads/2011/07/video-icon.jpg (*75 minutes*)  [Text Only Transcription (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2014/09/Cost-Analysis-Webinar_Transcription.pdf) https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png

**Building Capacity to Utilize Infographic Tools  
February 25, 2014**The objective of this webinar was for participants to understand which tools are best suited for various data visualization needs. This webinar also identified and familiarized participants with free resources for creating charts, graphs, and pictorial infographics.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Infographic-Tools-Slides_Final.pdf) https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png  [Text Only (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/508_Infographic_Tools-Slides_Final.pdf) https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png

**Change Management: Understanding how Change Impacts Organizations, and Effective Responses to an Evolving Environment  
Tuesday, February 11, 2014**The purpose of this webinar was to familiarize CBOs with change leadership and management strategies. This webinar addresses concepts of change management and uses a case study to illustrate how organizations can use rapid cycle change tools to build an organizational culture that is resilient in a changing environment.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Change-Management-Webinar-Slides.pdf) https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png  [Text Only (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/508_Change_Management_Webinar_Slides.pdf) https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png  
[Watch a recording of this webinar](https://jsi.webex.com/jsi/lsr.php?RCID=13ffea10da3f4d2f961b5d64b0e0c9b7) https://servetolead.org/wp-content/uploads/2011/07/video-icon.jpg  [Text Only Transcription (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Transcription-Change-Managemnt-Webinar_.pdf) https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png

**Strategic Positioning Part 2: Tools for Evaluating Specific Strategies and Opportunities,  
Tuesday, January 21, 2014**  
This webinar provided an overview of tools that can be used to assess potential partnership/organizational restructuring opportunities and understand how to apply them. This webinar provided participants with four tools to further assess restructuring opportunities and their potential impacts.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Competitive-Advantage-Workshop-Part-2-Slides.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)  [Text Only (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/508-Competitive-Advantage-Workshop-Part-2-Slides.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)  
[Watch a recording of this webinar](https://jsi.webex.com/jsi/ldr.php?RCID=aeb9c4fc79e6eb4ebba344c2239c4659) https://servetolead.org/wp-content/uploads/2011/07/video-icon.jpg  [Text Only Transcription (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Part-2-Transcript.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)

**Strategic Positioning Part 1: Identifying Your competitive Advantage, Thursday, January 16, 2014**  
This webinar assisted CBOs in identifying the unique strengths they can bring to their community, potential partnerships, and business arrangements. This webinar introduces the concept of competitive advantage, walked participants through the process of identifying their competitive advantage, and introduced several tools that participants can use within their organizations.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Competitive-Advantage-Workshop-Part-1-Slides.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)  [Text Only (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/508-Competitive-Advantage-Workshop-Part-1-Slides.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)  
[Watch a recording of this webinar](https://jsi.webex.com/jsi/ldr.php?RCID=4e7610be4c9771fcc36d410410c8c372) https://servetolead.org/wp-content/uploads/2011/07/video-icon.jpg  [Text Only Transcription (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Strategic-Positioning-Part-1-Transcript.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)

**Transitioning to Billing Part 2: Best Practices for Successful Reimbursement – Implementing Effective Revenue Cycle Management Practices as a Key Element of Agency Sustainability, Tuesday, December 17, 2013**This webinar built upon Transitioning to Billing Part 1, and provided specific details and strategies necessary to effectively receive reimbursement from third party payers through managing revenue. The webinar is geared toward executive and middle management of community-based organizations (CBOs) providing HIV prevention services, as well as State STD Program Directors/Managers.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Transitioning-to-Billing_-2_slides.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)  [Text Only (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Transitioning-to-Billing_-2_slides_508.pdf) [[https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)[Watch a recording of this webinar [https://servetolead.org/wp-content/uploads/2011/07/video-icon.jpg](https://jsi.webex.com/jsi/ldr.php?RCID=076ca524a8c3e7024f42b5b939bd1fd0)](https://jsi.webex.com/jsi/ldr.php?RCID=076ca524a8c3e7024f42b5b939bd1fd0) [Text Only Transcription](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Updated-Transcript-for-Transition-to-Billing-2.pdf) (PDF) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)

**Transitioning to Billing Part 1: Assessing your Capacity to Successfully Manage Revenue as a Key Element of Agency Sustainability, Tuesday, December 10, 2013**  
This webinar introduced protocol, procedures, and infrastructure that agencies must consider prior to seeking reimbursement through third-party payers, as well as the cultural shifts that must occur to ensure success. The webinar is geared toward executive and middle management of community-based organizations (CBOs) providing HIV prevention services, as well as State STD Program Directors/Managers.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Transitioning-to-Billing_-1_slides.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png) [Text Only (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Transitioning-to-Billing_-1_slides_508.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)  
[Watch a recording of this webinar](https://jsi.webex.com/jsi/ldr.php?RCID=be19805a31d77fbc373389720f92a987)https://servetolead.org/wp-content/uploads/2011/07/video-icon.jpg  [Text Only Transcription (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Updated-Transcript-for-Transition-to-Billing-1.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)

**Assessing Capacity to Successfully Manage Revenue as a Key Element of Agency Sustainability  
Wednesday, October 30, 2013**This webinarintroduced protocol, procedures, and infrastructure that agencies must consider prior to seeking reimbursement through third-party payers, as well as the cultural shifts that must occur to ensure success. Please contact CBA@JSI if your organization is interested in this content.

**Tools for Evaluating Specific Strategies and Opportunities  
Wednesday, October 23, 2013**  
This webinar provided three tools that CBOs can use to further assess restructuring opportunities and their potential impacts. Please contact CBA@JSI if your organization is interested in this content.

**Understanding How Change Impacts Organizations**  
**Thursday, October 10, 2013**  
This webinar focused on change leadership and management, and identified resources available to support these strategies. Please contact CBA@JSI if your organization is interested in this content.

**Identifying Your Competitive Advantage  
Thursday, September 12, 2013**This webinar introduced the concept of competitive advantage, walked participants through the process of identifying their competitive advantage, and provided several tools that participants can use within their organizations. Please contact CBA@JSI if your organization is interested in this content.

**Diferencias y semejanzas entre La Ley del Cuidado de Salud a Bajo Precio, y Usted, Estrategia de prevención del VIH/SIDA de los CDC, y la Estrategia Nacional del SIDA y la Estrategia Nacional para el VIH/SIDA  
Miércoles, Junio 26, 2013**Proveedores de servicios de VIH/SIDA interesados en entender o refrescar su conocimiento de estas tres iniciativas y como deben ser integradas.

**Effective Grant Writing Part 2: Crafting a Winning Proposal  
Thursday, June 20, 2013**This webinar focused on best practices for organizing and writing a successful proposal.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2013/06/Writing-a-Proposal-6-20-13.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)  [Text Only (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2013/06/Writing-a-Proposal-6-20-13_508-Compliant.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)

**Effective Grant Writing Part 1:  Preparing for Success  
Tuesday, June 18, 2013**This webinar focused on keys to (1) evaluating whether a grant opportunity is right for you, (2) positioning your program/organization for success, and (3) planning your response.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2013/06/Effective-Grant-Writing-Preparing-for-Success_June-18-2013.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)  [Text Only (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2013/06/Preparing-for-Success-6-18_508-compliant.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)

**HIV Prevention and Health Care Reform:  Becoming a Patient Centered Medical/Health Home**  
**Wednesday, April 10, 2013**  
This interactive webinar helped CBO prevention program leaders better understand what it means to be a patient-centered medical/health home, how to begin the process of recognition, and best practices for implementing medical/health homes within the field of HIV.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2013/04/PCMH-Webinar_041013_for-CBA-website.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)  [Text Only (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2013/04/PCMH-Webinar_041013_508-Compliant.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)

**Matching your Metrics.  Meeting Your Social Media Goals.**  
**March 28, 2013**This webinar presentation outlines monitoring and evaluating social media. There are many components to consider such as quantitative measures (the numbers) and qualitative measures (i.e., the conversation and context). Many social media channels such as Facebook, Twitter, YouTube, and Flickr provide you with free “insights” or other tracking information. While numbers can be helpful, social media is really about “engagement.”

**Developing a Strategy for Recruitment and Retention**  
This webinar presentation outlines CDC’s approach to HIV prevention efforts and how to effectively recruit and retain clients. Topics include: situational analysis, staff motivation, challenges agencies face, and preparing to evaluate.  
[Presentation (](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/cbajsi-recruit-retention-slides.pdf)[PDF](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Not-another-meeting-slides.pdf)[)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/cbajsi-recruit-retention-slides.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)

**Moving to Sustainability in the Emerging Environment Presentation**  
**December 18, 2012**  
This webinar addressed major environmental trends impacting CBOs; vital roles for HIV prevention CBOs in the future; and steps CBOs can take to ensure viability.  
[Presentation (](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/12/Moving-to-Sustainability-in-the-Emerging-Environment.pdf)[PDF](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Not-another-meeting-slides.pdf)[)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/12/Moving-to-Sustainability-in-the-Emerging-Environment.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png) [Text Only (](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/12/Moving-to-Sustainability-in-the-Emerging-Environment_508-Compliant-version.pdf)[PDF](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Not-another-meeting-slides.pdf)[)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/12/Moving-to-Sustainability-in-the-Emerging-Environment_508-Compliant-version.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)

**Writing a Successful Grant Proposal**  
**May 9, 15, and 23, 2012**  
These webinars addressed the main components of a typical grant proposal, qualifying for the grant, determining if the organization’s goals are compatible with the purpose of the grant, and the planning and preparation process of writing a proposal.

**Preventing Burnout**  
**April 18, 2012**  
The purpose of this webinar was to assess and recognize the signs of burnout, define the concept of burnout, describe strategies to address burnout for the participants and their staff, and to describe a few key steps involved in effective task delegation. Preventing and addressing burnout was presented as a strategy to enhance job satisfaction and retain staff.

**Effective, Participatory, and Successful Meetings Presentation**  **January 11, 2012**  
This presentation describes diverse roles/responsibilities of a manager; ways in which meeting facilitation can contribute to a team approach; and key steps to plan and implement successful meetings.  
[Presentation (PDF)](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2012/09/Not-another-meeting-slides.pdf) [https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png](https://2ryf031lg8wn2x57sv42523m-wpengine.netdna-ssl.com/wp-content/uploads/2016/07/page_white_acrobat.png)