

**SJ Lusk & Associates**  
**Invite to Selection Training Weekend**  
**October 2011**

**Dates:** Saturday 28<sup>th</sup> & Sunday 29<sup>th</sup> of January

**Venue:** Kauri Glen Lodge, Puhoi

**Organisers:** Simon Lusk, David Farrar, Cam Slater

**Cost:** \$50 to cover food costs, please bring cash on the day

**Accommodation:** A limited amount is available on site, with other accommodation near by. Priority will be given to out of towners.

The 2014 and 2017 elections are expected to see a number of blue seat available. The aim of this session is to provide attendees the best possible chance of winning a blue seat.

We will also discuss building a team over a long period of time and planning your career as a politician.

All sessions will have prepared documentation that will be distributed a week in advance. Attendees will be expected to have read this and discuss it rather than be lectured to. This is about sharing experiences from previous selections.

*NOTE: THIS IS NOT A SUBSTITUTE FOR NATIONALS CANDIDATES COLLEGE. IT DEALS WITH WINNING SELECTION AND OTHER AREAS NOT COVERED IN THE CANDIDATES COLLEGE.*

**Agenda:** Saturday 28<sup>th</sup>

*Presenter details have to be confirmed. As they are confirmed they will be emailed to you.*

9.30	<b>Introduction to Selection</b>	Simon Lusk
9.45	<b>Seats Available and Worth Having &amp; Likely Future Boundaries</b>	David Farrar
10.00	<b>Selling yourself in Selection</b>	Cam Slater

10.30	<b>Selection Message &amp; Speeches</b>	Simon Lusk
10.45	<b>Long Term Selection Strategy</b>	Simon Lusk
11.00	<b>Stages of selection</b>	David Farrar
11.15	<b>Break</b>	
11.30	<b>Hostile Q&amp;A</b>	Cam Slater
12.00	<b>Selection Materials &amp; Team</b>	Simon Lusk
12.15	<b>Lunch</b>	
1.00	<b>Commitment to Winning</b>	To be confirmed
1.30	<b>Speech Preparation</b>	TBC
2.00	<b>Dealing with Unpleasant Selections</b>	TBC
2.30	<b>Meeting Delegates</b>	TBC
3.00	<i>Break</i>	
3.30	<b>Contesting Selection Against a Sitting MP</b>	TBC
4.00	<b>The Desire to Win</b>	TBC
4.30	<b>Selection Wrap Up</b>	David Farrar
	Reflections on 20 plus years of observing selections	

Evening: BBQ Informal discussion about values and vision.

### **Sunday 29<sup>th</sup> January      Preparing to be an MP & Minister**

This will discuss the skill sets required to be a good MP and a better minister. It will involve preparation before the session, and tasks through the session.

<b>8.30</b>	<b>Building Your Team:</b>	To take with you over time, anticipating you will be on the front bench. S Lusk/ D Farrar
<b>9.30</b>	<b>Building Your Donor Base</b>	S Lusk Preparing a long term donor plan.
<b>10.00</b>	<b>Being a Small Target</b>	C Slater
<b>10.45</b>	<b>Break</b>	
<b>11.00</b>	<b>Being a Good Electorate MP</b>	S Lusk/ D Farrar
<b>11.30</b>	<b>Lunch/ Leave</b>	