



Spotlighting High-Value Programs

Chapter Academy Webinar Series



The sharing & learning continues!



5/7

Communications



6/4

Virtual

**Turn your brag flyer
into a Poster for
NIGP Forum 2026
Procurement
Excellence Showcase**



<https://www.nigp.org/events/annual-forum-and-products-exposition/procurement-excellence-showcase>



New Chapter Speaker Program

Help for one of your most common challenges!

40 NIGP speakers (& growing) who

- volunteered to support & participate in chapter events
- represent a wide range of expertise & topics
- in-person & virtual options
- Fees vary

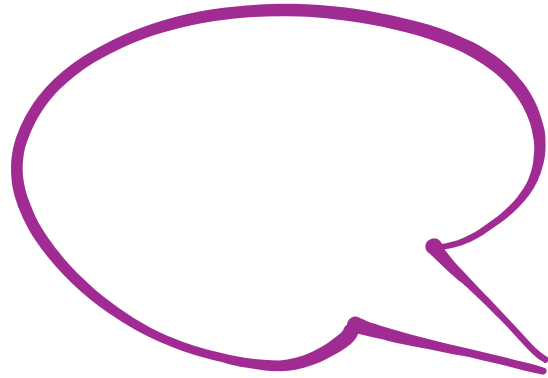
Add value to your chapter workshops & PD!

Email Jennifer Steffan at jsteffan@nigp.org



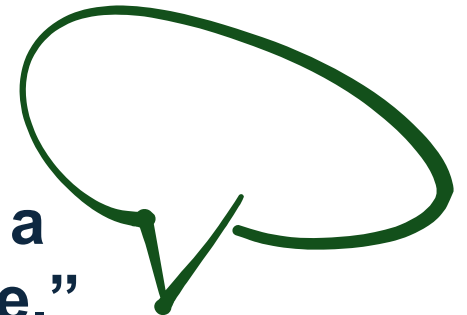
**What is sticking
with you from our
membership
conversation last
month?**

“Associations today are as much active problem-solvers as they are conveners or trainers.”



“The members are not looking for that annual spike of experience. They’re looking for an arc of experience across the year. That event may be a part of it, but what happens after your flagship event?”

Then the main event becomes one experience in a series of experiences that add up to member value.”



High Value

MYTHS

Requires expensive speakers	✗
Needs big turnout	✗
Is a formal event	✗
Free or low cost	✗
In real time, in person	✗

FACTS

Solves a problem	✓
Fits in the workday	✓
Can be repeated	✓
Members feels smarter, safer or more connected	✓

CHAT: What's one thing your members consistently say helps them do their job better?

ADVOCACY / AGENCY SUPPORT

Manager briefings, compliance checklists, resource kits, student outreach, career day activities

educational

MICRO-SERVICES

Peer reviews, mentorship, 1:1 support, quick consults, job boards
Programs members USE vs attend
*Single topic * Fast, easy to deliver*

SOCIAL ACTIVITY

coffee chats, discussion thread, volunteer working session, book club, affinity/interest groups



HIGH VALUE =

High impact * Relevance *
Usability * Repeatable

SIGNATURE EVENT

Conference, reverse trade show, holiday party, awards night

DIGITAL RESOURCES

Website, e-letter, templates & tools, social sites, swag
In the moment on-demand

EDUCATIONAL ACTIVITY

Learning cohorts; peer briefings, practice-sharing sessions, member-led demos, office hours with an SME, case study discussions, template walk-throughs

social...
networking

High-value programs can be

- Educational without being events
- Social without being parties
- Valuable without being large
- Repeatable without being exhausting
- Impactful without being expensive



CHAT: What problem are we helping members solve—and what's the simplest way to do that?

From the field

Signature Event

Conference & Trade Show

Regional gathering “United for Progress”

Education + community ...
Professionals + Elected + Suppliers

Area 2 [PAPPA]

Education

Symposia

Spring & Fall ½ day focus on a key topic

Based on member input
Focused + Condensed + Free

Tampa Bay Area Chapter

Learning Activity

CPPB/CPPO Review Session

Certification & re-cert prep

Targeted + Focused + WIIFM

AZ State Capitol Chapter

Learning Activity

Lunch & Learns: New Pro

In-person or remote sessions for newly appointed purchasing agents/buyers covering best practices

Targeted + Focused + Flexible + WIIFM

No NJ Chapter

Communications

Weekly Pulse

Weekly email check-in with board highlighting “what we’ve been building” and weekly win.

Volunteer Connections + Quick

KS Association KAPPP

Social Activity

Book Club

Monthly gathering around a book with the book selection and hosting shared in a round-robin sequence.

Shared interest + informal + WIIFM

AL State Network RRC

Let's build

1. What's the headline or title?
2. What problem does it solve?
3. Who is it for?
4. What is high-value? *Impact / Ease / Reach / Relevance / Uniqueness*
5. Which category does it fit? (*Or do we need a new one?*)



<https://bit.ly/4cd95Qk>

Questions to guide you ...



- What real pain point does this program solve for procurement staff?
- Does it save time, reduce risk, or build community?
- Is it easy for volunteers to deliver again?
- Would a small agency with limited staff immediately “get” the value?
- Is the benefit obvious within 10 minutes of experiencing it?
- Can someone walk away with something useful (a tool, a connection, a shortcut, an answer)?
- Can someone describe it in one sentence?
- If you stopped offering it, would members feel the loss?