



Webinar series

Steering the Employers' and Business Membership Organizations in times of crisis

3# New membership strategy for a new start
Wednesday 2 December 2020 11am-1.30pm (Moscow Time GMT+3)

Agenda **Opening session** 11:00-11:05 Key takeaways from previous webinar Programme - webinar 3 Vladimir Curovic, Employers Specialist, ILO/Moscow Jorge Illingworth, Programme Manager, ACTEMP/ITCILO 11:05-11:50 **Participative Presentation** Elements of a Membership development strategy Paolo Salvai, Senior Programme Officer, ACTEMP/ITCILO 11:50-12:20 Case study **Employers Federation of Ceylon Membership strategies in times of crisis** Kanishka Weerasinghe, Director General, EFC 12:20-12:25 **Break** 12:25-12:55 Case study Croatian Employers' Association strategy and action plans in COVID-19 crisis Milka Kosanović, Director of Membership Affairs, CEA 12:55-13:25 **Brainstorming / Roundtable session** Which new services for a renewed value proposition? Facilitators: Jorge Illingworth, Programme Manager, ACTEMP/ITCILO Vladimir Curovic, Employers Specialist, ILO/Moscow Paolo Salvai, Senior Programme Officer, ACTEMP/ITCILO 13.25-13:30 Wrap- up Vladimir Curovic, Employers Specialist, ILO/Moscow